

Christmas With the Old Folks

Christmas with the old folks in the valleys of our bloom,
The singing of the kettle where the back-log lights the room;
A snowman in the garden and the little paths all white
That lead the hearts of Christmas to the heart of Christmas light;
Christmas with the old folks, in the memories clustered sweet
Around the country cottage or the dear old village street—
 Cookies in the closet and the doughnuts in the bowl,
 The sandcake and the cruller and the spicecake and the bun;
 Dear lips of lovely greeting in the sweet home of the soul,
 The old folks by the window and the young hearts wild with fun.

Christmas with the old folks, in the land of other days;
Ah, lead us back, dear Father, to the sweets of childhood ways,
The whitewashed rooms of glory, with the old engravings hung
Beside the waxen blossoms that we made when we were young;
The little scroll-sawed brackets and the frames of quaint design—
Dear old home of childhood where the childhood memories twine.
 Music of the sleighbells, and the strawride's come again,
 'Tis Christmas of the spirit in the snowbound hills of earth;
 And Christmas with the old folks far from rumbling marts of men,
 Ah, gentle, gray-haired dreamers by the country Christmas hearth.


WHEN YOU SEE

THE  GOOD
SIGN OF CANDY

“DOUBLE A”

Remember it came from

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

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. 



PROFITABLE AND UNPROFITABLE

EVERY time you fill a paper bag with sugar you LOSE time, LOSE the cost of bag and twine, and you may LOSE some overweight. You must take all of these chances on such a narrow margin of profit that selling sugar in paper bags means selling it AT A LOSS. On the other hand, by selling FRANKLIN CARTON SUGAR you SAVE time, SAVE cost of bag and twine, and SAVE overweight, all of which means selling sugar AT A PROFIT. That's our proposition in a nutshell. Every word is true, and worth your serious thought, because you sell too much sugar to be careless about it. FRANKLIN CARTON SUGAR is appreciated by consumers because of its *quality* and *cleanliness*; once introduced it displaces "paper bag sugar." Any jobber can supply you.

FRANKLIN CARTON SUGAR is 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."

BUCK UP

FIRST HAND ADVICES

from the Retail Grocery Trade show a tremendously increased clientele for "WHITE HOUSE" COFFEE—as the demand for this splendid brand has been spreading from East to West and from North to South in a most unprecedented manner since early autumn. Dealers are rapidly finding out that it *pays* to handle it—that the *insistent demand by their best customers can not be denied*—that they can *not*, in justice to themselves, omit such a meritorious article from their stock.

You Need
"White House" Coffee
In Yours.

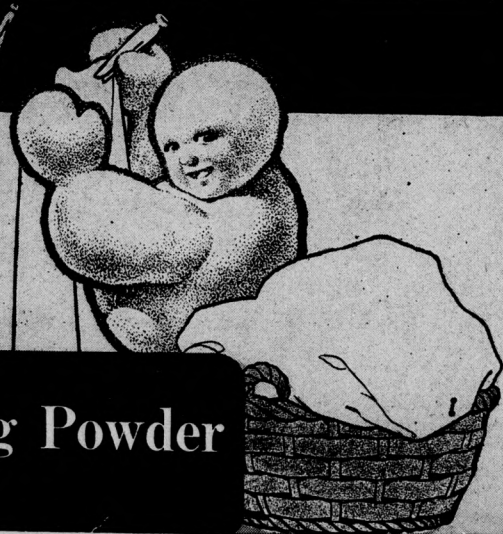
JUDSON GROCER CO.
Wholesale Distributors
GRAND RAPIDS, MICH.

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 17, 1913

Number 1578

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UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Marquette, Dec. 15—We love you, Sunny Jim, with all our heart, but we don't quite like your "sic him" attitude between our much esteemed friend, Gabby Gleanings, and ourselves. However, we don't blame you for having all the fun you can get out of it and Gabby Gleanings is a pretty good fellow at that.

A. J. Drouin, of Hancock, formerly with the Van Camp Canning Co., has joined the salesforce of the Gannon Grocer Co., of this city, and has accepted a territory tributary to Marquette, having taken the place made vacant by the resignation of Clifford LaFare. The Gannon Grocer Co. has been organized only about three years and already penetrates all portions of the Upper Peninsula and is destined for a bright future. It already has five men on the territory and is constantly taking on new territory and adding new men to the staff.

We note in news items from the Soo that our friend, T. J. Malony, the popular manager for Swift & Co.'s Ishpeming branch, has been appointed chief chicken inspector and wears the official badge as an insignia of his authority as such. We immediately sought an interview with Mr. Malony and we discovered his absolute unfitness for this job, as he is so bashful and modest that when he sees a chicken on his side of the street he wends his way to the opposite side. He asked us if we could recommend a deputy who could fully qualify and meet all the requirements, when we immediately recommended Fred Edlund, of Armour & Co., who now proudly wears the badge and is making a wonderful record in his new position.

The Keckonen Hardware Co., of Calumet, has just completed and moved into its new store in the Keckonen block on Sixth street, which gives it as fine a retail hardware store as there is in the Upper Peninsula and by all odds the finest in the copper country. The store room measures 54x132 and has a basement of equal size and runs from the street to the alley. At the rear of the store is a large receiving and shipping room and a spacious and beautifully lighted tinshop fitted up with the most up-to-date tools for everything in tinshop, cornice work and plumbing. The offices are spacious and hold a commanding position in the store, having a view of every department. The stock represents a value of about \$75,000 and is most advantageously displayed and the fixtures are the most modern. The show window has a unique feature for

Northern Michigan, that of having a regularly built-in fireplace for the display of mantles and can be changed to different mantle displays at will.

John F. Schoonenburg, of the National Biscuit Co., was met on a train a few days ago by ye scribe, wearing a far happier smile than usual. We ventured to ask him if he had received a "raise" for next year, when he finally admitted that his happiness did not come about in that way, but that he had added a tiny consignment to his stock of Unecda children in the form of a real live Unecda boy and that his satisfaction and happiness comes because his dream of a nice family of one girl and one boy is realized. He has named the young hopeful, John F. Jr., and has already arranged to have him learn the duties of a chauffeur, so he can run John's car, and then when John becomes an old man the Junior will take his duties as a salesman for the National Biscuit Co.

Tom J. Kitts, the able and popular representative of the John Manville Co., is making his trade at this end of the territory this week.

A. G. Crose, an old time friend of the writer and a prominent man of Escanaba, has passed away at his home in that city, suffering from a chronic affection of the heart. He was born at Schoolcraft and came to Escanaba in 1886 to take a position in the freight department of the C. & N. W. Ry. in which his rise was rapid, resigning fifteen years later his position as cashier to accept the position of Secretary and manager of the Richter Brewing Co., of Escanaba. During his residence at Escanaba he served the city as Treasurer and served the county as Supervisor. He was a member of the Escanaba lodge of Masons and also Elks, serving as its Secretary for many years. Mr. Crose was an affable and pleasant man and in his death Escanaba loses one of its most staple citizens. Mr. Crose was 46 years old and leaves a wife, a son and a daughter.

Emil and Arvid Swenson, of Ishpeming, brothers, have formed a copartnership under the style of the Sanitary Market, for the sale of choice meats, vegetables, fish, poultry and fruits, in the new Robbins block. Emil was in the employ of the Meyers Mercantile Co. meat department for eighteen years and with T. Hughes & Son for the last eight years as meat cutter, and his brother Arvid, has been in the employ of Joseph Sellwood & Co. for the last ten years. Both young men are highly popular and are fortunate, both in having unlimited experience and in having, through their long acquaintance with the trade, innumerable friends as a field from which to draw trade. In addition, they have saved their earnings and start their business on quite a strong financial foundation.

Subscribe for the Tradesman.

Read the Tradesman.

Ura Donald Laird.

News Items From the Soo.

Sault Ste. Marie, Dec. 15—N. C. Morgan, in former years one of our foremost grocers here, is in the city this week with Mrs. Morgan in the interest of the Bethel Mission. Mr. Morgan is now located at Omena, representing Swift & Company's fertilizer department for Lower Michigan. Mr. Morgan's many friends in the Soo were more than pleased to see him again and are making his stay pleasant while in the city.

It is pleasant news to the Soo readers to hear of the interest taken in the revival meetings being held in the Soo, by our friend, Thomas Follis, who is making special comments in Cloverland on the progress being made here at the Soo in religious work. We know that Mr. Follis has always had a warm spot in his heart for anything pertaining to religion and feel confident that Cloverland will receive his hearty support should there be a revival in its midst at any time. We know that Thomas is a busy man or he would have considered the appointment of Hotel Inspector for the Upper Peninsula. Never mind, Tommy, the revival services are now brought to a close and you will have to be good upon your next visit to the Soo.

The foot ball craze has come and gone here, but from present indication the sentiment is going into hockey instead and it is expected that a new league will be formed here shortly. Several enthusiastic meetings were held in the city fire hall last week and the feeling of the local fans is at high pitch and they expect to place a team in the field this year that will make the Upper Peninsula take notice for the championship. The cities which will comprise the League are, Duluth, Calumet, Houghton and the two Soos.

Wm. Greensfield and Harry Wynn, who have been operating camps for the Central Paper Company, at Bissells Spur and Wellsburg, respectively, have finished their contract with the company. Wm. Greensfield has taken another contract with the Jones & Kerr Co., of St. Ignace.

R. E. Duncan, for the past few years manager of the Gamble-Robinson Produce Co., of Minneapolis, a local office in the Canadian Soo, of which Mr. Duncan had charge, has gone into business for himself and is at present in Chicago picking out his Christmas goods for the holiday trade here. Mr. Duncan has been a hard and faithful worker since living at the Soo and his many friends are anxious to see him make a success in his new venture which he justly deserves.

Wm. Davis has opened up a new meat market on Portage avenue in the East end of this city.

While the writer was in Minneapolis last week, an amusing incident occurred at the commission house of Meagher & Parsons, where they have a large aluminum egg hanging in front of their door which is used as a trade sign. This, in some manner, became detached and in falling to the sidewalk, it accidentally struck a man by the name of "Ikey," who immediately fell to the ground and commenced to yell "Murder, I am killed, I am killed." The egg was very light, but there happened to be a policeman nearby at the time, and it was suggested by the proprietor of the store to send for the doctor at once, but the policeman gave orders to call the ambulance at the morgue, instead of calling for a doctor, and as soon as "Ikey" heard that they were going to take him to the morgue, he picked up his hat and made himself scarce, apparently not feeling any the worse for his experience, but causing much merriment for the on-lookers.

Harry Cranston, formerly employed as clerk in the H. Williams meat market, has left the city. It is understood that he is not contemplating returning.

A few months ago a delegation of Detroit business men were at Trout Lake negotiating the purchase of the Sanitarium, formerly occupied by the late Dr. Ford, and from the interest taken at the time it was expected that the Sanitarium would be remodeled and put in shape for a tuberculosis hospital. We were wondering what has become of the enterprise, as the Upper Peninsula has been looking for news as to the progress made with much interest.

August Willman, for the past two years, one of the Soo's successful grocers in the East end of the city, was murdered at his place of business on the morning of Dec. 11. Robbery was the motive, undoubtedly, as Mr. Willman was of quiet disposition and doing a prosperous business. It seems that he was in the habit of carrying a large roll of bills on his person and was apparently waiting on the murderer at the time, as a large piece of salt pork was still on the scale and Mr. Willman had gone back to the barrel to get another piece of pork. While in this position it is apparent that the murderer shot him with a 16 gauge shot gun and blew the top of his head off. The murderer was tracked to the river by his blood stained foot prints, but all further track was lost. Several suspects have been arrested, but nothing definite has as yet been ascertained. The last suspect, however, is considered of some importance, as he has been displaying considerable money where it has been known that he was usually broke. The citizens are giving every support possible to try and land the murderer, as it is the coldest and bloodiest murder that has occurred in this section for years.

Elmer Fletcher, of Dafter, has returned from the Canadian Northwest, where he went as a homesteader. After comparing the possibilities and inducements offered by the Canadians, the comparison was in favor of Cloverland and he returned home, satisfied that Chippewa county is a better place to locate than in the Canadian Northwest.

Prenzlauer Bros., one of our leading furnishing stores here, gave their annual banquet at the Park Hotel one evening last week to their many employes and stockholders. It was a big affair and sixty-two sat down to the sumptuous repast furnished by the jovial host, A. E. Marriott. Short talks were given by the directors and the Nordyke orchestra furnished many fine selections during the evening. It is needless to say that the clerks enjoyed the liberal hospitality of their employers.

Two young lads of the Soo, Elvin and Orville Dietz, of Seymour street, whose ages are 15 and 10 years, respectively, who have been reading about the case of Mrs. Bessie Wakefield, the Connecticut woman sentenced to be hanged, unless the people of the United States take some action to show their disapproval of the hanging, started out with the petitions. The Orville lad secured 133 names of the Soo residents and Elvin secured 105 names. These were forwarded to the pardon board of Connecticut, in whose hands the fate of Mrs. Wakefield rests. The names were secured in ordinary note books which were sent in the original form to Connecticut. Favorable comments were heard of the success of the lads and interest taken in the matter by the youngsters. W. G. Tapert.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Dec. 15—Learn one thing each week about Detroit: The concerns manufacturing pharmaceutical supplies employ 20,000 persons.

Our idea of the height of impossibility is to take a kid through a toy department in fifteen minutes.

Detroit is the greatest dry goods market between New York and Chicago and if Wetsman & Pregonson have their way about it, Detroit will be a still greater market. This young concern started in a very small way at 364 Gratiot avenue, handling lines of notions and furnishing goods. This was about four years ago. To-day they have three men on the road and anticipate adding to their sales force in the near future. Both Herman Wetsman and Aaron Pregonson are deserving of much credit for the fine showing they have made.

If there is any doubt in any one's mind about the extreme honesty of Burkhardt Bros., of St. Joe, just get in communication with "Bill" Freileigh. "Bill" invested 83 cents in some tickets when in St. Joe some time ago and last week he was informed by Burkhardt Bros. that he was to receive an article valued at \$100 for his investment. As Bill is going to give his wife the "83 cent" article for a Christmas gift and he is a subscriber to the Tradesman, we will refrain from telling what the \$100 "object" is.

Heading of a page in the Tradesman last week: "Leisure Hour Jottings by the Innocent Bystander." J. Albert Keane may be a bystander all right, but when it comes to being called innocent—even the Tradesman may occasionally slip from the straight line for veracity.

About the greatest satisfaction we can get out of the Christmas present fad is to send presents to our out-of-town friends and wife's relatives—express collect.

John Carmody, who conducts a very classy and up-to-date men's furnishing goods store at 918 Grand River avenue, is having a new front put in his store.

George B. Forrester, a really live merchant of Deckerville, is deserving of special mention through these columns. George visited Detroit last week. The mere fact that he visited Detroit last week does not signify much. Everybody does that when they get the opportunity, but George brought his wife with him—which goes to show that he is happily married.

A great many pleasant comments have been passed on the fine window display of the A. W. Koenig store, corner Gratiot avenue and Chene street. The Koenig department store is owned by Hubbard & Zost, two young men who but a few years ago were clerks in the same store. Since the business was taken over by them it has showed a steady increase and to-day both young men are rated among Detroit's strongest merchants.

Attention of Ura Donald Laird: To show that our mutual friend, Will Pohlman, has again recovered his normal senses, we are pleased to say, with the kind assistance of all who kidded him, fifteen cents in currency and a well-known barber, he has had his mustache removed.

It pays to advertise. Gene Scott, of Grand Rapids, by flirting with the Grim Destroyer and having a few ribs disturbed and otherwise seriously bungled up, received many mentions in the various papers last week. Gene cannot be side tracked, however. He will soon be out and around flaring his good ribs in the face of fate again. Best wishes are extended him from this section of the State. In Richter's article regarding the accident, he added that Gene was once a resident of Petoskey. Why rub it in, Fred?

A. F. Rockwell, the "Rapids Scribe," described the accident in which little

Pete Anderson, F. W. Bostrom and Gene Scott were injured, then follows it up with: "Grand Rapids Knows How." Jealous, we take it, of the advertising that Empire received.

Henry Heinzelman, member of the firm of "George & Henry," proprietors of two men's furnishing goods and clothing stores in the heart of the city, paid his store a visit last week for the first time in several months, owing to illness. Mr. Heinzelman at one time was a resident of Grand Rapids and has been very successful in the mercantile business in Detroit.

George Roberts, who has been a resident of Detroit for a trifle less than forty years and has been traveling for Burnham, Stoepel & Co., a large portion of that time, says that smiles and trouble, like oil and water, will not mix.

Do not let the date of the Veteran Travelers' Association banquet, to be held in our city on Dec. 30, slip your mind. A splendid programme will be prepared which is promised by Secretary Sam Rindskoff to be the best yet given. Special efforts will be made to secure E. A. Stowe as one of the speakers. Tickets can be secured by remitting \$2 for dues and plate, to the Secretary, 50 Lafayette street.

V. Jurkiewicz, who conducts a dry goods and furnishing goods store at 722 Hastings street, is having his store remodeled and a new front put in.

Norm Eggeman (Western Hat & Cap Co., Milwaukee), has finished his spring trip and is now home studying up new pranks to play on his brother benedict, Gard Wallace.

Lyman Prostel has been added to the sales force of the General Grocery Co. and will take up his road duties at once. Mr. Prostel is a former Grand Rapids boy and his many friends, both in Grand Rapids and Detroit, hope to see him make a success in his new undertaking.

The Electric Railway Service, published by the D. U. R. as a medium of information to its patrons and as a matter of self protection against the mudslinging attacks of local yellow newspapers, contains an article in last week's issue relative to city passengers riding on interurban lines. While the street railway officials are powerless to remedy this state of affairs, it is hoped that fair minded people will take heed and use city cars when riding within the city limits. It is very annoying to those traveling men who are leaving the city in the early morning to be obliged to hang onto their grips and the back end of the cars with scarcely a foothold at the same time. The traveling men cannot afford to await the coming of another interurban car, while the city passengers can easily await the next city car. This is especially annoying to interurban passengers who are obliged to take the Pontiac or Flint and Saginaw cars that run out Woodward avenue. Some of the largest automobile factories are located in Highland Park (out Woodward) and there are thousands of working men who take the Woodward avenue cars. In justice to the D. U. R., we will state the service during the rush hours is better than one half minute, so it seems as if the city riders could at least wait for one car to pass for the out-of-town riders without any inconvenience to themselves.

Save the pennies and the high cost of living will take care of the rest.

We wish to correct an error made in last week's columns. Instead of Walter J. Hill, the name should have read Walter J. Hiller. We commended Mr. Hiller on his splendid window display, etc. Mr. Hiller is one of Detroit's "live wire" merchants and far be it from the writer to be giving a man named Hill credit for what Hiller accomplishes.

George S. Roehrig is another Grand Rapids pharmacist to make good in the city of opportunity. George is now manager of the beautiful drug store at the corner of Chene and

Champlain streets owned by George E. McDonald. There are at the present time a great many engaged in the drug business in this city who received their start in the city of perpetual mayors and no public drinking places.

It is not generally known that Detroit has twenty-three carriage and wagon factories.

Referring to the pleasant comment made by the Cloverland editor regarding the hard times party given by Council, No. 131, we wish to state that the easiest kind of a party to give in Grand Rapids is a hard times party—for those who are obliged to live there.

Woman may be the light of a man's life, but it only adds to the misery when there is gas and electricity to pay for.

The Traveling Men's Club will give a feather party at St. Andrews hall, Friday night, Dec. 19. The committee has arranged for an all around good evening. The ladies are specially invited to join in the festivities of the evening. The traveling Men's Club is composed of the local U. C. T. Councils and other traveling men.

Like a city street car during the rush hours is the way the Cadillac Council rooms looked at the last meeting Saturday night. The initiation of a large class of candidates, coupled with the fact that the members of the Grand Council were to be present, had the effect of bringing out the large crowd. Preceding the meeting a banquet was given to the members and prospective members. Senior Counselor Charles Reattoir acted as toastmaster, while speeches galore were made, every one of interest to all present. Several members of Council No. 9 attended the meeting. During the meeting Secretary Schram told of a dream he had about the late Grand Treasurer Henry Perry, immediately after which all became darkness and the picture of the beloved Henry Perry was thrown on a screen. Carnations furnished by the Secretary were given to each one present—that being Henry Perry's favorite flower. The names of the new members will be found further on the page. The Council endorsed the name of Lou Burch for Grand Treasurer, his name to be presented at the Grand Lodge meeting to be held in Saginaw next June. Speeches by Grand Counselor Welch, John D. Martin, L. P. Thompkins and A. E. McEachron of the Grand Executive Committee, and Grand Page F. J. Moutier were well received. Besides those initiated several new applications were received, voted on and accepted.

"You know," says Frank Williamson, the Lakeview grocer, "that some people are so dishonest that they will cheat themselves in a game of solitaire."

Arthur Davenport, who formerly represented the Belle Isle Garment Co., has accepted a position with Edson, Moore & Co. as house salesman. Mr. Davenport is well and favorably known throughout the State.

Heading of an editorial in a Detroit paper: "Senator William Alden Smith Is Not A Joke." This comes as a bit of information, as a great many people have been thinking otherwise.

Actually overheard in a Detroit street car: "I wouldn't have nothin' to do with that guy Jim. He's a bad man. He's one of them church members."

Look at this list of new members of Cadillac Council No. 143. In this assorted lot are bantams, lightweights, middleweights and heavies, a bunch of youngsters that would make any lodge be proud to claim as their own. Know any of 'em?

Frederick Hinsch, Pierce, Hinsch Co.

W. Meyer, West Side Brewing Co. J. Schiemer, New Standard Hardware Works, Mt. Joy, Pa.

Louis Fromberg, Uhlman & Co., Cincinnati.

M. J. Stevens, Burroughs Adding Machine Co.

"Long" John Harris, American Tobacco Co.

Arthur B. Stone, Buick Motor Co., Flint.

David J. Emig, Jr., Theo. Eaton & Son.

Perry M. Scott, Anchor Packing Co.

Herbert C. Martin, Detroit Candy Co.

Lamont C. Begole, Richmond Backus & Co.

John W. Eckhart, Jr., Jewett, Bigelow & Brooks.

Harry J. Nichols, Edson, Keith & Co., Chicago, was re-instated and J. E. Warner was transferred from Forest City Council, No. 5, Cleveland.

A man is not without honor save in politics.

Next meeting of Detroit Council No. 9 will be held at their hall Saturday night, Dec. 20. As usual, a large attendance is requested, as there will be much business of importance to be taken up and a large class of candidates to be initiated.

In last week's issue the editor took a fling at some of our prominent hotels for their laxity in obeying the new towel law. Well, anybody connected with a newspaper for forty years and the proverbial printer's towel that goes with it is entitled to individuals when he pays the price for them.

Above is the only poem composed by a traveling man that the editor will permit to be published in the Tradesman.

Frank D. Ferris is one of the traveling men who has a job that is the envy of many of his fellow expense padders—selling corsets. Says Frank: Marry in haste and repent on pay day.

Wyandotte is not to be compared with Detroit for size, but it contains at least one clothing and furnishing goods store which will compare with anything of that nature in the entire city—the store of Roehrig Bros. being the one to bear that proud distinction. Neither in quality of goods carried, styles and appointments of their store is there anything—not omitting our best—in Detroit to surpass them. Roehrig Bros., a few years ago, were clerks in a store in their village and by sheer grit, coupled with ability above the average, they have reached the high place in the mercantile world that they hold to-day. Despite their success in a business way, they are the same old Roehrigs as of yore and no one begrudges them their good fortune.

At the meeting of the Executive Committee, held in Detroit last week, Joe Wittliff was elected Grand Treasurer to fill the vacancy caused by the death of Henry E. Perry. The selection of Mr. Wittliff, who is a member of Port Huron Council, came as a surprise to the Detroit members, who had endorsed Lou Burch for the office. At the last meeting of Cadillac Council Lou Burch was endorsed as a candidate for Grand Treasurer for the ensuing year and from now until the "bell rings" at the Grand Council meeting in Bay City next June, the boosters of Detroit councils will further his candidacy.

Nye Allen, who has been covering Indiana territory for Edson, Moore & Co. for the past six years, will traverse the territory formerly covered by Will Adams, who has resigned and will call on the Eastern trade for Beals & Selkirk, trunk manufacturers. Inasmuch as Mr. Adams was one of the most popular traveling men in Central Michigan, Edson, Moore & Co. have made a happy selection in Mr. Allen to succeed him.

H. M. Hamburger, an old knight of the carpet bag, who now conducts a dry goods and furnishing goods store at 154 Ct. Subin avenue, has been casting a furtive eye on every

traveling bag he sees, as well as a longing look at every traveling man, which does not take a Sherlock Holmes to deduce the fact that some day we will see "Ham" back among the boys. Before going in business Mr. Hamburger represented H. Phillips & Co., of New York, millinery manufacturers.

Thousands of traveling men are now in the city, which should cause rejoicing among the storekeepers—much "expense" money will be spent this week.

Dave Schneider, who conducts a dry goods and furnishing goods store at 556 Hastings street, has joined the merry (and otherwise) throng of benedicts. Last week the popular David and Miss Anetta Blanche Friess were united in the holy bond of wedlock. The Tradesman, joining with the happy couple's many friends, extends the best wishes for a happy future.

A man is judged by the company he keeps—also by the company's money he keeps.

C. Alberts, manager of the S. L. Alberts Co. store at Ravenna, received a special invitation from Uncle Sam to spend his vacation in Grand Rapids, where the Federal grand jury was to hold forth indefinitely, a few days ago. Now this fact in itself is not so startling. The trouble was that Mr. Alberts didn't relish the idea at all—which really surprised his friends, who believed him one of Uncle Sam's pet patriots. About the time that Alberts was in deep meditation over his enforced visit to Grand Rapids, along saunters Jim Moore—beg pardon, Jimmie Moore, glasses, smile, order book and all—Jimmie, you know, started traveling for Burnham, Stoepel & Co. sometime between George Washington's first and second terms as President of our country. Noting Mr. Alberts long face and having heard of the sacrifice he was to make—you know it's no easy matter to eat rich food and drink high-

balls—jimmie went from clerk to clerk in the store and expressed his sympathy at the loss of their manager. This was too much for Mr. Alberts and he rushed at "Jimmie" like a ferocious tiger and threatened to throw him out, and do you know that Jimmie—think of it, old Jimmie Moore—just bluffed Alberts until he had him shaking at the knees. Jimmie Moore told us this story, so we know it must be true; besides, he said he would get even with Alberts for scaring him.

Harold Guittard, the ruddy checked manager of the Optimist, says no matter how cold it is when Jerry Moore and S. M. Johnson get together, there is always lots of hot air floating about.

A movement is on foot by both Detroit councils to organize a traveling men's death benefit association, similar to the Grand Rapids organization. We wish to mildly suggest that by forming one large organization the benefits would be far greater and the larger organization could be controlled far easier than two separate bodies.

At the meeting of the wholesale grocers, held here last week, Governor Ferris, in a speech to the members, eulogized the traveling men for their part in the upbuilding of the wholesale business. That is one point that all the traveling men will agree with our illustrious Governor on.

"Women fight to see the Schmidt trial." "Women send fowers to murdered Spencer." Headlines in the daily papers. Sure thing, we're for woman's suffrage.

Pleased to receive items from anyone who has 'em that are of interest to the trade or the boys. Address all communications to 211 Columbus avenue, Detroit.

Send all Christmas gifts to the same address.

- None accepted unless prepaid.
- None expected.
- None rejected.

James M. Goldstein.

The Other Side of the Towel Question.

St. Johns, Dec. 15—I wish, as a subscriber to your journal, to thank you for mentioning in your issue of Dec. 10 that the Steel Hotel is still using roller towels. It is true there is one roller towel in the wash room for my own personal use, as I prefer that to any other. I have used roller towels on my hands and face for the past twenty years without any contamination. However, I do not ask anyone else to use it and if the person who gave you the information will apply to me, I will provide him with a pair of spectacles that he may see the word "private" in two inch letters above it, which has been there for the past two years. A paper sanitary towel is always there and individual linen towels are always supplied by paying patrons on request, but they are not put in the washroom for shoe cleaning purposes. I used to have a stand with towels on in my washroom, but found many of them used each day for this purpose. One day, turning into the washroom, I found a traveling man with his grip open, packing towels in. I took three towels from him and, of course, he got sore when I told him he could purchase same at the store if he wanted them to carry around or take home. At the same time I took them from the washroom and keep individual towels in a drawer in the office. I presume your informant is one of those hogs who sits around the lobby with his dirty feet perched in a chair or on a table and late in the forenoon or afternoon goes back to his room, after it has been made up, and musses things up generally, uses the toilet utensils and spits on the carper or down the dresser front, wall or radiator, which ever way his head may be turned, in token of his appreciation of a clean, comfortable room. I am sorry to say this happens very frequently. I have noticed this type of man is always the loudest in his wails about the rotten

condition of hotels and often have wondered if he behaved the same way at home, if he has one.

Now, I ask you, is it reasonable to ask a hotel man to provide toilet facilities, washroom accommodations, furnish soap, water, toilet paper, stationery, heat and a lounging place and then, on top of all, pay for laundering towels for a lot of people who run in and out and never spend a cent in the house; in fact, think a man invests his money in a hotel for a public comfort station and waiting room, without any return for same? We have hotel inspectors of one kind or another going over the house every few weeks. Have recently had one who stayed four days in the house while inspecting other places in town and he went from roof to cellar and pronounced everything O. K. here. In closing, would suggest that before publishing anything derogatory to any hotel, you ascertain the facts first and not take the sayso of any disgruntled chronic kicker whom an angel from heaven could not satisfy who thinks he is getting the worst of it all along the line. Will say we are anxious to accommodate our patrons and do all we can for them always.

G. W. Marriott.

When the Sale Should Set Sail.

A widow posted in her front yard a rudely painted sign, "For Sail." A party of students from a near-by college strolled past and laughed uproariously at the little sign. One boldly called out to the widow, working in her garden:

"Hello, old woman; when does this house sail?"

"Whenever the feller comes along that can raise the wind," calmly replied the old lady, and went on with her work.

Stock This Brand and Make Big, Sure Money

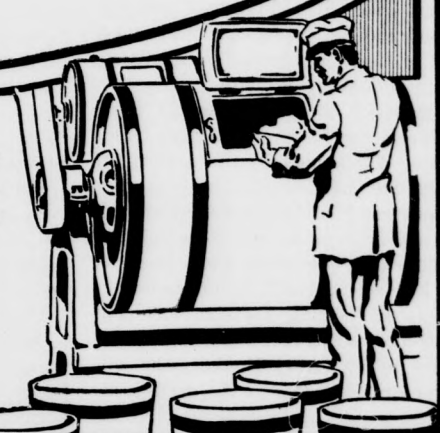
This Brand is the famous Dandelion Brand Butter Color that 90 per cent of the professional butter makers of the world use.

Stock this famous brand now and get your share of the big profit it brings in.

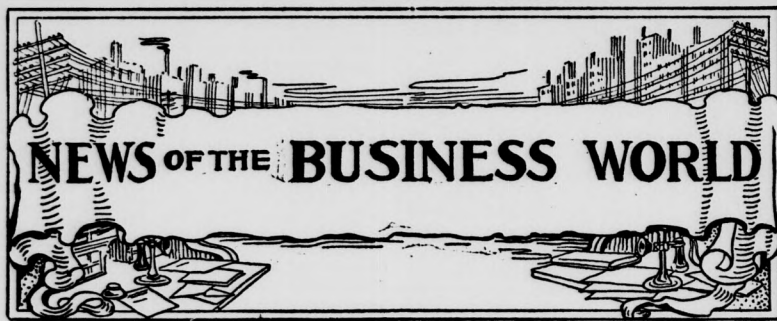


We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

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



Dandelion Brand  **Butter Color**
The color with the golden shade



Movements of Merchants.

Flushing—Edward Letts has opened a meat market here.

Charlotte—William Otis has opened a general store here.

Otsego—J. H. Beck has engaged in business to sell cigars.

Lyons—Chas. E. Herington has engaged in the cigar business.

Wayland—B. D. Stockdale has opened up a billiard and cigar store.

Whitehall—A new confectionery store has been opened by Geo. Pappas.

East Jordan—John McEachran succeeds Fred Bennett in the baking business.

Onsted—Beebe & Pentecost succeed Beebe & Boyd in the hardware business.

Cadillac—R. L. Cavanagh has engaged in the restaurant and cigar business here.

Springport—W. N. Farlin has closed out his stock of meats and retired from business.

Zeeland—Ben Sterkins, recently engaged in general trade at Hudsonville, has opened a shoe store here.

Muskegon—Henry Kleine succeeds Klaas Buikema in the grocery business at Wood and Catherine streets.

Curran—Charles Benson has moved his stock of general merchandise into the new store building he has erected.

Hastings—Cook & Henry have engaged in the house furnishing business under the style of the People's Exchange.

Adrian—Mrs. Schrader has sold her stock of confectionery and cigars to Walter Patrey, who will continue the business.

Crystal—Joseph L. Lechner has sold his interest in the Central Michigan Auto Agency to O. A. Sanford, who continues the business.

Sand Lake—T. J. Blanchard has sold his undertaking, implement and harness stock to L. H. Eggleston, Frank Otterbacker and Miles Williams.

Lowell—W. J. Gonderman, of Flint, has leased the H. H. Reed store building and will occupy it with a stock of general merchandise Feb. 1.

Manistee—Fire damaged the Henry J. Racine grocery stock and store building to the extent of about \$700 Dec. 10. The loss was covered by insurance.

Hudsonville—Ben Sterkins has sold his stock of general merchandise to the former owner, Henry Yonker, who will continue the business at the same location.

Detroit—The National Syndicate of America has been incorporated to deal in merchandise on commission, with an authorized capital stock of \$25,000, of which \$17,000 has been subscribed, \$1,000 being paid in in cash and \$16,000 in property.

Muskegon—Ralph Buitendorp has removed his stock of crockery, furniture and hardware to the two-story brick building he has erected at 37-39 Catherine street.

Lakeview—F. E. Moore has sold his interest in the premium specialties stock of F. E. Moore & Co. to his partner, Mr. Stebbins, who will continue the business under his own name.

Big Rapids—V. Roussin has sold his drug stock to John Hanchett and L. E. Hadden, who have formed a copartnership and will continue the business under the style of the Big Rapids Pharmacy.

Royal Oak—The Erb-Kidder Co. has engaged in the retailing of lumber, fuel, hardware, building and agricultural supplies, with an authorized capital stock of \$20,000, which has been subscribed and \$15,000 paid in in cash.

Lansing—E. R. Gullette has sold his interest in the Page & Gullette shoe stock to Max Harryman, formerly of Owosso, and the business will be continued at the same location under the style of Page & Harryman.

Detroit—W. J. Baird & Co., dealer in machinery, has merged its business into a stock company under the style of the Baird-O'Hara Co., with an authorized capital stock of \$75,000, of which \$37,800 has been subscribed and \$15,000 paid in in cash.

Manufacturing Matters.

Buchanan—The Simplex Ladder Co. has increased its capital stock from \$6,000 to \$12,000.

Manistee—William Martinson, who conducts a wagon shop and feed mill here, is building an addition to his plant.

Detroit—The Long Manufacturing Co., manufacturer of auto radiators, has increased its capital stock from \$300,000 to \$400,000.

Cassopolis—The Cassopolis Oil & Supply Co. has been incorporated with an authorized capitalization of \$5,000, which has been subscribed and \$4,000 paid in in cash.

Detroit—The Advance Gear Co. has been organized with an authorized capital stock of \$50,000, which has been subscribed, \$30,000 being paid in in cash and \$20,000 in property.

Ishpeming—John Lisa, who conducts a bakery at Negaunee, has opened a branch bakery here at the corner of Second and Bank streets under the management of J. S. Wahlman.

Kalamazoo—The Humphrey Co., manufacturers of gas water heaters, has consolidated with the Ruud Manufacturing Co., of Pittsburg, Pa. The new corporation will have a combined capital of \$1,500,000. The local company will be known as the Humphrey Co. branch

of the Ruud Manufacturing Co., with Fred S. Humphrey as manager.

Birmingham—The W. S. Truck Co. has engaged in business with an authorized capital stock of \$30,000, of which \$15,000 has been subscribed, \$2,500 paid in in cash and \$6,500 in property.

Monroe—The Fuel Economy Co. has been organized with an authorized capital stock of \$5,000, of which \$3,000 has been subscribed, \$2,500 being paid in in cash and \$500 in property.

Detroit—The American Baking Specialties Co. has engaged in business with an authorized capital stock of \$5,000, of which \$2,500 has been subscribed and \$1,000 paid in in cash.

Bay City—The National Stock Food Co. has been organized with an authorized capital stock of \$10,000, of which \$6,250 has been subscribed, \$1,250 paid in in cash and \$3,750 in property.

Ford—The Rex Motor Co. has engaged in the general manufacturing and mercantile business in automobiles, with an authorized capital stock of \$75,000, of which \$37,500 has been subscribed and \$12,500 paid in in property.

Detroit—The Simplex Specialties Co. has engaged in business to manufacture, buy, sell and deal in automobile top lifters, robe rails and other automobile accessories, equipment and parts. The company has an authorized capital stock of \$15,000, which has been subscribed and \$1,500 paid in in cash.

Detroit—Affidavits have been filed with the United States District Court by the Disco Co., showing its assets to be \$182,545.76 and liabilities \$159,695.72. The concern was recently adjudicated an involuntary bankrupt, but the statement shows a surplus of \$22,950.04, not including good will. It is the successor of the Ignition Starter Co., and is located at 264-8 Jefferson avenue, with a factory at Leib and Larned streets, manufacturing electric starting, lighting and ignition systems.

Planning for the Saginaw Meeting.

Saginaw, Dec. 14—Chairmen of the different committees of Saginaw Council No. 43, United Commercial Travelers, in charge of the arrangements for the coming state U. C. T. convention, met last evening in the Bancroft House to make preparations for the annual gathering which is to be held in Saginaw June 12 and 13. Word has been received from twenty councils in Michigan, all reporting they would be represented by large delegations. It is expected that at least 2,500 will attend the big meeting, the travelers recognizing Saginaw as the best convention city in the State.

Among the features planned are special prizes for baseball games and for bands in the parade. The ball will be held Friday evening, June 12, the parade will take place Saturday morning, and the baseball games will be played Saturday afternoon. It is expected that the local committees will hold meetings every Saturday night until the convention.

The chairmen of the committees which have been named to have charge of the arrangement are as follows:

General chairman, M. S. Brown, Secretary, M. V. Foley; Treasurer, W. P. Warner. Committee chairmen—finance, A. R. Guider; sports, B. G. Mercer; registration, M. Conaton; grand council chamber, A. R. Guider; hotel, L. Lester; souvenirs and badges, H. W. Sullivan; decorations, J. C. Sonneberg; printing and press, H. E. Vasold; parade, O. Lynch; bus and

baggage, D. Benway; receptions, W. B. McGregor; ladies' reception, Mrs. W. Moeller; ladies' entertainment, Mrs. G. L. Grant; entertainment, G. L. Grant; automobiles, Ed. Black; invitations and programmes, Otto Kessel; reception to grand officers, O. D. Gilbert; bands, E. E. Putnam.

State Standard Discovered Short.

Reports from Lansing are to the effect that all the half bushel measures in the State of Michigan are short measure.

The standard measure for the State, which has been in use for more than fifty years and is made of brass, was sent to Washington a few days ago to be passed on by the Government Bureau of Standards. After a careful examination of the measure, the Bureau refused to o. k. it, returning it to State Dairy and Food Commissioner Helme with the information that it was short weight.

Mr. Helme has not stated exactly how short the measure is. He declares that a new measure will be ready in a short time, one that will comply with the Bureau of Standards. All persons using the present half bushel measures in Michigan for commercial purposes will be forced to discard them in the near future at a date to be determined by Commissioner Helme, and purchase full measures. The change necessitated will cost in excess of \$100,000 to the grocers and merchants of the State, it is estimated.

An Excellent Trade Journal.

W. R. Wagers, of Menominee, a representative of the Michigan Tradesman is in the city this week. Mr. Wagers is soliciting patronage and subscriptions for this excellent trade journal, the best of its kind undoubtedly in the Middle West. The Michigan Tradesman covers every line of trade and is edited by business men who are thoroughly conversant with business conditions, especially in Michigan.

The Tradesman makes a special effort to cover the Upper Peninsula trade situation as no other paper of its kind does. It has a live correspondent at Marquette whose contributions are of unusual value to the merchants of this section. Mr. Wager who represents the Tradesman, is a resident of this part of the State and is a gentleman who is in every way worthy of the confidence that he seeks and the journal he represents is equally worthy of support.—Marquette Chronicle.

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

Buffalo, Dec. 15—Creamery butter, fresh 25@35c; dairy, 22@25c; poor to good, all kinds, 16@22c.

Cheese—New fancy 16@16½c; choice 15@15½c; poor to common, 6@10c.

Eggs—Choice, fresh candled, 35@36c; cold storage, 27@28c.

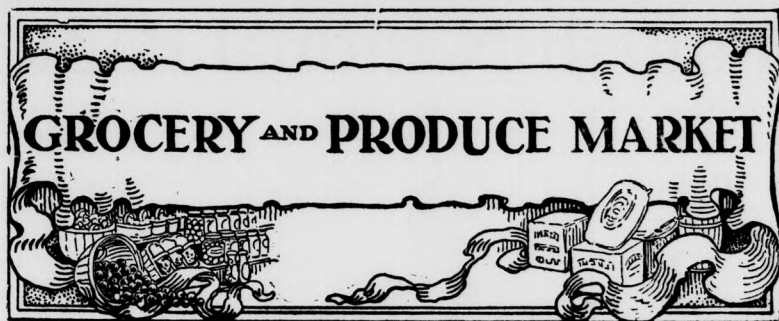
Poultry (live)—Turkeys, 20c; cox, 10@11c; fowls, 12@14c; springs, 12@14c; ducks, 15@17c; chick, 15@17c; turks, 22@24c. Dressed ducks, 17@18c; fowls, 14@16c; geese, 15@16c.

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—65@75c per bu.

Rea & Witzig.

Harry Hydorn is busy selling Christmas candles.



Review of the Grand Rapids Produce Market.

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

Bananas—\$4 per 100 lbs. or \$1.75 @2.50 per bunch.

Butter—Receipts of fresh continue fairly liberal for the season, but the bulk of the arrivals show more or less defects of the season. The percentage of strictly fancy butter is very light, and the market is firm at an advance of 1c per pound. Medium grades are about unchanged and are not meeting with ready sale. Storage butter is quiet. Fancy creamery commands 35c in tubs and 36 @37c in cartons. Local dealers pay 20c 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.

Cocoanuts—\$4.75 per sack containing 100.

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

Cucumbers—\$2.25 per doz.

Eggs—The expected drop in price has arrived, due to liberal receipts of fresh. Local dealers have reduced their paying price to 29c, while cold storage holders have lowered their quotations to 26 @27c.

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

Grapes—Malaga, \$6.50 per keg.

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, 15c 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 11c for springs and fowls; 6c 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 bushampers, \$1.10; Jerseys, \$4 per bbl.

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

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

Henry A. Gerbers and Cornelius Vandebout have commenced operations as cigar manufacturers under the style of the Gerbers Cigar Co. at 610 West Fulton street. Gerbers was previously engaged individually in the same line.

Wallace Waalkes succeeded in the meat business at 1269 Grandville avenue by Polder & Wiersma, the firm consisting of Lamber Polder and Sidney Wiersma. They were formerly employed by Waalkes.

L. M. Vincent, formerly Vice-President of the Auto Equipment & Supply Co., has bought the Orient cafe, at 1202 South Division avenue, and has changed the name to the American cafe.

Johnson & Barnes succeed Robert S. Johnson in the grocery business at 757 Oakdale street. The firm is composed of the former proprietor and Mrs. F. D. Barnes.

J. A. DuByn succeeds Kryger & Oom in the grocery business at 1253 Broadway. Kryger & Oom have been in business here for the past thirty years.

Straub & Bieberly succeed Philip Dohm at 1029 Walker avenue in the grocery business. The partners are Herman Straub and Rudolph Bieberly.

Allen & Gotstin succeed Edmund Patchowitz in the bakery business at 925 Watson street. The partners are Abraham Allen and E. Gotstin.

John DeSmit, 907 North Ionia avenue, now operates as the Creston Cigar Co. in the manufacture of cigars.

Bennett Bros. & Bender, 1265 Plainfield avenue, are succeeded by J. B. Walsh in the grocery business.

W. L. Clise, proprietor of the Bath Department Store, Bath: "The Tradesman is the best going."

H. Scheffer succeeds W. E. Worden & Co. in the grocery business at 609 Lyon street.

A genial Mutt will get farther than a grouchy Genius.

The Grocery Market.

Sugar—The Federal refinery has reduced its price to 4.20c. Other refiners still hold at 4.25c. The Cuban crop is about 6 per cent. larger than in 1912, and the 1912 crop was 400,000 tons larger than the crop of 1911. Michigan refineries are all running full handed. The output this year will be considerably above normal.

Tea—The market has been fairly active, with good demand for black teas of all descriptions. Japan basket fired is very scarce and good prices are being realized. Early teas of good quality are getting more difficult to buy and higher prices are bound to come. The usual holiday quietness will, undoubtedly, prevail until the New Year.

Coffee—Both Rio and Santos grades are stronger. Better financial conditions in Brazil is one of the reasons. Prices probably are no higher than a week ago, particularly if a good round lot was to be bought, but the feeling is better. Mild coffees are unchanged and steady. Java and Mocha quiet at ruling prices.

Canned Fruits—Apples are quiet and unchanged at ruling figures. California canned goods are quiet and unchanged. Small Eastern staple canned goods are in fair demand, small supply, mostly, and steady to firm.

Canned Vegetables—Some tomatoes have been sold by Maryland packers, but at relatively low prices and the character of the buying indicated that buyers were not sufficiently impressed by the situation to anticipate wants. While many packers of reliable brands are unwilling to shade 70c for No. 3c, 50c for No. 2s and \$2.40 for No. 10s, there is enough and to spare of offerings of desirable standard stock of these sizes according to responsible local brokers on the basis of 2 1/2c a dozen less than these figures on Nos. 2 and 3 and possibly 10c a dozen less on gallons. Many of the smaller packers, being pressed for money, are anxious to turn their stock into ready cash without reference to cost and there is another contingent which would prefer to sell now at a loss than to take the chances of the stock freezing on their hands because they have no adequate facilities for carrying the goods over the winter. Cheap peas continue to offer freely on the basis of 70c for Alaska and 72 1/2c for sweets, with a possibility that some holders would shade these figures. Medium grades are dull and easy, but on the finer kinds, which are not in large supply, holders are reluctant to make concessions. The demand for spot peas is moderate, while little if any interest is being shown in futures by distributors in this section. Corn of standard grade is being freely offered at 65c for New York State packing, but there seems to be little demand. Maryland Maine style, also quoted at 65c, appears to be getting little attention. Fancy corn is scarce and in some demand, but at the prices demanded, particularly for Maine, buyers are reluctant to take hold.

Canned Fish—Salmon of all grades is unchanged and active on account of the high prices of meat. Domestic and imported sardines are firm, scarce and unchanged in price.

Dried Fruits—Raisins still very dull, with the combination making no sales so far as this section is concerned. Not only are independent first hand holders underselling the combine, but second hand holders are bringing out goods and offering them at even a greater cut below the combine. Currants are seasonably active and unchanged for the week. The price level for currants is low. Prunes show no change; the demand is fair and holders seem fairly firm in their ideas. Peaches and apricots are unchanged and quiet.

Cheese—The make is thought to be about normal for the season. Stocks in storage are lighter than usual, and the market is healthy, with no important change looked for.

Vinegar—There are indications that vinegar will be from 2 @4c per gallon higher before long. The short apple crop in New York is the cause of the firm market, and jobbers will probably receive announcements of price increase by January 1.

Syrups and Molasses—No change in corn syrup. Compound syrup is unchanged and moderately active for the season. Sugar syrup dull and unchanged. Molasses is wanted to some extent at unchanged and moderate prices. Fancy molasses is not abundant.

Provisions—Smoked meats are steady and unchanged, with a seasonal demand. Both pure and compound lard are steady and in moderate demand. Barreled pork, dried beef and canned meats are all steady with quiet demand.

Salt Fish—Norway mackerel are still scarce and high. Irish mackerel are neglected, although in comparatively small supply. Cod, hake and haddock are quiet and unchanged in price, although firm.

At the regular meeting of the Grand Rapids Retail Grocers' Protective Association, held last evening, there was a prolonged discussion on the subject of stock-taking, participated in by F. W. Fuller, Geo. H. Shaw, W. P. Workman and others. Reports were received from the several committees having in charge the entertainment features of the forthcoming annual convention of the Michigan Retail Grocers and General Merchants' Association, which will be held here Feb. 24, 25 and 26. W. P. Workman, chairman of the Programme Committee, reported that the first order for a full page advertisement in the souvenir programme was received from the Michigan Tradesman. It is expected that money enough can be realized from this source to meet the expense of the banquet which will be tendered the delegates to the convention on the evening of Feb. 25.

E. L. Banker, grocer at Three Rivers, writes: "I have a bright young fellow working for me who would like a copy of the thirtieth anniversary number of the Tradesman. If you can supply me with an extra copy would like very much to have it. I don't intend to be without any issue of the Tradesman. It is great."

At all events wait until your customers ask for credit. Don't suggest possible trouble by offering it to them.



Creditors of the bankrupt Dowagiac City Bank will meet in Kalamazoo to-day, at which time the final dividend will be declared. The reports of Chas. H. Kimmerle, trustee, will be read and the entire matter closed out at that time. The creditors have already received dividends amounting to 55 cents on the dollars. The failure proved a total loss to the stockholders of the concern. Dowagiac people announce themselves as well pleased over the manner in which the affairs of the institution have been handled by Trustee Kimmerle.

As signs of the new Banking bill's early enactment multiply, one begins to hear, on the money markets, of the disturbance the change of the new banking system is to cause. The change will certainly be sweeping, enormous sums of money are involved, affecting every one of the 7,500 National banks. Just what will happen?

Under the House bill, every existing National bank has one year to make up its mind about entering the system. The Owen amendment gives sixty days, the Hitchcock amendment six months. If a bank decides to join, the House bill requires it to subscribe at once 10 per cent. of its own capital to the stock of the regional bank in its district, another 10 per cent. being subject to call. The Senate amendments make a considerably smaller requisition. Since the bank capital will already be invested somewhere, how will a subscribing bank procure the money?

First, by the law's reduction in reserve requirements. A country bank must to-day hold in actual cash only 6 per cent. against its deposits; the House bill requires only 5 per cent.; the Senate substitute only 4. A reserve city bank to-day has to hold a cash reserve of 25 per cent.; under the House bill, it would have to keep only 10 per cent. in actual cash. The largest of the National banks lately reported \$178,000,000 net deposits, which calls for a reserve of about \$44,000,000 in cash. Its capital stock is \$25,000,000. To subscribe 10 per cent. of that to a regional bank would require \$2,500,000 cash. But the House bill's reserve provisions would reduce the cash required for its reserve to \$17,800,000. All this need not upset the money market. But how about those very "redeposited reserves," which the new law would require to be transferred from the reserve city banks, which at present hold them, to the regional reserve banks?

The answer is, that this process of transfer is to be only gradual. Under the present law, three-fifths of a country bank's reserve, or 9 per cent. in all, may be kept in another bank. Under the House bill, during the first fourteen months of the new law's operation, one-third of the country bank's reduced reserve requirement, or 4 per cent. in all, may still be thus maintained. In the next twenty-two months, 2 per cent. may remain there, and thereafter, all but the cash in the country bank's own vault must be kept with the regional institution. The Senate amendments would leave half of a country bank's reserve, or 6 per cent., in the hands of other banks; their process would be, therefore, still more gradual.

The question is, would any serious commotion in the general money market attend this second process? It is quite conceivable that it would not; for the transfer of a country's bank's "redeposited reserve" from a reserve city institution to a regional central bank could be made by check or draft, exactly as if it were being shifted to-day from one bank to another.

No one in the financial community believes that the present strained conditions in the money markets will last beyond the middle of next January. By that time, it is thought, activity in trade will have sufficiently relaxed, and commercial requirements of credit sufficiently decreased, to bring about a marked accumulation of free bank money. In expectation of this, investment houses are getting their affairs in shape to participate in the financing which they understand will be undertaken as soon as conditions are ripe. There will be much to do.

There are large financial interests

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

Fourth National Bank

Savings
Deposits

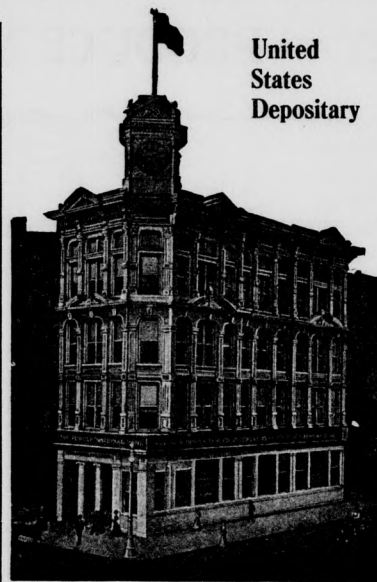
3

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.

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

here who hold the idea that the slowing down of trade is perhaps the best thing that could have happened, for the reason that it may tend to mitigate the widespread tendency toward antagonistic Federal and State legislation toward corporations. Grand Rapids, it is true, is skeptical over the belief, apparently accepted elsewhere, that the Administration's anti-Trust campaign will be along conservative lines. This feeling is based wholly on the fact that more radical ideas developed in Congress itself, in connection with tariff and currency legislation, after the message by the President on those subjects; the impression, therefore, is that the so-called Trust bills may be launched calmly enough, but may get a radical tinge when they are threshed over by committees.

Doubt on these matters, and a suspicion that much unsettling legislation may be still before us, are unquestionably deterring enterprise that might otherwise be disposed to proceed with the arrival of the New Year. These are impressions which may be removed in the progress of events. But it is also possible that they may turn out to be correct.

As Ye Give, So Shall Ye Receive.

The world has traveled far in the two thousand years since Bethlehem. Human sacrifice on bloody altars has ended. Slavery has almost been abolished. Plumed knights ride no more to war and physical combat no longer is exalted. In every clime is preached the doctrine of universal peace and universal brotherhood. Wars are waged, but few for conquest.

A vision put into words two thousand years ago, moves the whole world. At this season, from pole to pole, men are stirred by the chant of the angels above the village in Palestine, "Peace on Earth, Good will to men."

For a brief number of days we are more mindful of the sorrowful, the weary and the heavy laden. For a short space we do something—a little, to lighten their heavy burdens. Though we have traveled far since Herod's day, we still have countless leagues to go. The piercing cry of the hungry rises to Heaven now as it did in the days of Rome. The widowed and the fatherless still feel the gnaw of ravenous hunger.

Countless buildings have been raised since Pilate, but the north wind of the sirocco, the snow and the burning sands still find human forms without shelter.

Untold millions of spinning wheels have whirred and looms have clicked in weaving, but the elements still find naked skins to play upon. We have gone far since Bethlehem, but not far enough. "As ye do it unto the least of these, so ye do it unto Me," to-day means exactly what it did when the gentle Christ preached His sermon on the Mount.

Christmas to some of us means only celebration, feasting, reunion. Some of us forget that He was needy and that perhaps within a stone's throw of our lighted windows are

other needy ones. The sacred lesson is little more than history. Well fed, well clothed, well housed we forget that around us men and women and children are suffering somewhat as He suffered.

Unless each Christmas finds us farther along the road Mankind has traveled since the Magi knelt at the manger, the star in the East glowed without avail, the sacrifice on the cross was useless and martyrdom in the arenas of Rome and Nero's gardens was in vain.

Shall we serve our God this season by unselfishness, charity, softspoken words of sympathy and comfort, or shall we leave the others the task of finding the needy ones, His especial care?

"As ye give so shall ye receive" and that means what we give in love we shall receive in love; what we give of ourselves in friendship we shall receive in kind.

High in His Heaven waits the Lord of Hosts for the day when all mankind shall work toward the end the Psalmist prophesied:

"For the needy shall not always be forgotten: the expectation of the poor shall not perish forever."

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	46
Am. Public Utilities, Pfd.	71	73
Cities Service Co., Com.	80	82
Cities Service Co., Pfd.	65	67
Citizens Telephone Co.	73	75
Comw'th Pr. Ry. & Lt., Com.	53	54
Comw'th Pr. Ry. & Lt., Pfd.	75	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	79½
United Light & Rys., 1st Pfd.	76	77½
United Lt. & Rys. new 2nd Pfd.	71	72
United Light 1st and ref. 5% bonds		87½
Utilities Improvement, Com.	40	42
Utilities Improvement, Pfd.	62	64
Industrial and Bank Stocks.		
Dennis Canadian Co.	104	106
Furniture City Brewing Co.	59	65
Globe Knitting Works, Com.	135	138
Globe Knitting Works, Pfd.	97	99
G. R. Brewing Co.	150	160
Macey Co., Pfd.	94	96
Commercial Savings Bank	200	225
Fourth National Bank	215	220
G. R. National City Bank	176	178
G. R. Savings Bank	250	300
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E. A. STOWE, Editor.

December 17, 1913

SWORN STATEMENT.

STATE OF MICHIGAN, }
County of Kent. } ss.

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 deponent sayeth not.

Ernest A. Stowe.

Sworn to before me, this 17th day of
December, 1913.

Florence E. Clapp,
Notary Public in and for
Kent County, Michigan.

My commission expires April 17, 1916.

THE BUSINESS SITUATION.

The disposition to slow down in-
creases as the end of the year ap-
proaches. Michigan seems to be es-
caping the full force of the re-action
reported from many business centers.
Bank clearings prove this, the latter
being a little above the daily aver-
age of this time a year ago. But,
nevertheless, volume of orders is
steadily diminishing here, as well as
elsewhere, and no signs of an early
turn in the tide are yet discernible.

More workmen are idle, even
in this city, than at any time
since 1909. On the other hand, actual
consumption of goods is certainly not
being curtailed proportionately. Manu-
facturers in this section are down to
about 75 per cent. of their capacity,
with the outlook exceedingly uncer-
tain, and with indications for still
further retrenchment; yet a steady
passing of output into consumption,
and a notable absence of accumulated
unsold stocks, is just as evident.

Taking the situation broadly, there
is a very perceptible falling off in de-
velopment and constructive work and
a manifest hesitancy to project new
enterprises. Middlemen are not buy-
ing, save as their immediate wants
demand, but this is why there is no
stocking up of merchandise. As a
result of this condition, orders re-
ceived are almost invariably accom-
panied with the request for the goods
to be shipped by express or fast
freight. This, with the absence of
accumulation of stocks everywhere,
is looked upon as indicative of fun-
damental soundness. There are, in
fact, some lines in which the unsettled
state of affairs is felt only to a slight
extent and in which the volume is
almost equal to the corresponding
period of a year ago.

It is regarded as a wholesome indi-
cation than cancellation of orders is

infrequent and that reduction of ship-
ments has in numerous instances
reached the point where it can go no
further, if requirements are actually
to be met. Assuming, therefore, that
the close of the month will bring
definite developments in currency leg-
islation, it is believed in at least some
quarters that the next turn in general
business must be for the better. But
no one looks for a broadening of ac-
tivity until early spring. By that
time, it is held, the anti-Trust policy
of the Administration, whatever that
may be, will have been fairly launch-
ed, and the freight-rate petition of
the railroads will have been acted on.

If this theory turns out correct
Michigan business men generally be-
lieve that the situation will before
very many weeks become definitely
brighter, and that existing restraint
will give place to a tendency to go
ahead. Until then, railroads will not
place orders, and nothing approach-
ing industrial development on the
normal scale is regarded as probable.

TOO MUCH GOVERNMENT.

The threatened invasion by the
Government of fields to which it is
not germane involves implications
which ought to be unmasked. That
the least governed nation is the best-
governed nation is a truism, among
economists. The reverse obtains
among the masses. Economic and
social problems lie in an atmosphere
that has a fashion of refracting even
the rays of common-sense so that
they lend themselves to extraordinary
delusions. Not the least of these de-
lusions are those associated with and
appropriated by governments for self-
ish ends. From the divine right of
kings to the unchallenged license of
politicians the sequence is unbroken.
Men are ruled by self-interest and
play the game of life in a way that
they would not venture to play any
other game.

This is not peculiar to one class—
it is characteristic of all. If capital
combines in defiance of law, labor
does exactly the same. If capital
destroys competitors through dishon-
est financial methods, labor sends the
unfortunate scab into another world
with unabated soul. Of course, this
condition is deplorable, but it is the
inheritance of millions of years and
will prevail for some time to come.
It is a condition which generates heat
rather than life and passion rather
than reason and all of its fulminations
are determined by the angle of out-
look. To hold that we can better
matters by any cobbling of ourselves
into new forms or groups or by any
paraphernalia of courts, judges, po-
licemen or politicians is to hold that
we can create moral force, and this
ought to be unthinkable in the twen-
tieth century. There can be no magi-
cal alchemy in the transfer of control
from the individual to the Government
that will sterilize the microbes of dis-
honesty. Rather will these undesir-
able little devils wax and multiply
in the change, because Government
graft will hold its own with the most
finished private product of that unde-
sirable quality. If we cannot better
conditions, however, we can aggra-
vate them. And two serious objec-

tions stand on the threshold of any
extension of governmental power be-
yond its justly appointed limits.

The first is that fatal incompetence
which hangs like a millstone about
the Government's neck. Control, for
instance, of the railroads by the Gov-
ernment would be followed by in-
creased cost of operation, decreased
efficiency in service and a multiplica-
tion of accidents. It could not be
otherwise when all Government pat-
ronage tends in its final analysis to
become a reward for political fidelity,
and a haven for general incompetence.
Some years ago the government of
France took over a road which was
earning dividends on its stock. Within
three years the road failed to meet
its fixed charges, there was an in-
crease of accidents, and rates were
advanced at least once. This is a
matter of record open to anyone who
may care to investigate it. The road
was the Western Railroad of France.

The second objection is the immuni-
ty which the Government insists upon
for its acts. If a corporation is at
fault it will often give prompt and
fair redress, except in the case of
the express companies. If it does not
the courts are open. If the Govern-
ment is at fault it will not give redress
and the courts are not available for
righting that sort of thing. If they
were the attempt to extract anything
from the Government would be hard-
ly more practical than the search for
sunbeams in the interior of cucum-
bers.

If these objections could be put
squarely before the masses; if the
people could be shown exactly what
the extension of governmental func-
tions might mean not only to stock-
holders, but to the man in the street,
the energy of some of our represen-
tatives at Washington would be de-
flected into wiser or at any rate less
dangerous channels.

An ink spot is rumored to be the
cause of a shake-up in J. J. Hill's First
National Bank of St. Paul. A clerk in
making out a statement let a drop of
ink fall upon the figures. A drop of
ink is said to make millions think, but
in this case it made Mr. Hill think, and
his thoughts in this instance were of
more importance than those of a mil-
lion others. He stirred up a tempest
about that little drop of ink, and when
the storm subsided the Vice President
and Cashier had resigned. It is the
little things that count.

Regard your work as a great life
school for the broadening, deepening,
rounding into symmetry, harmony,
beauty, of your God-given faculties,
which are uncut diamonds sacredly
entrusted to you for the polishing and
bringing out their hidden wealth and
beauty. Look upon it as a man-
builder, a character-builder, and not
as a mere living-getter. Regard the
living-getting, money-getting part of
your career as a mere incidental as
compared with the man-making part
of it.

Some men are ground down on the
grindstone of life while others get
polished up. It depends on their kind
of stuff.

DEATH OF THOMAS PECK.

In the passing of Thomas M. Peck,
Grand Rapids loses a man whose busi-
ness abilities brought a substantial
reward. "Action, action, action," was
declared by Demosthenes to be the
foundation of oratory, and the life
of Mr. Peck illustrates that action,
energetic action, continuous action, is
the source of success in business.
From his earliest days to whatever
he gave his attention he never reserv-
ed any of his power, but devoted his
entire being to carrying to success
whatever he had in hand.

Pre-eminently a business man, Mr.
Peck possessed other traits which
marked him as an exceptional charac-
ter. He was best known for his rug-
ged and uncompromising integrity, his
devotion to business and his positive
convictions upon all subjects in which
he was interested. Politely ag-
gressive, he never lacked language in
which to express himself on all sub-
jects with which he was familiar. His
judgment in business matters was
rarely at fault. In his long and ac-
tive business life, Mr. Peck never ex-
acted a higher standard for those
associated with him than he fixed for
himself.

Kindly and genial of nature, ener-
getic, hopeful, sanguine; full of en-
thusiasm, strong of intellect and al-
ways right-thinking in word and deed
—he did not limit his activities to
narrow channels. His business suc-
cess—far-reaching and comprehensive
—established this fact.

But Mr. Peck did more than attain
to business success, and it is the
wider scope of his life work that en-
dears him to the people of his home
city and the State.

His benevolences were far-reaching;
they were sagaciously directed to-
ward the relief of humanity.

Every organization that has for its
object the amelioration of suffering
and distress—and there are many here
who provide for the sick, the unfor-
tunate, the needy, the child, the
youth, the mature and the aged—
found in Mr. Peck a certain and a
liberal supporter.

And parallel with these were other
philanthropic efforts looking to the
correction of wayward childhood,
misguided manhood and womanhood,
the upbuilding of moral stamina, the
extension of guiding hands for the
reclamation of lives otherwise des-
tined to become lost.

Mr. Peck's life was rounded, sym-
metrical, complete. His work was
done and for a brief time he had with
characteristic ardor addressed him-
self to the pleasures that wait on
elegant leisure and to the cementing
of old friendship. And whithersoever
he appeared, he was always his gentle,
considerate, simple self, assiduously
cultivating, in the finer fields of en-
deavor, that Christian spirit which
was the most notable characteristic
of the man.

The man who considers himself in-
dispensable is generally the only one
surprised when he receives his notice.

The dealer who can't get his money's
worth out of his trade paper is the
man who does not read it.

What is said to be the oldest cultivated plant in the world has been practically unknown in this country until recent years, and now at this late day offers you an entirely new and very promising opportunity. Nevertheless, that is a plain statement of fact. The Yautia is the oldest crop in the world, and until recently has been grown only in the tropics. Yet to-day it seems to offer the very biggest chance to farmers in the South Atlantic and Gulf States. Back of it all there is a story. For many years there has been a demand for some wet land root crop suitable for culture on the lowlands of these states—lands utterly unadapted to the growing of the Irish potato. That demand has led to experiment by the United States Bureau of Plant Industry, and the result is that we are told the Yautia and one or two other closely related plants fill the bill to perfection. The plant bears clusters of tubers somewhat similar to the potato and will mature in the wettest lands of the South. Not only that, but they yield prolifically; 5,000 to 10,000 plants may be set to the acre, and from these the average yield is from fifteen to twenty tons per acre. Yautia tubers may be prepared for the table in much the same way that potatoes are, and in addition a valuable flour may be made by grinding dried slices, while it is believed that alcohol may also be produced from it at a big profit. Already big strides have been made in the growing of this crop and its possibilities have been fully established. For this reason it is believed that it will eventually be grown extensively in the South.

A contractor in a medium-sized city of the West has cleared surprising profits in recent years by conducting a night school in his home for carpenters, masons, plumbers and others engaged in similar pursuits. He began in a small way by teaching carpenters the secrets of their trade as a side line to his regular business. He took in a few novices at first, more for the purpose of preparing them for his own business than with the idea of profit. The plan worked out so well, however, that he was soon besieged with others who wanted to secure the benefits of his knowledge and experience. Consequently he opened a small classroom in his home and began a regular night school, holding sessions three times a week. The work consisted of chalk-talks and practical laboratory and shop instruction. As many as twenty-five young men were enrolled in these classes. Then, as the profits were large, the contractor made arrangements with a master plumber and an expert mason to take up the work in those lines, opening similar classes in these subjects. His school to-day is a great success in every way.

That which we are we shall teach, not voluntarily, but involuntarily. Thoughts come into our minds by avenues which we never left open, and thoughts go out of our minds through avenues which we never voluntarily opened.—Emerson.

The conduct of our lives is the only proof of the sincerity of our hearts—George Eliot.

The great scarcity in the rubber supply and the consequent high prices have started all sorts of efforts to secure a substitute or find some new source of supply. Just recently a company was formed for the cultivation of the rubber vine in the Bahamas, with every indication of solving the problem. The vine at six months old is from twelve to thirty feet long. Five thousand plants are set out to the acre and the first cuttings will be taken a year after planting. At this time a yield of about two hundred pounds of rubber to the acre is expected. The rubber thus secured is almost equal to the best Para and commands a price nearly as great. In addition to the rubber content, the bark of the vine is of value for its fiber, while the pods contain silky cotton suitable for thread making. If all the expectations of the organizers of this new company are realized it will be found that the industry will become extremely important, as no product is in greater demand than rubber. In fact, new uses are being found for it every day, while the continued growth of the automobile industry suggests no let-up of the demand in that quarter.

A great deal is said about the curiosity of women and their inability to keep a secret. Perhaps it was to test his wife that the late John E. McDowell, then editor of a Saratoga paper, handed his wife seven sealed envelopes seventeen years ago, and told her they were valuable and that she was to take good care of them. Mrs. McDowell promptly rented a safety deposit box in a Saratoga bank and for seventeen years has been paying an annual rental of \$5 for the safe storage of the seven sealed envelopes. Mr. McDowell died seven years ago, but it was not until this week that his widow opened the "valuable envelopes" and found each to be empty. The lady has proved that she is not prone to pry into affairs of others, for she kept on paying the \$5 a year for the safe keeping of the "letters" after her husband's death, when she would have been justified in examining them.

The fact that you live in too small a town to expect a sufficient revenue from running an ice cream parlor need no longer keep you from getting your share of the big profits yearly made from the frozen dainty. Neither should intensity of local competition worry you. For it is now possible to send ice cream by mail. A special box made of cork slabs encircling a tin ice cream container is now on the market, especially designed to successfully ship the product by parcel post. The box weighs four pounds, and the inner receptacle will accommodate two pounds of cream, which, it is claimed, will keep perfectly for at least five hours, allowing ample time for the cream to reach a customer within a radius of 100 miles.

When is a doughnut a cruller? That is what a New York City man would like to know. He says he can find no agreement of authority, some saying the shape is the only difference, while others claim the materials in the two delicacies are not the same. It does not make much difference about the name if the cruller-doughnut is fresh and good.

TRANSIENT MERCHANTS.

Full Text of New Law Regulating the Business.

Section 1. A transient merchant within the meaning of this act is any person or corporation who shall engage in, do, or transact any temporary or transient business at retail in any township, city or village in this State in the sale of goods, wares and merchandise and who for the purpose of carrying on such business shall have, use or occupy any building, car, boat or room, including rooms in hotels, for the exhibition and sale of such merchandise. This act shall apply to and include principals and their agents and employees and to persons forming a copartnership.

Sec. 2. It shall be unlawful for any transient merchant to engage in, do or transact any business in the sale of goods, wares and merchandise without first having obtained a license therefor as hereinafter provided. Such transient merchants desiring to engage in, do or transact business in this State shall file an application for license for that purpose with the clerk of the township, city or village in which he desires to do business, which application shall state his name, residence, building, car, boat or room in which he proposes to do business, and the length of time for which he proposes to do business. If such transient merchant proposes to do business in a township, city or village having a population of more than one hundred thousand as shown by the last preceding United States census, he shall pay to such clerk at the time of filing said application a license fee of \$25 per day for the first five days or for any part thereof for which application is made. If such transient merchant desires to transact business in a township, city or village having a population of not less than forty thousand nor more than one hundred thousand as shown by the last preceding United States census, he shall pay to such clerk at the time of filing said application a license fee of \$20 per day for the first five days or any part thereof for which application is made. If such transient merchant desires to transact business in any township, city or village having a population of not less than twenty thousand nor more than forty thousand as shown by the last preceding United States census, he shall pay to such clerk, at the time of filing said application, the license fee of \$15 per day for the first five days or for any part thereof for which application is made. If such transient merchant desires to transact business in any township, city or village having a population of less than twenty thousand as shown by the last preceding United States census, he shall pay to such clerk at the time of making said application a license fee of \$10 per day for the first five days or any part thereof for which application is made. And in all cases such transient merchant shall pay to such clerk, at the time of filing such application, \$10 per day for each day after the said five days, during which he proposes to transact such business.

Sec. 3. Upon the filing of the application and the payment of the license fee provided for in the preceding section, such clerk shall issue to such transient merchant a license to do business as such, at the place described in his application and for the length of time for which payment shall have been made, and such license shall entitle such transient merchant to do business at the place and for the time therein stated. No license shall be good for more than one person, corporation, or copartnership, nor for more than one building, car, boat or room. At or before the expiration of such license, it may be renewed by said clerk on application being made therefor and the payment of the license fee at the rate hereinbefore provided.

Sec. 4. No transient merchant shall advertise, represent or hold out that any sale of goods, wares or merchandise is an insurance, bankrupt, insolvent, assignee's, executor's, administrator's, receiver's, or closing out sale or sale of goods, wares or merchandise damaged by smoke, fire, water or otherwise unless he shall have first obtained a license to conduct such sale from the clerk of the township, city or village in which he proposes to conduct such sale. The applicant for such license shall make to such clerk an application in writing therefor and under oath, showing all the facts in regard to the sale which he proposes to conduct, including a statement of the names of the persons from whom such goods, wares or merchandise so to be sold were obtained, the date of delivery of such goods, wares and merchandise to the person making application for license, and the place from which the said goods, wares and merchandise were last taken, and all the details necessary to fully identify the goods, wares and merchandise so to be sold. Such application shall also state whether the applicant proposes to advertise or conduct such sale as an insurance, bankrupt, insolvent, assignee's, executor's, receiver's, administrator's or closing out sale and if such application shall show that the proposed sale is of the character which the applicant desires to conduct and advertise, such clerk shall

issue a license to the person applying for the same authorizing him to conduct and advertise a sale of the particular kind mentioned in the application.

Sec. 5. Every person making a false statement of any fact in the application provided for in the last preceding section shall be deemed guilty of perjury and shall on conviction thereof be imprisoned in the State prison for not less than two years nor more than ten years.

Sec. 6. Every person who shall in any manner engage in, do or transact the business of a transient merchant in selling goods, wares and merchandise without first having obtained a license therefor as required by this act, or who shall continue such business after the time limited in the license contained therefor shall have expired, and any transient merchant who shall expose for sale any goods, wares or merchandise, contrary to the provisions of this act, or who shall advertise, represent or hold forth any sale of goods, wares or merchandise to be an insurance, bankrupt, insolvent, assignee's, executor's administrator's, receiver's or closing out sale, without first having complied with the provisions of this act, shall be deemed guilty of a misdemeanor and shall, upon conviction thereof, be fined in a sum of not less than fifty dollars nor more than five hundred dollars, or shall be imprisoned in the county jail for not less than ten days nor more than thirty days in the discretion of the court.

Sec. 7. Should any transient merchant do any business in selling goods, wares or merchandise without first having secured a license therefor as provided by this act, the amount which should have been paid by such transient merchant pursuant to the provisions of this act shall be a first lien in favor of the township, village or city in which such business shall be done, upon all goods, wares and merchandise of such transient merchant within said township, city or village and the treasurer thereof may enforce the payment of the same by levy upon and sale of such goods, wares and merchandise in the same manner that the payment of delinquent taxes upon personal property is enforced under the tax law of this State.

Sec. 8. All license fees collected under the provisions of this act shall be paid by the person collecting the same into the general fund of the township, city or village entitled to the same.

Sec. 9. Nothing in this act contained shall be held or construed to affect sales by traveling representatives or regularly established jobbers or manufacturers selling to the trade, nor to persons selling by sample for future delivery, nor any person selling products raised upon lands leased or owned by him; nor to individuals handling vegetables, fruits or perishable farm products.

At the Bargain Counter.

Ten Christmas shoppers standing in a line;
One got elbowed out, then there were nine.
Nine Christmas shoppers, shopping very late;
One fell asleep, and then there were eight.
Eight Christmas shoppers, shopping till eleven;
One fainted dead away, then there were seven.
Seven Christmas shoppers, cross as two sticks;
One founced home to bed, then there were six.
Six Christmas shoppers, only just alive;
One remembered baby! Then there were five.
Five Christmas shoppers, pawing bargains o'er,
The salesgirl snubbed one, then there were four.
Four Christmas shoppers, nervous as could be;
One smelled smoke, and then there were three.
Three Christmas shoppers, making great to-do;
One had hysterics, then there were two.
Two Christmas shoppers, with shopping not half done,
One thought she saw a mouse, then there was one.
One Christmas shopper, who'd spent all her mon'
Her husband came for her—then there was none.

Carolyn Wells.

The Difference.

When a man's single his money he'll jingle;
He carelessly squanders his rocks.
He buys lovely collars and spends many dollars
On white vests and delicate socks.
When a man's married he's worried and hurried;
He wants things that will not show dirt.
His wife takes his money and buys for her honey
A 40-cent mud-colored shirt.

There used to be a good deal of semi-jesting talk in effect, "Do others or they will do you."

ADOPT A BROAD POLICY.

Duty of the State in Forestry Matters.

The telling of the same old story which I have been iterating and reiterating for more than forty years with little variation in the illustrations and applications gets to be a monotonous exercise and still I am reminded that the story of the redemption of mankind has been told over and over and over again for nearly two thousand years and is just as important as ever in connection with making each decade of citizenship right minded concerning the obligation of building character wisely.

The promulgation of correct views concerning the conservation of our forest domain and thus securing and disseminating correct views with regard to the responsibility of all the people in this connection is really a part of this work of man's redemption. There are many discouragements all along the line emphasized in this commercial age by the strong tendency to accomplish things that will look large to-day with little reference to the effect of our activities upon the generation of to-morrow.

I see no other way to accomplish the altruistic purpose we have in mind than to continue our pronouncements regarding our obligation to leave the world in all possible ways a little better than we find it.

In our new country there has been and still exists a strong tendency to discount and even disregard the methods which have become a part of the comprehensive plan in European countries in connection with forest conservation. We are large headed and we are a law unto ourselves and even look with scorn upon suggestions which come to us from the older parts of the world.

This is illustrated in our agriculture. While we were dealing with virgin soil we followed the methods of exhausting soil vitality with no thought of preserving our ability to continue growing maximum crops, utterly neglecting the experience of other countries until we awoke to the fact that we were losing our power which led us to the sane conclusion that we would do wisely to learn some things from countries having many centuries of experience in the field of agriculture.

To this end we have sent commissions abroad to study successful methods and report recommendations based upon this longer and broader experience and profitable practice.

It is to be hoped that this spirit of enquiry will prevail in the field of forestry and that we will adopt some of the crystallized methods of progressive countries of the old world into our own system of management before it is so late that we shall have to begin at the very bottom and build anew our forest domain.

Among the so-called practical business men who have been engaged heavily in the business of lumbering there has gone out a prejudice against collegians who have specialized upon the problems of forest conservation. They have discounted the utterances of the men who, because of their education and travel, were best equipped to advise concerning the management of forests and the obligation of those engaged in lumbering

enterprises to have some thought concerning the furnishing of raw material to future generations.

The men engaged in lumbering have had their vision narrowed down to the making of money in so far that they have lost their proper perspective and only here and there is one who is willing to recognize any practical common sense in pronounced views with regard to forest conservation.

Really the great question is an ethical one when it is reduced to its lowest terms, and in our administration of the public domain it is of vital importance that we become impressed with the moral side of our forest problem.

We have no right to disregard in our commercial relations our responsibility to see that our children shall have the same opportunities for success that have been granted us and that it is dead wrong to destroy the resources upon which the generations depend for

more impressed with the rights of living things, not limiting ourselves to human kind, but recognizing life in whatever form, whether animal or vegetable, as having a right to a reasonable existence. Ruthless destruction should have no place in our political or moral economy. The wild flowers that embellish the woodlands with a beautiful carpet should be protected and children should be taught that it is wrong to unnecessarily destroy wild things even if their excuse for existence may seem to be simply their beauty.

In the realm of agriculture and particularly stock husbandry, the Nation is aroused over the destruction of calves under the temptation of large proceeds for veal, which results in the permanent reduction of the necessary amount of mature meat for the masses. Why should not the same thought and purpose prevail in our responsibility for saving the young, immature trees for

economy would suggest that the expenditure be put upon lands that will, because of their fertility respond more promptly to the process and intensify agriculture upon the best lands leaving a large proportion of the thinner lands to be devoted to the culture of forests. This would be a broader policy to be pursued than to attempt almost impossible things at a tremendous expense with disappointing results. A whistle may be constructed, and be something of a success as a whistle, from the tail of a pig, but when elder bushes are common and the best whistles can be made from their twigs it would seem to be a foolish method to construct this plaything from the nearly impossible caudal appendage of the pig as raw material.

What individuals have refused to recognize as an obligation in connection with the preservation of a proper portion of our domain for the growing of timber, the State must undertake, and it is of far greater import that we develop within our borders an ability to produce for the support of our population as wide a range of products as we can, than to expend our energies in attracting within our borders an increasing population which will inevitably be disappointed by the lure of the cheap land.

The great obligation that is upon us as a State in connection with our forests, is to make an exhaustive survey of our needs, to be accompanied by a similar survey of the conditions for filling those needs, and then adopt a broad policy which shall as rapidly as possible meet these requirements.

Charles W. Garfield.

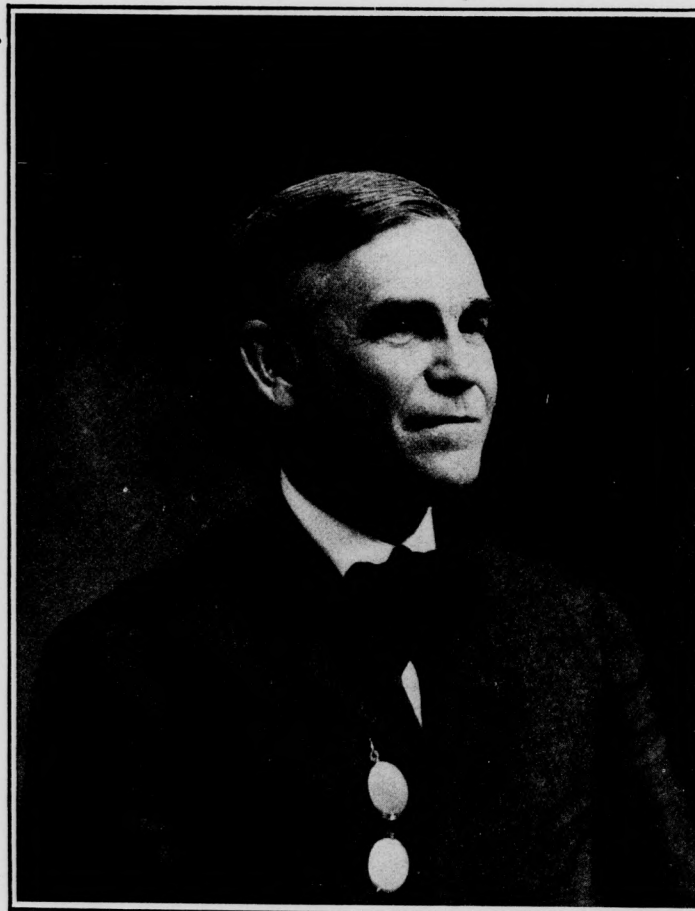
Why Is Santa Claus?

About 300 A. D. a boy was born in Pycia whose parents called him Nicholas. Though that was a man's name, he preserved the nature of a child, for he chose "to keep virtues, meekness, and simpleness, and therefore the children do him worship before all other saints."

The modern child's "Santa Claus" is a Dutch contraction of "Sankt Nikolaus," "Sank'ni K'laus," and the saint's custom of giving presents secretly and in the dead of night is the development of a deed of charity he performed when he assisted three young women out of penury by tossing well filled purses into their bedroom after they had retired.

Thus Santa Claus comes about when the children are asleep and gives them their heart's desires. St. Nicholas' day was originally early in December, but later it was confounded with Christmas.

The idea that St. Nicholas was an old, hoary bearded man comes from the ancient representations of Saturn, who was pictured a patriarch, and also from the confounding of the Christmas saint with Father Time, who always has his special day a week after Christmas.



CHAS. W. GARFIELD.

their well being, success and happiness. We cannot excuse ourselves from ruthless destruction in one direction through the accomplishment of some benevolence in another. It is representative for us to despoil a forest heritage and invest the proceeds in some altruistic enterprise with the hope of removing the tarnish from a neglected opportunity. There can be no more logical endowment for a wealthy lumberman to make than the setting aside of a goodly sum, the income of which should be used in that protective care of a range of cut-over lands which would result in rehabilitating it as an income bearing forest.

But wealth seems to seek something more spectacular in which to make a showing for itself. An appeal of this kind has never found any response.

As the years go by I am more and

the growing needs of the coming generations.

I have been quite impressed by the movement to utilize our thinner lands for farming purposes. Some important contributions have been made to agriculture along this line but I have little sympathy with the statement of the untruth that we have no really poor lands, and the misleading statement that all lands in our State can be profitably employed in making good farms. There is no doubt that a very fine soup can be made with a stone, first placed in the pot, if the proper amount of meat and vegetables and condiments are added, but it is very illogical to recommend the soup because of its stone basis.

Success may attend the development of farms upon our thinner lands but it is an expensive process and a wise

If you want any HIDES or FURS of any kind, tanned, call on us—we will do it for you. We also make ROBES. Give us a trial.

Schwartzberg & Glaser Leather Co.
Citizens Phone 1801 Grand Rapids, Mich.

Successful Sidewalk Merchants of the Early Days.

Written for the Tradesman.

The business of selling merchandise upon the sidewalks of Grand Rapids is not so important at present as it was twenty-five years ago. Formerly merchants used the walks for displaying and selling fruits and vegetables, secondhand furniture, shoes, optical goods, newspapers, cigars, confectionery and other varieties of merchandise. The police department, by enforcing an ordinance of the Common Council prohibiting the use of the walks for such purposes, has practically closed the business. In former years sidewalk merchants carried on business in little sheds erected upon the walks or from two wheeled carts stationed upon or near the same. The first one of this class of merchants erected a shed against the wall of the McReynolds building (now known as the Giant) on the northeast corner of Monroe avenue and Lyon street, forty years ago, where he sold cigars, confectionery, newspapers and periodicals during the following ten years, or until his death. His name was Slater. He died of consumption. Later the corner was occupied by Emerson W. Scott, now the clerk of the justice courts, with a small stock of cigars, candy, newspapers and magazines.

An old Italian used a cart which was located on the corner of Ottawa and Monroe avenues for selling fruits of various kinds. During ten years the old man, relieved occasionally by his wife, remained at his post in sunshine, in rain, in snow and cold blasts of winter, supplying the appetites of passers-by, and gradually acquiring a fair amount of patronage. One night the old man stated to a reporter that he would retire from business in a day or two. "I have been on this corner ten years," he remarked, "and have saved all the money I shall ever need. I have laid away \$4,000 and an additional sum sufficient to carry my wife and self back to Italy, where we will enjoy the remainder of our lives in comfort."

Another sidewalk merchant with empty pockets, a purpose in life and a strong will, was W. C. Hopson, now prominent in the manufacturing and jobbing trade of Grand Rapids. While a mere boy, he decided that his vacation periods each year might be spent in earning a little money to be used in helping his widowed mother clothe and feed him while he was attending the public schools. He proposed to open a confectionery stand on one of the corners of Monroe avenue and called upon Ben Putnam, of Putnam Brothers, and asked for credit for a stock to start with. Mr. Putnam listened to the boy patiently and was so impressed by his earnestness, his frankness and his enthusiasm that he promised to stock the stand which he proposed, with the help of his mother, to erect. He then called on Charley Wright, of Southwick & Wright, dealers in crockery and glassware, and obtained a credit for the glass jars and other articles needed for storing and displaying the candy. One morning a load of lumber was laid down near the corner where the young merchant proposed to establish his business and a

carpenter proceeded with the work of erecting a shed. The lumber cost \$15. The work had not been in progress very long before the Chief of Police, James L. Moran, arrived upon the scene and ordered the builders to suspend operations. A permit must first be obtained before the carpenter could proceed with the erection of the shed. The boy was advised to call on Mayor Houseman and ask for a permit to occupy the space he had chosen. Mr. Houseman, who had been elected Mayor in the year 1871, received the boy kindly and bade him not to fear. He would be given a place to locate his stand. A fire during the same year had swept away the old wooden buildings that lined the north side of Monroe avenue from Ionia to Division avenues and young Hopson was granted a location on the burned ground near the corner of Monroe and Division avenues. The "store" was erected, the stock moved in and the young merchant, aged 14, was ready to wait on customers on the third day of July, 1871. The boy had not received from Putnam Brothers quite as much stock as he would need on the following day and, fearing that he had gone to the limit of his credit with Putnam Brothers, he obtained credit from Charley Hoffman for an additional supply of goods, a proceeding that many merchants of the present deem it prudent to practice from time to time. His sales on the opening day were of a sufficient amount (\$7) to pay the carpenter, who had patiently awaited at the stand for the wage due him. His receipts on the Fourth of July were \$60. Young Hopson kept the stand open during the summer months of the following four years, closing it in September of each year, that he might return to his school. Upon the completion of his school work, he entered the employ of Schriver, Weatherly & Co. and remained with that firm eight years, during which time he learned the plumbing and metal working trades. His career since he engaged in business upon his own account has been steadily upward and onward. His experiences as a boy merchant were of great value to him when he entered upon his career as a manufacturer and jobber.

Arthur S. White.

There are six business days in the week, but it is an awful job to try to crowd into the last five what you neglect to do in the first.

Holiday Gifts

Plush Robes.....	\$ 2.25 to \$ 25.00
Fur Robes.....	9.00 to 100.00
Auto Robes.....	3.00 to 10.00
Tonneau Robes.....	6.00 to 9.00
Steamer Rugs, 60x80 in.....	4.50 to 12.00
Riding Saddles.....	8.00 to 32.00
Riding Crops.....	1.75 to 3.50
Bridles.....	1.25 to 18.00
Coach Whips.....	1.00 to 5.00
Driving Whips.....	.10 to 15.00
Carriage Heaters.....	1.25 to 2.25
Fur Coats.....	22.00 to 40.00
Fur Gauntlet Gloves.....	2.25 to 6.00
Fur Gauntlet Mittens.....	2.00 to 4.00
Motorcycle Leggings.....	3.00 to 5.00
Puttees.....	2.25 to 6.00
Cutters and Sleighs.....	25.00 to 80.00
Sleigh and Swede Bells.....	.50 to 5.50

Sherwood Hall Co., Ltd.

30-32 Ionia Ave., N. W. Grand Rapids, Mich.

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.

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WE BUY SELL QUOTE

Commonwealth Power Railway & Light Company

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ASK FOR OUR CIRCULARS

Howe, Snow, Corrigan and Bertles

INVESTMENTS

Michigan Trust Bldg.

Grand Rapids, Michigan

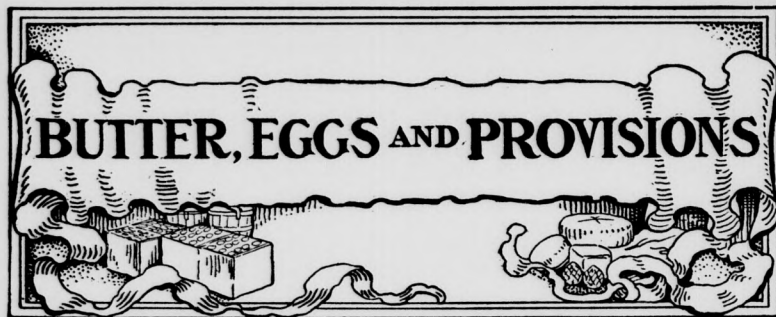
SERVICE

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.

Impossible to Corner the Egg Crop.

"If the hens of the country do not do as wanted when wanted all of the forces of the United States Government will not be effective in lowering the high price of living, so far as eggs are concerned."

This declaration was made recently by Charles L. Criss, Secretary of the Union Storage Co., relative to reports from Washington, D. C., which declared the Department of Justice has begun an investigation of the prices of eggs in Pittsburgh and other centers of population.

Mr. Criss explained that the only trouble with the supply of eggs is that residents of hen coops throughout the entire country do not work "all year round," resulting in excess production during a few months and light output during the rest of the year.

"This talk about a combination to control the egg market is all bosh," he said. "There is no man or a combination of merchants large enough to control the production of eggs. It rests wholly with the hens. There may be combinations or trusts to control the output in all other commodities, but the American hens will continue to do just as they please, and in their henly way will replenish the egg supply only at their own convenience. The whole question is a matter of supply and demand.

"If the investigators come to Pittsburgh they will find that more than one-half the eggs used here are brought from outside Pennsylvania. They will find if they come within the next day or two, that there are only 28,000 cases of storage eggs here. This is a scant supply for ten days. These eggs will not be dumped on the market at one time. They will be held in reserve here, to supply the demand when shipments from the West are interrupted. It is estimated that this reserve will not be exhausted until some time in January. They are having practically no effect on prices.

"Local egg prices are established by the quotations prevailing where the general demand is. That is, in other cities, where Pittsburgh wholesalers buy their supply. Eggs are selling for more money in Philadelphia, Boston and New York than they are in Pittsburgh at the present time. Consequently, local wholesalers are

buying in the West. That they are getting very little benefit by being nearer the place of supply is apparent when it is known that a case of eggs can be shipped from Pittsburgh to any of the three Eastern cities, by freight, for 5c.

"These figures show that the eggs will not be permitted to come to Pittsburgh much longer if the higher prices continue to prevail in the East, as 5c freight charges on thirty dozen eggs is really insignificant and ought not to affect the wholesale or retail prices in those cities.

"There may be all kinds of investigations made by the Government, but the price of eggs will not change as the result of the information gleaned by the probers. The whole matter is up to the hens and unless they can be induced to re-arrange their methods of production Government enquiries will go for naught."—Pittsburgh Sun.

Frozen Eggs Three Years Old.

Six students at the Kansas State University last spring were fed on eggs three years old, three times a day for seventeen days. At the end of that time five out of the six had gained in weight and the other one had experienced no diminution in weight. The State Board of Health in holding that this experiment is conclusive, recommends that second grade Kansas eggs properly frozen and properly stored are entirely fit for human food, even if kept for several years.

There is no question but what the method of freezing eggs in bulk is the most perfect way of storing at the present time, but too much stress should not be laid on the ability to utilize second grade eggs in this way. The term "second grade" really does not mean anything very accurate and for this reason, eggs which would hardly grade seconds have in the past been utilized for breaking out of the shell for freezing purposes. If the eggs are really wholesome and good for food at the time of freezing, they will remain in that condition for any reasonable length of time; hence our suggestion that freezing eggs in bulk is the most perfect and satisfactory way of preserving them.

An educational campaign is being launched to encourage the farmers of Canada to produce more eggs. The statement is made that the city of Edmonton alone ships in from considerable distance seventy-five cars of eggs and ten cars of poultry annually—all of which could be produced by nearby farmers, if they only thought so.

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

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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

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.

Effect of Law Tariff on Eggs.

A political mistake which those who passed the new tariff made was to give the public very strong assurance, before the event, that when the duties were lower things to eat and things to wear and other things as well would be much cheaper for consumers. If all the American consumers who have discovered that their cost of living has been coming down and down since the custom house doors of the Nation were thrown open a few months ago were to stand up and give three cheers about it they would make about as much noise as the peep of the birdling.

And yet this paper, for one, would not be unfair about the new tariff. We never could see how an old tariff of a couple of cents a pound on beef, could continue to keep out foreign beef while domestic beef rose two, three, four, five, and even ten times the amount of the tariff. If the foreign beef had wanted to come in—or if there had been any foreign beef to come in—there would have been sufficient temptation, with or without a tariff of only a couple of cents, when the price of beef in this country could run up a couple of cents a week every little while and then stay up.

And so we want to be just as fair about eggs. We've got the tariff, with its lower duties; and we've got eggs going up as they scarcely ever went up before. But the tariff hasn't anything to do with it. Just as there wasn't enough beef to supply the demand when we had a higher tariff, there aren't enough eggs to supply the demand when we have a lower tariff. That's all there is to it.

When there are plenty of hens—something there is not—and when those hens will stick to their business of laying eggs—something they are not doing now—eggs will be cheap. They will be cheap with a tariff duty or without a tariff duty. So we must acquit the Wilson administration and the framers of the tariff law of the crime of doubling or trebling, whichever it may be, the price of eggs.—Philadelphia Times.

Must Label Storage Eggs.

Food Commissioner Bernard of Indiana has sent to his inspectors throughout the State for public distribution a circular declaring that all cold storage eggs must be placarded. The circular, which contains the same information with regard to renovated butters, follows:

"The cold storage law provides that when eggs that have been in cold storage for thirty days are sold at retail there shall be placed in or on the receptacle containing them, in full view of the public, a card not smaller than six inches in width by six inches in length, on which shall be printed the words 'cold storage' in plain gothic letters, not less than two inches in length, and the wrapper, bag or container in which said eggs are delivered to the purchaser by the retailer shall be plainly stamped with the words 'cold storage.'

"Neglect to comply with these provisions subjects the person, firm or corporation responsible to a fine not

less than \$25 and is made the duty of all food and health officials to see that the law is enforced. Any evasion or neglect will not be tolerated.

"Your attention is further called to the renovated butter law, which requires that all butter produced by rechurning or re-working packing stock or other butter shall bear the words 'renovated butter' or 'process butter' in bold-faced letters at least three-fourths of an inch high. This statement shall be made on the top and sides of the receptacle, package or wrapper in which it is kept for sale or sold.

"If butter is exposed for sale uncovered then a placard bearing the words 'renovated' must be attached to the mass of butter in such manner as to be easily seen or read. Violation of this law is punishable by a fine of not less than \$25."

The Father of Cold Storage.

The death recently, in Paris, of Charles Tellier, said to be the first man to suggest and apply mechanical refrigeration to the preservation of food products, serves to remind people generally of the comparative newness of an industry that in the short period of its existence has demonstrated its value to producer and consumer alike. Cold storage has come to be regarded as an absolute necessity for the conservation of the products of the soil and the harvest of the seas. Before cold storage facilities were available the producer was compelled to dispose of the fruits of his toil in markets so glutted that his crops would not bring in anything like an adequate return for financial investment and labor.

The acquirement of cold storage facilities has so changed conditions that the markets for food products through the rounds of the seasons are favorable for the producer, the wholesaler, the retailer and the individual consumer. Food products are stored during seasons of plenty and held ready for consumption during the periods of scarcity and unduly high prices. This equation of things is so important to humanity in general that people everywhere are beginning to hail the cold storage warehouse as the means by which all danger of famine will be removed when consumption treads upon the heels of supply more closely than it does at the present time. It is being realized that in the matter of waste prevention alone the cold storage warehouse has already greatly increased the food supply per capita.

Is It Meat?

Is fried chicken "fresh meat," or will it have to be prohibited by the parcel post in shipments beyond the second zone? This question confronted postoffice department officials recently. It was thrust upon them by a Colorado postmaster, who says one of his parcel post customers has several persons to whom he wishes to mail fried chicken. All that had been decided in the case was that there were certain "zones" through which it would not be safe to send fried chicken, even for limited distances.

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

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PRODUCE
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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.

IMPORTANT
Retail Grocers



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

Baker's
Cocoa and
Chocolate

Registered U.S. Pat. off

with the trade-mark on the packages.

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

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

If I Were a Grocer

I would get my money's worth. Are you paying for a 20th Century Automatic Standard scale, but not getting it? You are if you are still using the hand operated type. An old scale, like an old wagon, pulls hard. You pay for the merchandise that pulls the old scale.

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W. J. KLING, Sales Agent

(New and Second-hand Scales)

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

We want Butter, Eggs, Veal and Poultry

STROUP & WIERSUM

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

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

M. O. Baker & Co., Toledo, Ohio

Want
No. 2 Barrelled and Bulk Apples.
Correspond with us.

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.

Potato Bags

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

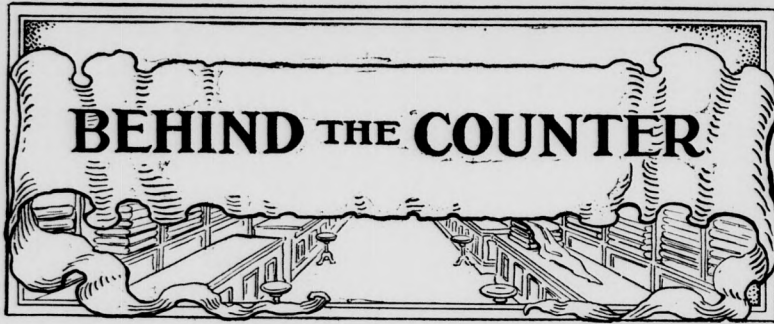
Quick Shipments Our Pride

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Mich.

Use Tradesman Coupons



No Greater Asset Than Keeping At It.

The career of the prominent hardware merchant, Lewis Wimple, of the well-known Wimple Hardware Co., has been published in "Biographies of Enterprise," "Notable Leaders of the Trade," "Famous Citizens" and "Men Who Have Risen," as well as in various special journals devoted to Mr. Wimple's line. But the true story of his life is this:

Jimmy Halliday waylaid him at the corner after school when he was 13 years old and said:

"Say, Lew, want a job?"

"You bet!" Lew responded, fervently.

"Well, I'm going to quit Spangler's because the old geezer's too fresh and, besides, I can earn \$3 instead of \$2.50 a week helpin' in Dudley's blacksmith shop, and I'll get a trade, maybe, if I'm strong enough. You can have my job runnin' errands for old Spangler."

"What's eatin' him?" enquired Lew anxiously.

"Oh, nawthin' special; but he thinks a boy ought to be Johnny-on-the-spot every minute he's hired for. You can take it or leave it. I'm goin' to quit anyway, and I thought I'd give you the first chanst."

There may be no particular significance of coming greatness in this anecdote of Mr. Wimple's early youth; but it does lend human interest to the familiar introduction of his biographies—"entering the employ of Mr. Judson Spangler, that conservative yet successful retail hardware merchant, while still in his teens, Mr. Wimple rapidly rose, etc." So we may proceed with the facts that apply to subsequent stages of his career:

When he was 16 years old, he was still opening up, sweeping out, and rushing minor supplies to carpenters who needed them in a hurry because they had forgotten to get them in time. The conservative, but successful Mr. Spangler had duly observed how Lew, instead of dwelling on that innate proclivity of carpenters as one of their crimes against errand boys, merely hurried to them with their pound of nails and hurried back again. He noticed, too, that Lew was beginning to enquire which uses were best served by the different sizes of nails; and by that he knew Lew could never become a good carpenter, because your born carpenter knows anything from a lath nail to a railroad spike will do for anything from the stringpiece of a wharf to the hinge screws of the baby grand in the parlor. So he started Lew in the stock-room.

It was a couple of years afterward

that Lew was heard in violent altercation with young Mr. Albert Symonds, the nephew-in-law of old Spangler, who had graduated into his uncle-in-law's store because he hadn't any other job to go to, and he ought to be able to sell cutlery, a line adapted to a sharp young man. Mr. Spangler, enquiring into the merits of the dispute, learned that the young stock-keeper had refused to honor his nephew-in-law's requisition for one pearl-handled penknife, wholesale \$18 per dozen, unless Mr. Symonds would sign a voucher for its delivery to him, or would furnish a written order from old Bayliss, who bossed the cutlery.

Mr. Spangler instructed Lew to procure the knife desired by his nephew-in-law and himself presented it to Albert as a mark of confidence and esteem. It has been remarked already that Mr. Spangler was a conservative, but a successful man.

He interrupted Lew's offer of an instant resignation by asking him how much he knew about the stock in his keeping; and he learned that Lew could tell him, to a nail file, just which of his employes had even tried to requisition items out of stock without leaving their names on deposit. So he sternly refused to allow Lew to resign and gave him, instead, a young man as assistant, with instructions to make the assistant equal to him as a stock-keeper as fast as possible.

When Lew reported that the assistant was fit to keep stock alone, Mr. Spangler secured a very good clerical position for his nephew-in-law with an old gentleman friend of his who never handled any money, being a public document librarian; and he put Lew in the place made vacant in the cutlery.

It was about then that Mr. Spangler, having conservatively waited until some other leading store installed special household departments and proved them profitable, decided to enlarge his establishment. He had three alternatives—to hire a household goods specialist, to transfer one of the counter chiefs, or to try out one of the juniors who could be best spared. Hating to disturb the orderly conduct of his store and believing that special knowledge is better than general skill, he decided on the new specialist.

That is why Lew stayed so long as helper in the cutlery and why he got Bayliss' place when Bayliss, as an old reliable, was drafted to rescue the new household department from ruin at the hands of the too enthusiastic specialist. Being given an assistant, Lew hastened to train him to be as good as he was in the cutlery.

Just about the time the assistant

learned his number, old Bayliss went to Mr. Spangler and said:

"I'm afraid I can't hold out any longer on the households. I'm not used to the row and rumpus all these new women customers make. It takes a younger man to keep on the jump. Can't you let me go back to the cutlery?"

Mr. Spangler called in Lew Wimple, and stated the case.

"The trouble about it is," he added, "that you seem to have increased the cutlery trade so much that Mr. Bayliss may not be able to keep it moving with only one raw assistant."

"He's as good as I am," Lew responded. "I've got him trained to the mark."

"Well, in that case," observed Mr. Spangler, "perhaps you could take charge of the households."

"I've been wanting to for two years," answered Lew.

"Hm!" commented Mr. Spangler. "You seem to have a remarkable faculty for leaving men behind you who are as good as you are. I think—conservatively hesitating—"that I will give you an assistant in the households."

Those in the trade who recall the old Spangler establishment will remember the manner in which its belated but hustling household goods department suddenly woke up the town—the wash-day festivals; the kitchen windows picnics; the labor lightening demonstrations; the superiority displays. Those in the store remember, for their part, how Mr. Spangler, with never a murmur of protest, granted the households first one and then two more assistants, while for the strictly hardware goods a lot of business was drawn into the store by the stream of household buyers.

"How are your assistants coming along?" Mr. Spangler asked Lew, one morning.

"Fine. All of them are as good as I am—seems to me I've got one there who's a good deal better, in the selling end, anyway."

"Well, now that's just what I expected to hear from you. I am quite glad of it. You see, this place has grown so much that I rather think it needs a general superintendent. You know all the stock; you know the cutlery; you've made the households; and you seem to take a genuine interest in the store. Suppose you keep a special eye on the households and be superintendent, or manager, or something of the sort?"

That, in point of fact, was the way Mr. Wimple was given charge of the growing Spangler store. He continued in charge several years, while Mr. Spangler conservatively, but successfully, managed the financial phases of the business until age made him feel such cares interfered with an enjoyment of life he had richly earned.

"I am a conservative business man," he said to his manager, "and I cannot believe that human nature ever changes, or that anyone will give his whole energy indefinitely to a subordinate position. I surmise that you have some savings from your salary. If you care to invest them as part of the firm's capital, merely as your stake

in the business, I will consider the question of a partnership while retaining my controlling interest."

By the time Mr. Spangler died—which was not long afterwards, since Americans who retire seem to rust out swiftly—Lew Wimple was in shape to form the Wimple Hardware Co., himself president, and start on the remarkable career which has been so widely chronicled in the trade.

It is noticeable, in all the sketches of him published, that not one of them, in listing the qualities which have lifted him to greatness, refers to the most obvious feature of his advancement. But any reader of this irreverent biography will notice that he kept right on sawing wood.—C. Phillips in Philadelphia-Made Hardware.

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TO REACH YOUR
PATRONS AND FRIENDS
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TELEPHONE

Seek Improvement in Your Life and Business.

It is nearing the time of the year when men make new resolutions for the coming year. Do not waste time in making a nice set of resolves, but just get down to business and determine that each day of the year shall show some improvement in your manner of conducting your life and your business. No doubt there is room for improvement. What life has not? You cannot do it all at once any more than the builders of Rome were able to construct the whole city in twenty-four hours. But they kept at it until the work was done. So can you with yourself, and your business will prosper accordingly. Start right. Think about yourself. What do you do every day that should be left undone, and what do you neglect that should be accomplished? You need no one to point out these details to you. You know them down in your heart. You have hugged your own imperfections so long you find them clinging habits, but you have never deceived yourself as to their real character. Get rid of them, but not by the resolution route. The surer way is the slower. Combat them as they come, and do not bring them to you as troubles by calling them before you in review in the form of New Year resolves. Their numbers are enough to frighten even the best of us and make the task seem hopeless.

Life is one long campaign against difficulties, and if this were not the case it would be monotonous. But the hardest enemy to conquer is self. Once having our habits under control we spring with energy and eagerness to other fights. The soldier loves a battle. The business man who is in training enjoys solving the problems that confront him. But his line of defense is his own character. It must be strong or he is easily defeated. We do not often enough feel our responsibility to make good citizens and pleasant companions out of our selves. We have a mistaken idea that it is nobody's business but our own. We are part of one big human family, and it is not fair to the others to be disagreeable or disgraceful. We owe it to others to make our business clean and honorable. Our wrongdoings destroy confidence in human nature. The many movements throughout the country for civic betterment, and cleaner government, are indications that this fact is beginning to be understood and appreciated. If this is not so, why are there so many business men's associations which have for their object the compelling of people to be good?

Sombody has put it this way: You'll never get round-shouldered carrying the money you make by "contemplating" doing things. That word contemplation is a sedative. It puts you to sleep by its languorous inactivity. It has a poetic sound and is sweetly suggestive of a day in the country in summer time, lazily sitting by the old fishing hole. You may think, you may plan, you may contrive, for they all indicate action

when the thinking, planning and contriving are over, but contemplation is likely to be long-drawn out and end only in meditation. It is just the difference between contemplating and planning that makes the difference between the dreamer and the doer. Many a man has good ideas flit through his mind once in a while that never amount to anything. They are birds of passage. He does not make them his own by putting them to work. So they go on their way until some more practical mind gets hold of them and harnesses them to his use. When you think of a good thing, put it to work.

There may be more ways than one to do almost anything, but the real way is to do it. Intention is all right up to a given point. That point is passed when the first opportunity arrives for accomplishment. When the chance goes by once it may be followed by another, but it is uncertain, and, even if there is a second, and a third, they are usually not so good as the first. Furthermore, intention grows weaker each time and the possibility for success becomes more and more remote. To put off doing is a half surrender. The man of accomplishment is the one that plans carefully, figures as accurately as circumstances permit and then gets busy. Of course the planner who does not act has a place in the world. But the other fellow reaps the benefit of his ingenuity. He never gets paid for his inspirations unless he has them patented before they become known, and this requires a certain degree of energy.

Johnny's Christmas Way.

On a morning about two weeks before Christmas I wake myself up at 7 o'clock and dress and wash and suddenly appear before mother in the kitchen as she is cooking breakfast.

"Mercy on me, but who is this?" she gasps.

"Darling mother, it is I, your little Johnny," I reply.

"But I didn't have to call you seven times and then go up and throw water in your face."

"No, darling mother, your Johnny boy will not put you to that trouble any more."

"But you never yelled to me that you couldn't find your stockings."

"No, mother."

"And you've washed your face and combed your hair!"

"Yes, mother, and I'm ready to set the table and help you out. I realize how hard you have to work, and from this on I am going to make it as light for you as I can."

"Why—why, Johnny. I can't understand!" she says as the tears come to her eyes.

"It is that I want to be a precious son to you, mother. Hereafter I wash the dishes, sweep the floors, make the beds, carry in the coal and leave you nothing to do but sit in a chair and read Laddie. Too long have I been a reckless, careless boy."

Then mother drops the frying pan and hugs and kisses me and tells father and the neighbors what a great change has come over me, and when Christmas morning dawns behold! I have five Santa Claus presents in one stocking and six in the other.

Be a "live wire," it's the dead ones that are used for door mats.

The man who leaves his success to luck will have good reason always to complain about his hard luck.

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GRAND RAPIDS, MICHIGAN



A Few Suggestions for the Eleventh Hour.

Written for the Tradesman.

We will suppose that you have done your full duty in the advocacy of early Christmas shopping and that you began your special advertising and displays of holiday goods some weeks ago. Well and good. But no amount of forehandedness on your part can induce as great a volume of buying in the first twelve days of December as in the twelve days ending December 24. The tendency in human nature to put off until the last minute can not be overcome entirely even by so vigorous and general a campaign as has been waged in the interest of early Christmas buying. You have done what you could to spread the Christmas trade over so long a time as possible. The point just now is not to urge how much better and easier and pleasanter it would be for all concerned if customers could be persuaded to buy their presents in November or October or July. The subject upon which you must now concentrate your powers of mind is handling the rush of the last few days in a masterful manner, accomplishing results large in proportion to the outlay of energy.

For now every tap of work must be made to count. If your trade is what it ought to be there is more than enough to be done to keep all hands busy, even though you have put on considerable extra help.

Let the Goods Sell Themselves.

Doubtless your more elaborate and striking displays of Christmas goods have all been planned before this and the greater part of them actually have materialized. But this suggestion is not as to elaborate displays. It is merely to urge having everything out and, except articles so delicate or fragile as not to allow of handling, accessible to customers.

All your displays you will of course want to have in as good taste as you can, but getting things into plain view is of far greater importance than too slow and painstaking arrangement.

I was in a large store to-day where they were making extra display room by building booths wherever there were vacant spaces in the store. These were very quickly constructed, being simply a hollow square—a counter around the outside and room in the center for a salesgirl or two. Uprights at the corners with a strip around the top furnished a framework for the draping which, while not elaborate or expensive, was striking and suggestive. Half a dozen of these booths, or a less number in a smaller store, if tastefully decorated

and filled with attractive articles from your regular lines will give your place a holiday air and aid materially in your Christmas sales even though you put in but little of a strictly holiday stock.

Whatever may be the particular plan adopted, the main thing is to arrange the goods so that shoppers when so disposed may make their selections with but little aid from the sales force.

Take for example, towels. With buyers of a practical, utilitarian turn of mind, a pair of nice towels always is a favorite gift when just some remembrance involving only a small outlay is desired. Now if your assortment of towels suitable for gift purposes is placed on a table or counter, each towel plainly ticketed with the price, three times out of four Milady will make her selections unaided and all the salesperson need do is to take the money and send the goods to be wrapped.

This is not said to encourage any lethargy on the part of salespeople, who always should be trained to be alert and attentive, ready to show goods and aid the enquiring shopper with suggestions. But letting goods sell themselves, as they will do if displayed advantageously, is just so much clear gain.

Do you have the idea that your shop is a little too high-toned for the use of price tickets? If anyone mentions the subject do you assume a little hauteur and say that the more exclusive places never use them? This is true of course to some extent, but is there not a possibility that you are missing it by trying to rank your store as one of the exclusive places? I am convinced that some merchants are scorning the humble, democratic little price ticket, when their customers very gladly would welcome it. Your trade must be very, very way-up if your patrons would not, ten to one, prefer to see everything marked in plain figures and buy more freely were you to adopt this business method which unquestionably is becoming general in very high-class establishments. At this season in particular, when the capacity of each member of the selling force needs to be extended to the utmost, the absurdity of making it necessary for every customer to have the constant attendance of a salesperson becomes apparent. When a customer sees the price of an article, she can in most cases decide whether or not she wants it without help from anyone. Adherence to the antiquated idea that the use of price tickets is a lowering of business dignity is costing some dealers extra money for clerk hire and



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Tell the people of Michigan about your goods—how they are made and sold and how to recognize them. Tell it to them through a medium in which they have confidence. When they know who you are, and what you offer them, they'll buy.

The medium which has the confidence of its readers in the Michigan field is the

Michigan Tradesman

the loss of much very desirable patronage.

Bringing Out the Reserves.

Of course you do not attempt to display all you have of most classes of goods. A few of each kind are put out and the remainder held in reserve. Have the work of getting out things that are stored away carefully systematized and be sure to make it somebody's business to do it, so that sales will not be lost when the goods wanted are in the store. Suggestions That Will Lead to Sales.

Remember that now your customers are wracking their brains for good gift ideas, and hunting, actually hunting for appropriate presents.

Giving things a Christmas look, placing goods in holiday boxes, having a holly or poinsettia decoration on the show cards, doubtless will suggest themselves as suited to the festive character of the season. A little dressing up of goods not usually classed as gift articles often will put it in the mind of a buyer that such or such a thing would make a most pleasing and acceptable present. It is often better to get the fancy boxes and put in goods from your regular stock rather than to buy goods already put up for the holiday trade. In this way you can sell goods you now have and can give a better quality in many cases than in the ready boxed articles. A pair of soft white wool blankets tied with a wide Christmas ribbon, a handsome damask tablecloth similarly beribboned—the idea has great practical possibilities.

Look to the Physical Welfare of Employees.

A good general knows that if his soldiers are to make a good fight on the field of battle, he must keep an ever watchful eye to sanitary conditions when his troops are in camp or on the march. The success of your holiday campaign depends largely on the physical conditions of your employees.

I was glad to see the importance of store ventilation urged in an article published in a recent issue of the Tradesman. The proper ventilation of a store makes it a pleasant place to stop and so adds to its attractiveness to customers. On this score alone, no merchant can afford to neglect the air supply. But the customer spends at most only a few hours a week shopping, so foul air and stuffiness, while disagreeable to her, are not likely to affect her seriously. But to the clerk who spends nine hours a day within the walls of a store, the ventilation is a matter of vital moment. The fresh air problem in a large store is a serious one, and many otherwise very well-equipped establishments are lame in this respect upon which the health and even the life of employees depends.

Hardly second to the ventilation is the heating. For the comfort of both customers and help the store should have a genial warmth without being overheated.

Some store managers, while maintaining a high standard of efficiency, know how to minimize the nervous strain so that their helpers work

easily and happily. Others nag and reprimand, keeping the help under undue tension, without attaining nearly so good results.

At this time, when some new and perhaps entirely inexperienced help is put into service, and when all employees are carrying an unusual burden of work, great patience and forbearance together with unflinching tact and courtesy on the part of the management are essential. It is the machine that is kept well oiled that runs smoothly and makes the best showing of results. Fabrix.

Why Does Christmas Always Fall on December 25?

December 25 is the reputed anniversary of the birth of Jesus Christ, and one of the greatest festivals of the Protestant, Catholic, and Greek churches. It is a day of thanksgiving and rejoicing—a day of good cheer toward all mankind.

It is not known for sure whether Dec. 25 is the exact anniversary of Christ's nativity. In the fourth century, however, Pope Julius had St. Cyril make an enquiry as to the exact date, and the result was that Dec. 25 was established as the date for the festival at Rome. Before the end of the century that date had been accepted by all Christian nations.

For twelve years England went without a Christmas. Parliament enacted in 1644 that Dec. 25 should thereafter be a fast day, in repentance for the way in which, for many centuries, the occasion had been given up to feasting and mirth. This was the work of the Puritans, who were then in control of the government. They did not regard the anniversary as of the real birthday of Jesus, but as a relic of paganism.

Parliament proposed to extirpate the Christmas festival and make the day as common as any other day in the year. This was done under an order of the council passed Dec. 24, 1652. The government of Cromwell rigorously enforced the act, its soldier confiscating everything that might contribute to the festivities of Christmas. But when King Charles 11. came to the throne his people once more had their great day of jollity and generosity.

Why Are Christmas Gifts Given?

This custom probably came as a result of the original gifts that were brought by both the humble and the great at the time of Christ's birth. The story of the manger includes the bringing of gifts by the poor friends of Joseph and Mary—gifts of little intrinsic value, perhaps, but showing peace among men, which was the mission of the Savior's visit to the earth. The costly gifts brought by the three wise men from the east, who traveled long and at great inconvenience to lay their offerings before the King of Kings, were in nowise more gratefully accepted than those of the humblest in the land, but they embodied the same idea of good will.

The more temptations your employees have to be dishonest, the more times they will steal from you. See that no temptation is left in their way through any fault of yours.

Pancake Time Is Right Here

With the Cold, Brisk Weather Comes the Season of the Year When All Eat Pancakes.

TALK CONCERNING FLOURS

With the advent of cold weather comes also the pancake season. On brisk, invigorating mornings nothing is better for breakfast than spanking hot pancakes made just right and deliciously browned.

A great many people are under the impression that good pancakes can not be made except with buckwheat flour. A large number of people also feel that pancakes made from pure buckwheat are not healthful for them and they will be pleased to know that the very best of pancakes can be made with little or no buckwheat.

Two pancake flours, one without any buckwheat and the other with just a small portion, are being offered on the market by the Watson-Higgins Milling company. These flours are known as Watson's Pancake Flour and Watson's Buckwheat Compound. Watson's Pancake flour is a combination of wheat flour and corn flour while the compound contains wheat flour, corn flour and buckwheat flour. Both of these flours are self rising which of course is not true of pure buckwheat flour.

Real Corn Flour.

In these self-rising flours it should be mentioned that the corn flour used is really corn flour and not cornmeal. Cornmeal when used for cakes results in a coarseness which is not pleasant, while corn flour is not only not coarse, but it "browns up" more deliciously than either wheat or buckwheat flours. There is also a certain palatableness obtained by using corn flour rather than cornmeal which is much appreciated by those who know what good pancakes should be.

When the Watson-Higgins company first offered their pancake flours on the market the idea was viewed more or less as an experiment and the flours were put up in small sacks which retailed for 10 cents each. But now that a great success has been scored there is a demand for larger packages and the flours are now put up in eight-pound packages which sell for 25 cents at all grocers. These eight-pound packages contain one pound more than the packages of similar flours put out by most other firms for the same price. But the fact that Watson-Higgins themselves manufacture all the ingredients of their flours enables them to give the extra pound and still make their profit. The consumer gets the benefit.

Success From Start.

The Watson-Higgins company offered these flours on the market three years ago for the first time. They caught the public taste and fancy from the very start and the company have been compelled to quadruple their output every year so far. As for this year, the demand has already been so great that an amazing record of sales will surely be registered.

Besides the two pancake flours mentioned above the Watson-Higgins company also make a pure buckwheat flour that for years has been the standard not only in Grand Rapids but for many miles around.

(Educational Publicity and Advertising.)

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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.

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Colonization and Industrial Agent, Union Pacific Railroad Co., Room 1578 Union Pacific Building, OMAHA, NEB.

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

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We sell to merchants only.

Ask for current catalogue.

Butler Brothers

New York Chicago

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Are You Going the Right Way?

While a local bank was experiencing a run some years ago, I was in line with some others making a deposit at one window while a long line of people waited their turn at the paying teller's window to draw out their balances.

A friend in line ahead of me turned around and said to me, "J. B., are we going the right way?" I said I didn't know, that I was taking a chance. Next day the bank failed.

The men who went to the bank to deposit money were willing to take a chance to help the other fellow. There is no business that needs organization, as I see it, as much as the retail shoe business. There is no business in which merchants should stand strongly together to help each other as much as the retail shoe business, for there is no business that the public asks so much from the dealer for its money as the shoe business.

"Are we going the right way?" Assuredly we are—if it is only the education we get from meeting each other. It has been said that the shoe business is the easiest to get into and the hardest to get out of, and it has also been said that it is the most illusive business. One year you have \$5,000 profit on your shelves, the next six months, or year, shows that a change in styles has wiped it out. Your profit was only an illusion. You find that the higher you go the less may be your proportion of profit. Many dealers make a profit selling \$25,000 worth of shoes in a year and find they make no more profit selling \$40,000 while they worked their heads off trying to raise their output.

If organization can show such a merchant where he has robbed his competitor without doing himself any good than we are going the right way.

It would not be my intention or idea to keep any one out of the business. On the contrary, let them come in, but let us help keep them on a profit-making basis. The worst thing that can happen to the shoe business of any town is a shoe failure. Then the dealer that is financially strong suffers because a stock is thrown on the market to be sold at half-price and the insolvent estate pays 30 cents on the dollar, while the man that is financially sound pays 100 cents and yet is affected by the competitor's estate that pays only 30 per cent. Therefore, we find the best conditions in the town where all the merchants are making a profit. If we can help bring this condition about then we are going the right way.

There is too much fear of competition. The dealer who knows what

it costs him to do business, and the cost of his merchandise knows also that it is necessary to sell his merchandise to make a profit, and he also knows that his neighbor is working out the same problem. If organization will help show a merchant that he can use all fair means to get trade into his store, but that when he gets the people in they must pay him a profit on his goods, then we are going the right way.

In advertising you try to impart faith in an article by its worth, its value. If you interest them they will buy, whether the price is \$2.00 or \$2.25. Be it therefore,

Resolved—That we are not in the shoe business for our health, but for real money making, and that we start right now to look up your profits, that the year 1913, whether it be our last or our first year, be the profit-making year.—James W. Walsh in Shoe Retailer.

Few Changes in Lasts.

The usual number of new lasts are "billed in the headlines" this season, but there are very few important changes. There are, of course, really new lasts—style changes—but the difference is so slight as to be scarcely distinguishable. Many of last season's styles lasts have been so greatly improved as to cause them to be almost classified with the really new models.

The recede toe of to-day, not greatly different from the drop toe of a decade ago, is withal really new because of its lines and other characteristics, which illustrate the marked advancement in last modeling.

The recede toe, and the medium thick, or high toe, are not merely two styles, as one might infer, but they are the basis of from fifty to seventy-five toe shapes shown by some of the larger manufacturers. This serves to show that in the production of a line of samples, "few changes in lasts" may literally mean that, but that the volume is made up by the great variety.

It is remarkable to observe in a single line something like a dozen different lasts on the recede toe idea. The merchant very properly and wisely will not attempt to annex the entire range of receding (or even high toe) styles. He will select the best styles, in his opinion, for his trade, and if he is a large city merchant, his selection will include a good variety of receding toes, without selecting such as may too closely duplicate some other last which he has already picked as a probable winner.



We Wish You All—

Readers of this paper and wearers and sellers of our shoes, all the joy and gladness of Christmas.

Sincerely,

Rindge, Kalmbach, Logie Co.

Grand Rapids, Mich.

For the "Spug"

Nothing loosens the purse strings like the approach of Christmas.

But, useless giving is diminishing

Our new Ruth shoes on the Baby Doll last, and those with the Kidney heels are excellent suggestions as Christmas Gifts, and will appeal to the careful buyer.

No. 7519—Baby Doll, patent leather, cloth top, C and D lasts	\$1.75
No. 7523—Baby Doll, gun metal, mat kid top, C and D lasts	1.75
No. 7507—Patent leather, dull kid top, Kidney heel, C and D widths	1.85
No. 7575—Patent leather, cloth top, Kidney heel, C and D widths, Goodyear welt	2.35
No. 7573—Gun Metal, dull kid top, Kidney heel, C and D widths, Goodyear welt	2.35

For party use, we also have the Baby Doll and Mary Jane pumps, in satin, patent leather and gun metal, and also a fine line of colored satin pumps with rosettes.

Hirth-Krause Company
Grand Rapids, Mich.

The Dumb Bell Pull Strap.

The days of the homely disfiguring pull strap on men's shoes appear to be numbered. On several lines of men's shoes in this season's samples there is being shown a new device which does away with ancient but useful pull strap on a man's shoe.

The new invention, patents on which are pending, consists of a dumb bell shaped piece of steel inserted through the back stay at the top of the shoe. It is so made and attached to the shoe that it furnishes a means for gripping and pulling the shoe onto the foot far superior to the web or leather strap.

In attaching the "pull" to the shoe, it is only necessary to cut the leather back-stay a little longer than usual, and to place the elongated end over the bar of the dumb bell and stitch it down in the operation of attaching the back-stay.

The manufacturer will also supply the "pull" with the leather pieced, folded and cemented in place when the leather portion is inserted under the back stay and stitched in place in the regular back stay stitching operation.

The device adds greatly to the neat appearance of men's shoes and at the same time furnishes a more convenient hold in pulling on the shoe as it can be more quickly grasped and as firmly held as the old-fashioned strap.

Much experimenting in the development of a new style of pull strap has been going on among practical men for some time, but this is the first idea that has seemed to appeal to manufacturers as sufficiently practical to lead some of them to include it in their sample lines.—American Shoemaking.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The D'Arcy Co., maker of auto springs at Kalamazoo, is planning to build a large addition to its plant soon.

Sparta is making overtures to the Fox Typewriter Co., of Grand Rapids, regarding the location of a factory there.

Flint is preparing to entertain 1,000 visitors this week, the occasion being the annual meeting of the State grange.

The Werner & Pfeleiderer Co. will build a large factory at Jefferson and Hess avenues, Saginaw.

The Monroe Body Co. has leased the former plant of the Pontiac Turning Co., at Pontiac, and will increase its working force.

Clerks in dry goods, clothing and department stores of Saginaw have instituted a campaign for the closing of stores at 6 o'clock each evening, including Saturday, beginning the first of the year.

Things are surely moving at Gaylord. The new creamery is now a certainty and will probably be built on West First street. The power house of the Wood Products Co. is also completed and the factory is also well along.

Odd Fellows will erect a modern business block at Eau Claire.

The recent exhibition of the Kalamazoo Art Association proved a success and a fund of \$100 was raised to purchase pictures for the new building. An evening class for art students is being planned, also a course of lectures.

Flint has built 132,620 square feet of cement side walk this year, or about three times as much as was laid last year.

Flint business men are interested in the statement of the Genesee county road commissioners that \$16,320 was spent in building good roads in November.

George B. Pulfer, formerly of Detroit, is the new Assistant Treasurer and credit man for the Kalamazoo Corset Co., of Kalamazoo.

Business men of Cheboygan arranged for a free excursion for St. Ignace and Mackinac Island shoppers, the visitors being transported to that city by boat.

Director French, of the Chicago Art Institute, says that while Muskegon may be well known through her commercial and industrial interests, her art museum and manual training school are assets of incalculable value in extending the city's fame.

Portland has adopted a curfew ordinance, to take effect Jan. 1.

D. M. Walton, of South Bend, has bought the City steam laundry of Frank MacNeal, at Dowagiac, and is operating the same.

The Ann Arbor Civic Association will assist in raising \$25,000 for the benefit of the University School of Music. A new building is needed and it is believed that with proper facilities the present attendance of 500 students in music may be doubled.

A new Carnegie library is under construction at Owosso and will be completed early in the spring.

The beet sugar factory of St. Louis is having a successful run and is turning out 150,000 pounds daily. The factory payroll runs \$9,000 per month.

The Battle Creek Board of Education has voted not to allow dancing in the public schools.

Wishing to make sure that the pavement laid in Pontiac this year is all right Mayor Johnson is having scientific tests made of every block in every street. In the future these tests will be made while the paving operations are in progress.

Zeeland will be supplied with gas by pipe line from Holland within a year.

Battle Creek, Kalamazoo, Durand and other cities are working to pull the Grand Trunk carshops away from Port Huron, since the recent fire in the Tunnel City. It seems to be the case with cities as with individuals, when in trouble the boosters are few and the knockers many.

Almond Griffen.

Low Heels the General Order.

The trend is toward low heels, a revision downward as it were, with the result that there are very few, in fact, practically no high heels, shown in medium and fine grades of men's shoes.

In the new lines for popular-priced trade there are seen a few wing tips and some perforations, yet the very

next shoes in the line may be absolutely plain; in fact, the shoes with receding toes are for the most part plain, as this particular style does not lend itself easily to elaborate decorative effects. Some of the receding toe styles are shown without caps, some with imitation, or "stitched," caps and others with "corded" tips.

A Storm May Break Any Day

Keep next to

Hood Rubbers

all the time

SAVE THAT

5%

Every Style in Boots, Arctics, Rubbers and Combinations

In Stock

KEEP OUR CATALOGUES HANDY

Grand Rapids Shoe & Rubber Co.

Largest Rubber Dealers in Michigan

The Michigan People

Grand Rapids

Stock the Profit Makers Now

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

You cannot possibly make a mistake by adding the above lines to your stock.

They represent the tanners' and shoemakers' best efforts, and are by far the best wear resisting shoes offered to-day.

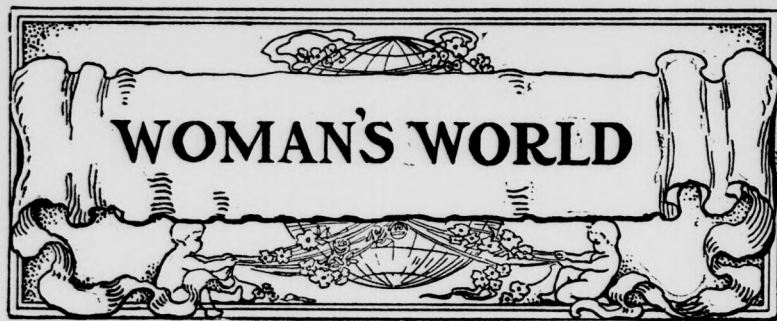
Your trade will soon be asking for this class of shoes. Stock up now so you can supply the demand when it comes.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

GRAND RAPIDS, MICH.





Not a Weakness But a Source of Power.

Written for the Tradesman.

If I were asked to name offhand the most wonderful trait of our wonderful sex I should not hesitate a moment. It is adaptability, the power to accommodate herself to changed conditions, circumstances, styles. Indeed adaptability, although a very comprehensive term, is hardly strong enough to express the capacity of complete metamorphosis, or rather of complete metamorphoses that woman possesses. It is perhaps needless to say that not every sex has this power. It isn't any one thing that she can be or do that gives to woman her unique superiority over every other created being, it is the great variety of totally different creatures that, on occasion, she can with lightning-like rapidity become.

The child notes this characteristic in infancy, long before he is able to formulate or give expression to his observations. He learns that in the one complex being he knows as mother he has several entirely distinct personalities to deal with. There is the fond doting mamma who proudly holds up her peerless baby for inspection of admiring friends, adroitly directing attention to his salient points of excellence; who sings to him and tells him stories and cuddles him at bedtime and is thrown into a panic every time he is a trifle ill. There is the skilled dietician who selects his foods and sterilizes every spoonful that enters his precious anatomy with all the care and precision that would be used in conducting an elaborate scientific experiment. There is the stern disciplinarian whose No! No! must be heeded as soon as baby ears can distinguish the sound of the word and who later enforces her every mandate, if need be, with switch or old-fashioned slipper.

The child soon learns that there are others facets to Mother's character but those given are sufficient to make clear our meaning.

The trait we are speaking of comes out charmingly with respect to the clothes she wears. Fashion can not make a change so sudden and abrupt but she finds the sex fully prepared and ready to receive it smilingly. When crinolines were the vogue, every mother's daughter found a hoop skirt something like a yard in diameter absolutely necessary to keep her skirts away from her heels and give her freedom in walking.

Hoop skirts went their way and lovely woman discovered that after all she really could get about better without that voluminous and (after it was all over) ridiculous crinoline.

There was a time when long heavy trains were worn for all sorts of occasions. She never found them burdensome nor inclined to drag down at the belt nor calculated to gather dust and filth on steps and sidewalks—not while they were the go. As to the scant skirts of the present day, they do not hamper her freedom of movement in the least.

When in full evening dress with the lowest of low necks and the shortest of short sleeves, she always is perfectly comfortable even in the coldest weather—she simply can not bear warm woolly things about her neck—they stifle her. On the other hand, when she has a very handsome boa or a choice bit of fur that she is especially proud of, she will find it necessary to wear it even on fairly warm June evenings—her throat will absolutely require it. When tooth-pick toes are the rage they are the only style of shoe that at all fit her feet and she can walk just as fast and just as far with the highest kind of heels as with those ugly common sense shoes and with no feeling of fatigue whatever.

Her powers of transformation are not only phychical but physical; they are not all in the think but extend to the corporeal body. Witness how the woman who a few years ago was slender of waist and with swelling hips now wears a No. 26 corset and is as hipless as a growing boy, and marvellous to relate, she never acknowledges that her corsetiere deserves credit for the changes in her proportions—"just her natural figure" always happens to be exactly what the extreme of fashion demands.

We all know how the lacrymose and disconsolate widow who can get no weeds black enough to express the depths of her woe will often most unexpectedly begin to take notice within a few short months and very likely manifest a "come hither in the eye" that brings to her feet half the eligible men of her acquaintance.

The petted daughter of luxury, can, when Fortune frowns, get out and hustle with amazingly successful results; the clingiest of clinging vines develops into the aggressive suffragist; she who screams at sight of a mouse can face a cannon without blanching, once she makes up her mind. Did space permit instances might be multiplied, not of extreme types of this or the other kind of woman, but of the same woman changing into half a dozen or more different types, some of them diametrically the opposite of others.

Both history and literature show abundantly that woman has manifested this facile versality from the very

earliest time. She has been alternatively the exponent of tenderest love and of fiercest hatred and vengeance, of frugality and extravagance, of laughter and tears.

Mrs. MacCullum was the oldest girl in a large family of children. Her parents were poor and her schooling was scant and irregular. She married young and entered upon the toilsome life of the housewife and mother. After her children were grown and had left home she began to seek fields of effort for her surplus energies. She joined the woman's club of her town. Rumor has it that she took a course of very private coaching in such branches as reading, elementary English and arithmetic to make up in some degree for the lamentable defects in her early education. To be brief, she blossomed out intellectually. Her keen, alert mind took firm hold of the subjects her club was studying. She has the ready gift of speech that goes with her Irish blood and has become somewhat of a leader and lecturer. Occasionally she makes slight lapses in grammar and pronunciation but her utterances are forceful and entertaining and helpful which is more than can be said of many discourses that are absolutely faultless in diction. From being, intellectually speaking, a negligible factor she has become a force in the community. She is simply one example of the entire metamorphosis of which members of the sex are capable. In many fields not even the brief period of preparation that has been required for Mrs. MacCullum's intellectual emergence seems to be required.

Man, unable to follow his versatile mate in her swift changes and transformations, seeing them dimly and from afar off as it were and only dully comprehending them, has been wont to make light of this wonderful trait and even to hold it up to scorn and ridicule. "Varium et mutabile semper, femina," quoth Virgil, which being translated is simply a flat-footed statement that a woman is always changeable and capricious. It perhaps is only human nature to condemn what one can not attain unto.

It is called woman's privilege to change her mind. In reality it is one of her chief rights and prerogatives. It is a part of that wonderful panoply that Nature has given her for her defense; a portion of her marvellous kaleidoscopic mental equipment that makes her mind a moving picture show with an unremitting change of films that predestines her to dazzle and allure the other sex and just everlastingly keep 'em guessing.

Quillo.

Wished Them "Unsentend."

Down in New Orleans one day an old Negro mammy entered a store, attracted by a window full of gayly colored cheap soaps on special sale.

"Gimme fo' fi' dem yar cakes," she said.

"Will you have them scented or unscented?" asked the clerk.

"No, Ah don' want 'em sentend, foh Ah'm gwine take 'em wif me," she answered.

Why Are Christmas Trees Used?

This custom, as far as Christianity is concerned, is German in its origin, and is identified with the labors of St. Maternus, one of the earliest, if not the very first, of the preachers of the gospel among the Teutons.

Just how the people became latter day sponsors for the Christmas tree is doubtful, though it is traceable to the Saturnalia, and many have been imported into Germany by some of the conquering legions. The Germans have a legend of St. Maternus' sleeping beneath a fir tree, and of a miracle that occurred upon that occasion.

There is another theory that the notion of this tree came from Egypt. The palm tree is supposed to have put forth a shoot every month, and a spray of this tree was used in Egypt at their winter solstice celebration as being symbolical of the ended year. The Germans attribute the actual institution of the fir tree as part of the Christmas celebration to Martin Luther, but there is no reliable information on this subject. The Dutch, especially in New Amsterdam, were responsible for the vogue which the tree gained in America. It is now one of our oldest holiday customs.

In England it was entirely unknown until the marriage of Queen Victoria to Prince Albert, who introduced into his adopted country the custom known in every German household.

The original noise is what counts—most people are merely echoes.

To the Retail Merchant

If you will sell out we will buy your stock or we will do what is better for you still, conduct an auction sale in such a manner as to bring you nearly the cost price of your stock, or we can reduce your over stocked lines and show you a profit.

E. D. COLLAR,

Mdse. Salesman,

Ionia, Mich.

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

FLORIDA REAL ESTATE FOR SALE

Beautifully situated on St. Johns River and Atlantic Coast Line Railroad at Astor, Lake County, Florida. Fruit, truck and farming lands for sale at reasonable prices, also town lots, cottages and orange groves. Hotel accommodations good and reasonable. Excellent fishing and hunting. For prices and particulars write to
J. P. DOSS, Astor, Fla.

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.

Incident in the Early Life of Geo. Williams.

Written for the Tradesman.

Fifty years ago David Miller was engaged in the sale of groceries in Grand Rapids. His store was located in the center of the plot at the junction of Monroe avenue and Pearl street. To be exact, the location was eighty feet due west of the Model Hat Store. His right hand neighbors were W. D. Roberts & Son, dealers in dry goods, and Carlos Burchard, a merchant tailor, occupying the old stone building called the Commercial Block. His neighbor on the left was Joseph Houseman, dealing in clothing and furnishing goods for men. Miller acquired title to his real estate at that point after laying down the winning hand in a game of poker. Real estate was of little value in Grand Rapids fifty years ago and money was scarce. The deeding of real estate by losers to winners in the settlement of gambling debts was a common practice in those days. Men must be amused and there was very little to amuse the residents of Grand Rapids fifty years ago, outside of games of cards and dancing. Miller sold his business to one of his employes, Silas Durham, in 1865, and retired. A son, Charles E. Miller, was employed as a clerk at Sweet's Hotel a number of years while the house was under the proprietorship of T. Hawley Lyon and a daughter, Cora, married a musician, a member of the famous Mendelssohn Quintette club of Boston and traveled for several years as a solo singer of that organization. Miss Miller possessed a splendid voice and during her residence here sang in the choir of St. Mark's church and also appeared in amateur operatic performances. Shortly before Mr. Miller sold his business to Durham, he met with an uncommon experience. It was "the talk of the town" for two years afterward. The first street railway in the city had been built and opened for service. The track ran through Taylor, Coldbrook, Ottawa, Newberry, Canal, Pearl, Monroe and Fulton streets to Jefferson avenue. Three cars, drawn by horses, were used, two in transporting passengers and one for baggage to or from the depot of the Detroit & Milwaukee (now Grand Trunk) Railroad. Trips were made at half hour intervals and the fare was 10 cents. For lack of a depot or car house, the cars were unprotected during the night at either end of the track. Naturally, the cars were objects of interest to the boys living near the terminals. One night George H. Williams, a young but promising son of "Rans" Williams, now with the Judson Grocer Co., took command of the car located at the junction of Fulton street and Jefferson avenue and the boys proceeded to enjoy themselves—a habit, so to speak, with boys. A train crew was organized with Williams as the engineer, upon whom devolved the duty of starting the train. This he did and the car, with its load of whooping and yelling boys, moved down the grades of Fulton and Monroe streets, gaining speed every moment. Williams had learned how to start the car, but not how to stop it. As it sped down

Monroe street the boys jumped off, one at a time, until Williams found himself alone. As the car bounded past the junction of Monroe and Market streets, and approached the double reverse curve in Grab Corners, Williams jumped to the ground, landing on his head and doing as much tumbling as a foot ball player. The car struck the first curve at full speed, left the track and threw itself with great force into the Miller store. The front windows and doors were demolished and the unshelved stock scattered in every direction. The damage was considerable, but as "Rans" Williams was flush with money on the day of the accident, he paid for the damage done the property of the railroad company and Mr. Miller's store. Father and son "convened" later in the day, the outcome of which was more enjoyable for the senior than for the junior Williams. Arthur S. White.

The Young Old Man.

The Young Old Man is my friend. Not mine alone; he is the friend of everybody and every living thing.

I could not tell you what I owe to him and I need not attempt to, for have we not all met him and has not his smile, the cheery word, the warm life-giving hand clasp come into your life as well as mine?

I want to be like him some day.

What a horror we have of advancing age when we think of its bodily aspects as seen in so many about us—the halting step, the trembling hand, the faltering mind. The Young Old Man reminds us of none of these things. He is not strong like he was once, but he is keen, his eye is bright, his speech vibrant with the joy of life and love of fellow man. That is why I want to grow like him.

What keeps you young! I know! It is the love within your heart. Love makes for youth. Love quickens the pulse and gladdens the heart; converts the cloudy day.

You may not have built a mansion; your bankbook may show no balance; your name may not appear upon the pages of your country's history; but deeply writ upon the hearts of every man and child you have met is the story of your life's goodness, and that is a better reward than all else a man can wish for. Clifford E. Lawrence.

COMING CONVENTIONS TO BE HELD IN MICHIGAN.

- December.**
Michigan State Grange, Flint, 9-13.
Michigan Knights of the Grip, Grand Rapids, 26-27.
Michigan Branch of the National Bee Keepers' Association, Detroit.
- January.**
Michigan Hardwood Lumber Dealers' Association, Detroit, 4-6.
West Michigan State Poultry Association, Grand Rapids, 6-9.
Modern Maccabees of the United States, Bay City, 11-15.
Retail Walk-Over Association, Grand Rapids.
Michigan Poultry Breeders' Association, Detroit, 26-Feb. 2.
- February.**
Fifth Annual Automobile Show, Grand Rapids, 9-14.
Michigan Dairyman's Association, Grand Rapids, 10-14.
Retail Grocers and General Merchants Association, Grand Rapids.
Michigan Association of County Drain Commissioners, Grand Rapids, 3-5.
Michigan Retail Hardware Dealers' Association, Kalamazoo, 17-20.
Michigan Association of Commercial Secretaries, Jackson.
- March.**
Michigan Association of Master Plumbers, Grand Rapids.
United Brotherhood of Carpenters and Joiners, Saginaw.
- April.**
State Bowling Tournament, Detroit.
Michigan Cost Congress, Saginaw.
- May.**
Michigan Congregational Conference, Grand Rapids.
Michigan Letter Carriers' Association, Detroit, 30.
Degree of Honor, Flint.
- June.**
Michigan Dental Society, Detroit.
Knights of Columbus of Michigan, Detroit, 10.
U. C. T. Grand Council, Saginaw, 12-13.
National Association Chiefs of Police, Grand Rapids.
B. P. O. E., Petoskey.
G. A. R., Jackson.
Michigan State Bankers' Association, Alpena.
Michigan Unincorporated Bankers' Association, Alpena.
- July.**
Michigan State Barbers' Association, Flint.
Michigan Retail Jewelers' Association, Grand Rapids.
Michigan Association of Police Chiefs, Sheriffs and Prosecuting Attorneys, Alpena.
- August.**
Tribe of Ben Hur, Lansing.
Michigan Postmasters' Association, Grand Rapids.
Fifth Michigan Veteran Volunteer Infantry Association, Saginaw, 26.
Michigan State Pharmaceutical Association, Detroit.
Michigan Pharmaceutical Travelers' Association, Detroit.

September.
International Association for the Prevention of Smoke, Grand Rapids.
Michigan Association of County Superintendents of the Poor, Grand Rapids.
Michigan Association of Local Fire Insurance Agents, Grand Rapids.
Michigan Constitutional Convention, Grand Rapids.

October.
Order Eastern Star, Grand Rapids.
Michigan Poultry Association, Grand Rapids.

November.
Michigan State Sunday School Association, Adrian.
Michigan Association for the Prevention and Relief of Tuberculosis, Grand Rapids.

December.
Michigan State Potato Association, Grand Rapids.
Michigan State Grange, Battle Creek.
Michigan Bricklayers, Masons and Plasterers' Association, Jackson.

Should Be More Consistent.

Rockford, Dec. 15—Some of our city cousins and society leaders have again taken the warpath against the high price of eggs. It seems it would be more sensible if some of our fashionable ladies would boycott some of the high-priced foolish fashions, as, for instance, the style of buying four or more new hats in one year, etc., instead of trying to boycott the price of eggs and discourage the farmers, who do not get enough eggs at this time of the year to pay for the chickens' feed. Why, we happen to know of one neighbor who only raised twelve out of 180 chicks this year. He says: "No more chickens for me." It is said that three out of every four who venture in the poultry business fail. So let our city cousins continue to rave at a reasonable price for eggs and by and by the one-fourth who make a success in the poultry business will drift into the city and leave a few more abandoned farms, and compete for a living in the crowded city. —Observer.

Steele Bros. (H. J. and J. G.) have succeeded Krueger & Son in the fuel and building material business at Eastern avenue and Sherman street.

Detroit—The Sterling-Detroit Motor Co. has changed its name to the Sterling Motor Co.

"SUN-BEAM WINTER GOODS"

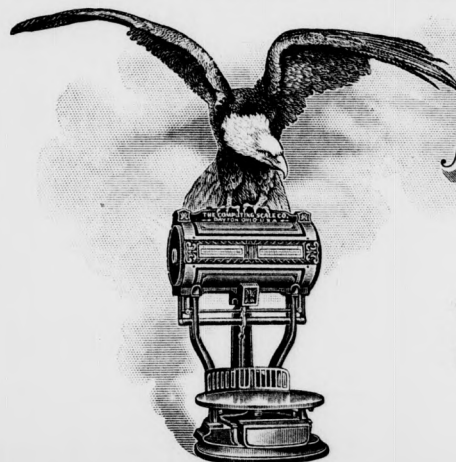
FUR AND FURLINED COATS, MACKINAW, LADIES' FUR COATS, MUDDS AND NECK PIECES, BLANKETS AND ROBES, GLOVES AND MITTENS.



"SUN-BEAM" Winter Goods are Fully Guaranteed, and you are sure to have an increased demand on these goods before long. These goods are excellent sellers, especially with the winter season so close.

CATALOGUE SENT ON REQUEST.

BROWN & SEHLER CO. Grand Rapids, Mich.



MONEYWEIGHT Scale Co.
GENERAL DISTRIBUTORS FOR
The Computing Scale Co.
Dayton, Ohio.

THE FIRST AND FOREMOST BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE

165 N. STATE ST., CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



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.

The Christmas Strike at Scrymes' Store.

It should have been against the law for any hardware clerks to hate their employer as the store force did Scrymes. The virulence of it was almost criminal.

He was a bull-headed, bullyragging, flint-skinning, slave-driving, back-number old pirate, with the disposition of a tarantula, the manners of Richard the Third, and a command of language which had the late W. Shakespeare, as interpreted by the late E. Forrest, classed with the kindergarten in words of one syllable.

The original bad man from Scranton—of whom you may have heard in the classics unexpurgated by admiring traveling men—would have groveled in the dust to Old Scrymes after a single round of expression of mutual contempt.

Scrymes began that way when he sold his first pair of pliers to an educated blacksmith, 40 years ago, the occasion being one that induced the blacksmith to exhibit all his education in defining the difference of their opinions. Untaught, untrained, unpractised, handicapped by youth and half a hundredweight in bone and muscular tissue, young Scrymes so overwhelmed that educated blacksmith with scorn, contumely, objurgations, and plain and fancy cussing that the veteran of a thousand conflicts at last said humbly he had heard a good many real geniuses, but never had he encountered so limber a tongue and so scorching a vocabulary as Providence had conferred upon the fledgling of the hardware trade; and he promised to buy all his supplies in the future from young Scrymes if that past master of invective would only condescend, occasionally, to favor him with a display of his transcendent powers.

Maybe that early triumph struck in; maybe the boy amateur was dazzled by the discovery of his talent, like a Caruso revealed to himself in the early barber shop; maybe he was just naturally a cross between a Comanche and a Digger Indian. But from that day on, while he rose to the ownership of the biggest hardware store in town, he grew more demoniacal.

But age taught him to use his gifts with discretion, as it seemed to have taught him to spare his money with niggardliness. His delight became the saving of a cent, even though he

lost \$2; and he grew so cross-eyed in business that, so long as he could see his payroll balancing his clerks between mere hunger and actual starvation, he remained blind to the resemblance to a junk shop which the biggest hardware store was readily assuming.

Knowing now Old Scrymes' past, his talents and his merited reputation, you will have no difficulty in understanding why it was that, not quite two weeks before Christmas, Ezra Mickleton, his head clerk, did not undertake to beard him alone; why Billy Underwood, of the unappreciated households, preferred to have company; and why Otis Jones who handled miscellaneous needed some allies—why, in fact, when all three of them undertook to resign, they realized it would be a darned sight safer to do it in a bunch.

"I thought I'd let you know, Mr. Scrymes," remarked Ezra Mickleton, "that I've taken a new job, with Babbitt & Murphy, and I'm going to quit here."

"I used to think Babbitt & Murphy might become dangerous competitors," rejoined Scrymes, calmly. "But I didn't hope for any miracle of salvation like this. You couldn't take along with you some of these other jackasses I pay wages to, could you, Ezra?"

"Sorry to say he can't, in my case," interposed Billy Underwood. "I've signed up with Pfinstermeyre, on Fourth Avenue."

"Heaven help Pfinstermeyre!" ejaculated Scrymes, piously. "If it wasn't for the libel law, I'd call on him and describe the persimmon he's knocked off this suffering hardware store. Ah, I see before me also the hot aerodome, Otis. Well, what is it, little one?"

"I'm going with the City Hardware Company, that's what it is," responded Otis Jones, with splendid firmness.

"So it's a strike, eh? A Christmas strike! You ignorant, mudheaded, beggarly spawn of Judas Iscariot, you! think you can bust me by all quitting at once? Well, you can get out now. Do it now—I dare you, you miserable bunch of traitors! I've fed you, and clothed you, and—"

"Look here, Mr. Scrymes," interrupted Underwood. "We know what a fine cusser you are; there isn't one of us who failed to hear of it long before we took our jobs with you. There isn't a hardware clerk in town who doesn't admit you're the rottenest, stingiest, most domineering boss in the business. And I don't believe there's a man in your store who'd be quitting you now if you weren't all these things, all together, all of

Foster, Stevens & Co.

Wholesale Hardware



157-159 Monroe Ave. :: 151 to 161 Louis N. W.
 Grand Rapids, Mich.

A Complete Line

Union Hardware Co.'s ICE SKATES

Gillette Safety Razors
 Ever Ready Safety Razors
 Auto Strop Safety Razors

Tree Brand Pocket Cutlery

Rogers and Community
 Silverware

Michigan Hardware Company

Exclusively Wholesale

Cor. Oakes and Ellsworth GRAND RAPIDS, MICH.

H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

We handle the Barretts and Standard

TARRED FELTS

Use Tradesman Coupons

the time. If you'd only so much as let us run a real hardware store, instead of letting everything go to pot, We'd have tried to brace up and have some pride about us, even on the wages you're paying. As it is, we didn't come here to leave you in the lurch. But I, for one, expected you'd fire me the minute you got somebody to take my place. Well, go get him, and I'll give it to him, with my saddest regards, as soon as he can stick his hat under my counter and stand around doing nothing, the same as I do. But it doesn't hold after Monday next."

"That goes for me," announced Otis, safe in his job with the City Hardware Company.

"And for me," added Mickleton, reflecting happily on Babbitt & Murphy.

"I'll have you all buffaloes by tomorrow morning, you—!"

But they went away to their counters while the eruption was in progress; and, knowing him so well, they prepared to quit next day.

You can't deserve a reputation like Old Scrymes' for forty years and count on escaping its consequences within twenty-four hours. The next day passed, and not a man had been able to lure into his employ. That afternoon he called a meeting of his clerks and, after stating his full and opprobrious opinion of them, one and all, he said he was going to leave town to scout for enough clerks, at least, to tide him over Christmas week. Then he said to Ezra Mickleton:

"If you don't do your dirty best to make good until I come back, and to make these other germs of perdition do theirs, I'm eternally cursed if I don't hunt you all down to the last jungle on the last reach of the Amazon among the cannibals that give you a hiding place, to get square."

"Now, I call that," commented Ezra, as he concluded a faithful repetition of the threat to his fellow strikers, "a fine, large, friendly way of throwing himself on the mercy of his enemies. And I'd give just about a month of Old Scrymes' profits to play this is Bunker Hill and show him the mercy despoths feel."

"All right, gents," remarked Otis. "Let's go ahead and do it. We'll pitch in to-day; clean up the sickening old joint; dress the windows up-to-date; slam the households up to the door and out on the sidewalk to-morrow morning; decorate for Christmas to beat the band; have an electric sign rushed up big enough to be seen two miles, and let her rip. We'll have the place perfectly scandalous with trade by the time Old Scrymes arrives with his new men, and then we'll walk out and leave him paralyzed. If that won't be doing our dirty best, I don't know what would be."

"He'll just drop dead if he has to handle any real business," added Mickleton.

Then he took fire with an idea: "What's the matter with a big Santa Claus auto display, whooping up and down the main streets, with Santa using the biggest megaphone we can find, to tell people how good we are?"

"Ezra," observed Underwood, "have you got the nerve to spend the old robber's cash or use his credit to do your dirty best in getting Christmas business for him?"

"Well," Ezra responded, finally, "he gave me his orders. If it's our best judgment that the way to get Christmas trade is to show some Christmas enterprise, I can't see where he has any reasonable kick coming?"

"Ezra," exclaimed Otis, patting him on the back, "you're a hero. Go to it. We'll get busy here."

Mickleton had barely finished at the telephone, calling on the sign and the auto men for instant action, and the first dust hardly begun to fly when Tilly, the indomitable advertising manager of the Morning Herald, came in.

"Mr. Scrymes is out of town," announced Ezra. "Left me in charge to do my dirty best to make Christmas business."

"Well, here's where I get Scrymes store at last," Tilly cried. "I'll put you in a half page every morning, right up to Christmas Eve."

But at that, Mickleton turned pale. "No," he cried, "oh, no! I'd be afraid to do that."

"Tell you what I'll do," said Tilly. "I'll run the advertisements, on your say so. And if Mr. Scrymes repudiates absolutely, and if we can't collect, the paper'll have to stand the loss."

"Why, of course, if you'll take it that way," assented Ezra, with the air of a man suddenly satisfied, "I'll say it's all right."

The startling news of the rejuvenation of the Scrymes Store brought the town about their ears next day. They were in the first rush of such sales as they had not known in the history of the place, when a telegram came for Ezra. It was signed "Scrymes:"

"Keep on doing your rottenest. Won't be back until Saturday."

Friday ran bigger than Thursday, and Saturday morning became a landslide. From the train schedules, they calculated to see Scrymes come ramping in about noon. At 9 o'clock they had Aloysius and a youthful ally of his parading the pavement hidden under a high, peaked sign of canvas that split the holiday throngs like the prow of an ocean greyhound and dared anyone to pass Scrymes' without buying at least one useful gift there.

At 10:30, a telephone summons, too insistent to be neglected, dragged Ezra Mickleton from the passionate pleadings of four women who shrieked to be waited on without further delay, and involved him in this heart-breaking dialogue:

"'S that Mickleton, at Scrymes'? Th's Babbitt & Murphy. What'n'll d' you mean, puttin' over a robbery like this, of all the' Christmas biz'ness, just b'fore you expect to work f'r us? 'S' at any way t' treat y'r new firm, you crook?"

"Why, say Mr. Babbitt, you've got it all wrong. It's just a little joke we've put over on Old Scrymes—"

"Little joke be—, be—Oh, what's the use? I've been callin' up all through the trade since day before

yesterday and I've found out the whole game. You crooks over there took the first chance Scrymes ever gave you to show what his location was and to let people in the business see how much better you are than you've looked. Well, you're too smart for Babbitt & Murphy when you take \$500 right out of our pockets before you sell a cent's worth for us. It's all off with us, so far as you're concerned; and you can sue on your engagement until Hades goes into the Ice Trust. It was verbal, anyway."

By 11 o'clock, Otis Jones had wilted under a similar conversation with the President of the City Hardware Company; by quarter past, Billy Underwood had got his.

And all the while, the crowd of customers became more dense, more eager. The Christmas-time lunch-hour rush was at its height when, struggling through the throng from the door, Mickleton beheld Old Scrymes, his eyes ranging the field of struggle and one hand behind him as he towed a strange youth, pallid with a stage fright of a new clerk in a hustling store.

As Scrymes passed Mickleton and noted the heaviest crush overwhelming him, he hauled the pallid youth with one tremendous yank and, with a shove between the shoulder-blades, hurled him through the narrow entrance.

"Use up what there is of him!" he commanded Ezra, and fought his way back to where Underwood was vainly striving to handle the households. All at once the breathless Billy was conscious of his reinforcement and the women, clamoring, began to exclaim:

"Why, it's Mr. Scrymes himself! Now, Mr. Scrymes, you'll know just what to give me—"

That awful day ended at 10 o'clock at night, with the last customer departing with his purchase and Old Scrymes saying to the exhausted force:

"Gentlemen, this has been the surprise of my life. Until I reached the store pavement, to-day, I did not realize how far behind modern enterprise I had dropped. I should like to enquire whether the arrangements you have made with my competitors are such that you are compelled to leave this store by the first of the year."

Ezra Mickleton, for the first time since 10:30 that morning, threw a chest and responded, proudly, yet gently:

"Mr. Scrymes, they are not."

"So I understand," observed Mr. Scrymes, with one of his old, grim smiles, "from Mr. Pfinstermeyer, whom I met, fuming, in front of his empty store on my way here. I suspected that none of you intended to make this a surprise so glad as I have found it. But let us take the deed for the will. Suppose we let bygones be bygones, including your salaries, and start fresh, with my new assistant to help, on a basis of 25 per cent. increase all around? And by the incandescent hinges of Tophet, if you infernal scallywags—"

"Excuse me," interjected Billy, "what are you saying about starting fresh?"

Old Scrymes gasped, reddened, grinned and rejoined:

"Why, I was just about to add, Billy, that all you boys will do me proud if you'll come out to supper with me to brace up. And just one thing more boys: The Christmas turkeys for all of you are on me this year."—Philadelphia-Made Hardware.

Getting the Particulars.

"Oh, have you seen your Christmas present to me, dear?"

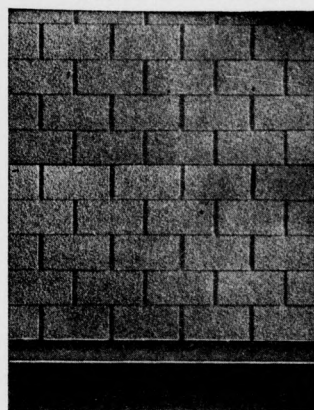
"No," he answered, "what did I give you?"

"This beautiful cabinet for the dining-room."

"It's beautiful, isn't it? How much did I pay for it?"

Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear



Wood Shingles After Five Years Wear

Fire Resisting Fully Guaranteed

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—J. C. Wiltiff, Port Huron.
 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. Devreux, 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. Cornellus.
 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.

Newsy Nuggets From the Celery City.

Kalamazoo, Dec. 15—The Michigan Central has a force of workmen stationed in their work cars at Williams, twelve miles west of Kalamazoo, on the South Haven division, and are stringing rails along the right of way for seven or eight miles. The rails are heavier than those now being used on this section of the road and it begins to look as though we would not be obliged to ride the bumps in the break-up next spring when the weather man loosens the ice under the ties. Also this may have some definite importance to the rumors of this road which will not down, that the company is going to furnish electrically driven passenger trains and possibly freights. Certainly this improvement is a much needed one and shows the determination of the Michigan Central to do what is needed for the accommodation of the boys who use this road. Give us better train service if the business comes anywhere near deserving of it and we will show our appreciation by more frequent use of the trains where we have been obliged to make use of the horses.

Congratulations are in order to Mr. and Mrs. F. H. Loomis, 401 Douglas avenue, for the stork has been a welcome visitor to the home of Brother Loomis.

Mrs. R. J. Concannon has returned to her home, after a long sickness at the hospital and Brother Concannon—he of the Flake White fame—has begun to lose that worried look. Glad to know your wife is home again, Con, and we hope she will continue to regain her health.

Applications are now in the hands of the Secretary from Glen E. Thompson, 528 South West street, representing the Southern Michigan Paper Co., of this city, and U. G. Grandbois, representing the American Sign Co., also of this city. Both gentlemen are rec-

ommended by H. M. Frame and Lewis Cook.

F. L. Harker is again able to attend to his duties after ten days confinement by an accident while hunting. Brother Harker is very fortunate in getting off with as little loss of time as he did, for the accident was one that might have caused a long sickness, in consequence of falling in such a way as to injure his spine.

The Supreme Office at Columbus is very actively engaged in preparing the policies for members of the U. C. T. In very many cases it has been necessary to have the members correct the names of the beneficiaries to comply with the statutes of Ohio which designate the payments of death benefits shall be confined to the "family heirs, relatives by blood, marriage or legal adoption (named), affianced husband or affianced wife or to a person or persons dependent upon the member, and no certificate shall be made payable to myself, my estate, persons named in my will or to any beneficiary other than designated by the statute above cited." Those receiving these applications for change of beneficiary in payment of death loss should promptly fill in the blanks and forward at once to the secretary of their council for record and forwarding to Columbus. Prompt compliance with this will facilitate matters at headquarters and will be greatly appreciated.

Another thing which is quite important is that the secretary of your council should not only know your mailing address, which is often a P. O. box or care of hotel, but your residence as well, so that in case of accident or sickness you can be readily located. Residents of a city in which a council is located should get acquainted with members of the local council of the U. C. T., even though they feel that they can not change their affiliation from the home council. Local U. C. T. functions would be taken advantage of by the members of other councils residing among us, but we have no way of sending out notices of meetings or parties to which we would be glad to extend an invitation.

The members of our Executive Committee notice last month of the accident on the Pere Marquette, between Holland and Allegan in which the train was derailed and rolled down a steep embankment, afterwards burning. In this accident was Harry F. Stratman, making his headquarters at the New Burdick, Kalamazoo, and holding membership in Atlantic, Iowa, Council, No. 377. We called on Brother Stratman the following Saturday at the Burdick and found him able to get around, although suffering quite badly with a severely wrenched shoulder and cuts around his left knee. Brother Stratman told us that the coach in which he was riding had turned over two and a half times and when they stopped he found himself under a pile of seat cushions. His sample trunks, six in number, were burned and his house was obliged to send another man to look after Brother Stratman's business until he was able to get out again. Like the good U. C. T. man that he is, he no sooner was able to travel than he was out after business again, even though unable to lift his trays

from his trunk or carry grips. Incidentally, we learned from other sources that Brother Stratman was instrumental in rescuing a lady from the coach who otherwise would have been burned, not realizing the extent of his own injuries while others were in danger. We have had the pleasure of meeting Brother Stratman several times in the past few weeks and are glad that he will be able to finish his year's work without any further loss of time, although some slight injuries to his spine have developed which the doctor believes will not be lasting.

Brother H. H. Rowe, of our Council, who was very active among us, serving on our Executive Committee, has taken the salesmanship for the Burroughs Adding Machine Co. for the Dayton territory and has located in Dayton. Mrs. Rowe and son, Kenneth, are with him and they will make their residence in the city so recently devastated by flood. Mr. Rowe's office is at First and Main streets and he will be glad to see any Michigan men who pass through his city.

V. V. Wilson, recently with the Perfection Biscuit Co., of Fort Wayne, has taken up his residence at Vancouver, Washington.

N. E. Dunbar, 1222 North Burdick street, has been traveling for the Johnson Paper and Supply Co., of this city, for the past thirteen years. During this time, he has had before him the growing demand for an extra quality of waxed paper and especially since the demand for cleanliness has made it imperative that bakers wrap their bread with waxed papers. This has necessitated a paper that has no odor to taint the bread. Three years ago, Ned started the Kalamazoo Wax Paper Co., installing the latest up-to-date machinery for his business, buying the very best A-1 stock paper and the best paraffine that the Standard Oil Co. produced. It manufactures the general line of waxed papers, specializing on bread wrappers. Its goods are shipped all over the United States from New York City to Los Angeles, California. It has an office in Brooklyn, New York, with a resident salesman there. During the three years of its existence, the business has grown to such proportions that Ned has been obliged to give up his position with the Johnson Paper and Supply Co. and devote his whole time to his own concern. Mr. Jacobs, from the Merchants Publishing Co., takes Mr. Dunbar's place and we are looking for him, for we expect all salesmen for this concern to wear the button of Kalamazoo Council No. 156.

Remember, the membership campaign now so energetic closes with the last day of January, 1914. Kalamazoo Council will hold two meetings in January, the regular meeting the second Saturday in the month and a special meeting the last Saturday in January to take in all the new applicants before the close of the campaign. Judging from all reports we can get, our Council ought to come across with about twenty new members and push the membership far across the 250 mark. If you know of a suspended member, get him back into the fold. He will prove one of our best members and will not allow his membership to lapse again by the suspension route. Not to the remembrance of the present Secretary has a single member of our Council been lost for reasons more than failure to pay assessments, so let us get these former members back again.

R. S. Hopkins.

Wafted Down From Grand Traverse Bay.

Traverse City, Dec. 15—E. Piowaty, formerly of Petoskey, is happy over the arrival of a little girl at his home and says the reason he has been given an inside position with Piowaty & Son is so that he can be home evenings and play with the new arrival. His territory will be covered in this section by Harry A. Piester, who needs no introduction, as he has

covered this territory for Casabianca & Son, of Grand Rapids, for some time and makes his home in Petoskey. Success to both of you.

Once more we are glad to see the smiling countenance of John Louckes on this territory. John is looking better than ever and says he feels like a colt after being confined to his home some time. John still carries Casabianca & Son's price list and is working like a tiger. Best of wishes, John.

Pat Behan, of Petoskey, has been confined to his home for about two weeks with the grippe and in the meantime George Hollaway, of Grand Rapids, has been carrying the grip in the interests of the National Biscuit Co., on this territory.

E. E. Wheaton, of our city, has accepted a position with the Flint Cigar Co., of Flint, and will sell the well-known cigars, such as Old Sols and others. Everett will make this territory and we wish you success.

O. D. Sheldon, of Copemish, of Musselman Grocer Co. fame, was seen doing expert work on a railway motor car on the Boyne City, Gaylord & Alpena Railroad one day last week.

The P. M. has arranged accommodations for the people of Elk Rapids by placing a "Shoppers Train" into service, leaving here at 5:10 p. m. daily until after the holiday season; likewise the G. R. & I. for points between here and Walton, leaving at 5:20 p. m. daily.

Last Saturday evening the O. U. Fido Klub spent a very pleasant evening at the home of Mr. and Mrs. Wm. E. Bennett playing progressive 500, after which we were favored with a few vocal selections by Prof. Otto Powers, accompanied by Mrs. Powers on the piano. One of the biggest hits of the evening with the members was the chicken supper which was prepared by the hostess. Favors were artistically arranged for all. Of course, as usual, Bernie Reynolds carried off the honors. Special mention is due the host and hostess for their able manner of entertaining.

Wm. Shouse, the genial night clerk of the Perry Hotel, Petoskey, is contemplating motoring to the Pacific Coast some time in the future and is open for suggestions. We might refer you to Adrian Oole, as he has had experience which would be very profitable since his trip to Grand Rapids.

Detroit manufactures more fluid to keep the hair in than any other city in the world. This is for the attention of James B. Shaughnessy. And still Jim claims that Detroit is the city where life is worth living.

Isadore Jacobs, B. J. Reynolds and Frank Gardner are the only travelers of our city who support fancy vests daily. Impossible to keep some people down.

The boat service between Boyne City and Charlevoix has been discontinued.

W. H. Leonard and family anticipate spending the holidays with relatives and friends at Lansing, Owosso and other points.

The climate of Florida has nothing on us this year. We think we will get through this month on less than a ton.

We sincerely hope that every Council will remember its unfortunate families with some sort of Christmas remembrance.

James Flaggart whose reputation as a hunter has no equal slips this one over on us, A dog that howls around your house, Is a sign of death they say, That is if I get my gun, And the dog don't get away.

Traverse City Council will hold its regular meeting on Saturday evening, Dec. 27, and as most of the boys will

HOTEL CODY
 EUROPEAN
 GRAND RAPIDS, MICH.
 Best Beds That Money Can Buy

be in all week, the officers expect a good attendance. Plans will be consummated for the big meeting which will be held the last Saturday in January. All the officers of the different war companies are active and the true U. C. T. spirit is prevailing.

Owing to the holidays it will be impossible to favor our readers with any dope, so we will absent ourselves from the columns of the Tradesman in the Dec. 24 issue. Will be on deck as usual Dec. 31. We wish you all a Merry Christmas and a Happy and Prosperous New Year!

Fred C. Richter.

Honks From Auto City Council.

Lansing, Dec. 15—A. E. Hurd, of Davison, the popular salesman for the John Deere Plow Co., was a guest at the Hotel Wentworth over Sunday.

We extend to you a hearty welcome, Pub. Com.

Send all complaints on hotel sanitation to James F. Hammell, Lansing, and you will confer a favor on the traveling public in general, as well as the Chief Inspector.

F. D. Engle and L. L. Colton started north this morning on the same train. Rum? Yes, they were at it before the train started.

W. J. Peck (Pekin Wagon Co.) will soon move his family to Detroit. Sorry to lose you, Willard.

E. G. Poxson (Hugh Lyons Co.) is the proud daddy of a bran-new seven pound boy. Mother and child are doing well. C. F. Poxson, the veteran traveler, is grand-daddy in this case and those who think he isn't pretty well pleased have another guess coming.

J. D. Earl, R. E. Dresser, D. W. Caldwell and Mike Wickenheiser are the four new members of our Council.

H. K. Roberts is home for the holidays. Bro. Roberts represents the Wuest-Bauman-Hunt Co. candy manufacturers of Cleveland.

The seven representatives of the Perry Barker Candy Co. will complete their year's work this week. All are members of our Council. Manager Simpkins says every man who works for him must be a member of the U. C. T.

Mrs. Woodmancy is visiting in Detroit, where they say life is worth living.

Our Ladies Auxiliary will hold its next meeting at the home of Mr. and Mrs. A. E. Krats sometime in January. It will be an all day meeting and the good folks will sew for the unfortunate people of our city. A very commendable idea.

We can hardly blame you, Pub. Com., for not wanting to sign your name, but why didn't you follow the example of Tom. Follis and select a real good name like Ura Donald Laird?

Our last Council meeting was a hummer. Several applications for membership were received and, four of the applicants being present, were duly initiated. Each responded generously to an invitation from the Acting Senior Counselor to express his feelings toward the initiatory team who handled him and the Council in general. Grand Counselor E. A. Welch, of Kalamazoo, was present and gave us a splendid talk on the conditions of the order throughout the State. James F. Hammell (our Council war horse) was on hand, as usual, and gave us a detailed report on the workings of the new hotel inspection law, which has just been put into effect and made some promises which we sincerely hope will be carried out to the letter. Refreshments were served during a recess just after initiation and the meeting was prolonged until 11:53 and was then closed in order that Brother Welch might reach the Michigan Central depot at 11:57. After the car had been cranked an unexpected trip had to be made to the Downey House for the personal effects of our distinguished visitor, who expressed himself as deeply regretting the necessity of violating the speed ordinance and voiced some con-

cern about the probable arrest of the chauffeur. This was avoided, however, by cutting across some muddy streets and returning by a roundabout way.

H. D. Bullen.

Jaunty Jottings From Jackson.

Jackson, Dec. 15—Anticipate, realize and then anticipate again. This is life at its fullest and this rotation of anticipation, followed by realization, is making the months pass swiftly and pleasantly with many of the members and families of Jackson Council, No. 57. The combination meetings are bringing out our members in large numbers and the one held last Saturday evening will linger long in the memory of those present. The executive session of the Council was called to order at 7:30 by Senior Counselor Ray G. Pringle. It was announced that two candidates were in waiting and their initiation followed, so that we increased our membership by two, as Maurice Heuman is still on his two year stretch of no suspensions. S. J. Fish, who lives at 115 South Hill street, and Caspar J. Cain, residing at 405 Bates street, are the new brothers. Mr. Fish represents the Jackson Farm Produce Co. and is also the inventor of an electric egg candler. He is well known throughout Southern Michigan and big deals are his specialty. Mr. Cain is connected with the Lansing end of the International Harvester Co., being assistant block manager and a man of much business experience. We consider them both as a valuable find. Shortly after 9 o'clock, the social features began. Bro. S. E. Lewis announced the grand march, which was led by our oldest Past Counselor, F. L. Day, accompanied by his daughter, Frances. Then M. J. Moore and A. W. Town were presented to the company as the wizard chefs, featuring for the special occasion, an Italian lunch, the first of the kind served in this country. Mrs. E. P. Tompkins, accompanied by Miss Frances Day, sang two beautiful songs, which displayed her rare qualities of voice to the very best advantage. Al G. Brower, veteran member of No. 57, assisted by Mrs. Brower and daughter and Geo. D. Pierce, bewitched and bewildered all in his feats of black art and mind reading. "Jakie Goldstein At the Ball Game," that exceptional yiddish song, was sung in costume by Leon C. Hardy and some are enjoying it yet and, of course, he always has to respond to an encore. All of this, interwoven with dancing and visiting, made a general good time for all, with a dignity that was uplifting.

We appreciate very much the comments of Ura Donald Laird on the Michigan State Cannery in his correspondence of two weeks ago, which shows a spirit of fairness, backed by good judgment. We do not believe in the whipping post, the tread mill or inhuman treatment of our convicts. However, we would like to know how many different names apply to the Michigan State Prison and which is the proper title to use. Our judges ought to know also in pronouncing sentence and perhaps Michigan State Cannery is right, for we recall the expression "being canned" as used in this connection. As to sanitary conditions, these are, undoubtedly, good, but the public does not have access to this cannery, as they have to some of those located outside of prison walls. We would be quite well satisfied if the label displayed the one name of the institution, canning, marketing and guaranteeing the products—Michigan State Prison.

Spurgeon.

E. P. Forbes, whose general stock and store building at Chippewa Lake were destroyed by fire Nov. 3, has removed to this city and entered the employ of the Ira M. Smith Co., in the grocery department.

Chirpings From the Crickets.

Battle Creek, Dec. 15—The Grand Trunk patrons who board their trains at Bellevue come out of a real depot now instead of a dressed up freight car. The townspeople of Bellevue have not been at all proud of their temporary depot and are glad to have the new one.

"Polly" Parrott, of Jackson, representing the Jackson Auto Co., was a business visitor in Lansing Tuesday.

Robt. McKay, manager of the Battle Creek branch of the Buick Motor Co., Flint, was a business getter in Lansing Tuesday. "Mac" states the Buick people are having a wonderful sale on their 1914 models, the factory having sold 12,000 up to Dec. 1. Last year their figures were 10,000 to Jan. 1, 1913. Mr. McKay's branch is doing fine and everybody is happy. Mr. McKay has surrounded himself with some capable people and with the 1914 line he has, he will surely make a new sales record. Here's hoping he does.

My happy, good looking, intelligent and prosperous brother, A. F. Rockwell, surely featured our chance meeting in the last issue. We thank you. And the boss joked me about it, too. Mr. Rockwell tells me he is working his head off in December, so he will not have to go out on the road in January. He told me he had to Sunday out and Mrs. Rockwell was going to put the finishing touches to his letter for that issue. That's the true spirit, Rocky, but how in the future can we decipher your wit from your wife's?

We read in Rocky's letter that he called on Sunny Jim in Detroit. Sunny Jim's house-mate sure must know by this time that he (Jim) is sure some popular boy. Truly enjoys a wide acquaintance. Why don't you go in for politics, Jim? Believe me, you would be a world beater. Wouldn't make any difference which side you were on. You could be like other popular energetic boosters—start a party of your own.

Brother Brown, of Owosso, representing the Iroquois Cigar Co., of Flint, was up around Charlotte Tuesday and getting business too. They can't turn Brown down.

Come to your Council meeting Saturday night, Dec. 20. Candidates to put through their paces.

Kellogg's Square Dealer, in its Christmas number, surely puts a sure blow into a big cereal concern which is selling its product cheaper to Sears, Roebuck & Co. than retailers can buy it from their jobber. In fact, the big Chicago mail order house is quoting this factory's product cheaper than a jobber can buy the same goods from the factory.

A group picture of C. Elliott & Co.'s salesmen out of Detroit, includes, of course, Frank Ganiard and the article speaks of Mr. Ganiard's U. C. T. connections. Good. Any man should be proud to have his name closely linked with the U. C. T.

Our mutual friend, Chas. Bronough, says: "The trade seems to be playing pretty close to the cushions."

A young married man, with a beautiful wife and child, has a fine position on the road. His territory was recently changed. He said he didn't care so much about making new business acquaintances, but he disliked to be away from all the fair charmers he had become acquainted with on his old territory. This remark shows his true character and I do not predict a rosy future for a man who apparently thinks more of his social relations with the public at large than with his family and his business responsibilities. Yet they seem to get along, this type of fellows—temporarily, anyway.

Mr. Stowe's timely financial articles ring true and earnest. They have that optimistic tone which bespeaks the man. The present and future is what we make it. Let us all work for the good of the many.

The slogan "Beat Last Year" is

hollow. The slogan "Happy New Year" ought to be true.

Let us all keep our feet on the ground and plug—work. There are many who can't work. But you fellows who can, show us you are worthy of the distinction and saw wood. There is too much at stake and too many people for everything to go to grass. Buckle up your belt and dig in. Show us you're a man. You have to carry the load your weaker brother has thrown down. Maybe you thought he was your keenest competitor. Get to it like a man.

A hundred room addition is being built on the Hotel Wentworth, Lansing. Upon completion of this addition the hotel will have 270 rooms. This is in the city our friend Bullen made famous.

Chas. Foster is finishing his year's work this week. Glad to see you home, Charles.

"Bob" Longman told me to-day that he had a little Jersey calf in his barn. I thought it a "bull" at first, but then Bob is no story-artist. Some dandy calf in his barn, all right.

A story, if good, is dramatized, then moveized.

Brother Perry Lane is seriously ill and will be moved from Florida to his mother's home at Kokomo, Indiana.

Jim Hammell will follow up your hotel complaints. Your letters to him at Lansing, will receive his immediate personal attention.

Treat yourself to a \$1 Christmas present and subscribe to and

Read the Tradesman.

Guy Pfander.

Merry Musings From Muskegon.

Muskegon, Dec. 15—Thanks, Brother Rockwell, you mentioned us twice.

Saturday, Dec. 20, is meeting night for Muskegon Council, No. 404. Come out boys, we need you.

No, we are not nursing a grouch, but as we are a little short on wit, we have to use brevity.

According to the last labor report, Muskegon had 154 factories employing 7,694 males and females and Muskegon Heights had thirteen factories employing 1,484 men and eighteen girls, making a total of 7,151 males and 1,045 females or 8,196 in all.

During the year 1912 there were 1,100 arrivals and departures by the various boats into Muskegon harbor, 66,540 passengers were carried and 91,659 tons of freight were handled. Muskegon has four railroads and the Goodrich boat line to Chicago now runs the year around.

Come to Muskegon, the little city where transportation and travel are easy and you can summer resort in your own home.

Yes, we used to be a pedagogue, but had no idea of being mentioned in the same item as our friend from Princeton College.

John Porter is recovering from his recent injury, but is rather lonesome. Call on him, boys.

Judging from the wit displayed by some of the Tradesman correspondents, they must be out after Roy K. Moulton's job.

We had the pleasure of meeting our old time friend, Mr. Gilbert, of Kalamazoo, this week. He still has that hearty laugh and winning smile. Mr. Gilbert sells lighting plants, so if any of you are in the dark, better give him a call.

No, we are not worrying about the income tax, but our outgo tax is troublesome just now.

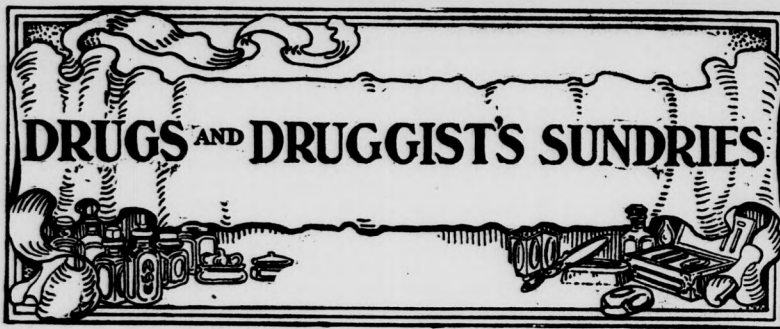
Any one looking for mud of high quality, just go to East Saugatuck.

Brother Laird, we hope to suit you better in the future.

Guy Pfander, read the Tradesman.

E. P. Monroe.

At the meeting of the Grand Council, held at Detroit last week, Grand Past Treasurer Joseph C. Wittliff was elected Treasurer to fill the vacancy caused by the death of Henry Perry. Bro. Wittliff lives in Detroit and belongs to Port Huron Council, No. 462.



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.

Confectionery Window Displays.

Christmas backgrounds need to receive a good deal of consideration this month. With a good holiday background one may easily make frequent changes in the display of the goods without much work—and there ought to be several different backgrounds used during December. A goodly supply of the Christmas garlands of tissue paper in an evergreen green will prove valuable. These may be used as follows on a white ground with telling effect: Trace with a piece of black crayon on the white background of the windows the words, "Merry Christmas" in script or handwriting of large, bold character so that it can be read from the street and if the background is large enough, from across the street. I do not mean that the writing made with the crayon should be legible from the street, but that this writing should then be covered with a strip of a garland following it along and the inscription thus made to be readable at a distance. If desired, sprigs of evergreen may be used to twine rope for garlands instead of using the artificial ones. "Christmas Greetings" may be spelled out if preferred in letters of printed form, and if the space is limited there may be room for "Xmas" instead of "Christmas."

These same garlands may be used to form designs on the white background, dividing it into diamond-shaped spaces or circles or squares. A large cross may be cut out of straw board and covered with white or gilt or silver paper and this used as a center for the background with evergreen wreaths hung on each side and above it and a liberal use also Christmas bells.

An attractive help to the holiday window is made by hanging from the

window ceiling garlands made from real evergreens in all lengths so that the longest will come two-thirds of the way to the window floor, while there are others all the way up to a foot long. A profusion of these will give a very striking effect if there are lights behind them shining through. A mixture of red Christmas bells hung among the green strips will be more effective.

To display Dutch bittersweets or other candy in which the Dutch chocolate idea prevails, a roll or two of Delit wall paper secured from the wall paper store will come in handy. The background should be papered with this design, and the floor covered with some blue paper of a similar color in a tiled pattern. It is not difficult to construct a windmill from pieces of packing cases, and if this is set up in the window it will complete the foreign scene and give the desired atmosphere to the display. A very successful window exhibit which the writer saw last winter had the windmill with its arms kept in motion by a small motor connected to an electric battery out of sight inside the windmill.

A handsome mirror in the back of the window with palms or ferns so arranged that they will partially screen it will make an attractive setting. The candy should be displayed upon a small, raised platform in front of the mirror. If the drapery in the display is all in white, the green of the ferns together with the mirror will make a very decided hit. This setting is suited to particularly high-class goods. High-class window trims should not be used with cheap goods. They leave nothing to be used for helping sell the good goods.

Home-made show cards can be produced by taking large sheets of cardboard and fastening upon them such articles as it is desirable to show. By perforating two holes in the board and putting a cord through and looping it over the article and then tying it back of the board any piece of goods may thus be displayed. An advantage of this arrangement is that the confectioner may get a sample card like this, showing all the different kinds of chewing gum in stock, or all the various brands of five-cent milk chocolate bars. The card thus possesses a unity of suggestion with a great variety of display of actual stock. It offers suggestions for the trial of new packages.

The Christmas bell idea may be amplified by making bells that are different from the usual run that are ordinarily found in the shop window displays. By taking a base such as

perhaps a peach basket or an old wire hat frame, a bell of evergreens may be made that will be very pretty, and upon this in white letters made with puffed tissue paper the words, "Christmas Greetings" may be placed effectively. A hit may be made by making an enormous Christmas bell that will just about fill the whole window, leaving only space enough to see around it so that it may be seen what it is. The candy may be shown down in front of the bell. Such a bell can be built right in the window with the use of wire or twine.

A neat feature may be made by tilting a twelve-inch board at the foot of the window glass so that it will slant back at an angle of perhaps forty-five degrees. Then cover the board with evergreens or with dull green crepe paper and upon it spell out the Christmas Greeting in letters made of popped corn.

Large balls of evergreens hung in the window will be attractive if they are big enough to be conspicuous. The ball idea may be carried out in practically the same way as the bell suggestion given above.

Reasons for Running Hot Soda.

1. It adds nothing to the cost for rent, heat and help.
2. You use the same space and practically the same equipment.
3. Your hot soda equipment will cost less than one-tenth of your cold soda equipment.
4. Your hot soda stock, beef tea, bouillons, seasonings, etc., will be less than one-tenth of your cold soda stock.
5. Your hot soda profits will be double your cold soda profits and your investment much smaller. A five-cent hot soda will show a profit of 3 to 3½ cents and a 10-cent hot soda will show a profit of 6 to 8 cents.
6. Serving hot soda in the winter months you save greatly on ice cream, also on electric fans, cracked ice, etc.
7. By serving hot soda you open up the possibilities of a winter lunch at the fountain and these two will help to keep your winter sales up nearly even with the summer sales.
8. Serving hot soda will keep alive your demand for cold soda and ice cream throughout the winter months even in zero weather.

Doughnuts and Cider.

This is a combination with a Christmas tang to it. A Baltimore druggist advertised this combination last Christmas and made a good thing of it. He has a small keg of sweet cider on the soda counter; also a pumpkin hollowed out, with a removable lid, of which the twisted pumpkin stalk forms the handle. This pumpkin jar is filled with old-fashioned doughnuts, also known as crullers. A glass of sweet cider with a doughnut on the side isn't bad—one doughnut goes with every glass of cider. The combination reminds the old-timers of other days, and it is sufficiently attractive to catch many of the new generation. Anyhow, it makes a good novelty for the holidays.

Heroin Not Always "Dope."

A drug clerk cannot call a physician's prescription "dope," and heroin, although a morphine derivative, is not "dope" when prescribed by a physician, according to a ruling of Justice Richter, of Detroit, recently. Edward Miltair, formerly employed at the Grunow Drug Co., was handed a prescription to fill. He read it, looked at the patient, and then said: "Why, this prescription is nothing but 'dope.' It calls for heroin." The patient decided that 'dope' was a bad thing to put into his body and went back to the physician for an explanation. The doctor called up the drug store and the proprietor "called down" the clerk and discharged him on the spot. Miltair brought suit for damages, alleging that he had been unjustly discharged, but the court allowed him damages only for the time he had been employed, and held he could not recover for the remainder of the week. In making his ruling, Justice Richter said: "A drug clerk has no business to frighten people who come in with prescriptions to be filled. It destroys the faith of the patient in the doctor when the doctor is presumed to know what he is doing. Heroin is not a 'dope' when prescribed by a physician."

Who Owns Cigar Coupons?

The question of the constitutionality of the penal law which deals with coupons, certificates, trading stamps and similar gift or premium schemes will be taken to the higher courts on the issue as to whether or not the company issuing such certificates retains its property rights in them after they have been given a customer and have, therefore, passed from the company's possession. The United Cigar Stores Co., one party in the suit, holds that the law would prevent an individual from using a token issued by the company in a manner detrimental to the company. The two defendants did not deny that they had given away United Cigar Stores coupons, and were held in \$500 bail each by the lower court in New York, pending a test of the constitutionality of the "coupon law."

Attracting the Smokers.

A Detroit cigar dealer is stimulating trade by ingeniously catering to the well known human trait of desiring something for nothing. He offers the last cigar in any box free of charge to the customer who discovers it. The purchaser is at liberty to work out any sort of a combination in order to get that last cigar. For instance, if there are six cigars in any given box when the customer enters, he may buy five of them and demand the sixth one free. Or if he spies any box with a lone cigar in it he can step up and smoke without paying a cent. The dealer sometimes leaves boxes with single cigars in them in order to keep the hunting good. The scheme has brought this dealer the principal smoke trade of his section, and is now being widely imitated by others.

See that your system of handling your customer's money and accounts is such that when accused of mistakes you can prove that you are right.

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.

Table with columns: ADVANCED (Blueberries, California Prunes), DECLINED (Spring Wheat Flour)

Index to Markets

Index to Markets By Columns table listing various grocery items and their corresponding column numbers (1-6)

Main price list table with columns: 1 (AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BLUING, BREAKFAST FOODS, BROOMS, BUTTER COLOR, CANDLES, CANNED GOODS, CARBON OILS, CATSUP, CHEESE, CHICORY, CHOCOLATE, CLOTHES LINE, COCOA, COCOANUT, COFFEES ROASTED, Mocha, Shelled, Shells, SOFT GOODS, SODA, STICK CANDY, SWEET GOODS, TOBACCO, WAX, WHISKY, WINE, YEAST)

Continuation of price list table with columns: 3 (CHEESE, CHEWING GUM, CHICORY, CHOCOLATE, CLOTHES LINE, COCOA, COCOANUT, COFFEES ROASTED, Mocha, Shelled, Shells, SOFT GOODS, SODA, STICK CANDY, SWEET GOODS, TOBACCO, WAX, WHISKY, WINE, YEAST), 4 (Mocha, Shelled, Shells, SOFT GOODS, SODA, STICK CANDY, SWEET GOODS, TOBACCO, WAX, WHISKY, WINE, YEAST), 5 (Mocha, Shelled, Shells, SOFT GOODS, SODA, STICK CANDY, SWEET GOODS, TOBACCO, WAX, WHISKY, WINE, YEAST)

SPECIAL PRICE CURRENT

12

Table with 2 columns: Item name and price. Includes items like Scrapple, Sure Shot, Yankee Girl Scrap, Pan Handle Scrap, Peachy Scrap, Union Workman, Smoking (All Leaf, BB, Bagdad, Badger, Banner, Belwood, Big Chief, Bull Durham, etc.), TWINE (Cotton, Hemp, Flax), VINEGAR (White Wine, Highland apple cider, etc.), WICKING (No. 0, No. 1, No. 2, No. 3), WOODENWARE (Baskets, Butter Pates, Wire End, Churns, Clothes Pins, Round Head), and various other goods.

13

Table with 2 columns: Item name and price. Includes items like Pilot, Prince Albert, Prince Albert, Queen Quality, Rob Roy, S. & M., Soldier Boy, Sweet Caporal, Sweet Lotus, Sweet Rose, Sweet Tip Top, Sun Cured, Summer Time, Standard, Seal N. C., Three Feathers, Tom & Jerry, Uncle Sam, Van Bibber, Velvet, War Path, Wave Line, Wild Fruit, Wild Yum, Yum Yum, TWINE (Cotton, Hemp, Flax), VINEGAR (White Wine, Highland apple cider, etc.), WICKING (No. 0, No. 1, No. 2, No. 3), WOODENWARE (Baskets, Butter Pates, Wire End, Churns, Clothes Pins, Round Head), and various other goods.

14

Table with 2 columns: Item name and price. Includes items like 4 1/2 inch, 5 gross, Cartons, Egg Crates and Fillers, Humpty Dumpty, No. 1 complete, No. 2, complete, Case No. 2, fillers, sets, Case, medium, Faucets (Cork lined, Cork lined), Mop Sticks (Trojan spring, Eclipse patent spring, No. 1 common, No. 2 pat. brush holder, Ideal No. 7, 12lb. cotton mop heads), Pails (2-hoop Standard, 3-wire Cable, Fibre, Galvanized), Toothpicks (Birch, Ideal), Traps (Mouse, wood, Mouse, tin), Tubs (20-in. Standard, 18-in. Standard, 16-in. Standard, 12-in. Cable, No. 1 Fibre, No. 2 Fibre, No. 3 Fibre, Large Galvanized, Medium Galvanized, Small Galvanized), Washboards (Banner Globe, Brass, Glass, Single Acme, Double Peerless, Northern Queen, Double Duplex, Good Enough, Universal), Window Cleaners (12 in., 14 in., 16 in.), Wood Bowls (13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted), Wrapping Paper (Common Straw, Fibre Manila, Oakland Vinegar & Pickle Co's Brands, Cream Manila, Butchers' Manila, Wax Butter), Yeast Cake (Magic, Sunlight, Yeast Foam), Axle Grease (Mica, Royal), Baking Powder (Royal), and various other goods.

15

CIGARS Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots ... 32 El Portana ... 33 Evening Press ... 32 Exemplar ... 32 Canadian Club, 300 lots 10 Worden Grocer Co. Brands. Canadian Club. Londres, 50s, wood ... 35 Londres, 25s, tins ... 35 Londres, lots, 30s ... 10

Old Master Coffee TEA Royal Garden, 1/2, 1/4 and 1 lb. ... 40 THE BOUR CO., TOLEDO, O. COFFEE Roasted Dwinell-Wright Co's B'ds



White House, 1 lb ... White House, 2lb ... Excelsior, Blend, 1lb ... Excelsior, Blend, 2lb ... Tip Top, Blend, 1lb ... Royal Blend

16

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



Apex Hams ... Apex Bacon ... Apex Lard ... Excelsior Hams ... Excelsior Bacon ... Silver Star Lard ... Silver Star Lard ... Family Pork ... Fat Back Pork ... Prices quoted upon application, Hammond, Standish & Co., Detroit, Mich.



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

17



The only 5c Cleanser Guaranteed to equal the best 10c kinds 80 - CANS - \$2.80

SOAP Lautz Bros. & Co. Acme, 30 bars, 75 lbs. 4 00 Acme, 25 bars, 75 lbs. 4 00 Acme, 25 bars, 70 lbs. 3 80 Acme, 100 cakes ... 3 20 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

Proctor & Gamble Co. Lenox ... 3 20 Ivory, 6 oz. ... 4 00 Ivory, 10 oz. ... 6 75 Star ... 3 35

Tradesman Co.'s Brand Black Hawk, one box 2 50 Black Hawk, five bxs 2 40 Black Hawk, ten bxs 2 25 A. B. Whisley Good Cheer ... 4 00 Old Country ... 2 40

Soap Powders Snow Boy, 24s family size ... 3 75 Snow Boy, 60 5s ... 2 40 Snow Boy, 100 5c ... 3 75 Gold Dust, 24 large ... 4 50 Gold Dust, 100 small ... 3 85 Kirkoline, 24 4lb. ... 2 80 Pearlina ... 3 75 Soapine ... 4 00 Raubitt's 1776 ... 3 75 Roseine ... 3 50 Armour's ... 3 70 Wisdom ... 3 80

Soap Compounds Johnson's Fine, 48 2 ... 3 25 Johnson's XXXA 100 5c 4 00 Rub-No-More ... 3 85 Nine O'clock ... 3 50

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

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 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

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, Illinois. 655

Merchandise Sales Conductors—Advertising furnished free. Contract January sale now. Greene Sales Co., 116 Dwight Bldg., Jackson, Mich. 684

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

We buy and sell securities of the Riker-Hegeman and Standard Oil Companies; American Druggist Syndicate, Aseptic Products and Eisner-Mendelsohn; also public utility and all unlisted securities. Write for special report regarding possibilities of American Marconi Wireless shares. Company on dividend paying basis and has more than \$6,000,000 in treasury. Has won its patent suits and controls wireless business of America. Jordan & Bertrand, Brokers, 56 Pine St., New York. 702

A country store and stock on railroad in Northern Michigan, wholesale houses and bank for references; valuation about \$6,000; will trade for the right kind of a saloon in Grand Rapids or real estate in Grand Rapids. Address N. L. Gage, Haymarsh, Mich. 701

For Sale—Juniper tract in West Florida tributary to Apalachicola; 1,200 acres timber, extra fine quality; bargain; owner retiring. E. Suskind, 106 Main St., Jacksonville, Fla. 700

Brother Merchant. With my own originated sales plan I realized over \$1,000 in cash out of a \$14,000 stock in one single day and I can prove it. I positively have, without a doubt, the most legitimate sales plan of the day. Will be pleased to tell you more. Address Lock Box 321, Steele, N. D. 699

Parties who have \$100 or more to invest in monthly payments will learn of a wonderful opportunity by addressing C. D. Morris, Mayo, Fla. 698

For Sale—Down town cash meat market and grocery department; will sacrifice to close out estate. Tools and fixtures, including horse, harness, wagon, new delivery sleigh, \$600. E. S. Dart, Administrator, 74 So. Division, Grand Rapids, Mich. 697

For Sale—Paying grocery in Muskegon, fine location. Good reason for selling. Will sacrifice for quick sale. Address X, care Tradesman. 696

For Sale—\$4,000 stock of dry goods, groceries and shoes. Best part of Michigan town 1,500. Great opportunity. Address No. 695, care Michigan Tradesman. 695

For Sale—A rooming house, centrally located; 27 room steam heated, in city of 45,000; reason for selling, poor health and change of climate necessary at once. Address 106 Cooper St., Jackson, Mich. 693

For Rent—Long established suburban meat market stand with fixtures included, grocery next door. Best location in city. Low rent. O. D. House, 516 Potter St., Kalamazoo, Mich. 692

We make merchants filing devices, called "credit registers" by others, and sold through their salesmen at prices five times higher than ours. Sample sections for filing duplicate slips or books sent on free trial. Think of it! A fine credit register for only \$10. Write Globe Mfg. Co., Kansas City, Mo. 691

For Sale—Established hardware business, enjoying good trade, at Texas City, Texas; necessary cash consideration \$5,000, balance terms. Ill health compels sale. For particulars address J. M. Sheers. 690

For Sale—\$7,000 stock clean merchandise (general), excepting groceries. Business established thirty-five years. Town 3,000 rich Michigan bean section. Only one competitor. Right man can make grand clean up. Must sell at once at price for cash or good security. Address No. 689, care Michigan Tradesman. 689

For Rent—Modern store, 46 ft. from, 120 ft. deep, best choice, central location for ladies' and gentlemen's ready-to-wear goods, 200 miles away from larger city. Rare chance for first-class business man. Geo. Ludwigs, Walla Walla, Wash. 703

Merchants! Do you want to sell out? Have an auction. Guarantee you no loss. Address L. H. Gallagher, Auctioneer, 384 Indiana Ave., Toledo, Ohio. 704

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—Confectionery store in best location in Grand Rapids. Doing \$5,000 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

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

Wanted—Merchandise stocks in exchange for choice Pecos Valley, Texas, irrigated land. Scott Lane, Springport, Mich. 661

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

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. 687

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 Cheap—Small stock of crockery, china, glass and tinware. Cheap rent. Address No. 670, care Tradesman. 670

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, cash grocery and hardware. Will consider a dwelling or small farm. J. N. Douglas, Belvidere, Ill. 646

For Sale or Trade—One-half interest in greenhouse, doing \$5,000 business yearly. Could do more. Wm. Currier, Elkhart, Ind. 644

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

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 To Exchange—480 acres of Cass county, Minnesota land for merchandise. Lake Region Land Co., Pine River, Minn. 542

For Sale—Drug Store (Kexall). 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. Kaufner, 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. 104

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

Look Here Merchants! You can collect all your old given up accounts yourself by our new plan. Enclose stamp for sample and full particulars. Pekin Book Co., Detroit, Mich. 512

For Sale—One of the best shoe stores in Southern Michigan. Invoice about \$3,000. Owner wishes to retire. Cash only. Address S, care Tradesman. 631

HELP WANTED.

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. 659, 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—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.

Position wanted as clerk or manager; Scandinavian, age 31; married; 14 years' experience in general stores; card writer. Geo. B. Gunderson, Audubon, Minn. 694

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

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. 688



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The recent additions of the latest in machinery, apparatus and methods of work, have put the engraving department of the Tradesman Company well in the front, both in quality and expedition.



TRADESMAN COMPANY
GRAND RAPIDS, MICHIGAN.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Dec. 15—Those who were present at the adjourned meeting last Saturday night of Grand Rapids Council, No. 131—and the number was about 60—could not help noticing the enthusiastic brand of parliamentary debate that was handed out a la Chesterfield. Roberts Rules of Order were strictly adhered to and Senior Counselor Stark gave evidence that he had perused carefully at one time or another the written pages of this acknowledge authority on debate. At least, no one present would accuse him of talking through his hat and he, insisted that any man who stood up to spout must not use his sky piece for a talking machine. As a result we had a pretty fairly philosophical, profound and parliamentary debate. Not the least satisfying feature about the arguments was the fact that a large number, who in times past have refrained from talking, either because of embarrassment or bashfulness, or both, rose to their feet and very vigorously proceeded to agitate the ether. One of the points of discussion was whether the Council should put on a "made in Grand Rapids" exhibition to last one week, the object of which is to boost our city and place on exhibition for inspection various articles manufactured in Grand Rapids. It was finally decided to place the matter in the hands of an investigating committee to consist of J. Harvey Mann, chairman, Wilbur S. Burns, R. J. Ellwanger, C. M. Lee and Harold W. Harwood, whose duties it shall be to investigate the estimated cost of such a display, its probable results and to report back to the Council at their next regular meeting in January. Another resolution presented by the boosters committee and which, after much debate, was adopted by the Council was that Grand Rapids Council, No. 131, make application for membership as one of the special allied civic bodies of the Grand Rapids Association of Commerce. The question of amending the by-laws called forth much oratory from several members and should interest all before it is finally settled. There is much objection to holding our meeting so late into the evening and to obviate this and at the same time not detract from the effectiveness of the work, two forms of amendments were proposed. One was to hold two meetings per month, one for the initiation of candidates, the other for regular business of the Council. The other suggestion was to hold initiation night once every three months and leave the other two meetings to be held regularly for the transaction of business. The former resolution was carried and a committee, consisting of Wilbur S. Burns, H. F. Miller and W. S. Lawton, was appointed to draw up suitable amendments and report at the next regular meeting. As this is a vital question to us all, it ought to bring out a big attendance. In order to become operative it must be read at three successive meetings and then voted upon, at which time, if carried, it will soon become a law.

Eleven years ago there appeared in the business horizon one John Dillon, Jr., who conceived the idea if he could only get a foothold in the implement business he could, in time, make his mark as a manipulator of merchandise. How he ever got this notion no one knows, but anybody who knows "Jack" can vouch for the assertion that when he once becomes inoculated with an idea that looks good to him, there is bound to be something stirring. And so this aforesaid gent proceeded to stir around, but he hadn't stirred far before he found it required some money to start his ideas in motion. He didn't have any, but this did not stop him and so he borrowed \$260 and started proceedings. His first building was 20x40 feet and he bought ten buggies and put them into it and with nothing else but perseverance, push, salesman-

ship and integrity for his asset, he set out to realize his coveted ambition of becoming one of the biggest retail implement guns of the State. And to-day, whenever the name of John Dillon, Jr., is mentioned, everyone in the implement business knows he is doing business in Hudson and in about 2,000 square miles of the farming territory thereabouts. Last year he took into partnership his brother, Harry, who up to that time had been telling the people about the State what good buggies the Ames-Dean Carriage Co., of Jackson, was making and later expounding the virtues of Jackson fence. He had always talked so much about Jackson that many people think he lives there, but he doesn't. He lives in Hudson and is an amiable gentleman, full of pepper and ambition, a first-class salesman and just the kind of a duck a man like John Dillon, Jr., likes to have around. Now these two chaps have decided that the old shanty isn't big enough, so they are building a two-story brick showroom and garage, 50 x100 feet and when completed, which will be Feb. 1, will be one of the finest in the State and would be a credit to Grand Rapids or Detroit. The combined floor space of J. A. Dillon, Jr., & Co. will then be 17,570 square feet, which is some increase over the 800 square feet occupied eleven years ago. Both Dillons are still young men, full of energy and we will add, parenthetically that neither one is Dutch and if they stir things up in the next eleven years as they have in the last, no one can say they have not been successful.

It is quite generally conceded that the traveling men are a strong factor whenever they can be persuaded to use their strength and influence as a united body in any given project. They have been instrumental in bringing about much needed legislation, not only of benefit directly to themselves, but to the community at large. Now there probably is no one body or class of men who use the public highways more than does the traveling salesman and we venture to suggest that he get busy and help push the good roads movement now being talked so much. This we can do, not by direct vote perhaps, but by talking it among our customers and others with whom we come in contact and try to influence them to vote for better highways.

We have received our first Christmas present. It was a beautiful raised letter head, below which was the following touching inscription, "Your account is now due—please remit."

The Hotel Stimson, at Milan, is some hotel at most any angle you look at it, but it is beyond us to understand just why so good a landlord as Mr. Maynard will put his stamp of approval on the unlawful roller towel.

Right Guard Geo. McConnell wishes to warn all club owners not to make any negotiations for his services the ensuing year without first conferring with him, as his interests are here in Grand Rapids and he will not entertain making a change.

The dance committee requests all holders of season tickets not yet settled for either to remit the price of the ticket or send the ticket itself to the Secretary, H. W. Harwood, 1448 Lake Drive, at once. We have four dances left which are worth the price of the ticket and the committee hopes you will favor these dances with your presence. The dates for the remaining dances are as follows: Dec. 20, Jan. 17, Feb. 21 and March 21.

Brother Spade says that although the implement business is quiet, he is still doing pretty well with his side line. Ask "Jack" about it.

It is estimated that 75 per cent of all the sash pullers sold in the United States are made right here in Grand Rapids.

We have several eye witnesses to the fact that H. B. Wilcox was wending his way homeward one day last week with 14 cents worth of mutton chops in his watch pocket and they

had company, too, for dinner. Bro. Coffey, take notice.

We are pleased to write that Harry Shellman is back on the job and was present at the Council meeting last Saturday night.

If you want to know when we are going to have the next U. C. T. dance, just finish reading this letter.

We don't see much of Walt. Ryder these days, nor hear from him, either, but the writer saw him in a M. C. coach one day last week with his face buried in a newspaper reading an article entitled, "Married Life the Second Year."

Speaking of hotels and landlords, what would you think of the idea of buying "Wheelbarrow Charley" a new wheelbarrow for a Christmas present?

A wireless message from Kalamazoo wafts to us the intelligence that W. W. Schantz is a likely candidate for the roller skating tournament and will represent Grand Rapids in the contest.

Mrs. Howard Damon, formerly of Grand Rapids, but now living in Mt. Pleasant, who has been quite ill the past few weeks, is improving in health.

If that society for the Prevention of Useless Giving will amend their constitution so as to leave out the word useless, we predict a markedly increased membership.

One night last week Chas. Giddings, who runs the hotel at Hartford where all the boys like to stop, put all his boys to bed, tucked them in snugly, blew out the lights and went to bed. No sooner was he wrapped in peaceful slumber when those rummies crawled out, one by one, and proceeded to play run until (?). Now Charley is looking for a night clerk.

Mrs. E. B. Wicklander and son, Edgar, of Chicago, have come to Grand Rapids to spend the holidays with Bro. and Mrs. W. E. Mellinger.

On account of the writer's absence from the city last week, Mrs. Rockwell acted as scribe and wrote up our letter. We know now who put the gab in gabby.

There goes another handful of our hair.

When a traveling salesman steps into your store, Mr. Retail Dealer, do you go at once to see what he wants? He may be looking for an overcoat or gold headed umbrella. If you are a shrewd dealer you won't keep him waiting.

We are glad if our weak wags do bring but this much praise from you, Bro. Laird. It surely was some stunt and if you put on a hard times party and haven't the duds, we can loan them to you.

Coffey might not make a good full back on the U. C. T. football team, but he could qualify for a full front all right.

At Herald hall, Dec. 27, will be given the annual U. C. T. smoker, to which all traveling men, whether members of the council or not, are invited. This is one of the biggest functions of the year among traveling salesmen, when fun and frolic run wild and wit, humor and good fellowship are the predominating features. Vaudeville, boxing, smoking and eating and last, but not least, Mutt and Jeff are among the special stunts prepared by the committee. The committee on arrangements are Arnold Oostdyk, chairman, J. Albert Keane, John V. Ripperger and E. F. Wykkel.

Mr. and Mrs. Walter S. Ryder leave soon to spend the holidays in Detroit. We presume Walt will at the same time get his final instructions and prices from his new house, the Standard Bros. Ltd., of Detroit, with whom he begins his new duties Jan. 1. Here's our best wishes, old man.

It seems like old times to see Grand Rapids Council passing cigars again.

A certain enthusiastic member of the degree team whose name charity forbids us to mention left his vest in the Council chamber last Saturday night.

A. N. Borden gave a piano recital on a horseless piano last week at

Whitehall. Those who were present pronounced his touch and technique par excellence.

Only one year more before all Michigan railroads will be compelled to use steel coaches. We wonder what will become of the old wooden rookeries of the G. R. & I. then?

Mrs. W. R. Compton, of James avenue, is confined to the house with sickness.

For a long time the Pike House, at Niles, has occupied a conspicuous place in the traveling salesman's joke book, but now the Forler Hotel has come out with a more serious aspect. This is a real hotel, boys, not only good meals, good beds and good towels, but they actually meet you at the train, take you back again on time and it you wish to go about town calling on your trade, they have an automobile at your disposal. Better stop there, hadn't we? Some hotel.

It is with deep sorrow that we report the death of Mrs. F. M. Rice, who died Sunday morning. The funeral services will be held from their old home near Climax. Besides the husband, she leaves one son and a number of other relatives to mourn her death. The entire U. C. T. Council, besides a host of other friends, extend to Bro. Rice and son their deepest sympathy.

Joe Bracht, who for several years has covered the Grand Rapids territory for Standart Bros., Ltd., of Detroit, will take care of the city trade in Detroit for the same people after the first of the year.

Quite a few of us would be interested if someone would write for the newspaper on "Married Life the Fourteenth Year."

Your Council dues are due and payable by Jan. 1.

Incidentals cover a multitude of things.

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

Grand Rapids Knows How. Join the S. P. U. G. Society and save money.

Safty first. Phone 34384. Allen F. Rockwell.

BUSINESS CHANCES.

For Sale—Stock of general merchandise, invoicing between \$1,000 and \$5,000, in town of 400 inhabitants. Good farming country. Run peddling wagon on the roads five days in the week. Reason for selling, poor health. Address No. 712, care Tradesman. 712

For Sale—Cash grocery and bakery, located in South Grand Rapids. Fine opportunity for good baker and wife, or good for man and wife to work together. Traveling man owns business and must dispose of it at once. Will give great inducement if taken soon. Address G. & B., care Michigan Tradesman. 711

Cheap—Practically new 25 light pilot acetylene plant. Mosler safe, 31 x 35 x 58, inside combination chest 9 x 14 x 9. Geo. Rose, Beulah, Mich. 710

Wanted—Some land as part payment for A1 stock general merchandise, good resort, fruit and farming town in Benzie county. Box A, Beulah, Mich. 709

For Sale—Dental practice and outfit in city of 40,000. Doing good business. Bargain if taken at once. Address Dentist, Box 118, Lansing, Mich. 708

It is easy to make money in retail stores and numerous other lines of business. I will instruct you how. Send \$1 to-day for my plans. Address Clarence E. Smith, 1211 St. Paul St., Richmond, Va. 707

For Sale—Hotel, 18 room, two story brick hotel; town of 600; doing good business; price \$7,000. G. B. Hanstine, Whitewater, Kan. 706

For Sale—Best ladies' ready-to-wear and furnishings stock in the best city of 3,000 population in Michigan. Inventory about \$5,000. No old dead numbers. A bargain if taken at once. A member of the family must have a change of climate. Investigate. Address No. 705, care Michigan Tradesman. 705

For Sale—Well located stock shoes and rubbers, with electric shoe repairing outfit, doing good paying business. Address 632, care Tradesman. 632

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

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 ALL SIZES of Detroit ALL GROCERS

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Culture

You can't make a plant grow.

You can, however, place it in the right kind of soil, in the sunshine, give it sufficient moisture and—*nature* will do the rest.

So it is with your business plant. The public is the soil. You must supply the nutrition of an advertising appropriation, the moisture of printer's ink, and the sunshine of attention-compelling booklets and catalogues.

We will supply sunshine and moisture and the nutrition may not be as much as you think

TRADESMAN COMPANY
 Grand Rapids

Use Your Head Instead of Your Shoulders

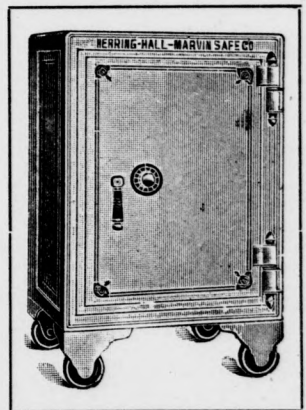


"Many a man goes through life with his shoulder at the wheel, who would have gone farther and with much less friction had he hitched his head to the tongue."—*W. L. Brownell.*

A man in business if he would be successful must use his head. In some men's heads the bump of caution is more fully developed than in others. Every business man whose bump of caution is normal realizes that he is running a great risk when he leaves his books of account on a shelf or under the counter when he locks up his store at night.

**Did You Ever Investigate and Find Out
 For How Little Money You Could Buy
 One of Our Dependable Safes?**

Just drop us a line to-day and say, "Tell us about your safes and name us some prices."



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Fine Calendars



NOTHING can ever be so popular with your customers for the reason that nothing else is so useful. No good housekeeper ever has too many, and they are a constant reminder of the generosity and thoughtfulness of the giver.

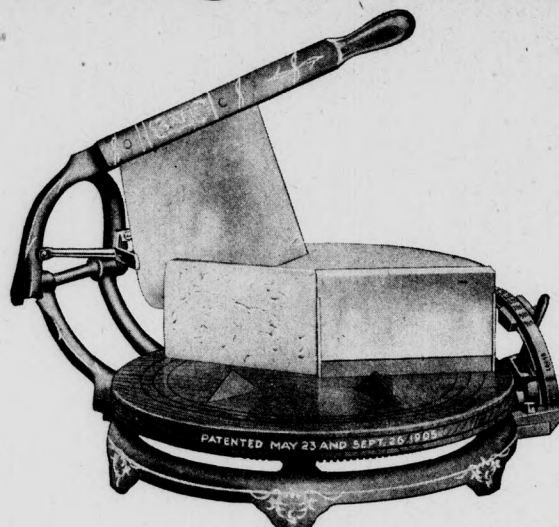
We manufacture everything in the calendar line at prices consistent with first-class quality and workmanship.

Tell us what kind you want and we will send you samples and prices.

Tradesman Company

Grand Rapids
Michigan

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.

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Spring Wheat Flour

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A Short Patent Flour Especially for
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Costs a Little More—But Worth It

We Have Sold This High Quality Flour
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Always Uniformly Good

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