

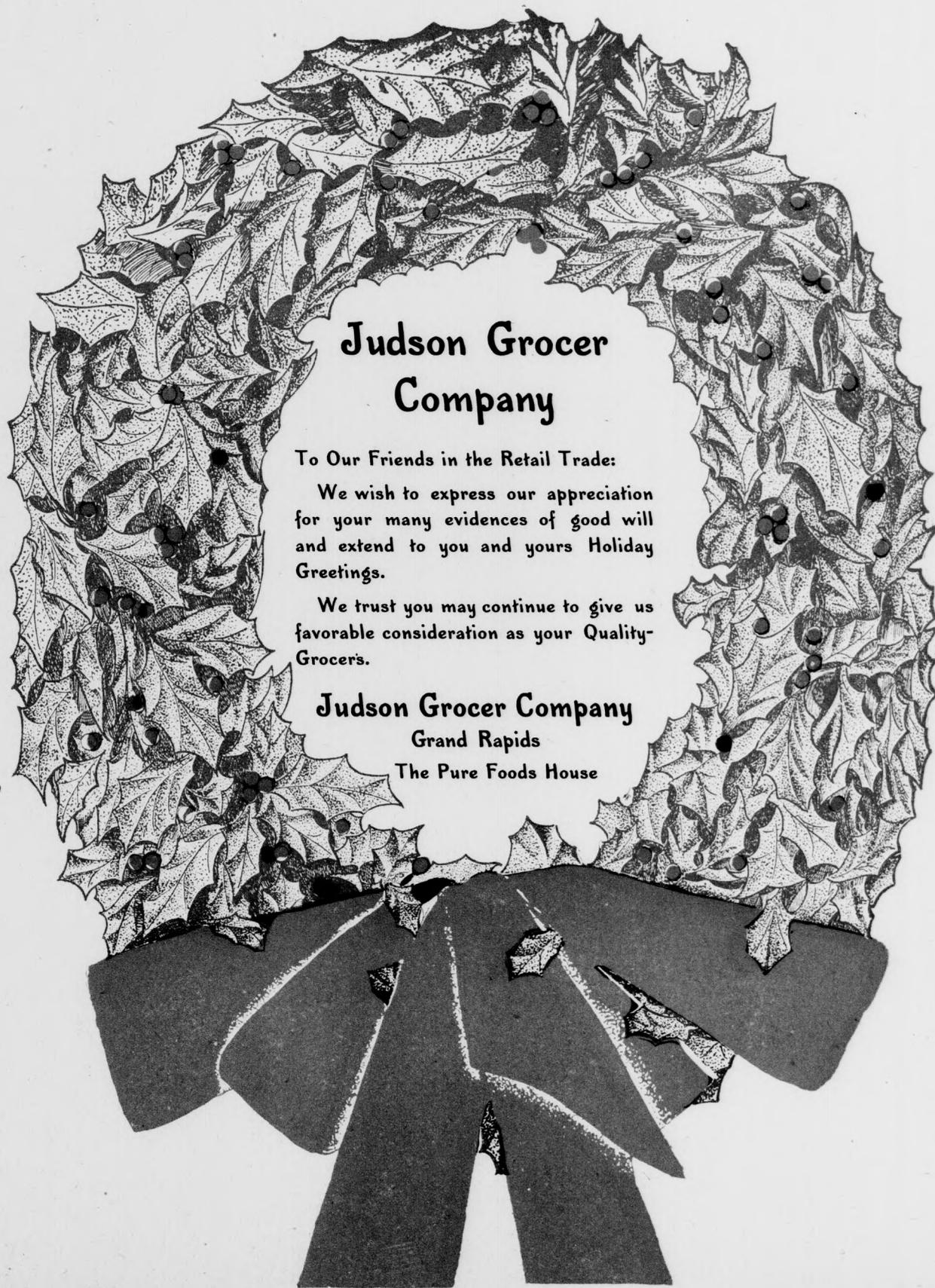
# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 24, 1913

Number 1579



## Judson Grocer Company

To Our Friends in the Retail Trade:

We wish to express our appreciation for your many evidences of good will and extend to you and yours Holiday Greetings.

We trust you may continue to give us favorable consideration as your Quality-Grocers.

**Judson Grocer Company**  
Grand Rapids  
The Pure Foods House

Good Yeast  
 Good Bread  
 Good Health

Sell Your Customers  
**FLEISCHMANN'S**  
 YEAST



**More Popular Than Ever**

It's just wonderful how that superb  
**"WHITE HOUSE" COFFEE**  
 does SELL. Wherever it is introduced it promptly ESTABLISHES ITSELF in the most PERMANENT manner and becomes one of the most active items in the grocer's stock—BECAUSE it ALWAYS suits.

HUNDREDS OF CARLOADS EVERY  
 YEAR SAY SO

**DWINELL-WRIGHT CO.**  
 Principal Coffee Roasters  
 BOSTON—CHICAGO

**WHEN YOU SEE**

THE SIGN OF  GOOD CANDY

"DOUBLE A"

Remember it came from  
**The PUTNAM FACTORY, National Candy Co., Inc.**  
 Grand Rapids, Mich.



In Handy 1 Lb. Franklin Cartons  
 With Inside Bag of Moisture Proof Paraffine Paper  
 Packed 24 Lbs. to the Container

is one of our famous confectioner's grades, packed in handy form for household use. It will appeal to your customers because of its cleanliness, fineness and purity, and because the moisture proof carton keeps it "free." The 24 lb. containers enable you to buy to suit your convenience.

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

Franklin Carton Sugar is Guaranteed Full Weight and refined CANE sugar.

**THE FRANKLIN SUGAR REFINING CO.**  
 PHILADELPHIA

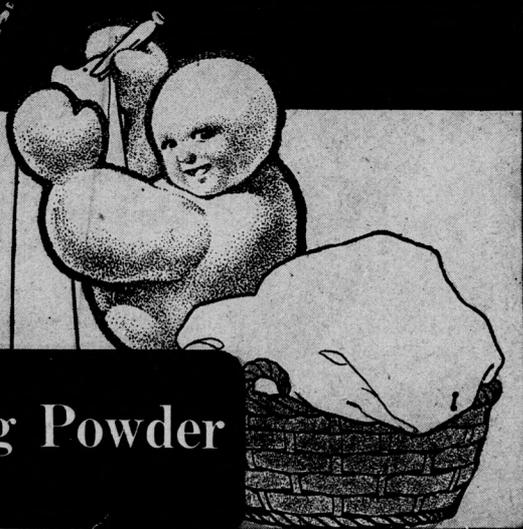
*"Your customers know FRANKLIN CARTON SUGAR is CLEAN sugar."*

**next time**

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

Lautz **Snow Boy** Washing Powder

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



# MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 24, 1913

Number 1579

## SPECIAL FEATURES.

Page.	
2.	Detroit Detonations.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Financial.
8.	Editorial.
9.	Men of Mark.
10.	What Some Michigan Cities Are Doing.
11.	New York Market.
12.	Butter, Eggs and Provisions.
14.	Upper Peninsula. Items From the Soo, Muskgeon and Battle Sreek.
16.	Dry Goods.
18.	Shoes.
20.	Woman's World.
21.	Mutual Relations of Jobber and Salesman.
22.	Hardware.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

## GOVERNMENT TELEPHONES.

Now that it is proposed to take over the telephone properties of the country at a physical valuation of its wires, poles, etc., and to pay the stockholders about one-half of the present dividends, why should there not be a concerted movement by the holders of telephone securities to enlighten Congressmen as to the number of their constituents who have money invested in these securities?

Nor is it a matter of concern to the holders of telephone securities only. Every man who owns a share of stock or a bond of any public utility must feel that his investment is jeopardized, especially if his property is to be taken over on any such ridiculous terms as those proposed for the absorption of the telephone companies.

The objections to this scheme are legion. In the first place, it proposes to take over from the present owners property which in the open market, and by careful investors, is valued at a large premium over the original investment and to give what the actual physical property is worth on a valuation made by individuals, competent or otherwise, to be chosen by the Interstate Commerce Commission.

In the condemnation of lands taken for public purposes, the rental of the buildings, if any, is always taken as an indication of value, but it is proposed that the earning capacity of the American Telephone & Telegraph Company shall be utterly disregarded, and that stockholders shall be paid simply what it would cost to replace the wires, exchanges, etc.

What Governmental ownership would mean, in the character of service, no one who is familiar with the telephone service abroad or with Governmental service in any other direction can, for a moment, doubt. At present the young ladies who are selected to operate the several exchanges must have certain physical and mental qualifications in order to be employed and best perform their duties. In case of Government ownership, the only qualification neces-

sary would be family relationship or other pull with some politician. Complaints of service at the present time receive careful attention, whereas, under Government ownership, they would be scoffed at. The expense of the service, either to the subscriber or to the Government, would be enormously increased, and would come out of somebody's pocket.

The citing of the post office as an example of Government work done well and at a reasonable cost, has no validity. To begin with, there has been a deficit in the Post Office Department practically every year since the Government was organized; and there is no proof that, if the postal service were run by private individuals, the cost would not be much less and the service much better.

Any proposition to take over anybody's property sends a cold shiver down the back of every investor in the country and stops the flow of capital into any new investment which may be later subject to the same policy. Who would have invested the money with which the telephone was originally developed, and who would have subscribed to its various issues of securities, had they supposed that they were now to be offered the actual cost of replacing the equipment and a reduction of one-half in the return on their property, to say nothing of the depreciation in the market value of their securities! Who will feel that he can safely leave to his family stocks or bonds in any public utility if the income from them is so precarious?

For the Government to take over the telephone companies would be a precedent for taking over the railroads, and this would mean another field for poor service, additional taxation and political graft.

That President Wilson has still a good deal of the schoolmaster about him is indicated by the course he took rebuking the members of the Military and Naval Club, who at a dinner recently improved the opportunity to laugh at some of the administration's policies in the Philippines. That what is being done there is undoing much of the good previously accomplished is declared by those most familiar with the situation and by many not at all connected with the Government. That even a soldier or a sailor may have ideas of his own must be conceded. It is quite possible that in the frolic and fun of this particular dinner some went further than they should in strict propriety, but even that could be overlooked by a broad minded man, and mild censure imposed and some suggestion offered without being vindictive. All the wisdom in the world

is not embraced in that coterie of distinguished gentlemen who meet around the cabinet table. Others may have had some sense before them and others may have in the future. No previous President or prominent officeholder has complained about the jokes perpetrated at the Girdiron dinner, where the newspaper correspondents have taken liberties with high Government officials. It has been looked at as part of the fun, and, after laughing, has been dismissed. The schoolmaster, of course, regards himself, and is indeed, an authority over all his pupils and subordinates, and discipline demands that this authority be enforced. The occasion referred to does not come quite in that class. The President made a mountain out of a mole-hill.

The dissolution of the great telegraph and telephone combination presents three points of cardinal interest. In the first place, it is conclusive evidence that the feat can be done—a thing that has been denied over and over in regard to cases of similar nature. This conclusion is distinctly emphasized by the fact that the dissolution was effected by friendly understanding between the company and the Attorney-General; for in order to satisfy Mr. McReynolds as he has been satisfied, it may be assumed that the practical effectiveness of the scheme of dissolution was fully made out to his mind. In the second place, it is impossible to look upon this latest development in the series of great merger-dissolutions otherwise than as a link in the chain of legitimate consequences of the memorable decisions of the Supreme Court, during Mr. Taft's Administration, in the Standard Oil and Tobacco Trust cases. And finally, as an indication of the immediate temper of the time, the affair has very much the look of a manifestation of desire on the part of the Wilson Administration for peace and not turmoil between Government and business.

When this Government was first established there were only a few cabinet officers and the number has increased, although even now it is not large. Various interests from time to time seek to be included in the list and honored by a portfolio. Just now the suggestion is being made and urged by some medical men, and especially by the insurance companies, that there should be a department of public health. They seek to have another cabinet position created and, of course, along that line advance a very plausible argument. Every state has its own board of health, more or less efficient, but most of them are doing good work and naturally are in closer touch with the situation than any Federal de-

partment possibly could be. If there were a secretary of health, the design doubtless should be to make the state boards subordinate and subservient to it, a plan which with them would not find favor. The promotion of the public health is a matter whose importance is not likely to be over-estimated and probably the head of such a Federal department would find plenty to engage his time and attention, but whether it could be done that way more efficiently than under state boards is a matter about which opinion will differ.

The fool killer has evidently been too busy in the copper country to give Kalamazoo any attention as yet, judging by the determination of a certain faction in the Common Council in that city to foist on the people of the Celery City an ordinance that will be utterly destructive to the best interests of merchandising in particular and the people in general. The proposition to mark the weight of every package and to receipt for it at both ends must have been conceived by a man who never made a dollar honestly and never expects to. It is about the most imbecile proposition that has ever been presented to the governing body of any municipality.

The Kalamazoo Telegraph-Press has cut out its union labor department and replaced it with a farm department, thus showing a disposition to build up Kalamazoo, instead of tearing it down. Anything that tends to encourage union labor is utterly destructive to the best interests of the community and the Telegraph-Press is fortunate in discovering this fact and arroying itself on the side of progress and good government instead of the side of the torch and the bludgeon.

A case recently decided by the Supreme Court of the United States is of more than general interest and is a body blow to book publishers. The court holds that the copyrighting laws do not enable publishers and booksellers to maintain a monopoly and fix prices in violation of the Sherman anti-trust law. The suit was brought by a New York firm which objected to the enforcement of the rule which would prevent them from selling books at a less price than those determined as the retail figure by the publishers. The case has been a long time in the courts, but this decision is final. Hereafter department stores, booksellers, or anybody else, when they have bought books at wholesale can sell them at retail at any price they please.

Love is responsible for most of the happiness and unhappiness in the world.

## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, Dec. 22—Learn one thing each week about Detroit: Detroit has twenty paint and varnish factories, among which are some of the largest in the world.

According to that hotel keeper at St. Johns, because one alleged traveling man was caught stealing some towels, the thousands of other traveling men should be judged likewise. How shall the traveling men judge the hotel keepers? We know of two up state who are so crooked that a watch spring would look like a twelve inch rule in comparison.

The St. Johns hotel keeper gave us the "other side of the towel" question. Getting the other side is a relief, sometimes.

E. H. Warner has returned from New York, where he has been in the interest of his house.

One of the most pleasant bits of agitation that has come to our ears in many moons is that which is intended to bring back (joy) to free lunch counters where local option does not prevail.

John Grier, the amiable druggist who conducts two drug stores at 898 Michigan avenue and 2285 Woodward avenue, respectively, has passed forth the word that with the advent of the New Year he will take a chance with his amiability and become a benedict. Well, John should be in a position to support a wife all right. He can trade off one of his drug stores for enough fresh eggs to last nearly a year. Mr. Grier's many friends extend their best wishes to him.

Guy Pfander, you flatter us. However, we would rather have two true friends than great popularity—they will get us more. Friend Guy, you can never judge a fellow by the noise he makes—remember the donkey. We are inclined at times to be a trifle noisy.

The traveling men who frequently use the D. U. R. cars on the Pontiac division find a great deal of fault with the huge hat checks in use on that line. Besides being of an unnecessary large size, they are also excessively thick. When placed in a hat they invariably cause the hat band to be doubled under with them and it is a difficult matter to ever get the band back to its original shape. A hat check of half the thickness and less than half the width would answer the purpose as well. Besides, we believe they would cost the D. U. R. less money.

Woman, poor woman, has no chance in those states where they cannot vote. When a woman is sentenced to hang for wilful murder, petitions are sent to the governor from every corner of the United States and signed by men, too—always with good results. A man governor commutes the sentence. When a man is sentenced to death he is very seldom disappointed.

Albert Grabower, who formerly represented H. Brilling & Co., but opened up a men's furnishing goods store at 1490 Russell street about a month ago, is doing business like an old veteran. His friends about the State will be pleased to know that Al. is doing well.

Walter Otis, who formerly represented the Kahn Laboratories, has signed his position with that concern and has accepted a position with the Remington Typewriter Co. Before taking up his new work, Walter had his hirsute adornment removed, owing to the danger of having it become entangled with a typewriter when examining it closely.

Grand Rapids is surely coming to the front. The Citizens Telephone Co. is going to issue a new telephone directory in a short time, the first in a year. The writer had occasion to visit Grand Rapids and came in contact with several persons who had

phones in their homes or places of business and others who have moved and been obliged to have their phone numbers changed almost a year before and none were represented in the phone directory—at least in the Citizens Telephone book. And Grand Rapids knows how!

A fellow with long hair looks intellectual, but if the missus finds them on his coat, he looks for an exit.

One of the finest looking sights on our streets this week is that of "Billy" Wilsterman. "Billy" makes his home in Marquette, where he maintains an office for Edson, Moore & Co. The U. P. must feel neglected with both "Billies" down in good old Detroit—Billies Pohlman and Wilsterman.

Almost everybody out East Jefferson either knows or has heard of A. J. Filer, who owns a drug store at 981 Jefferson, E. While A. carries a very nifty stock of drugs and what goes with a modern drug store, his best stock in trade in his geniality. A good story is told of him that almost caused him to temporarily lose his joviality. One day a lady came in the store and after Al. showed her the article called for, she said, "Of course, it may be perfectly harmless, as you say, but you know there has been so many patent medicine exposures, etc., that I—"

"Lady," interrupted Al., "I wish to assure you in the strongest terms that you need feel no fear that—"

"I know, but I read in one magazine where a great many people had acquired the drink or drug habit from using patent remedies and—"

"Will you give me your word of honor that it contains no alcohol?" she persisted.

"I'd swear away my young life," Al. answered.

"All right then. I'll take it."

And after spending thirty minutes with his matronly customer, Al. proceeded to wrap up the porous plaster for her.

Loewenburg Bros., 1520 Mt. Elliott, have added a furniture department to their store. They have acquired the building adjacent to the one they now occupy and will use both for stocks of dry goods, furnishings and furniture.

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

After putting in fourteen years the subject is too painful to write about. At least, it is not necessary to have printed reminders of fourteen years of wedded life.

A few years ago Charlie Look was a clerk in a downtown department store, but being of an ambitious nature, he saved his money and, giving up his clerkship, he opened a store at Van Dyke and Gratiot avenues. From a modest beginning and by dint of hard work and his pleasing personality, he has acquired a well-established business that has been consistently increasing during the past few years.

All is in readiness for the Veteran Traveling Men's Association meeting and banquet to be held at the Board of Commerce building on Dec. 30. Anyone who has traveled for a period of fifteen years or more is eligible for membership. By remitting \$2 to Samuel Rindskoff, Secretary, 50 Lafayette street, your dues will be paid up for the ensuing year, besides paying for a plate at the banquet. The business meeting and smoker will be called promptly at 2:30 p. m. at the Board of Commerce building and the annual banquet will be held at promptly 6:30 p. m. A good-sized crowd of "veterans" and their families are looked for. Some exceptionally fine speakers are booked for the evening, while a rare musical treat is also to be given. Do not forget the date or the hours that the meeting and banquet are to be called.

If riches have wings, they fly in one direction—away.

The similarity between the columns edited by A. F. Rockwell and his wife leads us to believe that "Gabby" has more time to himself than we had at first supposed.

Herb. Murray (A. Krolik & Co.) has been confined to his home with an attack of throat trouble for a few days.

This is the week to be full of happy spirits—with the fermenti left out.

Merry Christmas to brother pencil pushers!

F. S. Cohen (Michigan Optical Co.) met with a serious accident last week when he tripped on an object on the walk, falling heavily and badly injuring his face and body. It was feared for a time that internal injuries might develop, but at this writing he is doing nicely and, if all goes well, will soon be out among his friends. Mr. Cohen is a member of Council No. 9 and is as proud of the fact as No. 9 is proud of him.

Harry Bump, who represents the J. L. Marcero Co.—the G. J. J. and Dutch Master boosters of this neck of the Lower Peninsula—is one of the best posted men selling tobacco in Michigan—and there are some good ones, too. Every time we see or think of Harry, he reminds us of the trip to Grand Rapids on a M. C. sleeper. You know, at Jackson there is a wait of a few hours and just when the weary snorers are snoring like a winter wind blowing around a square corner and then is when the reminder comes in—the demon engineer does to the sleeper what Harry's last name is. Harry gives us a Christmas story of G. J. Johnson, the cigar manufacturer from Grand Rapids, who just now is trying to make Dutch Masters a byword. One day while visiting a Detroit cigar dealer, Mr. Johnson, who kept his identity under cover, asked him if he had any Dutch Masters in stock?

"Sure," said Mr. Dealer.

"What do you think of them? Are they good cigars?" asked Mr. J.

"They're first-class, sir, and the last lot we received are exceptionally fine. How many do you wish?"

"Not any," said Mr. J. "You wrote in to the house that they were very poor. I'm very glad to find you were mistaken. I'm the manufacturer, thank you, sir."

Will Adams, who is to represent Beals & Selkirk after January 1, has left for the East, where he will look over the ground, preparatory to moving his family there.

The close proximity to the holidays held the attendance of Council No. 9 meeting last Saturday night. What the meeting lacked in size, however, was made up in enthusiasm. The usual routine of business was disposed of and two candidates were put through the paces, coming out with flying colors and as full fledged members of a great order. The lucky candidates were: Francis "Speed" Frederichs (Burnham, Stoepel & Co.) and Alfred M. Rieder (Schiller & Koffman). The degree team put "Speed" Frederichs through in a very gingerly manner—"Speed," you know when not selling goods on the road in the fall of the year plays professional football. Alfred Rieder, however, proved a pretty husky youngster, even though he never saw a football game. Many more applications are in and voted on and it is expected they, with others, will become dyed-in-the-wool U. C. T. members immediately after the holiday season has passed.

Detroit has twenty-four manufacturing companies who receive and send goods all over the world.

The Globe Soap Co., of Cincinnati, held a meeting of the Great Lakes salesmen at the Cadillac Hotel last Saturday. Robert Higbee, Secretary-Treasurer, Walter Bousche, General Manager, and Harry A. Rohmer, Manager of the Great Lakes division, gave some interesting talks to those salesmen who were present, after which all sat down to a sumptuous

spread. The salesmen who attended the meeting were: Paul Berns, Wm. Wise and Wm. McKinsey, of Grand Rapids; A. S. Hill, Detroit; Walter Terwillegar, Madison, Wis., and Henry Sandels, Milwaukee.

Joe Sandbrink, who has been instrumental in keeping Crowley Bros.' name so well before the merchants of Western Michigan (including Grand Rapids), was in Detroit this week, en route to his old home in Cincinnati, where he will spend the holidays. Joe maintains an office and sample room in Grand Rapids for his firm.

W. S. Backus, general merchant at River Rouge, started in business in the same location that he now occupies, about ten years ago, although both the store and stock of merchandise was much smaller than they are to-day. Through the honest efforts of Mr. Backus and his good wife, they have prospered and to-day not only own a fine department store and are prosperous otherwise, but deserves the more credit because when he first started in business he did so without any mercantile experience whatsoever.

"Billy Lehman, the only dry goods salesman who ever sold calico at wholesale in cut lengths, is in town. "Billy," who represents A. Krolik & Co., has outgrown the cut length idea some years since and has, instead, developed into a case lot salesman. He shows great sagacity a large part of the time with the exception, of course, of living in Saginaw. "Billy" is quite a philosopher. He says most men would rather call their wives a jewel than to give them one.

One of the interesting sights seen on the streets these days is a product of a Grand Rapids company's progressiveness—a huge wooden shoe setting on the chassis of an automobile. A driver sits in the extreme rear end of the "shoe," which causes many comments wherever it is seen. The "shoe auto" advertises Dutch Master cigars.

The following out-of-town merchants graced Detroit with their presence last week: Mr. Streeter, of Streeter & Co., Memphis; Mr. Palmer, Yale; Mr. Dudley, Dudley Bros., Armada; Mr. Bell, Bolton & Bell, Fostoria; George Forester, Decker-ville; Henry Koul, Wyandotte; C. H. Wright, Davis; J. J. Pool, Algonac, and A. Bailey, Trenton.

There was a great disappointment for Detroit Council No. 9 at their meeting last Saturday night. Arrangements were made to receive C. A. Hempstead, Past Counselor of the Council, who is making his home in Algonac. As far as the distance is concerned, Mr. Hempstead might as well live in the Transvaal, so far as its keeping him from lodge meetings. It is hoped, however, that he will appear at one of the meetings in the near future and let loose some of his natural eloquence on the boys.

While there will be a few minor changes this year, the new year will find practically the same old traveling men swapping the same old chestnuts on the same old territories. Which will, undoubtedly, prove good news to those merchants (and others) who have come to like and know the salesmen who have been calling on them.

Detroit policemen have acquired the reputation for being sure shots—that is to say, they are sure to shoot when they pull the trigger. The other day one walked into a shooting gallery, laid down 5 cents and took aim at one of the moving objects in the rear of the place. He then looked around him and was surprised to find that the entire crowd, including the proprietor, had fled.

Herbert Todd has been made manager of the underwear department of Edson, Moore & Co., to succeed Erskine McLeish, who has retired on account of ill health. Mr. Todd has been connected with Edson, Moore & Co. for a number of years and has

been gradually entrenching himself with them until to-day he is considered a mainstay. He has had charge of the city salesmen for the past five years.

We are very much elated to hear that I. Krohn is now on our weekly talk list. Ike, you know, was one of the first to discover that hair on a man's head was a superfluous quantity and unnecessary, so he went in business and worried his out.

J. R. (Rube) Waddell (G. H. Gates & Co.) not content with distributing a large amount of "bull" over the territory, has purchased an English bull which he will leave at home when he is on the road.

Traveling men may come and traveling men may go, but tips are still being accepted.

Speaking of tips being accepted, it is well to remark that nothing can be accepted unless first presented.

What goes up must come down. Maybe, but when it comes to edibles, they're a darn long time up.

Abbie Finsterwald, junior member of the Majestic Cap Manufacturing Co., says some people who use religion merely for a cloak will probably not need any garments in the next world. It will be warm enough. A Merry Christmas to "Earnest" Stowe, the traveling man's friend.

We're open for news items of all kinds, reserving the right to use the wrong sides of the paper to figure out how our jokelets are going to take. 211 Columbus avenue.

James M. Goldstein.

#### The World Market for Beans.

California bean growers have for many years so completely dominated the markets that they have become indifferent to competition, considering it to be negligible. Developments of late should serve to arouse them to the danger of over-confidence in their ability to control the situation. Competitors have appeared, as it were, over night, and they have secured certain strategic positions. If the growers of California expect to overcome the advantages already taken by these rivals in trade they must without delay alter their policy and enter the markets on a competitive basis.

The political divisions which now most strongly compete with California are Texas, Colorado and Michigan, in the United States, and Madagascar, Europe and Japan, abroad. The situation of all of these is such as to give them advantages over California which can only be offset by a readjustment of prices. Texas is producing Blackeyes, Bayou and Mexican beans in large quantities, and is increasing her acreage of these very rapidly. She is in a fair way to shut off the market in the Eastern states from California. Colorado's output of pinto beans is very large. This has been the result of dry farming. Those who have been predicting that the raising of pintos would be abandoned in Colorado after one extremely dry season have been surprised to learn that the dryer the season the more beans are produced. This is because in a dry season the farmers of Colorado increase their acreage of beans at the expense of that of wheat and other products which depend greatly on rain. Beans are peculiarly adapted for dry weather, especially where dry farming is practiced. Actual experience is now showing that the pintos of Colorado are taking the market away from the pinks of California.

Idaho and Michigan are producing small white and Lady Washington beans, which not only successfully compete with California small whites in the East, but also threaten to take some markets nearer at home away from California.

These beans are invading Washington and Oregon to the exclusion of the small whites of California. If they are allowed to continue their advance it will not be long before the sales of California small whites will be strictly confined to local markets. As to Madagascar, it may well be said that the Limas of that country have forced California Limas out of the foreign markets and are making inroads into the markets of the Eastern states. The amount of Lima beans that California has shipped to Europe during the past five years is so insignificant as to be unworthy of consideration from a commercial point of view. In New York the Madagascar bean has won popular favor. It commands patronage at a premium of ten cents per hundred pounds over the California bean. This is explained by the fact that the Madagascar beans are hand picked, are uniform and are highly desirable.

Japan is making serious inroads into the domestic market of the United States through her sales of the so-called Manchurian Lima or butter beans. These beans are all grown in Hokkaido, one of the northern islands of Japan, and they are very desirable. During the past month or so 150 carloads of these beans were distributed over the United States from San Francisco. Consumers in this country show that they favor so-called Manchurian Limas and will buy them in preference to the Californian Limas when the difference in prices leans favorably to the Japanese article. When the downward revision of the tariff is accomplished, so that the Japanese beans will be given even a still more advantageous position in the markets of the United States than they now have, the quantity of Limas that will pour into the country from the Orient will be such as to seriously jeopardize California's business in beans.

As showing the European menace to the bean trade it may be stated that Austria now dominates the market for cranberry beans in New York, and will very likely extend her field when the tariffs are reduced.

In the struggle for markets California is greatly handicapped. She has not only to contend with the lower prices set by competitors, but must also labor under adverse rates of transportation. As an example of this it may be stated that during the past season Colorado pinto beans sold at \$2.25 when California pinks sold at \$3.50. The cost of transporting pintos from Colorado to Missouri River points is 30 cents per hundredweight, while the charge on pinks from California to the same points is 85 cents. When it is considered that the pinto appeals to public sight and taste just as effectively as the pink it is hardly necessary to say that the difference in the prices of the beans at the sources of supply and the costs

of transportation of the centers of consumption argues in favor of the elimination of the California product from the market. That the prices asked by California growers for their beans are altogether too high to ensure trade is also demonstrated by the fact that Michigan is now shipping peas, small white and Lady Washington beans to Seattle and Portland and selling them in those cities for much less than California small whites sell for in the same places. At the same time it must be realized that Texas is becoming a great bean-producing State. She is much closer to the great centers of consumption than California is, and when her output is increased to the extent generally anticipated in a few years she will take away from California all the markets that the bean growers of California have considered as pre-empted by them.

It must be admitted that, under the present circumstances, Texas, Colorado and Michigan can effectively shut California out of the more important domestic markets for all classes of beans, excepting Limas. With the markets of Europe already lost to California Limas, as a result of competition with Madagascar Limas, it would not be in the least surprising to find the sales for California beans limited to the domestic market for Limas.

In the domestic field California Limas would not be free from competition. They would find the Madagascar beans very powerful competi-

tors. As a Lima bean producing country Madagascar has but one rival at the present time, and that is California. Madagascar is some 60,000 square miles larger than California, and much of its area is perfectly adapted for the cultivation of Lima beans. The acreage devoted to these beans is being constantly increased. The production is growing by leaps and bounds. Labor is very cheap. Lima beans produced in Madagascar have no superiors in the world. Being hand picked, these beans are placed on the market in uniform shape and are especially attractive in that they are clean and consistent. When it is considered that there is a great demand for them in New York now when they sell at ten cents a hundred pounds more dearly than California Limas, it would be well for California growers to look forward to the time when, with the Madagascar output immeasurably increased, they can be placed in American markets at lower prices than the California Limas.

Conditions are such as to plainly indicate that the California bean growers must establish themselves on a competitive basis if they wish to hold their place in the markets. The time has passed when they can mark up the prices. If they do not care to load themselves more heavily with holdover stocks from year to year in the future they must meet the prices set by Texas, Colorado, Michigan and Madagascar.—F. P. Savinien in Western Canner.

**ROYAL**

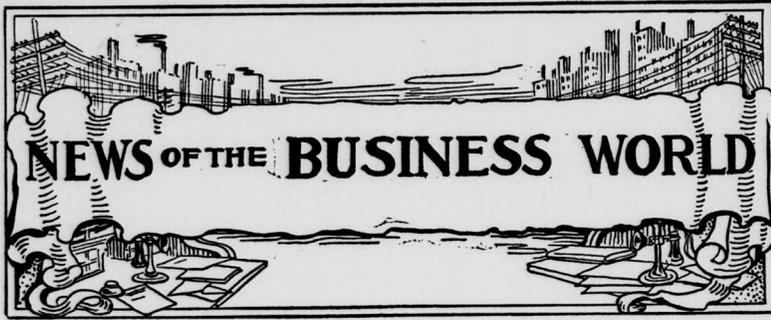


**ROYAL**

**BAKING POWDER**

**Absolutely Pure**

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.



### Movements of Merchants.

Interlochen—Tony Wizkoski has engaged in the meat business.

Copemish—Mrs. E. M. Rensberger has opened a bazaar store here.

Suttons Bay—John Smiseth has opened a garage and repair shop.

Rockford—Carl W. Hyde succeeds Hyde & Porter in the cigar business.

Cadillac—Smith Bros. succeed Kelly & Mather in the implement business.

Perry—R. H. Cottrell will open his department store here about Feb. 1.

Battle Creek—G. F. Gunthrope has opened a grocery store at 328 Lake avenue.

White Cloud—D. C. Holt has opened a jewelry store in the Matheson building.

Negaunee—Mrs. Frank Smith succeeds Mrs. M. E. Arland in the millinery business.

Vermontville—Willard Miller, recently of Hastings, has engaged in general trade here.

Delton—Frank Adams has closed out his stock of groceries and retired from retail business.

Elk Rapids—The H. S. Amerson general stock is now in the possession of Edson, Moore & Co.

Constantine—C. R. Johnston has purchased the Beasley meat stock and will continue the business.

Howard City—Mrs. M. VanAuken, recently of Grand Rapids, has opened a millinery store here.

Webberville—Dunn Bros. have sold their grocery stock to Maynard Bowen, who will continue the business.

Cadillac—Frank Johnson succeeds the Cadillac Grocery Co., having purchased the interests of other partners.

Iron River—The Huron Iron Mining Co. has filed a voluntary petition in bankruptcy in the United States court here.

Kalamazoo—Herman H. Mittenhal, wholesale fruit dealer of Battle Creek, will open a branch store here about Jan. 1.

Trout Creek—N. H. Kieffer, recently of Merrill, Wis., has opened a general store in the John Gerrits building.

Chase—M. E. Nicol, who conducts the post-office here, has opened a crockery, stationery, confectionery and cigar store.

Grand Ledge—George B. Watson has sold his grocery stock to Walter C. Rossman, the former owner, who will continue the business.

Kalamazoo—E. L. Yaple has purchased the interest of his partner, C. B. Cone, in the Quality house furniture stock and will continue the business at the same location under his own name.

Reed City—Mrs. Belle Woods, who has come into possession of the late N. A. Stoddard furniture stock, is closing it out at private sale.

Tower—J. J. Mahler, who has conducted a general store here for a number of years, is closing out his stock and will retire from business.

Charlotte—Mrs. Blanche Mott bid in Hall Bros. grocery stock at receiver's sale, the amount offered being \$2,250. The court will no doubt affirm the sale.

Kalamazoo—Earl M. Slover and Oral F. Huber have formed a copartnership and purchased the Mark Anson drug stock, at 1717 East avenue, and have taken possession.

Grand Ledge—George B. Watson has sold his grocery stock to Walter C. Rossman, of whom he purchased it five years ago. Mr. Rossman will continue the business.

Bronson—Roy Carroll has purchased the B. D. Carroll stock of general merchandise at Gilead and will continue the business as a branch to his general store here.

Jackson—The Hartwick-Woodfield Co., wholesale and retail dealer in lumber, coal, sash, doors and interior finish, has increased its capital stock from \$50,000 to \$100,000.

Corunna—Seth A. Tubbs has sold his interest in the hardware stock of Minnie & Tubbs to John H. Ramsey, and the business will be continued under the style of Minnie & Ramsey.

Bishop—William Boss, who has conducted a general store here for the past five years, has sold his stock to Jacob Koning, recently of Grand Rapids, who will continue the business.

Kalamazoo—E. M. Sergeant, wholesale coal dealer, has merged his business into a stock company under the style of the Sergeant-Zwisler Coal Co., with an authorized capital stock of \$25,000, of which \$15,000 has been subscribed, \$20 being paid in in cash and \$14,980 in property.

Lansing—Page & Gullett, dealers in boots and shoes, have merged their business into a stock company under the style of Page & Harryman, with an authorized capital stock of \$15,000, of which \$10,000 has been subscribed, \$134.11 being paid in in cash and \$9,865.89 in property.

Bay City—C. E. Rosenbury & Sons, dealers in house furnishings, have merged their business into a stock company under the same style to carry on a general manufacturing and mercantile business, with an authorized capital stock of \$36,100, all of which has been subscribed and paid in in cash.

Forsyth—P. J. Goodman & Son, conducting a general store and dealing in lumber, have merged their business into

a stock company under the style of the Little Lakes Lumber Co., with an authorized capital stock of \$100,000 of which \$50,000 has been subscribed, \$1,200 being paid in in cash and \$48,800 in property.

Hastings—Jacob Weickenant, of Battle Creek, and Joseph D. Riede, of Charlotte, have purchased the Loppenthien Co. stock of dry goods of F. C. Stoepel, Trustee. The stock will be closed out at special sale and an entirely new one purchased and the business continued under the management of Mr. Riede.

Detroit—Anthony J. Detlaff, engaged in the plating and polishing business, has merged his business into a stock company under the style of the A. J. Detlaff Co., with an authorized capital stock of \$150,000, of which \$100,000 has been subscribed, \$11,135.76 being paid in in cash and \$88,864.24 in property.

Owosso—Adelbert Truax, who swindled Owosso merchants a year ago and was arrested and placed on probation for four years with the understanding that he pay back amounts secured unlawfully, is now wanted by Benzie county officers, who offer \$50 reward for his capture, on a charge of securing \$365 on forged paper.

Detroit—Suit has been instituted in the Wayne Circuit Court by William S. Kirk and J. Roy Blakeslee, stockholders of the Wolverine Hardware Stores Co. against that concern and the Fletcher Hardware Co., together with several officials of the latter, to prevent the disposal of assets of the Wolverine Co., and to obtain the appointment of a receiver. The complainants allege that they were induced to take stock in the Hardware Stores Co. on the promise of being made managers of stores, but that they found the stock was largely controlled by the Fletcher Hardware Co. and that goods were required to be purchased from the Fletcher Hardware Co. at more than the regular market price. A temporary injunction was granted restraining the officers from disposing of any of the stock of the Hardware Stores Co. at less than market price.

### Manufacturing Matters.

Riverside—L. Simmons has opened a bakery here.

Nashville—The Nashville Lumber Co has been succeeded by W. J. Liebhauser.

Masonville—The Escanaba Lumber Co. has been succeeded by the Stack Lumber Co.

Grand Haven—Henry Bol succeeds Louis Brown in the manufacturing and retailing of cigars.

Detroit—The William Wright Co. has been succeeded by the Linsell Co. in the lumber business.

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

Plymouth—The International Milk Products Co. has increased its capital stock from \$100,000 to \$125,000.

Hastings—The Barnes Co. has engaged in the manufacture of bath machines and vacuum cleaners.

Detroit—The capital stock of the Commercial Milling Co. has been increased from \$80,000 to \$200,000.

Coldwater—Roy Downs, candy manufacturer, has opened a retail confectionery store on South Monroe street.

Detroit—The Sattley Coin-Handling Machine Co. has increased its capital stock from \$200,000 to \$250,000.

Ovid—The Kirkam-Mattson Co., manufacturer of school furniture, is moving to this place from Grand Haven.

Marquette—H. M. Craig, manufacturer of leather gloves, will add four machines and increase the capacity of the plant.

Greenville—Andrew J. Armstrong has sold his interest in the Montcalm Creamery Co. to James Lynch, who is now sole owner.

Grand Haven—Jacob Smith and William Sloomaker have engaged in the baking business under the style of the Smith Baking Co.

Fenton—The Fenton Engineering Co. for the manufacture of a cycle car, with \$100,000 capital, has been organized. The factory will be located here.

Kalamazoo—The U. S. Auto Parts Co. has engaged in business with an authorized capital stock of \$1,000, which has been subscribed and \$500 paid in in cash.

Lansing—Seymour A. Rice has sold his interest in the Rice Electric Co. to Louis J. Birney, who will continue the business under the same style and at the same location.

Detroit—The Heat Treating & Welding Co. has been organized with an authorized capital stock of \$8,000, of which \$4,000 has been subscribed, \$600 paid in in cash and \$2,900 in property.

Detroit—A new company has been organized under the style of the Victor Knitting Mills, with an authorized capital stock of \$25,000, which has been subscribed and \$2,500 paid in in cash.

Hastings—W. F. Hall, of the Big Rock Knitting Co., of Chesaning, was in town recently looking over the city, which he has been considering as a favorable place for moving his factory.

Detroit—The Steel King Motor Plow Co. has engaged in business with an authorized capital stock of \$100,000, of which \$55,000 has been subscribed and \$10,000 paid in in cash.

Adrian—The National Auto Accessories Co. has been organized with an authorized capitalization of \$6,000, which has been subscribed, \$1,500 being paid in in cash and \$4,500 in property.

Detroit—The Detroit Axle Co. has engaged in business with an authorized capital stock of \$50,000, of which \$40,000 has been subscribed, \$5,000 being paid in in cash and \$35,000 in property.

Saginaw—A cable message to the new American Cash Register Co. recently received from Buenos Ayres, So. America, awarded the concern a contract for 121 cash registers, amounting to \$30,000. The company now has \$96,000 of unfilled business in the factory. The machinery is being set up as rapidly as possible at the factory, and it is hoped to increase the output to \$60,000 monthly by February. About 135 men are now engaged at the plant and the company is in need of more men for whom it is advertising.



### Review of the Grand Rapids Produce Market.

Apples—Greenings and Baldwins, \$3.50; Wagners, \$3.75; Northern Spys, Jonathans and Shiawassee Beauties, \$4.25@4.50.

Bananas—\$3.75 per 100 lbs. or \$1.75 @2.50 per bunch.

Butter—Receipts of fresh butter are about normal for the season, but the percentage of strictly high scoring butter is very light and the market is firm on the present basis. Stocks of storage butter are reducing very slowly and the market is barely steady at about unchanged prices. The market is not likely to radically change soon. Fancy creamery commands 35c in tubs and 36@37c in cartons. Local dealers pay 21c 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—\$12 per bbl. for Late Howes.

Cucumbers—\$2.25 per doz.

Grape Fruit—The price is steady at \$4 per box for all sizes.

Eggs—Receipts of fresh have increased to a considerable extent, owing to the very favorable weather. This increase is noted all over the country. Storage stocks are reducing rapidly and the future depends much upon the weather. There have been considerable importations of foreign eggs, and more because of that than anything else the market declined about 10c per doz. from the highest point. Local dealers have reduced their paying price to 27c, while cold storage holders have lowered their quotations to 23@24c.

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 per box; California, \$6.25.

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 \$1.50 for white; Spanish, \$1.40 per crate.

Oranges—\$2.50 for Floridas; \$2.75@3 for California Navals.

Peppers—Green, 75c per small basket.

Potatoes—The market is without

change. 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; 14c 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—\$1 per bu.

Sweet Potatoes—Delawares in bushels, \$1.25; Jerseys \$4 per bbl.

Tomatoes—\$3.50 per 6 basket crate of California.

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

For fifty-six years the Rindge-Kalmbach-Logie Co. has given its employes turkeys at Christmas time. For the past fifteen or twenty years the turkeys have been furnished by Frank N. Cornell, of Sunfield. The assignment this year amounted to 160, with an average weight of twelve pounds. The turkeys were laid out on tables in the basement of the factory and tagged with the names of the employes, the size of the turkey depending upon the size of the employe's family. James Campbell received his forty-fourth turkey, being the oldest employe in the establishment.

Charles Clarke, Assistant Commissioner of Industries of the Grand Trunk Railway, has published a book entitled Japan, in which he graphically describes a trip he made to the Flowery Kingdom in 1910. The book is not a large one, being only 135 pages in extent, but it is bright and entertaining on every page and the Tradesman cheerfully commends it to the perusal of anyone who is in any way interested in the subject. The price of the book is \$1.

Wm. R. Roach, the Hart canner, was in the city Tuesday on his way home from New York, where he booked contracts for next season 25 per cent. in excess of his orders from the same houses any previous season. Mr. Roach is an optimist of the optimists and refuses to believe that the country is going to the demnition bowwows.

J. T. Loomis succeeds George E. Murphy in the billiard and cigar business on Madison Square.

Connelly & Disc are succeeded by Kate S. Connelly in the grocery line on Madison Square.

Reimink Bros., grocers at 2020 South Division avenue, are succeeded by G. J. Koning & Son.

### The Grocery Market.

Sugar—The Federal and Arbuckle refineries have reduced their price to 4.10c. Other refiners still hold at 4.15c. This decline automatically reduces the price of Michigan granulated to 4c. The market is weak. The outlook for raw sugar is also weak, as crops promise to be very large if the weather proves favorable. The consumptive demand for refined sugar is fair.

Tea—All markets are experiencing the usual holiday dullness. Prices are firm, with advances in some lines after January 1.

Coffee—Prices are nominally unchanged, but the chance is that anything like good business would bring concessions from first hands. This applies to all grades of Rio and Santos. Mild coffees are having a fair demand at fairly steady prices. Java is unchanged and quiet. Mocha is scarce and high.

Canned Goods—Tomatoes are about the same as a week ago. Corn and peas are also unchanged and dull. Apples are moderately active at unchanged prices. California canned goods are in fair demand at unchanged prices. Small Eastern canned goods are in moderate request, most lines being firm because of short pack.

Canned Fish—Salmon of all grades are unchanged and quiet. Domestic quarter oil sardines continue very scarce and very high, all packers quoting \$3.25 per case in a large way f. o. b. Imported sardines are also scarce and very high.

Dried Fruits—There is still much indignation expressed by local jobbers over the action taken by the Associated Raisin Co., which proposes to do away with private brands. Rather than do this some of the jobbers declare that they will establish their own seeding plants. Most of the large jobbers have already contracted for their supply of labels for the coming campaign and are in a position to practically oppose the scheme of the growers' company, which seems to have for its object the exploitation of affiliated packers' brands. In California and Oregon prunes the trade is dull, but the market has a firm undertone and there is no change in prices. There is little interest shown in California peaches. Producers on the Coast are actively at work on the organization of a selling company along the same lines as the California Raisin Co., with every prospect of a successful termination of their work. Apricots are closely cleaned up on the Coast and the feeling is firm, but there is little demand at present. Currants on the spot remain firm, as the cargo landed by the Dora is held to be hardly sufficient to meet current requirements of consumption. Citron and peel are firm and moderately active. The carry-over into the new year, it is asserted, will be the smallest known for many seasons.

Cheese—Prices are unchanged and show no signs of immediate change.

Syrups and Molasses—Corn syrup is without change. Compound request at unchanged prices. Sugar

syrup dull at ruling prices. Molasses in good demand, and as to the fancy grades, scarce.

Starch—Muzzy bulk and Best bulk and package have declined 10c per 100 lbs.

Provisions—Smoked meats are steady and unchanged. Pure and compound lard are steady at unchanged prices and with a fair demand. Barreled pork is very dull, canned meats very steady but dull, dried beef off another cent. The very high prices ruling on dried beef have greatly curtailed the consumption.

Salt Fish—Norway mackerel are not generally offered, being in very small aggregate supply and held in few hands. There is an every day demand at prices ranging considerably above a year ago. Some operators predict an advance after the first of the year. Irish mackerel are likewise in small supply, but are not as much wanted as Norway fish, though first hand holders had no difficulty in disposing of their supply. The prices of Irish mackerel are also somewhat above last year's level. Cod, hake and haddock are quiet and unchanged in price.

Kalamazoo—The Celery City Creamery Co. has engaged in business to manufacture and deal in all kinds of dairy products and to buy and sell eggs, oysters, fruits and honey. The company has an authorized capital stock of \$15,000, of which \$11,500 has been subscribed, \$4,000 being paid in in cash and \$7,500 in property.

Harry Witkoski has commenced business at 113 Campau avenue in the repair of magnetos, coils and other electrical work. He was formerly employed by the Grand Rapids Electric Co. and others in the electrical line. He is using the style of Kent Electric Co.

The Tucker & Harper Lumber Co., after January 1, will remove its office here to its cypress plant at Loughman, Fla., which is situated on main line of Atlantic Coast Line Railway, 175 miles south of Jacksonville and 75 miles north of Tampa.

Midland—The Midland Brick & Tile Co. has merged its business into a stock company under the style of Midland Tile Works, with an authorized capital stock of \$10,000, of which \$8,300 has been subscribed, \$425 paid in in cash and \$6,500 in property.

Grand Ledge—Carl Florian and Emory E. Turner have formed a co-partnership and will open a machine and automobile repair shop under the style of Turner & Florian. They will also manufacture specialties.

Arthur Barnes has taken over the meat business at 1923 South Division avenue, which has been conducted by Eugene C. Poole under the style of Barnes & Poole.

Mrs. Fred Potter succeeds Frank O'Donnell in the grocery and bakery business at 413 Fourth street.

Peter C. Hansma has removed his shoe and repair shop from 1118 Wealthy street to 753 Oakdale street.



The stockholders of the Cheboygan State Bank and Cheboygan County Savings Bank will meet Dec. 27 to vote on the advisability of a merger or consolidation of the two institutions. The new bank will be known as the Cheboygan State Savings Bank. The Cheboygan State Bank will increase its capital stock from \$50,000 to \$60,000 and also pass on to the new organization its surplus of \$10,000, making \$70,000 altogether. For this \$70,000 the stockholders will receive \$35,000 in cash and stock of the new bank at par for the remainder. The directors will be selected from existing directors, one-half from each bank. Frank Shepherd, President of the Cheboygan State Bank will not be interested in the re-organization, retiring of his own volition. The same is true of Mr. Malony. The consolidation will effect a saving of \$6,000 a year in expense which, in itself, will be enough to pay a reasonable dividend on the new capital stock. It is expected that H. A. Blake will be President of the new corporation and Ward L. Hagadorn Cashier.

Probably nothing in banking circles has caused such widespread discussion as an announcement sent out by the Ford Motor Co. to firms from which it buys materials and supplies that hereafter accounts due for the company's purchases will be paid by depositing the amount to the name of the creditors in the Highland Park State Bank, and that the old system of paying by check will be discontinued to save time and labor. It is made clear that those of whom the company is a customer are at liberty to check on their accounts at any time, withdrawing part or all of their balances, but the company "trusts that they will not withdraw the account." It is estimated that the Ford company has been paying \$6,000,000 each month by check, this being a conservative estimate made by one of the bankers, and keeping two stenographers busy continuously from the 1st to the 15th of the month drawing up the checks necessary to cover these current expenses. That the new plan will have a considerable effect on the business of both the Highland Park State Bank and the banks of Detroit is acknowledged. Although the Highland Park State Bank has no direct connection with the Ford Motor Co., the majority of the stock is held by Ford officials, James Couzens, Vice-President and Treasurer of the company being President of the Bank, with Henry Ford a heavy stockholder. It was organ-

ized in 1909 to handle the financial business of the company, but its business is not confined to the company. According to the statement of June 24, 1913, the resources were \$3,019,787.26, with commercial and savings deposits amounting to \$2,710,305.13. It is asserted that the new system inaugurated by the Ford company has no exact analogy in the recent history of business.

The Security Trust Co. (Detroit) has signed a ten year lease on the north half of the ground floor of the Moffat building, owned by the estate of Hugh Moffat. The company has been sharing quarters with the Michigan Savings Bank which is preparing to move to the ground floor of the Bamlet building, at Griswold street and Grand River avenue, the entire structure having been leased for ninety-nine years by a syndicate of the Bank's officials. Possession of the newly acquired space by the Trust Company is contingent upon the removal of the Bank. Although the lease held by the latter does not expire until May, 1915, the Bank expects to move in a short time. The Trust Company will have twice the floor space it now occupies.

Plans for the creation in Detroit of a National bank with capital and surplus of approximately \$7,000,000 are receiving consideration by officers and directors of the Old Detroit National and First National Banks. The plan, which is still in an embryonic stage, involves consolidation of the two institutions, the two largest National

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

**GRAND RAPIDS SAVINGS BANK**

### No Deduction for Income Tax

The interest coupons of the collateral trust bonds of the **AMERICAN PUBLIC UTILITIES COMPANY** and of the bonds of its subsidiaries will be paid in full.

These securities we consider safe and profitable investments.

Price upon application.

**Kelsey, Brewer & Co.**  
Bankers, Engineers, Operators  
Grand Rapids, Michigan

## 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  $3\frac{1}{2}\%$  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

## Fourth National Bank

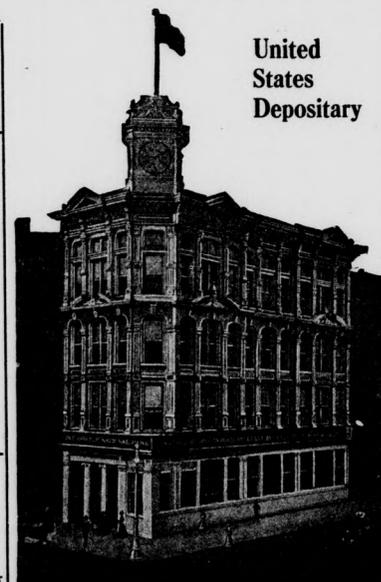
Savings  
Deposits

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

$3\frac{1}{2}$

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Capital Stock  
and Surplus  
\$580,000

banks in Michigan. To investigate the practicability of the proposed union, the directors of each bank have selected a special committee of its officers and these committees, within a few days, will get together to give the proposition thorough consideration. As yet there has been no meeting between the committees and no formal action has been taken by either bank beyond selection of the personnel of the committees. In referring to the prospect, Wm. J. Gray, Vice-President of the First National Bank, said: "Detroit has grown to be a great city; it is no longer a country town. It is the home of great manufacturing industries, with requirements for larger capital than any one Detroit bank can now supply. As you know, the National banking law limits loans by National banks to 10 per cent. of capital and surplus to any one customer. The result has been that large borrowers have been obliged to divide their business with two or more banks or even go outside the city for capital needed in operation of large industries here. That is not as it should be. The business of each customer should all be handled by one bank. When loans are obtained from several banks, it becomes difficult for a bank to have as complete knowledge of the borrower's affairs as it ought, for it is not easy for banks to obtain information of this nature from other banks. Should the Old Detroit and the First National be united Detroit will be given a bank with facilities great enough to provide for the needs of its large business enterprises.

Of the effect of the new banking law in at least one direction, there is no doubt whatever. That it will abolish the whole phenomenon of financial panic is not in the least to be expected. Human nature, excesses of speculation and abuse of credit would have to be abolished first. But the precise phenomena of 1907—the grasping by each of our 25,000 banks at the other's reserves; their suspension of cash payments because of the hoarding of currency; and, finally, the open market premium on all kinds of currency and the issue of emergency paper money—will not be possible.

The next point of interest will be, just how the system probably will work in the autumn "harvest demand." We will no longer have the mountain of re-deposited country bank reserves in Chicago and New York, against which interior banks draw cash by the tens of millions, with the familiar resultant loan contraction. The country bank will tender its merchants' paper for rediscount at its regional institution, and thereby establish an enlarged reserve. It can then expand its loans. When it comes to getting the requisite supplies of currency for paying the farmhands and providing the till-money of country stores in the active season, it will draw, as against that credit, either the present small notes of Government currency or the new reserve notes.

But this very fact draws attention to the second uncertainty. Will the management of our regional banks be quick to adopt such policy, if they see

that the member institutions are encouraging undue speculation? Our great city bankers have not been in all respects noted in the past for the pursuance of a money-market policy which is based on putting up discount rates with the open purpose of checking and obstructing a speculative movement, based on expanded credit. Still with the new banking system come new responsibilities, and a bank directorate which deals with banks alone is something different from one which deals with powerful individuals.

All this will leave two serious questions open. Under the new provisions, the reserve of any bank may consist in the proceeds of its own commercial paper, rediscounted at a central bank. Will this mean so great facility for increasing loans, and so little of the old-time "rope to the balloon" (which a cash reserve requirement provided), as to encourage undue expansion, not of the currency, but of credit? This is, perhaps, the most difficult of all points on which to make confident prediction. It is, however, just this problem which every European central bank has had to meet, and they have met it through the raising of the official bank rate for rediscount, whenever private banks were spreading out too far.

Another trouble with the cheap automobile is that it burns just as expensive gasoline.

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

	Bid.	Asked.
Am. Light & Trac. Co., Com.	333	336
Am. Light & Trac. Co., Pfd.	106	108
Am. Public Utilities, Com.	45	46
Am. Public Utilities, Pfd.	70	71½
Cities Service Co., Com.	78	80
Cities Service Co., Pfd.	64½	66½
Citizens Telephone Co.	73	75
Comwth Pr. Ry. & Lt., Com.	53½	55
Comwth Pr. Ry. & Lt., Pfd.	75	76½
Comwth 6% 5 year bond	95¾	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.	78	78¾
United Light & Rys., 1st Pfd.	74½	75½
United Lt. & Rys. new 2nd Pfd.	70	71½
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.	99	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
Kent State Bank		260
Old National Bank	204	208
Peoples Savings Bank	250	

December 24, 1913.

**STOCK OF THE  
National Automatic  
Music Company**

Approved by the  
**Michigan Securities Commission**  
Under the New So Called

"BLUE SKY" LAW

This stock pays 1% per month

**LOOK IT UP — IT'S  
WORTH WHILE**

40-50 MARKET AVE., N. W.  
**Grand Rapids Michigan**

**Kent State Bank**  
Main Office Fountain St.  
Facing Monroe  
Grand Rapids, Mich.  
Capital - - - - \$500,000  
Surplus and Profits - \$300,000  
Deposits  
**7 Million Dollars**  
**3½ Per Cent.**  
Paid on Certificates  
You can transact your banking business with us easily by mail. Write us about it if interested.

**REAL ESTATE IS THE FOUNDATION OF WEALTH AND INDEPENDENCE**  
We can show you some of the finest highly improved farms, or thousands of acres of unimproved hardwood lands in Michigan, that are rapidly increasing in value. We also have the largest list of income property in this city—INVESTIGATE.  
GEO. W. BRACE & CO.,  
64 Monroe Ave. Grand Rapids, Mich.  
Citizens 2506 Bell Main 1018

**United  
Light & Railways  
Company**  
first and refunding mortgage 5% bonds, 1932, are now issued in  
\$100.00 } denominations  
\$500.00 } to net over 6%  
\$1000.00 }  
Thus affording the small investor to obtain the same degree of safety combined with substantial income return, as his bank, banker or the large investor. Ask for our circular.  
**Howe, Snow, Corrigan & Bertles**  
Investments  
Mich. Trust Bldg. Grand Rapids, Mich.

**Michigan Trust Co.**  
Resources \$2,000,000.00.  
**OFFICERS.**  
Lewis H. Withey, President.  
Willard Barnhart, Vice President.  
Henry Idema, Second Vice President.  
F. A. Gorham, Third Vice President.  
George Hefferan, Secretary.  
Claude Hamilton, Assistant Secretary.  
**DIRECTORS.**  
Willard Barnhart. Henry Idema. J. Boyd Pantlind.  
Darwin D. Cody. Wm. Judson. William Savidge.  
E. Golden Filer, James D. Lacey, Spring Lake, Mich.  
Filer City, Mich. Chicago. Wm. Alden Smith.  
Wm. H. Gay. Edward Lowe. Dudley E. Waters.  
F. A. Gorham. W. W. Mitchell. T. Stewart White.  
Thomas Hefferan. Cadillac, Mich. Lewis H. Withey.  
Thomas Hume. R. E. Olds, James R. Wylie.  
Muskegon, Mich. Lansing, Mich.  
**3% Every Six Months**  
Is what we pay at our office on the Bonds we sell.  
**\$100.00 BONDS--6% A YEAR**

**ARE YOU THE ONE TO DIE THIS YEAR?**  
One out of every hundred at age 30 dies within the year. Maybe you are THAT ONE. \$19.95 a year will give your widow \$1,000. Is it worth while?  
**The Preferred Life Insurance Co. of America Grand Rapids, Mich.**

TRUST FUNDS KEPT SEPARATE FROM COMPANY FUNDS  
TRUST FUNDS ALWAYS CREDITED WITH THEIR OWN PROFITS  
**BE AS CAREFUL**  
IN SELECTING AN EXECUTOR AS THOUGH YOU WERE CHOOSING A MANAGER FOR YOUR BUSINESS—THE  
**GRAND RAPIDS TRUST COMPANY**  
WILL ACCEPT THE TRUST IF APPOINTED EXECUTOR OF YOUR ESTATE AND WILL RETAIN POSSESSION OF YOUR PROPERTY UNTIL EVERY PROVISION OF YOUR WILL IS EXECUTED.  
IT HAS THE TIME AND ABILITY TO ATTEND TO SUCH BUSINESS.  
ESTATES CAREFULLY MANAGED AND CONSERVED  
DUTIES OF TRUSTEE FAITHFULLY PERFORMED



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.Published Weekly by  
**TRADESMAN COMPANY,**  
Grand Rapids, Mich.**Subscription Price.**One dollar per year, if paid strictly in  
advance; two dollars if not paid in  
advance.Five dollars for six years, payable in  
advance.Canadian subscriptions, \$2.04 per year,  
payable invariably in advance.

Sample copies 5 cents each.

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

E. A. STOWE, Editor.

December 24, 1913

**THE SPIRIT OF THE DAY.**

"Merry Christmas" is the salutation which takes the place of all others on the one day of the year. It is the time of all times when everybody should be happy and in good spirits. Most people enter heartily into the spirit of the occasion and what a world of enjoyment the holiday season brings. It is not alone the giving and the receiving of presents, though that by custom has come to be the chief feature, but as well the sentiment so generally accepted of peace on earth and good will to men. The peace on earth is not an individual matter, but good will to men is particularly so. That is something always under personal control. Grudges, ill will and enmity have no place in the holiday and are incompatible with the spirit of the festival. Christmas is the anniversary of the Savior's birth, the anniversary of God's greatest gift to the world. The churches celebrate it appropriately and it is taken up by all Christendom. Sometimes the origin is lost sight of in the celebration, but the spirit of the day and the occasion is always the same.

The established custom of Christmas, recognized as the chief festival of the year, is the Christmas gift. It is the remembrance of relatives and friends, a remembrance great or small, according to circumstances, but it is the remembrance, not its cost that counts. A little gift from one may be prized more highly than one a hundred times its value from another, because of the association it recalls and the sentiment it carries. It is at this season that the ultra utilitarian rises up to complain of the American habit of carrying things to the extreme. It is urged that many spend money they can ill afford for Christmas presents, that our people are never moderate or satisfied with the day of small things. It is insisted that they desire to make gifts as great as those made by the people of larger means, and so are really intemperate in their generosity. Probably there is some foundation for a complaint of this character and presumably there are some instances where the criticism applies with indisputable force. That, however, is not the rule or anywhere near it. Strictly to apply utilitarianism to something which is largely sentimental, is uncalled for and unfair. The greatest pleasure is in the giving and if

some hardship is imposed, it is gladly accepted and cheerfully borne. The Christmas gift implies a great deal more than its cost and if its cost has compelled retrenchment and extraordinary economy on the giver, it forms the choicest part of the gift. So let every one enter heartily and in whole-souled fashion into the sentiment of the day which finds multitudinous expressions in "Merry Christmas."

**THE FOUR FUNDAMENTALS.**

The four fundamentals underlying the business prosperity of the world are the products of the earth, money, credit and confidence. In this country the crops now going to the consumer are smaller than those of the preceding year, although the Department of Agriculture finds that, on account of advanced prices, the money value of the principal ones is greater than that of the crops of 1912. This, so far as it goes, is a disadvantage to the consumer, and the reduced amount of freight cuts down the earnings of the railroads. That the small stocks of merchandise in the hands of distributors is an advantage there is no doubt. General business is unquestionably shrinking.

As to the capital of Europe that was scared out of sight by the Balkan war, the signs that it is coming into use are few. True, the Imperial Bank of Germany has reduced its discount rate 1 per cent. recently, but it has been able to do so only by the help that Berlin has received from London, and the latter city is as tight as ever. Nor is it the banks only that furnish evidence. It appears as hard to sell securities in London as at any time in many months. In this country the only securities that are offered are those that must be sold to meet maturing loans or for some equally imperative reason.

As to the party in power (nominally the Democratic party) it is not a question of what they will "dare" to do. Nobody supposes that they want to ruin the country. It is a question whether there is enough breadth and wisdom and practicality in the dominant power at Washington to give business a fair chance. The record thus far is by no means encouraging.

To return to the primary things. Money is still scarce or, rather, capital is still timid. Its timidity is due to causes well known, which causes have not yet been removed. The effects of the new tariff law are yet little understood and there are months of uncertainty ahead. Still more important is the banking and currency bill, and nobody can tell in what shape that bill will come into the world as a law. Even after its enactment the probabilities are that the strange provisions in it will be watched with distrust. And then the railroad and the trust questions will still be with us.

With all these things in the way the normal course of credit operations is impeded and at some points absolutely stopped. Here is indicated the lack of confidence which makes the whole movement of trade slow and perfunctory.

It is folly to shut one's eyes to these

things. One may, however, look with hope to certain signs of better things. There is a limit to the amount of pressure that even a Populist would be willing to place on the commerce of the United States. Having gone so far as the President and Congress have gone in their disturbance of business, they will, no doubt, apply to the situation any palliatives they can find. And, if reason prevails, the Interstate Commerce Commission will allow the railroads to raise their freight rates. That will not be fundamental, but it will be helpful. Presumably the strain on the capitals of Europe will be relaxed, though by what process does not appear. A thousand million dollars of capital was destroyed in the Balkan war. Some years will be required to replace it. As to our own country, it cannot be too often repeated that its wealth, active and latent, is so great—wealth in material and wealth in mind—that it will triumph over all follies and misfortunes. This it has done in grave emergencies in the past. It is constantly surprising the doctors of commerce.

**THE NEW BAG LIST.**

Not a little interest has been excited in the trade by the establishment of a new standard price list by the manufacturers of paper bags. To the uninitiated it may be explained at the outset that this uniform standard list does not signify that the manufacturers are to sell their bags at a uniform price. The list is subject to discounts, and the discounts vary in accordance with the ideas of the sellers, hence there is no uniform net price list.

The changes that have come about in the uses of paper bags, and the expansion of the business generally, have rendered imperative the establishment of a standard upon which to base the respective prices of the manufacturers.

The first standard list for paper bags was formulated in 1878, or thirty-five years ago. At that time the bag business was at least comparatively young, and there were few varying weights and sizes to reckon with. But year by year the popularity of the paper containers increased, until their usefulness extended to almost every department of retail business.

The work required of bags varies from a container for feathers to one for iron spikes, and it has been found necessary to furnish graded sizes from an ounce to thirty-five pounds, and a number of "specials" of even greater containing capacity.

The development of the bag business has been particularly marked during the last fifteen years. In former times it was an extensive manufacturer who made more than half a dozen grades, while to-day the price lists of the more prominent concerns embrace as many as sixty to seventy styles, all in varying sizes, made to suit different lines of contents, to please every fancy, and to meet every purpose. There are many kinds of bags for the grocer, the butcher, the baker, the fruit and the vegetable vender, the delicatessen store, the hardware store and so on. The infinite variety of weights and sizes led to the utmost confusion when determin-

ing prices, and as competition is keen and business is done in a large way on a small margin, the manufacturer who made a profit on one line frequently lost it on another, until the situation became as intolerable for him as it was unsatisfactory to the buyer. Hence the establishment of a new standard list price which it is hoped will go a long way to straighten out the entanglements of too many years' standing, and work alike for the benefit of the seller and the buyer.

Washington dispatches announce that the copper country strike will be "investigated" by Secretary of Labor Wilson. Such an investigation by such a man would be the height of absurdity. The strike has been investigated until the country is weary of the false and misleading reports which have been given publicity by union labor liars and perjurers. Wilson is the meanest type of union labor leader. He has no more idea of right and wrong than a hog has of heaven. His recent treasonable utterances at the convention of the American federation of labor at Seattle plainly indicate that he is a traitor to his country and has no conception whatever of the right of American workmen. His theory is that the world belongs to union grafters and sluggers and that he was appointed by President Wilson to aid and abet the union cause by destroying the integrity and independence of American working men and forcing them to take iron clad oaths to carry the torch of the union incendiary and the bludgeon of the union murderer. Instead of investigating things he is incapable of comprehending, he should be immediately relegated to obscurity and oblivion. Yet President Wilson has not repudiated his treasonable utterances, nor has he disciplined him or rebuked him, as he did the army and navy officers who made sport of the Wilson policies in the Philippines. If President Wilson wants the public to treat his administration as a joke, he can do it no more effectively than by keeping his union labor namesake in his cabinet.

The strike in the copper country exists in name only. The only reason for keeping up the semblance of a strike is to enable the union leaders to wax fat on the contributions which are pouring in from all parts of the country. But for these contributions the strike would have been called off long ago. There was never any real reason for the strike except the avarice of the union leaders who expected to make good from the pickings, no matter how much suffering and privation their action might entail. The union leaders knew from the beginning that the strike had no possible hope of succeeding, because the managers of the mines were so thoroughly well grounded that they knew just what they could do and when they stated before the strike was called that they would never recognize the union, every one but the poor fools who placed confidence in the lying promises of the strike leaders knew what the outcome must necessarily be.

## MEN OF MARK.

**G. Adolph Krause, President Hirth-Krause Co.**

Labor of an intelligent and consistent character, rather than the erratic undertakings of a genius, forms the foundation of the success builded by most men of the present generation engaged in the leather industry. The field for brilliant coups in this line is limited, so that it is the intelligent worker, plodding along industriously, who gathers and holds the elements of success. True it may be that the pioneer gifted by genius gained fame by some bold stroke, but the opportunities that were given to the earlier tanners and shoe makers are denied to the greater number of those who succeed them.

It cannot be denied that originaive power has as great a value now as in the days of the pioneer. Where the later found large possibilities which needed but development, the leather man of the latter generation has a narrower field in which to devote his energies where it is practically impossible to originate or develop along a line that is not already crowded. Nothing is left for the late comer to do but to accept the conditions confronting him and, by diligence and a willingness to accept the small remuneration promised in the early stages, apply himself with all the energy he possesses and thus raise himself to the level of success.

Gustave Adolph Krause was born in Ann Arbor, Nov. 16, 1853. His father was a native of Prussia. His mother was born in Wurtemberg. His father learned the tanning trade from his father and conducted a tannery at Ann Arbor for many years. Adolph attended school until he was 15 years of age, when he entered the employ of his father, buying hides and selling leather. He remained with his father fifteen years, during which time the father engaged in the manufacture and sale of shoes in Ann Arbor, Adolph looking after this branch of the business. May 3, 1883, he formed a copartnership with Frederick Hirth for the purpose of conducting a leather and findings business here and on that date bought out Samuel Parks, who was then conducting a like business at 118 Canal street. The business was subsequently removed to 12 and 14 Lyon street, at which time the firm name was changed to Hirth, Krause & Co. and, in the meantime, childrens' shoes and rubbers were added to the stock. In 1889 the firm erected a building at 16 and 18 South Ionia avenue and added a full line of shoes. Later the house purchased the water power at Rockford and engaged in the manufacture of shoes at that place. A year or so later a tannery was erected in which is manufactured the leather that is used in the shoes manufactured by the house. The Hirth-Krause Co. now has an authorized capital stock of \$490,000, of which \$370,000 is paid in, and the volume of the business conducted by the house now amounts to about \$1,250,000 yearly.

Mr. Krause was married in 1875 to Miss Elizabeth Kirn, of Ann Arbor. They have four living children—two

boys and two girls, Otto, the oldest son, is manager of the shoe factory at Rockford. Victor is the manager of the tannery. One daughter is now Mrs. George VanWiltenburg, of J. VanWiltenburg & Son, lumber dealers on Michigan street. The other daughter is at home. The family reside in their own home at the corner of Crescent street and Prospect avenue.

Mr. Krause joined the German Lutheran church at Ann Arbor when he was a child and continued to be a communicant of that denomination until 1896, when he became one of the organizers of the English Lutheran church, now located at the corner of Crescent street and Bostwick avenue. He has served this organization several years in the capacity of elder.

Mr. Krause has no social or fraternal affiliations outside of his home and his church. He is faithful to his business, although he does not de-

not only to his dealings with his customers, but with his employes as well. Every one associated with him and every one who touches his life at any angle finds a man who is thoroughly dependable and who is not subject to changes of mood and temperament which mar the careers of so many successful business men.

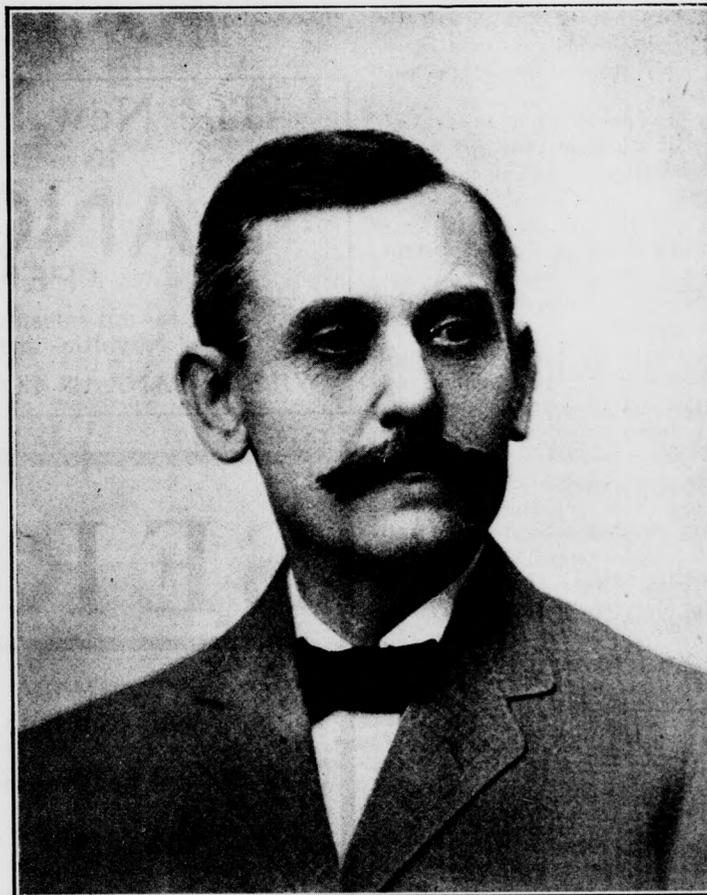
Mr. Krause has held many offices of trust and responsibility. One of the highest honors that can come to any man in his line of business came, unexpectedly and unsolicited, last week in his election as President of the Western Association of Shoe Wholesalers, which includes practically all the wholesale shoe houses between Pittsburg and the Rocky Mountains, north of the Ohio River. Mr. Krause had previously served on the Executive Committee of the organization so that his election to this office comes as a recognition of the good

himself. If every reader of the Tradesman—if one in ten even—were as thoughtful and helpful as Mr. Krause is in this respect, the Tradesman would have the largest and strongest contributing force of any publication in the country. Duly tenacious of his own opinions—as all successful men have a right to be—and possessing to a marked degree the characteristic positiveness of men of Teutonic blood and descent, he is so liberal in thought and so tolerant in speech and argument that he invariably accords the other man the same measure of freedom which he claims for himself, so that the conferences and discussions which are a source of so much pleasure to both himself and his friends are really illuminating facts leading to ultimate truth.

Personally, Mr. Krause is one of the most companionable of men. He is one of the best type of self-made men. He honors a phrase which is sometimes used in an invidious sense. He simply accomplishes a great deal by persevering industry, intelligence and a high sense of personal responsibility. Any other man may do the same if he has an ordinary equipment, but few have the courage and the character which are so prominent in the make up of Mr. Krause. He has a good perspective of life, understands the limitations of human nature and the power of selfishness, but he fights for things attainable and this city has been the gainer thereby. He is kindly in his ways and, having high ideals, he lives up to them. He is moulded somewhat out of the ordinary to the majority of men, in the fact that he is a good listener and has the ability to absorb the best thoughts and advice of other men, but always improves upon his sources of inspiration. He has helped to raise the standards and ethics of the shoe trade. He is a consistent believer in doing things "different" and, therefore, he has fathered many innovations, as, in fact, all genuinely successful men nowadays must do. There is always room at the top, no matter how crowded the bottom and the center may be.

While the lines upon which his success has been reached are simple, he himself is a very unusual man. In his way he is a practical philosopher. He has become a good deal more than a mere business man. Practical experience has greatly broadened his strong intellect. He is not only a safe advisor along business lines, but a man who has looked into life in a broad way and extracted from it many hard-won lessons. A strong man up one side and down the other he is much more apt to provoke admiration than love; blunt and outspoken, he knows nothing of diplomatic subterfuges. He has learned in a hard school and may at times have harshly taught, but he has established a record of probity which none can assail and which all may emulate with profit and satisfaction.

A drop of ink can still make millions think. But it has to be turned into live-wire language and printed on the better kind of paper to do it.



G. ADOLPH KRAUSE.

vote as many hours to it as he did in the infancy of the institution. He attributes his success to the fact that he never made a promise that he has not kept. He has made his word as good as his bond. His motto is, "He who serves his fellow men his best serves himself best." He has no hobbies, unless it may be the automobile, which he uses as a means to an end, because it enables him to get out into the open and see nature at her best.

Mr. Krause's reading has been along religious and philosophical lines and he is very generally regarded as an authority on both branches of learning. Few men carry into their business such well defined precepts and such rigid rules of right doing as Mr. Krause. This applies

work he accomplished in a less honorary and responsible capacity.

The Tradesman improves this opportunity to pay a personal tribute to the genius and helpfulness of Mr. Krause. Scarcely a day passes that he does not drop in the office on his way to or from his work to discuss some matter of mutual interest and present for publication or discussion some poem, editorial or magazine article which meets his approval or disapproval. Many of the heroics which the Tradesman has published on its front cover during the past dozen years have been selected by Mr. Krause and the same is true of dozens of timely articles which have been published regarding leather, shoes, rubbers and on business topics generally, many of them written by

### What Some Michigan Cities Are Doing.

Written for the Tradesman.

The Saginaw Board of Trade has launched a movement looking toward boat lines connecting with important lake ports. The city will have a twenty foot channel to the bay in the spring as a result of the government dredging.

A "Know Jackson" movement, inaugurated by the Chamber of Commerce of that city, is proving successful. More than a hundred business men turned out recently to visit one of the local factories.

Kalamazoo's fifth annual auto show will be held Feb. 3 to 7 in the armory building.

The Bay Cityan, organ of the Bay City Board of Commerce, will be edited hereafter by a staff of local newspaper men. New quarters will be opened by the Board in the Northwestern Michigan building, Jefferson avenue.

The town of Clio has taken steps toward improved fire protection.

Hillsdale now claims to have the best retail lumber yard in Michigan, the Cortletts having rebuilt the plant recently destroyed by fire. At a recent public reception in the new sheds there were 1,500 people present, with music speeches and dancing.

Vermontville has bought a fire engine and can throw water over the top of the lightning rod on the highest church steeple.

A city retail market place may be established at Boyne City. Committees representing the Retail Merchants' Association and the Common Council are investigating the matter.

Initial steps have been taken by the Common Council of Holland looking toward the establishment of a free employment bureau. It is proposed to locate such a bureau in the city hall, giving unemployed and employers a chance to register, so that the job and the man may be brought together.

Portland citizens have petitioned the Common Council to install a municipal ice plant. Portland's ice supply has been very uncertain for several years and the present open winter makes the people apprehensive.

A concrete and brick building, mill construction, 100x110 feet, three stories and basement, is being erected on Liberty street, Jackson, opposite the Michigan Central freight house by the Jackson Storage and Transfer Co. The building will be occupied by the W. R. Spencer Grocer Co., a new addition to Jackson's wholesale interests.

A building devoted to science and agriculture, costing \$100,000, will be erected on the State Normal School grounds, at Mt. Pleasant. Contracts for this structure will probably be awarded Dec. 26.

The Indian school, located on a farm of 320 acres at the city limits of Mt. Pleasant, now has an attendance of 325 students and excellent work is being done. The school property has increased in value to \$200,000.

The Committee of twenty-one of

the Traverse City Board of Trade recently made a request of the Grand Rapids & Indiana, the Pere Marquette and the Manistee and Northeastern railroads with respect to improved train service for holiday shoppers and every request was granted promptly by the carriers. In one instance a railroad made the change of time asked for within an hour after the petition was received.

Baldwin is assured a State fish hatchery, the Pere Marquette Railroad donating a site for the purpose.

The Saginaw Ad. Club held a recent dinner meeting at the Hotel Vincent and the problem of meeting mail order competition was discussed, with T. C. Hoffmeyer as the principal speaker. He presented statistics to show that Saginaw sends out annually upwards of \$100,000 to Chicago and New York mail order houses. Study of mail order methods and adoption of the best system, with a co-operative catalogue for Saginaw houses, was advised. He urged persistent and consistent advertising and extensive use of the parcels post.

The new power plant at the University of Michigan, Ann Arbor, has been completed at cost of more than \$300,000.

The new plant of the Benton Iron and Brass Foundry Co., at Benton Harbor, is nearly done. Benton Harbor expects to land more factories in the spring.

New machinery has been installed and drain tile are being manufactured at the Jackson State Prison. Brick are also being turned out. The bricklayers' union of Jackson has taken a stand against using brick because of its competition with free labor, and they say that other local unions will take a similar stand. The prison authorities, however, have had no trouble so far in disposing of their brick.

The Bay City ordinance establishes a license fee of \$10 per day for itinerant merchants. Legitimate merchants and tax payers there say the fee should be raised to \$100 and they have requested the Council to take such action.

Supt. Warriner, of the Saginaw public schools, suggests to the Board of Trade that an expert be engaged to study the city's needs as to industrial and commercial workers and to make recommendations on how the schools can best co-operate in furnishing these workers.

The factory of Kompass & Stoll, at Niles, will be enlarged by an addition 60x150 feet for the manufacture of metal kitchen cabinets.

The annual meeting and banquet of the St. Louis Chamber of Commerce will be held New Year's night.

The drain tile plant of Smith & Son, at St. Louis, has been purchased by J. J. Middleworth, of Duffield, and F. A. Wheeler, of Ohio, who are planning on new buildings and an increased output.

Detroit's building operations this year will exceed the \$30,000,000 mark, or about six million ahead of last year.

One of the biggest concerns in Chi-

cago manufacturing envelopes is said to be considering removal to Kalamazoo.

Battle Creek has the honor of entertaining the first National Conference on Race Betterment, which will be held Jan. 8 to 12.

Max Heavenrich is the newly elected President of the Merchants and Manufacturers' Association of Saginaw. H. T. Wickes, who has held this position since the Association was formed, declined re-election.

The Northeastern Michigan Development Bureau will hold its annual meeting Jan. 28 in Bay City. Governor Ferris and other men of prominence will be speakers at the dinner.

The Port Huron Fair and Driving Park Association has voted to erect new buildings and make other improvements at the grounds at an expense of \$5,000, also to put up \$15,000 in purses for the annual race meet. Old officers were re-elected.

Almond Griffen.



### Make Out Your Bills

THE EASIEST WAY

Save Time and Errors.

Send for Samples and Circular—Free.  
Barlow Bros. Grand Rapids, Mich.

### OFFICE OUTFITTERS

LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

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

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.

### The New Stationery House

Have taken the agency for

# "LANGROCK" PENNANTS

Wait for our salesmen with the big line of New  
Novelties in Pennants and Pillows

WILL P. CANAAN CO.

Grand Rapids, Mich.

# 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

## NEW YORK MARKET.

## Special Features in the Grocery and Produce Market.

## Special Correspondence.

New Yor, Dec. 22—There is no improvement in the spot coffee trade, but, on the other hand, a dullness even more pronounced than a year ago. When sales are made they are of the smallest possible quantity and the outlook is certainly anything but favorable to the holder of coffee. At the close Rio No. 7 is worth, in an invoice way, 9 $\frac{3}{4}$  and Santos 4s, 12 $\frac{1}{4}$ c. In store and afloat there are 1,977,528 bags of Brazilian coffee, against 2,504,777 bags at the same time last year. Milds are selling slowly. Good Cucuta, 13 $\frac{1}{2}$ c.

There is a little business going forward in teas, although there is much room for improvement. Stocks seem to be light, and in the nature of things there ought to be a turn for the better after the turn of the year.

Sugar is as dull as coffee and prices still sag. Surely the "ultimate consumer" has no occasion to repine at the price of the two staples. Raws have been reported at 3.20c. One refinery quotes granulated at 4.20c and the others at 4.25c.

Rice is quiet and nothing but quietude is likely to prevail, at least until after the turn of the year. There is some accumulation of stock and prices are decidedly "wobbly," although no decline is to be noted. Good to prime domestic, 5@5 $\frac{1}{2}$ c.

Some improvement in the molasses market is shown as the weather becomes more seasonable and grocery grades especially are doing fairly well. Quotations are unchanged. Good to prime domestic, 35@40c. Syrups are steady and unchanged. Fancy stock, 20@25c.

Spices are selling in very small lots and no interest seems to be shown for invoices. While quotations are steady there is absolutely no change.

The canned goods trade is showing a small steady movement. Tomatoes and peas are the two staples that seem to move slowest and especially the former. Some sales of standard 3s have been made at 65c, but no large lots seem available at this. Packers who can hold on think they will later find abundant justification.

Other canned foods are moving in about the usual rut and nowhere is any activity reported or looked for until later. Wm. R. Roach, the big packer from Hart, Mich., is here, bringing good nature with him and apparently, not at all interested in tales of hard times.

The warmer weather has sent us more liberal supplies of butter and the market is a little off from a week ago. Extra creamery, 36@37c; firsts, 28@29c; held stock, 32@33c; imitation creamery, 22 $\frac{1}{2}$ @24c; factory, 21@21 $\frac{1}{2}$ c.

Cheese is very firmly held, with stocks not overabundant. Top grades of whole milk N. Y. State, 16 $\frac{1}{2}$ @17c. Wisconsin, 16@16 $\frac{1}{2}$ c.

Eggs are steady, with the recent range about unchanged, notwithstanding the "boycott." The main business is with stock ranging from 31@35c although quotations range way above and below this.

## Believes in the Future of the Rural School.

Hon. Chas. W. Garfield has received the following letter from Chas. E. Bessey, Professor of Botany at the University of Nebraska:

Lincoln, Neb., Dec. 15—Several days ago you sent me a copy of the Michigan Tradesman containing your article on "What One Woman Did," that woman being Miss Ellen Mercer. I have looked over the article with very much interest and have two main thoughts in mind: first, the rather remarkable personality of the young woman; and second, the sympathetic manner in which you have written this biography. Both are ex-

tremely creditable to the two persons concerned.

On page 20 of the second column one expression there is the key to Miss Mercer's whole success in which you say that "she became an intrinsic feature of the neighborhood." That is the difference between a real teacher and a hireling. If all people that teach, taught with that feeling, we should have no failures on the part of teachers. I like what you say she did in a subsequent paragraph where you say she took hold of an out-door problem and got her pupils interested in the orchards and vines and gardens of the farmers' homes. This kind of work is what tells, and if we could have such teachers in the rural districts we should hear much less of the failure of the rural school.

You will pardon me I am sure if at this point I refer to an experience that I had in Jackson county, Michigan, many years ago. I was fortunate enough to be elected to teach the school at the little cross-roads known as Liberty Mills, about ten or twelve miles south of Jackson. I had not had the best success—at least I felt that I had not succeeded brilliantly in the school that I had taught a year earlier and so I prepared myself especially to take hold of this Liberty Mills school. I had been told that the school was a very unruly one and I found this was actually the case. However, it proved to be one of the pleasantest schools with which I had anything to do. The reason, as I explained it, why the school was so pleasant was that I took the pupils out from the usual routine. I interested them in the things out-of-doors and there was not anything outside of the school house about which the children might not ask questions and soon the questions came. They ranged from the meaning of fossils in the stones which the children picked up, to such questions as why the fog seems to rest on the frozen mill pond when it is not any place else, why the clouds move as they do, and a multitude of questions regarding farms and gardens. My experience was much like that of Miss Mercer's. I soon found that I had a united school district backing me, and when Friday afternoon came, when this out-of-door part of my school work was most in evidence I always had a lot of parents and relatives of the children present. They wanted to know what was going on in the school and they wanted to listen to what was being done.

I still have great faith in the future of the rural school. I still feel that it will be much better to restore and improve the rural school than to drive it out of existence as some people think it should be.

But I have not time to write more this morning as I have an engagement soon. It was kind of you to send me this paper and I shall remember what you said there, and make use of Miss Mercer's experience in some of the lectures which I am to give before long.

Charles E. Bessey.

## Life Is a Struggle.

It makes very little difference what you do, so long as you do it with intensity and enthusiasm. You must work hard, think hard, love hard.

Make up your mind that your whole life will be a struggle, a struggle against weakness and temptation, against sickness and misery, against shams and falseness of all sorts.

Every time you allow yourself to be beaten, every time you fail to accomplish the thing you set out to do, another step has been taken toward that bourn where the incompetent wither and shrivel up.

All life, as far as we know, means strife.—Whiting.

# 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



**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.

**Growing Goose Livers in Germany.**

The business of growing goose livers as a specialty is practically unknown in America, consequently it is easily understood why one is not able to obtain the same excellent quality and size in the article of food as is produced by poultry growers of Europe.

Germany imports a large portion of her poultry and eggs from other countries and many car loads of geese are shipped from Southern Russia into the fattening stations at Berlin, which is the largest and most central point for this class of trade. However, the finest product is grown in the districts of Strassburg and Pommern. The quality and size of livers which are shipped from these sections always bring the highest prices and are far superior in quality to any others produced elsewhere.

From my observations I have decided that the forced or unnatural growth of the liver to an abnormal size renders it more tender and also causes it to be of a better flavor than a liver taken from a goose which has not been specially fed for this purpose, and for that reason goose livers as served in American restaurants are not as palatable as the foreign product. Until poultry growers begin to take up the production of goose livers by special feeding the average American will not be able to enjoy a goose liver of the highest quality. There is a preserved liver sold at the best delicatessen stores under the name "Pate de foie Gras," but it has never been my privilege to taste that article of food in this style, but undoubtedly it is equally as good as any of the many preserved meats put up in this style nowadays and may suit the average taste.

I was unable to ascertain the exact amount of goose liver and fattened geese produced in these suburban towns each year, but considering the fact that about sixty establishments are located there, one can realize that the business is quite extensive. Many of the poorer class of town's people do considerable fattening as a side line and the entire product is sent to wholesale dealers in Strassburg. Two of the largest establishments which I visited had a cooping capacity of over 200 geese each, while the smaller ones average from a dozen to 50 cages for fattening purposes. The smaller fattening establishments usu-

ally raise their own geese, while the larger ones buy their geese from the farmers in the surrounding country.

The geese are about six months old when they are ready for fattening. They are first put into an outside inclosure for three or four days and fed on boiled corn, the object being to accustom them to confinement gradually and also to get them prepared for their regular diet during the fattening process. They are fed on boiled corn four times during twenty-four hours by the cramming machine process. The corn is boiled about one-half hour or until it is soft to the touch when squeezed between the fingers. This cramming process is carried on regularly for about four weeks, after which period, the goose is usually found to be ready for killing. During the course of this artificial feeding the liver is caused to grow to an abnormal size, while the flesh becomes soft, tender and white.

The geese are penned usually two or three tiers high, each compartment being just wide enough to allow the goose room enough to stand up and sit down, but not to turn around or move about. The coops are so constructed as to afford cleanliness and convenience for daily cleaning by the attendant, and usually this work is done by a peasant girl. Along the front of each tier of cages a galvanized feed trough is fastened where boiled corn is kept at all times to enable the fowls to eat whenever they feel tempted to do so.

Goose livers produced by the cramming process usually weigh from twelve to thirty-two ounces, and are sold to the dealer at two to four marks, 50 cents to \$1, according to size and quality. At the time of my visit the market price of fattened dressed geese was 90 to 95 pennings, about 20 to 22½ cents per pound. In addition to this a considerable income is derived from the sale of feathers which are also sold at 2 mark 40 pennings per pound, equalling about 60 cents per pound in United States currency.

I found very few pure bred geese at these fattening establishments, the majority being cross bred, between White Emden, Toulouse and Pommern varieties. White geese are preferred at all times as it is said these fatten more easily and there is also the advantage of being able to save all the white feathers which are much more salable and bring a higher price at the market. A. O. Schilling.

Time is like a typewriter eraser. It rubs out our disagreeable experiences—but leaves the paper of life thinner in that particular spot.

## 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.

## Loveland & Hinyan Co. GRAND RAPIDS MICH.

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

BEANS—Car lots and less.

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

## The Vinkemulder Company

Jobbers and Shippers of  
 Everything in

## Fruits and Produce

Grand Rapids, Mich.

If You Can Load

## POTATOES

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

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

**H. E. MOSELEY CO.**

F. T. MILLER, Gen. Manager

30 IONIA AVENUE

GRAND RAPIDS

## 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

**Sterilized Eggs To Compete With Cold Storage.**

Egg storage by sterilization is to be effected in Pittsburgh for the first time in this country. The plant is in process of erection. An egg, even in very hot weather, can, by the sterilization process, be stored for ten months and, when taken out, be as fresh as a newly-laid egg—according to those who have made the process a success in Europe for the last five years. The promoters claim that by this process eggs stored by sterilization can not be told from the freshly-laid egg when it is used.

Samuel Mendel, of Pittsburgh, is sponsor for the plan in this country and all the stock in his company has been sold. Everything will be ready for operation next spring, and contracts for pumps, trays and sheet tin cases will be let there within the next few days. For the subsidiary plants that will be built all the equipment will be made there.

The process was discovered in 1908 by F. Lescarde, a French engineer, who, at the International Congress of Refrigerating Engineers held in Paris that year told of his discovery. In 1910 they met in Vienna, and further reports were made by him on the success of the process. The International congress was held last year in Chicago when more proof of its success was made known.

The trays and cases in which the eggs are handled for sterilization can be, and are, made any size. The eggs are first of all sterilized by being subjected to the action of carbonic acid and nitrogen gases. This kills all the bacilli. They are then packed in cases in which is sterilized air, and these cases are hermetically sealed.

The eggs can then be kept for at least ten months—the longest period yet tried. Hot weather eggs could not be kept even by refrigeration because of the amount of moisture. By the sterilization process the hot weather egg can be kept as readily as the winter or spring egg.

In the plant now being equipped it is intended to handle everything automatically so that the cases will be large, but smaller cases to contain smaller quantities—say sixty or eighty dozen eggs—are also to be made.

For keeping eggs at sea this plan has been found to be excellent. They can be put in small cases, each case holding enough for one day's consumption, and put into the refrigerating room of the vessel. They can then be taken out day by day as required.

**Sure Hard Luck.**

A man once was talking about hard luck, and his friend was listening with a sour expression.

"Why, you don't know what hard luck is!" said the friend. "I have always had it. When I was a kid there was such a bunch of kids in the family that there had to be three tables at meal times, and I always got the third one."

"What's hard about that?" snapped the other.

"Why," said his friend, "it was fifteen years before I ever knew a chicken had anything but a neck."

**Limiting Food Storage.**

Representative McKeller has introduced in the National House of Representatives a bill providing that cold storage products over three months old shall be prohibited the privilege of interstate transportation. The bill is as follows:

Section 1. That all the shipments from one state or territory to another state or territory in the United States of all fresh beef, veal, mutton, lamb, pork or other products of the hog, or other fresh meats, fish, butter or eggs, or other perishable edibles, or food-stuffs which have been kept in cold storage for a longer period than ninety days, when the purpose of such shipments is the use or sale of said article for human food, are hereby declared unlawful and are prohibited.

Section 2. Be it further enacted that every person or corporation convicted of violating this act shall be fined not less than \$500 nor more than \$5,000 for each offense and the persons or agents of the corporations found responsible for such shipments and convicted may also be sentenced to imprisonment by the court before which a conviction is had for a period not exceeding two years for each offense.

**Disapproves Law.**

Speaking of the Pennsylvania law governing cold storage eggs, a Philadelphia commission merchant recently remarked: "The new act encourages misrepresentation. It puts a premium on dishonesty. We are supposed to make enquiries as to how long the eggs have been held in other states, and are not allowed to keep them longer than eight months from the time they went into storage originally. Since this law cannot force other states to mark the time of original storage, we must take the word of the outside shipper as to the length of time the eggs have been in refrigeration. A Chicago house may ship Mayor June stored eggs, misrepresenting them as the preferred stocks of April. And the Western houses may do just the reverse. How are we to know about every shipment? It may also be true that some states ship into Pennsylvania cold storage eggs that are sold as fresh, but it is my belief that most of the shipments are refrigerator supplies and are handled as such in Pennsylvania, and strictly within the law."

We don't have to stand all the trouble. While the egg and poultry industry has been harassed on all sides by legislators and legislatures as well as by the Government, it remains now for the meat industry to be given attention. The purchase by the Government of large quantities of Australian meat for use of navy has prompted an Illinois legislator to rise for information and to ask the prosecuting attorney for Uncle Sam to investigate "instant" and tell him all the ins and outs of the meat packing industry, especially as related to the holding of his product in cold storage and the centralization of it in few hands.

The man who never made a mistake never made anything.

**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.

**Dandelion Vegetable Butter Color**  
A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.  
Manufactured by Wells & Richardson Co.  
Burlington, Vt.

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

**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.



**As a Steady Seller**  
**Mapleine**  
is classed with the staple flavors. It ranks high in popularity.  
Order of your jobber or Louis Hilfer Co.  
4 Dock St., Chicago, Ill.  
**Crescent Mfg. Co., Seattle, Wash.**

**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 St., 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

**M. O. Baker & Co., Toledo, Ohio**  
Want  
No. 2 Barrelled and Bulk Apples.  
Correspond with us.



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



LET THE MILK PAIL TELL THE STORY

**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.

**HART BRAND CANNED GOODS**  
Packed by  
**W. R. Roach & Co., Hart, Mich.**

Michigan People Want Michigan Products

**The Grocer Who Made Money**  
Ten years ago can't make a living to-day unless he systematizes. 50% margins and loose methods no longer offset each other. The grocer with the hand operated scale scatters his profits. The Automatic Visible Indicating Standard Computing Scale saves all the scatterings.  
WRITE FOR INFORMATION  
**W. J. KLING, Sales Agent**  
(New and Second-hand Scales)  
50 Ionia Ave., S. W., GRAND RAPIDS, MICH.

**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.

**Rea & Witzig**  
PRODUCE COMMISSION MERCHANTS  
104-106 West Market St.  
Buffalo, N. Y.  
Established 1873

Liberal shipments of Live Poultry wanted, and good prices are being obtained. Fresh eggs more plenty and selling well at quotation.  
Dairy and Creamery Butter of all grades in demand. We solicit your consignments, and promise prompt returns.  
Send for our weekly price current or wire for special quotations.  
Refer you to Marine National Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

## UPPER PENINSULA.

## Recent News From the Cloverland of Michigan.

Marquette, Dec. 22—Some weeks ago we promised our readers that we would attempt to enlighten them on the popular but erroneous interpretation of the meaning of the Indian words, Negaunee and Ishpeming, two of our leading cities in this Cloverland of ours.

At the time when the redman roamed this beautiful Cloverland region, then an unbroken wilderness, made famous in literature by Henry Wadsworth Longfellow, as the haunts of both Hiawatha and Evangeline in her patient and lifelong search for her beloved Gabriel Lageunnesse, one of the most inexpressedly beautiful love stories ever written, it was little dreamed of that here in Negaunee and three miles distant, at Ishpeming, where the redman chased the wily buck and the gentle doe through the hemlock and the cedars and the balsams and the spruces when it was truly the "forest primeval," that only a few years later would be discovered in the bowels of the earth they trod millions upon millions of tons of iron ore, for the supply of the world's markets, thus transforming this vast area of Nature's grandeur of primeval forest into thriving communities which are important factors in the world of commerce and which are to-day two beautiful and prosperous cities of a superior type of citizenship embracing a total population of probably 25,000. In the misinterpretations of these names, Negaunee certainly got the worst of it, as it is popularly but erroneously understood that Negaunee means hell, pure and simple, and that Ishpeming means heaven. As a matter of fact, both interpretations are fallacious to a degree and it must also be said on behalf of Negaunee that that beautiful city offers no suggestion of the accepted definition and that there is nothing whatever here that savors in the least of Gehenna or even purgatory and that life in the beautiful little city, on the other hand, suggests and, in fact, prepares for the City on High. The story of the naming of the two cities is a beautiful one. I wish now, if never before, for literary ability such as would enable me to do this beautiful story justice. But alas, I have spent my years dealing with the more commonplace things of life and my mind is bent and warped to the more sordid and petty matter of making sales. Therefore, I shall have to be content to relate the story as it was related to me. Once the Tawas and the Chippewas and a small band of Potawatamies and a few Ojibways were scouting over this country in search of a place in which to camp indefinitely. The Tawas and the Chippewas were in command, although the Ojibways knew the country better and the Ojibways were used as guides merely. The party was divided and scouted over the territory now known as Negaunee and Ishpeming. The party to the west, where Ishpeming now stands, sighted and wounded a deer and followed it for miles. The chase was long and severe and the Indian most active in the chase, a noted chief, was in the last stages of exhaustion from fatigue and lack of food and water when he found himself on the top of a great mountain at the foot of which lay a beautiful lake, crystal and clear. From the surface of the lake jumped the finest specimen of speckled trout and upon its shore lay panting and also dead the deer he had hunted. Here were found by the the almost exhausted Indian food and water and fish and fuel for cooking. Raising his hand and facing the setting sun, the exhausted chief exclaimed, "Ishpeming," which, in the Indian tongue means, "the place on high." This, of course, may be interpreted as meaning heaven. The story was remembered and

the name given by the Indian was adopted by the white settlers, even long before the present city of Ishpeming was founded. The party soon sought their friends scouting farther east, who had also located a spot that they thought would be ideal as the proposed camping place. This is where Negaunee now stands. They were wonderfully impressed with its beauty, its salubrious climate and its other enchantments and declared that it should be their permanent home and some of them did actually remain there for years, but the chief who discovered Ishpeming pleaded with them to remove to Ishpeming, saying in the native tongue, "Truly this is good, but Ishpeming the place on high, is as heaven compared to all others."

Charles A. Wheeler has enlisted the interest and material assistance of Angus G. McEachron, of Detroit, and it is whispered around the corridors of the hotels here that they are engaged in the dramatization of the Blue Goose.

According to the several derogatory and even in some cases disrespectful comments, that our friend, Sunny Jim, made in the issue of two weeks ago against mustaches, it seems as if his aversion to this hirsute adornment would result in his getting a special session of the Legislature to eliminate every mustache in Michigan.

We are pleased to note that M. T. Thorsen, with the Robt. A. Johnston Co., of Milwaukee, has about fully recovered from the effects of a serious operation to one of his eyes and has resumed his territory.

C. W. Thompson, of Laurium, is working faithfully and hard to further the interests of the local committee on railroads and transportation in his end of the Peninsula and has recently succeeded in prevailing upon the St. Paul Railway to put in a night man at Rockland, thus enabling travelers on the two night trains to remain indoors comfortable and warm, while waiting for the trains.

We are pleased, indeed, with the action of the Grand Council Executive Committee in appointing Joe Witliff to fill the office of Grand Treasurer, made vacant by the death of Henry E. Perry.

Not even a little bit of Christmas poetry?

We are deeply interested in The Other Side of the Towel Question by G. W. Marriott, of the Steele Hotel, St. Johns, and I am glad that one hotel keeper had the courage to deal with the opposite side of the question. In a spirit of fair play, I cannot refrain from saying that there is a great deal of food for thought in what Mr. Marriott says. I can see that while I am personally an advocate of the individual towel and believe, of course, in its use, that from the viewpoint of the hotel keeper, there can be much said against it, too. I have given the subject much thought from various angles and also some observation. I have conversed with many hotel proprietors whose word I would accept as far as I would anybody's word and they all corroborate the statements made by Mr. Marriott. Many salesmen, while guests at hotels, heap a great many abuses on the hotel man. I absolutely believe that many use the individual towels for polishing their shoes and I am sure the Legislature never intended that when they passed the bill and I also believe, from the evidence of some Upper Peninsula hotel men, that Mr. Marriott is sincere and honest when he says that he found a transient packing towels into his grip. He is a little hard on "the Tradesman's informant" in classing him with the "dirty hogs" who sit around the lobby with dirty feet on a chair, etc. Perhaps he is right about this and perhaps he is not, but I must say on behalf of the hotel men, that such abuses as he describes occur only too often and that in too

many cases traveling men are guilty of such misdemeanors and vulgarities. I know of a hotel man who has made provision already against the impositions incidental to the promiscuous placing of individual towels in wash rooms by placing a card in the wash room which reads, "Call at the office for your individual towels." This is right. Let us be more fair with the hotel man and look at things once in awhile from the other fellow's point of view, instead of always from our own, because our viewpoint is as apt to be wrong as the other fellow's.

Let us all enjoy the Christmas spirit and let us each think for himself and ponder on the full meaning of "Peace on earth, good will toward men."

A Merry Christmas to all.  
Subscribe for the Tradesman.  
Ura Donat' Laird.

## News Items From the Soo.

Sault Ste. Marie, Dec. 22—T. A. Leigh, city salesman for the Cornwall Beef Co., has been called to Brantford, Ont., by the serious illness of his mother.

From a report received from Rexton, Dr. and Mrs. Daniel A. Ammerman, of Rexton, barely escaped with their lives in a fire that destroyed their home, with its entire contents. It seems that the doctor and his wife were asleep at the time and were awakened by smoke which nearly choked them. The doctor succeeded in reaching the door with his wife, who was nearly overcome. He broke open the door barely in time to save their lives. The doctor lost all his instruments.

A Swede by the name of Sall Maki, who was hit by the D., S. S. & A. train last week and taken to the hospital passed away a short time after reaching the hospital. An effort is being made to locate his relatives.

F. Allison and G. Hauptli have been appointed on a committee to organize a local branch of the U. C. T. at the Soo.

Several of the Soo traveling men have been trying to get into communication with Miss Chaletta Hall, the pretty 19 year old stenographer in the general office of Swift & Company, Chicago. She has been notified that she has been bequeathed \$500,000 by her grand uncle, who died recently in California. The consideration is that she marry for love within a year. Up to the present writing no news has been received offering any encouragement to the numerous suitors here, who are still on the anxious seat, although it is reported that there are over 500 applicants now on file. Should the prize be landed in Cloverland there is a big time coming.

An unusually large German carp was on display at A. H. Eddy's store this week, being a specimen shipped by the Deputy Game Warden from Lansing. It was taken with nets from some of the inland lakes. The one on display weighed about thirty-five pounds and was quite a curiosity here.

Many of the Soo families are enjoying the holidays this year by the return of their sons and daughters who were attending college. There are in the neighborhood of forty-five students and teachers arriving home this week and it is needless to say that there will be much rejoicing in the homes that will be united at Christmas time.

It is pleasing to note that Dun's review reports Cloverland as being in a prosperous condition. The farmers have had a good year with the high prices for their products, while the shrinkage in volume of sales on lumber has had some effect, also the declining market on same, but with the paper mills operating to full capacity, also the woolen mills here, which are running full time and report an increase in the business this year, the tariff did not affect their products any.

Alden Olmstead and wife, of De-Tour, were arraigned before Judge Runnels in justice court Thursday, charged with felony to steal. Bail was placed at \$500, which they failed to furnish and they are now in the county jail.

The Central Savings Bank got a settlement in their suit against the Maryland Casualty Company for the amount of \$2,250. It seems that the Casualty Company refused to pay the claim for the above amount which the bank alleged was due it on arrangement for protection against loss guaranteed by the company. The case was appealed to the Supreme Court and the outcome will be watched with much interest here.

W. G. Tapert.

## Merry Musings From Muskegon.

Muskegon, Dec. 22—We wonder why so many of our members fail to put 404 on the hotel registers.

Brother Foote, you had better be a little more careful where you mail cards when they are addressed city only.

We had the pleasure of calling on C. J. Kraft, of Gooding, last week. C. J. seems to be the same genial fellow as of old.

We found the same old bunch gathered around the stove at the Walbrink store, in Allendale, that was there when we called last February. The boys did not say whether they had been there ever since. They are a pretty good lot at that.

M. Horlings, of Pearline, says he knows now that the Holland Interurban can't kill him.

Bert Lemmen, of Allendale, went to Holland Friday to visit his father, who is about 90 years old.

Lost—E. C. Walton, Roy Ashley, Nick Lulois and Mat Stiener. At least, we never see them at meeting any more.

Anyone who is socially inclined will find John Porter's residence, two doors west of the county jail, on Muskegon avenue.

The Walker Candy Co.'s travelers—Herman Anderson, Bert Waalkes and Peter Rose—took a trip up in the northern part of the county last Thursday, claiming they were going hunting. Pete wore his best hat. Herman shot a lot of hot air and Bert claims that he saw a rabbit, but the rest of the party fail to confirm it, so we are left in doubt, but we do know that all they brought back was a tired feeling.

Muskegon landed the Harris Broom factory in spite of Saginaw and a few other hustling cities. We understand it will employ a large force of men. If you want a clean sweep, come to good old Muskegon.

Merry Christmas and a Happy New Year to everybody!  
E. P. Monroe.

## Chirpings From the Crickets.

Battle Creek, Dec. 22—Shortest day of the year. Also apt to be a short letter.

Battle Creek Council, No. 253, met Saturday night and put Charles Webster through the mill. We had a good attendance and ate some choice candy donated by Ed. Schoonmaker and smoked some fragrant Havanas sent up to the Council by our Secretary, Geo. Steele.

Brother Steele is winding up his long and successful career as a commercial traveler, his last road position being with Beecher, Peck & Lewis, Detroit, in whose employ he has been for the last twenty years. He has sent in his resignation, to take effect January 1. George is in receipt of a letter from his firm, the tone of which shows the high regard they have for Mr. Steele. George has a host of patrons who will miss his regular calls and we all know George will enjoy his well-earned rest. One position George holds he will continue to fill and that is Secretary and Treasurer of our Council. As George has been with his firm, so he has been with us—an untiring worker—

and he has the good will and high esteem of each and every boy in our Council.

Elmer Humphrey, whose work keeps him out of town most of his time, was with us Saturday night and made a few remarks. Chas. R. Foster favored the Council with a short reading. Our new brother, Charles Webster, made some short remarks, which were well received. Mr. Webster will be a good worker for the U. C. Tism and we are on the lookout for more of the same kind of talent.

Chas. W. Moore is home until Jan. 5. Charles has closed a very satisfactory year and will be ready to pound them for business again on Jan. 5.

O. J. Wright is busy building a new home at Urbandale.

A Merry Christmas and a Happy and Prosperous New Year to the Tradesman and its readers!

Guy Pfander.

**Your Attitude Towards the Job.**

Written for the Tradesman.

Whether you know it or not, the quality of the work you do is influenced by your attitude or feeling towards the job. You cannot in your heart despise a task and with your hands serve it faithfully. You'll find it the rule, I think, that good work is done by people who like their work; and the best work in the world is done by folks who are simply in love with their job. Your secret attitude towards your work is a big factor.

Now if you occupy a subordinate position—a clerkship, let us say—don't you think you owe it to your employer to be interested in his work? He isn't a bold, bad desperado who has gone out and brought you in on the muzzle of a gun and set you to work against your will. He isn't a despot with life-and-death powers over you. You entered into the relationship voluntarily—likely as not, sought the position because it appeared to be the very best thing available; and you were glad when you finally cinched the job. You can quit any time you want to. All you've got to do is to serve notice; and there's no way in the world for him to hold you to the job against your will.

But as long as you voluntarily remain in his employ, you ought to be interested in his business. And do you realize what it means to be interested—really, deeply, vitally interested—in your employer's business? Somebody has phrased it this way: To be interested in another's business means putting yourself in the owner's place. And that is a very good way of stating it. It certainly means that you shall take the business seriously and do everything in your power to make the business successful. It means that you shall put heart into your work. Necessarily there is a good deal of routine connected with storekeeping, and of course the bulk of it falls to the clerks. But there are ways and ways of doing routine work. This sort of work is the dismallest drudgery under the sun or highly interesting and profitable, according to your attitude towards the whole job of which the daily allotment of routine is a part.

Clerks often excuse themselves for doing less than their best. And there are plenty of excuses. Maybe the

boss doesn't appear to be appreciative—doesn't encourage suggestions about new ways of doing old things or original ideas for developing new lines of trade. Or the pay seems to be entirely out of proportion to the long hours of service. Oh, there are plenty of excuses for the clerk who wants to shirk and soldier and make as if he were doing something when he isn't doing a thing. There are plenty of excuses for the fellow who wants to do slipshod, sloppy work. But take this from me—there isn't a single valid and substantial reason why any living soul should thus cheat the man from whom he accepts money. He is cheating his employer; and he is doing more than that—he is stultifying his own manhood or womanhood.

No matter how meager or inadequate the pay; no matter how long and trying the hours; no matter how cold and unappreciative your employer may appear to be—as long as you voluntarily remain in his employ you owe it both to him and his business and to your own nature to do the very best you can. You ought to be on your mettle. You ought to work up to capacity. And you ought to do the very best of which you are capable. If there are leaks to be stopped, and you can stop them, stop them, stop them without being specifically told. If a little extra hustle will save extra expense and thus augment the total net earnings for the day or the week, get a little extra hustle on you. Go out of your way to be nice to captious and critical patrons. Exceed even the strict letter of the code in your efforts to win friends for the store.

Work prompted by this sort of spirit—work growing out of a vital interest in the business—in other words, conscientious, high grade work—cannot possibly go long without bringing you a reward. Your employer will surely see your merits in time, and he will reward them by increasing your pay. If your present employer doesn't, then some other employer more wise than he will say, "Boy, come over and do that way in my store: I'll make it worth your while." There are lots of storekeepers and heads of departments still-hunting for clerks who have the right attitude towards their work. Somewhere—and it may be much nearer than you think—"there's a bigger job with better pay." The thing to do is to qualify for that job. But you'll never qualify for the big job by snubbing the little job.

Frank Fenwick.

**COMING CONVENTIONS TO BE HELD IN MICHIGAN.**

- December.**
  - Michigan Knights of the Grip, Port Huron, 26-27.
- 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.  
Michigan State Teachers' Association, 29-30.

**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.



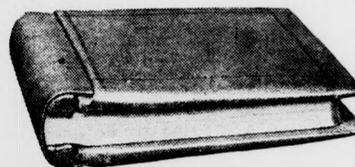
**Better Ruling, Printing and Binding**

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

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

Everything we sell is manufactured in our own complete plant from the raw materials.

Let us take it up with you



**Kalamazoo Loose Leaf Binder Co.**  
KALAMAZOO, MICHIGAN

In Your Quest of the Best  
**BUY**  
*Williams*  
**Beans**  
They are Best  
**Just That!**

**The Williams Bros. Co.**  
ALL SIZES of Detroit ALL GROCERS



### Do Your Customers Want to Shop "Impersonally?"

Written for the Tradesman.

"There is one thing I like about shopping by mail," remarked Mrs. Clawson to her neighbor Mrs. Darby, "you can look and look through the big catalogues, you can compare samples from a dozen different places to your heart's content, and there's no one to act grouchy if you don't decide to buy."

"I know our merchants here in Homeville feel sore at me because I don't do more of my buying of them," replied Mrs. Darby. "I send away for some things and two or three times a year I go up to the city for a day to shop. I know that I get a good many things away that I could buy just as cheaply here, and I really would prefer to leave what money I can in our own town, but do you know I dread to go into a store in Homeville unless I know to a certainty beforehand that they have just what I want."

"I know all our merchants here personally, and when I go into the store of any one of them and ask to see some article or kind of goods that I am thinking of purchasing, whatever they may show me I don't feel free to take it or let it alone as my own taste and judgment dictate. There is a restraint. I know that I am expected to buy, and that without taking the time to make comparison with what the others are offering. When I see something in a window that pleases me I go in and make a bee line for a counter and get it. But when it's something that I need to take time to consider, I really would rather go to the city stores where they don't know me, or else fall back on samples from the mail order houses."

"I feel just as you do on that point," said Mrs. Clawson. "And I've noticed too that our merchants in Homeville are very jealous of one another, they and their wives and families as well."

"Last spring I bought my suit at Dalrymple's and really felt quite a glow of local patriotism at leaving twenty-five good dollars in our home town instead of taking my money to the city."

"But the husband of my good friend and neighbor, Mrs. Hastings, is also in the dry goods business, and I could see very plainly that Mrs. Hastings left hurt because I didn't buy at their store, seemingly not taking into consideration at all that I went to them before I went to Dalrymple's, and positively could find nothing in my size that pleased me or was at all becoming."

"So it goes. If I buy a skirt at Overell's, then Dora Dalrymple's business pride is wounded because I did not patronize them. It's just that way with all of them. By making careful

selection, buying one article in one place and one in another, I presume I could get most of my things in Homeville; but so long as my acquaintances who are in business are bound to feel a little offended half the time anyway, I don't know but I may as well 'take the curse' of sending my money away and shop where I can do it impersonally."

"Shop where I can do it impersonally"—this expression is pregnant with meaning and one which small town dealers should weigh and consider.

The conversation given above throws light on an all too common condition that is entirely wrong and which ought to be remedied. Unquestionably it is one of the elements that go to make up the formidable whole of mail-order-house and large-city competition. It applies with greatest force to that very large class of women who are quite sensitive in temperament, and are rather slow, careful, and a little hesitating in buying.

Do ladies in your town have the feeling that you are going to be grouchy if they look at your goods and do not determine to buy them? If they have this feeling, haven't you given them occasion and cause for it? And if you want your possible customers to feel differently, won't it be necessary to change your own mental attitude somewhat?

Have you been in the habit of saying cutting things about persons who come to look and do not buy? Not of course to their faces, but in hearing of your salespeople and of your personal friends? And have you allowed your help to indulge freely in such remarks, so that there has come to be in your place of business an atmosphere of scorn and contempt regarding "shoppers?"

How would it do to put it up to the women of your town somewhat like this: "We want you to come in and see our goods. We don't expect you nor do we desire you to buy what does not exactly please you. Favor us by looking at what we have and we shan't feel sore if you don't buy. We shall feel sore if you ignore us and send your money out of town without first seeing what we are offering."

When you can get the ear of some woman who has been fighting shy of your store and who very likely has been sending away or going to some larger place to do her buying, explain to her that it wouldn't be reasonable of you to expect to make a sale with every showing of goods. If she is willing to spend her time examining any portion of your stock in which she may be interested, you are more than willing to devote the time of some salesperson to showing her the articles.

*We wish to express our thanks to you, our many friends, for the patronage with which you have favored us in the past.*

*We wish you all a Merry Christmas and a most Happy and Prosperous New Year.*

**Paul Steketee & Sons,  
Wholesale Dry Goods,  
Grand Rapids, Mich.**



*We wish to thank all our Friends for their Liberal Patronage in the past and extend to all our best wishes for a Merry Christmas and a Happy and Prosperous New Year.*

**Grand Rapids Dry Goods Co.**

*Exclusively Wholesale.*



## Creating Confidence

Michigan is one of the most responsive markets in the world for your goods. Prosperity has overtaken the people and they are buying.

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**

It would be well to give some newspaper talks along this line. One might run like this: "There has been far too much said and written derogatory to 'shopping.' The idea has been carried that large numbers of women make a practice of going about to the stores and causing the clerks no end of trouble, when they have no intention of buying. As a consequence many women feel disinclined to inform themselves on what their dealers are carrying. This works to their own detriment and also to the disadvantage of the home merchant.

"We take the position that buying is serious business. The woman who supplies her own wants and those of her family needs to post herself as to goods and prices. She needs to make comparisons and can not always reach a decision quickly. All we ask is for you to come. It's up to us to show you what you will want."

While never neglecting to make all reasonable effort to sell, never press matters to the point that will cause the customer to be reluctant to come to your store again if she does not buy this time.

Merchants in any small town should make common cause against the large city and the mail order houses, not allowing personal jealousies to stand in the way of a strong pull together for mutual protection and profit.

Finally, if your customers seem to prefer to shop impersonally, give them the chance to do so right in your store. Have your goods so well displayed and price-ticketed that many selections can be made without an enquiry or a moment's attention from a clerk.

The village store should be strong in the personal element. The cheerful greeting by name, the friendly little chat on matters of mutual knowledge and interest, the home feeling—these are the strength of the personal. If he so wills the village merchant may add to this the strength of the impersonal. Fabrix.

#### He Had His Opinion.

Willie: Grandma, I like Santa Claus better than God; he gives us nicer things.

Grandma: Why dear, God gives us our hair, our teeth, and our eyes to see with.

Willie: He didn't give you much hair, and you bought your teeth, and you can't see without your glasses.

She: But God gave me lots of hair and nice teeth, but I lost them.

Willie: How did you lose them?

She: Well—er—God took them back. Willie (solemnly): Grandma, God must be an awful Injun giver.

#### Represented in Any Case.

An old gentleman, now deceased, never seemed to be satisfied unless he had several cases pending in court. He had just won a case in Justice Court, when the loser, in a very combative frame of mind, exclaimed, "I'll law you to the Circuit Court!"

Old Gent—I'll be thar.

Loser—And I'll law you to the Supreme Court!

Old Gent—I'll be thar.

Loser—I'll law you to 'ell!

Old Gent—My attorney'll be thar.

#### Late News From the Celery City.

Kalamazoo, Dec. 16—The regular meeting of Kalamazoo Council was held last Saturday at their new location, The Maccabee hall, corner of Burdick and Eleanor streets. Applications were received from U. G. Grandbois, R. F. D. No. 6, representing the American Sign Co. and Glenn E. Thompson, 528 South West street, representing the Michigan Paper Co. Both of these were elected to membership and will take the work at the special meeting the last Saturday in January at which time a large class is expected to be present. All applications received before the regular meeting the second Saturday in January will be acted on at the regular meeting and the applicants take the work with the class.

Newton Root was appointed chairman of the Committee on Entertainment with instructions to prepare for another of those informal social functions which have proven so popular with the members of the Council and their friends. Brother Root will be assisted by Brothers J. J. Potts and J. A. Verhage. The social function will be prepared for next Saturday night and all members will have the privilege of inviting their friends to join them.

The baseball team with Brother Newton Root as chairman will arrange for a party at the hall the second Saturday in January, following the brief regular meeting of the Council. It has been planned to hold the business meeting early, thus giving the ball team the full evening for dancing and card playing. Tickets will soon be in the hands of the members of the team and a few others and it will be a good thing to be well prepared with funds when they call on you. We have the best baseball team among the U. C. T. councils of the State and our Council is justly proud of the showing which they have made. We are back of them in all their plans and preparations for next season and this party is one of a number of similar events which we hope to have under their auspices.

M. N. MacGregor, formerly with Levy & Lewis, of this city, has entered the employ of A. W. Walsh and is covering the same territory as he formerly did for the fruit house. It is understood that he will handle groceries as well as fruits.

Elmer E. Mills, 735 Stewart avenue, a member of Battle Creek Council, No. 253, is confined to his home as the result of the breaking of a bone in his leg. We have been unable to see Brother Mills yet, but understand that he did not know for a few days that it was really a break and consequently the injury was quite aggravated. Brother Mills will be glad to see all brothers who have time to drop in and we urge the members of our Council to make a special effort to call upon the Battle Creek brother, as he is well known to most of us by face if not by name. He certainly has had his share of sickness the past two years and his run of bad luck in this line should be exhausted with this accident.

Since starting above, the barn where I stored my car with another was burned, and I have just returned after getting out the two cars. Was very fortunate to get cars out, as the top of the barn was a mass of flames when they called me. Both cars were down stairs and not in the fire. I had twelve gallons of gas in mine but flames were not touching when we broke down the doors. R. S. Hopkins.

#### Merry Musings From Muskegon.

Muskegon, Dec. 15—The Hotel Muskegon, now under construction, is being built by Otto Loescher and will be managed by Wm. E. Duquette. It will open for business about Feb. 1, with fifty-four rooms ready and will have 100 when completed. The new building is furnished in mahogany throughout. All furniture is to be upholstered leather. Hot and cold water and telephone in every room. All outside rooms, every one being accessible to fire escapes. The lobby and restaurant and upper corridor to be tile floored. The building will contain grill, billiard room, parlor, barber shop and sample room. Full sized rugs will be fitted to each room. All beds will have Foster springs and high grade mattresses. Mr. Duquette informs us that there will be no such thing as getting a poor bed when you get in late or when you find yourself in your room, thinking you have made a mistake and gotten into a telephone booth. A large number of rooms are equipped with bath of commodious dimensions. Mr. Duquette assures us he will do everything possible to make the traveling public comfortable. Rates, with bath, \$1.50; without, \$1. The hotel is to be strictly European. After carefully inspecting the building, we feel sure of the success of the undertaking. E. P. Munroe.

A traveling salesman who recently visited the city library and laid his new hat down while he examined the books and found an old one in its place, says he knows now why they call them circulating libraries. He says he is in favor of curtailing the circulation.

## Lowest

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

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

We sell to merchants only.

Ask for current catalogue.

## Butler Brothers

New York Chicago  
St. Louis Minneapolis  
Dallas

## We are manufacturers of Trimmed and Untrimmed Hats

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.  
Corner Commerce Ave. and Island St.  
Grand Rapids, Mich.

### Your Opportunity

lies where competition is not so keen and where the surrounding country will support you; there are many business openings along the lines of the Union Pacific system, alfalfa mills, bakers, bankers, barber shops, blacksmith shops, brick yards, canning factories, cement block factories, creameries, drug stores, elevators, flour mills, foundries, furniture stores, garages, hardware stores, hotels, implement stores, laundries, lumber yards, meat markets, physicians, restaurants, stores (general), and a great variety of others; we will give you free complete information about the towns and surrounding country where opportunities are numerous; write today.

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

Established in 1873

BEST EQUIPPED FIRM IN THE STATE

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

THE WEATHERLY CO.  
218 Pearl Street Grand Rapids, Mich.

## We Don't Know Much About the New Income Tax Law

But we have on file all of the rules and regulations issued by the government including the latest interpretations of the various provisions of the law and the way

IT AFFECTS YOU

## Howe, Snow, Corrigan and Bertles

INVESTMENTS

5th Floor Michigan Trust Building, as far as you can go to the right of the elevator.

## "SUN-BEAM WINTER GOODS"

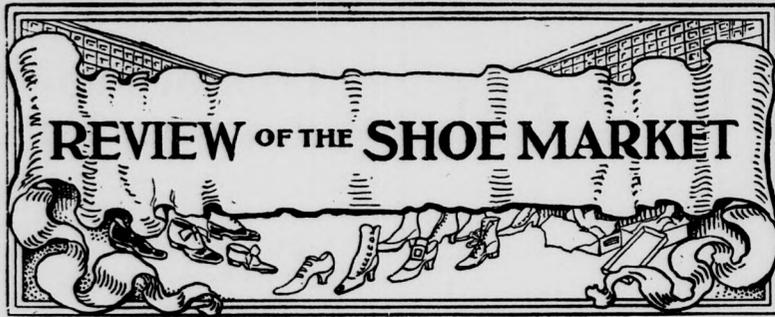
FUR AND FURLINED COATS, MACKINAWs, LADIES' FUR COATS, MUFFS AND NECK PIECES, BLANKETS AND ROBES, GLOVES AND MITTENS.



"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.



#### Use of Substitutes for Leather a Saving Matter.

Written for the Tradesman.

There is a sense in which the old affirmation to the effect that nothing can take the place of leather is strictly true. For tensile strength, for resistance of attrition, for excluding moisture, for promoting foot-comfort and foot-protection under hard wear conditions, it is true now, as it always has been and always will be, that leather is easily par excellent. With all his resourcefulness, man has not been able to surpass, or even parallel, nature's handiwork. In the primal qualities of strength, longevity and adaptability, leather is king.

But all this is not tantamount to saying that other materials cannot be successfully used in the production of shoes. Many fabrics have been used in the construction of shoes—and successfully used; quite a showing of fabrics now appear in numbers that bid fair to make good; and wise prognosticators of forthcoming events are confident that materials other than leather are going to be used more and more in the production of shoes. And insofar from presenting another occasion for dolorous demonstrations on the part of calamity-chasers, there is nothing in prospect especially to be regretted, either from the dealers' or the consumers' point of view. Indeed, when we get at the crux of the economic situation, the use of substitutes for leather is a saving matter.

#### A Leather Age.

Leading spirits in the boot and shoe industry and allied trades are driven to the expedient of substituting for leather. They are confronted by a condition rather than moved by a theory. The truth is leather is used nowadays far more extensively than ever before in the history of the world. This is a leather age; and new demands upon the visible supply of leather are developing almost over night. Consider the hundreds of thousands of whole skins—and the very choicest available—consumed annually by the automobile industry. Think of the enormous quantities of the very best skins cut up each year for belting. Think of the mountains of leather used up each year by the manufacturers of trunks, traveling bags, hand bags, etc. There are a thousand and one articles, commodities, devices and novelties—made up, in part at least—of leather. So extensive and important have these lines become in recent years that now we have large retail leather goods stores in all of our larger towns and cities. People think so highly of leather—because of its artistic possibilities and its wearing qualities—they never have enough of it. Therefore the constant incentive to use

it more and more in the arts and industries.

Over against this constantly increasing call for leather the big economic fact remains that the supply of hides has not increased in proportion to the demand. Removing the tariff gave some relief, to be sure; but nothing like the relief anticipated by the popular mind. Those who anticipated a big slump in the prices of leather, incident to our tariff revision, overlooked the fact that all other nations are finding new uses for leather as well as ourselves. Leather goods are quite as popular abroad as they are here—in some lines even more so.

#### Substitution Inevitable.

When you have an increasing demand for a commodity, the supply of which doesn't increase *pari passu* with the demand; when this increased demand is based upon and grows out of new uses for the commodity sought,—one thing is certain; the trend of prices is bound to be upwards. Those who know the history of the leather market during the last half a dozen years can readily understand the philosophy of the situation.

Now if we are to have, in the years to come, shoes made (for the most part) of leather, two things are inescapable: first, we must worry along with fewer shoes per capita; and secondly, we must pay more money for such shoes as we are able to procure. The other alternative is to use substitutes for leather in the production of shoes, wherever such substitution is possible. And that is the reason fabrics of one kind and another have been, and are being, used. And by the same token, that is the reason they are going to be used even more extensively in coming years.

And this is not an evil in any sense of the word. The highest priced so-called custom shoe, of the most exclusive pattern, isn't all-leather shoe, and never was. Cloth toppings were used way back yonder in days when the leather market was glutted and prices were decidedly off. And nobody raised a hue and cry over "adulteration" and "swindling substitution." In spite of the admitted excellence of leather, fabrics have a legitimate usage. And it is really remarkable how durable and satisfactory some of these marvelous latter-day fabrics really are.

A few years ago when velvet was being introduced into women's lines, many of our conservatives anticipated all manner of trouble. "Till never do!" they exclaimed. "There'll be the dickens to pay!" But velvet did do. The better grade velvet shoes made good. I have had many women tell me they simply couldn't wear out their old velvet



## Goods Well Bought Are Half Sold

Your profits for 1914 are largely to be determined by the care and wisdom with which you select goods yet to be bought.

The quality of

## Rouge Rex Shoes

entitles them to a permanent and prominent place in your stock. It means satisfied customers and repeated sales with a gratifying margin of profit.

A card will bring our salesman with samples.

### Hirth-Krause Company

Hide to Shoe  
Tanners and Shoe Manufacturers  
Grand Rapids, Mich.

## A Merry Christmas and A Happy New Year

Here's something that will  
make them so

## Hood Rubbers



**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids

shoes. They had worn them, and worn them until they were positively ashamed to wear them any longer—but they still weren't worn out. I have inspected many pairs of old velvet shoes in which the soles had worn through and the heels had round off—but the upper stock was as fresh and good as the day it was cut. Cloth tops have assuredly passed the wear test; it only remains for the trade to give them the prestige to which they are entitled on the ground of style, fitness and desirability.

**Only, Source of Relief.**

The substitution of materials other than leather in the production of shoes is a good thing. It doesn't mean that we are going to have shoes any less desirable either from the standpoint of wear or that of style. The manufacturers have already demonstrated their ability to make up fabrics into nifty and attractive topplings. And we are by any means to suppose that they have exhausted themselves along this line. For one, I am inclined to think that there are many more beautiful and desirable things in prospect than "doth now appear."

When a given industry faces a stubborn, clean-cut limitation, it governs itself accordingly; and usually it manifests admirable resourcefulness in working within its new limits. And there's no doubt about it—the shoe industry of this, and all other countries, is up against a real limitation: leather substitutes must be used. We cannot decrease our per capita allowance of shoes. In fact we haven't anything like reached the limit of our per capita capacity. All of our authorities on shoe matters are strongly of the opinion that the American people are going to demand more and better shoes. Possibly the average price will advance somewhat—the trend of prices in everything is upwards—but, in the matter of footwear, there is necessarily a limit, just as there are limits in everything else. When the limit is reached other materials must be used.

One or two practical points emerge from this discussion. In the first place the dealer himself ought to get right on this economic necessity for the substitution of fabrics for leather in the production of shoes. If he is prejudiced, let him get himself disannexed from his prejudice as speedily as possible. Information has a marvelous way of dispelling prejudice. Therefore let him be correctly informed. Let him know that this matter of substitution is not the dark and evil thing that dispensers of misinformation allege. And then, for another thing, let him do his duty in educating the public in the matter of fabrics. Sooner or later—and from present indications, it won't be so very late, either—the public has got to absorb a whole lot of solid information upon this whole subject; and the sooner the process of absorption is started, the better it will be for everybody interested. Cid McKay.

**Shoes for Foundrymen.**

Retail shoe dealers doing business where foundry workers are a part of the population, will find it profitable to hand this shoe, made expressly for moulders. It has proved to be a money-maker for retail shoe dealers.

**Change Made in List Prices of Paper Bags.**

Many years ago the then manufacturers of paper bags formulated a list price per thousand bags of each size, based on the basis of the weight of paper used in each size bag. During the past twenty-five years, however, due to the diversified uses to which paper bags have been adapted, there have been changes in the thickness of paper used in the majority of sizes, with the result that there has been an absolute lack of proportion in the list prices of the various sizes.

The trade in so-called grocers' bags is so peculiar that the grocers specialize on certain sizes. The butchers, bakers, delicatessen stores, fruit and vegetable stands each have their own sizes, and the manufacturers have made the weights of paper to meet the demand of these special trades, with the result that one class of consumers is discriminated against in favor of one or more of the others.

To equalize the selling prices of paper bags in all the sizes, based on the cost of paper, etc., the various manufacturers have decided to equalize the list prices, advancing some of the sizes, reducing others, and making no change in some.

Circulars have accordingly been sent out to the trade explaining the reason for the change, and it has met with commendation on the part of the jobbing trade throughout the country who have realized the crying need of this change for some years past.

All orders now unfilled for prompt shipment will be filled at the list now prevailing, but all shipments after January 1, 1914, will be charged by the various manufacturers on the basis of the following price list:

	Per 1,000
1 ounce .....	\$0.90
2 ounce .....	.95
¼ pound .....	1.00
½ pound .....	1.20
1 pound .....	1.60
2 pound .....	2.10
3 pound .....	2.50
4 pound .....	3.10
5 pound .....	3.60
6 pound .....	4.40
7 pound .....	4.80
8 pound .....	5.10
10 pound .....	5.80
11 pound .....	6.40
12 pound .....	6.80
14 pound .....	8.60
16 pound .....	9.20
20 pound .....	10.30
25 pound .....	11.40
30 pound .....	12.20
35 pound .....	14.10

**Stopping McKay Shoes From Squeaking.**

Many manufacturers are enquiring about the best method of preventing McKay shoes from squeaking. This is an old question that manufacturers have sought to solve in different

ways, but until now none of the different methods adopted have been entirely satisfactory.

We remember when it was customary to cover McKay soles with a dark colored, pasty substance that was thick and had considerable body, but we do not see much of this done at the present time which is a good indication that it was not successful.

There is the best of reason for McKay shoe manufacturers to seek to avoid the squeak, especially in view of the tendency to substitute better grades of McKays in the place of the cheaper welts. For this reason alone a McKay shoe that will not squeak will have an important advantage in seeking trade.—Superintendent & Foreman.

**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.



**Style-profits are Liberal Gains**

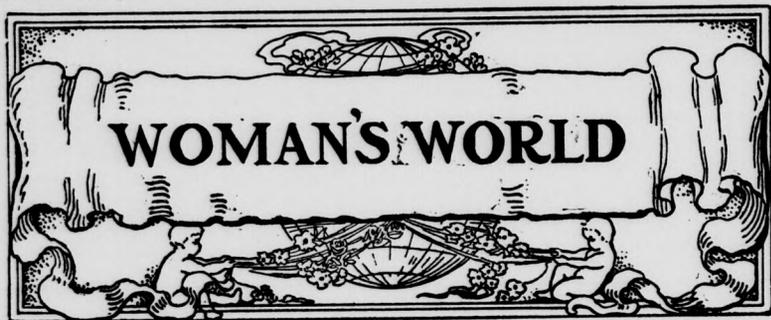
Have the new fads when they are new.

Our assortment of Baby Doll Shoes fits the eye, the pocketbook and the feet. All leathers. Write right now for sample pair.

**Rindge, Kalmbach, Logie Co.**  
Grand Rapids, Mich.

*Mayer*  
**HONORBILT SHOES**

Well known among consumers. The line that's easy to sell.



### Christmas Reflections on the Grace of Receiving.

Written for the Tradesman.

It is a fitting time now when we are just well through with our Christmas giving to devote a little attention to the converse of the proposition as it were, to the complemental or reciprocal activity, that of receiving.

In your particular case there may be special need of this if Santa Claus has brought you a lot of useless, ill-assorted trinkets that clash with all your other things and that you wouldn't give house-room to did they not bear the (socially) sacred name of "presents."

We will say that you have a nice sense of the harmony of colors and of what is appropriate and in keeping in the way of draperies and furnishings. And when you opened the package from your rich cousin Matilda and found a gray and black Navajo blanket when your rooms are done in browns and tans, your heart sink. Why can't cousin Matilda with all her money and a generous heart too, ever use a particle of taste? You would sell that blanket thing or swap it off for something you would enjoy only cousin Matilda is coming to visit you next summer. Reason enough why it won't do to get rid of the blanket!

And cousin Matilda's blundering kindness isn't all, nor the worst. The water color that Jack and Mary (your boy and girl) got for you is something you never would have chosen in a million years, but then you can't expect children in their teens to use any judgment. But it does seem to you that John (John is your husband) might have done a little better. Whatever absurd thing it was that he got for you—and who can tell where a man's errand fancy will lead when he essays to buy his wife a Christmas present—he meant to please you and goodness knows he spent enough money but he selected, very naturally, according to his own preferences, not according to yours, and his standards are, to put it mildly, rather barbaric. That is, like every mother's son of his sex, he's inordinately fond of red.

It really is very exasperating that he went so wide of the mark, when for him you took such pains to get, not what you cared for yourself but what you knew he would like. Indeed that was the way you did for cousin Matilda and for Jack and Mary and all the others. You haven't yet let John know that you are disappointed, but you really feel like pointing out to him some of his aesthetic errors with a view to elevating his standards and making him see things more as you do.

Little woman, don't do it. Don't ever let him know just how you feel about

that gift atrocity he has just perpetrated upon you. Later on if by gentle and tactful measures wholly unconnected with this Christmas present or any other present he makes you, you can lead him into your ways of thinking regarding color schemes and tints and harmonious combinations, well and good. Personally I doubt whether he ever will make much headway in that direction, but it might do no harm to try. But just now exercise the grace of receiving. Let him believe that he used the rarest good taste in making his outlandish selection, as most likely he will continue to do, if you do not take the trouble to disillusionize him.

Remember that love and unselfish devotion are better, far better and do a hundred times more toward making this dreary old world a fairly comfortable place to live in than all the symphonies in form and color that all the artists of all time ever have dreamed of. You are a thousand times more fortunate in having true and honest hearts in those who stand nearest and dearest to you than you could be in having things that would just suit you.

Remember also that the success of Christmas depends just as much on the receiving as on the giving. We put all of the stress and strain on making a wise selection of handsome, or appropriate, or useful gifts and give little thought to the suitable and happy acknowledgment of what we receive.

It is a fine trait to be able to discern quickly some merit in a gift that is not quite all that fastidious taste might desire, and to appreciate the kindness and loving thought and self-sacrifice that often have entered into the most malapropos Christmas present.

It is easy enough to get along with the absent cousin Matilda—you can write a courteous and grateful note even for a gray and black blanket. But spare the feelings of the home folks, be happy in them in spite of a few misfit gifts and never, never let them dream that some one has blundered.

The grace of receiving is something to be cultivated, not only with reference to gifts, but to all kinds of favors and accommodations as well; and not alone at Christmas but at all times and seasons.

The person who receives a kindness graciously increases the opportunities for unselfishness on the part of others and so tends to make life sweeter and more wholesome; for who of us will not go out of our way to confer a benefit upon one who is sure to give a hearty word of thanks and appreciation.

The mother who expects and accepts appreciatively and courteously from her children many acts of service and assistance, thus training them in this great principle of reciprocity in the giving and

taking of favors, is doing her duty by them more completely than the mother who wears herself out in unnecessary slaving for a family grown selfish from her own unwise self-abnegation.

Don't try to monopolize generosity—give others a chance to manifest their share. When we are young we have great dreams of benevolence—we should like to be a fairy godmother to all our friends and acquaintances and aid all those in poverty and distress. We would be strong and sufficient and confer much and make no demands upon others. When we grow older we learn that our own powers are extremely limited; we have so little to bestow and we need so much from others. But if we are wise we can also learn the lesson that life is a great system of give and take and that in its way taking is as essential in the scheme of things as giving. That is a fine old saying—"From every man according to his ability to every man according to his need." We moderns have devised no better expression of the ideal of interdependence of human society.

We have a dread and horror of being a hindrance and a burden to our friends—of having to take more than we give of material things or personal services. Yet occasionally we are privileged to know some helpless invalid or aged person who is compelled to take all and can pay nothing in the coin of the market, who receives with so fine a grace and breathes forth a spiritual atmosphere of such helpfulness and cheer as to bring a veritable benediction upon the house.

In the C— family lived a maiden aunt, a sister of Mrs. C—. Very unfortunately, or at least so it would seem to our blind human eyes, this woman entirely lost the use of her lower limbs when she was about thirty-five. Circumstances would not permit hiring an attendant, so the task of lifting her from her bed to the wheel chair in which she spent her waking hours fell to her brother-in-law. She was large and heavy and lived for several years in this helpless condition. And yet I have heard Mr. C— speak most feelingly of her diligence in working with her hands, and of her unflinching patience and serenity in her sufferings. He even declared "it was a pleasure to do for Marjory." Could strength or helpfulness call forth higher praise? Quillo.

## United Light & Railways Company

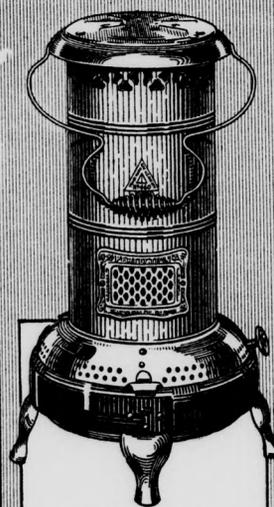
Grand Rapids Chicago Davenport

### Dividend Notice

The Board of Directors of United Light & Railways Company has declared a dividend of One and One-half (1½%) per cent on the First Preferred stock; Three-quarters (¾%) of One per cent on the Second Preferred stock and One (1%) per cent on the Common stock of this Company, payable January 1, 1914, to stockholders of record at the close of business at 3 p. m., December 15, 1913.

Benjamin C. Robinson,  
Secretary.

**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.



Look for the Triangle  
for Warmth, Comfort  
and Good Cheer

Burns 10 Hours on  
One Gallon of Oil

Oil Fount Holds  
Over One Gallon

To Trim, Wipe Wick  
With a Cloth

For Best Results Use  
PERFECTION OIL

## At Last The Perfect Oil Heater!

Constant, unchanging heat through every hour of burning, whether the fount holds one gallon or one pint of oil.

With a clear, steady flame that gives clean, odorless heat—no waning and no smell as the oil in the fount gets low. No danger of smoking—a patented lock flame spreader keeps the wick at the proper height—you can't even turn it up to the smoking point.

And no trouble to re-wick. In this newest Perfection wick and carrier are combined. Fresh wicks and carrier come all ready for replacement—trimmed, smooth and ready to light. You have only to turn out the old and slip in the new.

**PERFECTION**  
SMOKELESS  
OIL HEATER

All these wonderful improvements, found in no other heater, are yours in addition to delightful comfort, convenience, and agreeable economy.

You can postpone your regular fires for a month with this handy little stove to take from room to room, wherever you need it, and never have an uncomfortable minute. Ready by striking a match—no fuel to carry or ashes to clean.

Useful all winter in out-of-the-way rooms that are difficult to heat. Drives out chill and dampness in early spring and summer.

Your dealer will have the different Perfection models—see them now before the first chilly days bring discomfort. Descriptive booklet gladly mailed free. Just send us your name on a postal.

**STANDARD OIL COMPANY**  
(AN INDIANA CORPORATION)  
CHICAGO, ILLINOIS

**Mutual Relations of Jobber and Salesman.\***

No doubt, it was the original intention of the jobber and the salesman to carry on business together.

Both stood side by side, putting their shoulders to the wheel; both were actuated by the same principle; their interests were one; and to eliminate failure, each practiced the community of goods.

Yet in those days, the road to glory and success took a sudden turn, which is, perhaps, worthy of mention as to comparison with present day methods; hence permit a little retrospection.

In days gone by, individual tasks were clearly outlined; temperaments grew to be sensitive feelers; duties and privileges were jealously counterbalanced and the conflicting interpretations as to "who was who" placed partners on the opposite sides of the same wheel and business became the tale of the "bucking steer." Such at least was the state of affairs to my mind about fifteen or sixteen years ago.

The salesman had his share in this work of destruction. In the game of "who is who," he looked upon himself as the mainspring of the business. This was his dream when face to face with the jobber and this was his claim when face to face with the retailer. The customer knew only the name of the salesman, with whom he was dealing. He failed to recognize the name of the house which replenished his stock.

In the matter of selling goods, the salesman acted independently.

The interests of his associates were sacrificed to personal advantage. Two prices prevailed, the salesman's and the jobber's. The cost of goods was often ignored by the salesman. Here he demanded exorbitant prices; there he promised almost resentful rebates.

Nor did the trouble end there. This lumbering state of affairs was aggravated in the matter of collections. In this matter the house reaped the ripened fruits of their salesman's self esteem and conceit. Clearly, the chicken that would eat the carpet tacks would not lay the carpet.

A letter from the house to the consumer requesting money on past due accounts often resulted in ridicule of the writer, or in a threat that the salesman would hold his long-promised housecleaning when again he entered the portals of the house he represented.

Naturally, this condition demoralized the credit of the customer and incurred heavy losses to the creditors. Adding to this the padded expense account caused by a parched throat and the time honored game of poker makes it clear how the interest in the game irritated the jobber.

The jobber of that day, it seems to me, failed in courage. He lacked the initiative and the conviction of conquering caliber to stand for what was conducive to the best interest of all concerned.

He would yield unnecessarily to the salesman and weakly and vehem-

ently make promises which he never intended to fulfill.

Hence, under one roof were found two-fold interests, diverging ideals, the room for the exclusive use of the salesman and the sactum sactorum for the members of the firm.

I am happy to say that in later years a new spirit took hold of the jobber and salesman. Having stood back to back, they now stand face to face, smiling and hopeful. The walls that separated them fell to ruin, or melted or vanished. To-day the jobber and salesman occupy one great living room where a varied but a united family dwells in love reciprocal.

The work of reconstruction has thus been begun. Together to accomplish the tasks and together to obtain and enjoy results is the battle cry common to both. Thus together they muster their energies; they focus their faculties and move steadily and happily toward a definite goal.

Of this unity, harmony and cooperation, between jobber and salesman, we of Grand Rapids may boast. Together we strive to serve the trade with the highest grade of goods at a fair margin of profit and thereby enable the retailer to serve the public in such a way as will do credit to our State.

Already has the public felt the impulse of this "team work." Good goods, good service and a square deal are in greatest demand and are greatly appreciated.

Without being egotistic. I may claim an honor for the modern salesman.

He is it, who educates the retailer to handle high-grade and pure foods, such as the public demands. Happily, the retailer has been allured to muster under this high standard. Enter his store and it is in keeping with the line of goods he sells.

The cause has its deserved effect. The seed has produced a hundredfold and we are justly proud.

I assure you that the salesman of to-day yields to the spirit of unity, that the salesman gladly accepts his task of blazing an ever widening trail through the dark forests of old time methods and that the salesman appreciates the reward bestowed upon him.

He is the trusted safeguard of the public good, the princely protector of the retailer's interests and the highly favored servant in the house of his master, the jobber.

**Seventy-Three Chests of Tea in One Day.**

Detroit, Dec. 15—Reading the biographical sketch of Henry Vinkemulder in a recent issue of the Tradesman reminds me of how he helped me win a wager I made with Steve Sears more than twenty years ago. I met Steve on the street and he was full of good nature, as usual. I told him I had started out to sell fifty chests of tea that day. He offered to wager me a barrel of crackers against a box of cigars that I could not do it and I took the bet. I worked like a major all day and at 6 o'clock I had succeeded in selling forty-nine chests. I was then at the store of Billy Karreman, on West Leonard street. His daughter gave me an order for other goods and told me that her father would probably give me an order for two chests of tea. Billy was playing cards in the establishment next door

and I could see by the wrinkles on his face and the anxious look in his eyes that things were going against him. I told him how anxious I was to win the wager from Steve and he intimated that he was just as anxious that Steve should win out. Although I coaxed and teased and cajoled and threatened, he would not budge from this stand. I knew I could get a round order from Henry Vinkemulder if I were to tell him the circumstances, so I called him up and asked him to wait at the store until I could get over there. It took me fully half an hour to make the trip, but I was rewarded with an order for twenty-four chests, which made twenty-three chests more than the amount I had to sell to win the wager. I then called up Billy Karreman and told him I wanted to thank him for refusing to give me an order for the two chests because by so doing he had enabled me to book orders for twenty-three chests more than I expected to sell. I suggested that he give me an order for the two chests, so as to enable me to score seventy-five chests for the day, but he positively refused to do so. The next morning, however, he called me up over the phone and gave me the order for the two chests.

Edward Telfer.

**Bankruptcy Matters in Southwestern Michigan.**

St. Joseph, Dec. 9—In the matter of William C. Snyder, bankrupt, of Baroda, an order has been entered by the referee calling the final meeting of creditors at his office at 2 o'clock p. m. on Dec. 22, for the purpose of passing upon the final report and account of the trustee and declaring a final dividend. The report of the trustee shows a balance on hand of \$1,209.85. Creditors were also

directed to show cause why a certificate should not be made by the referee recommending the bankrupt's discharge.

Dec. 10—In the matter of Frederick W. Hinrichs, bankrupt, of Kalamazoo, the trustee has presented a petition requesting that he be authorized to bring suit against certain parties who, it is alleged, received preferences from the bankrupt within the four months period. The matter was taken under advisement by the referee.

Dec. 11—In the matter of the Michigan Buggy Co., bankrupt, of Kalamazoo, the following creditors have filed petitions for the reclamation of property: Buckeye Wheel Co., Vaccum Oil Co., Elmen-dorf Varnish Co. and the Shortsville Wheel Co.

Dec. 12—In the matter of the Sanitary Laundry Co., bankrupt, of Kalamazoo, the inventory and report of appraisers was filed, showing total assets of the appraised value of \$909, including property covered by chattel mortgage of \$800 and interest to date. From the report of appraisers there will hardly be enough funds to pay administration expenses and no dividends will be declared to creditors.

Dec. 13—In the matter of James Ingersoll Day, bankrupt, of Decatur, an adjourned first meeting of creditors was held at the referee's office and an order entered by the referee granting the petition of the Klotz Machine Co. for the reclamation of property. The trustee was directed to abandon certain claims which were worthless and of no value to the estate.

Dec. 15—In the matter of Isaac Shinnberg, bankrupt, of Kalamazoo, the trustee has filed his final report and account showing no assets, except the sum of \$50 advanced by the bankrupt to pay administration expenses.

**G. J. Johnson Cigar Co.**

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

**Advertised Goods Are Dependable**

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

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

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

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

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

**NATIONAL BISCUIT COMPANY**

\*Paper read at annual convention Michigan Wholesale Grocers' Association, at Detroit, December 10, by G. A. Lindermulder, of Grand Rapids.



**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.

#### Turning Hardware Possibilities Into Certainties.

In a moderate-sized Eastern city is a gigantic plant operated by one of the companies manufacturing electrical machinery. Twelve thousand hands, mechanics of all trades, and laborers, are employed. Although the plant is on the outskirts of the city, there is a small group of stores close by; one of which is a hardware dealer's.

When that dealer started, the plant employed only four thousand hands, but the industry developed so enormously that in a few years the twelve thousand man point was reached; but the hardware man found no such corresponding increase in his trade. Studying the conditions he found the reasons. In addition to the original entrance to the works—close to which his store stood—two others had been made on the sixty-acre plant; one on the north side, another on the east. His store was on the west. He found that as many hands went in and out of those entrances as from the west, and from there they diverged to their homes; not coming past his store. Consequently, instead of having a firm hold on that remarkably promising local trade, two-thirds of it got away from him, and was taken by the down-town stores in the evenings or on Saturday afternoons.

He saw the possibilities, but was months in devising a method of availing himself of them. And it came accidentally. North of the great plant was a large tract of vacant land, and on that land an advertising concern placed a long bill-board with many advertisements of goods which appeal to workmen. They came to him for his advertisement, and then the idea flashed to him:—"I'll put a show-case on that land."

For a trifling rental he got permission to use twenty feet of frontage close to the plant entrance, and on that he built his show-case; a finely designed store-front without a door; sixteen feet wide and the normal height. It was four feet deep, with doors behind, and in it he arranged as carefully selected and effective a display as could be seen in his store windows. The sign above read:—"Buford's Annex" and gave crisp directions where Buford's store was.

He followed this by a duplicate setup opposite the eastern entrance of the plant, on the side lot of a boarding house, and he stated, some time afterward, that those two annexes doubled

his trade the first year, under the trifling extra expense of ground-rent and changing displays.

He systematized those displays. Every two weeks a clerk took out the display from the store window and drove round to the north annex, where he changed it; taking that display to the east annex and changing again; an entirely new display being made in the store window.

He met with an unexpected development at the start. One of the foremen came in the first week and said—

"One of the boys has been blowing about a ratchet-drill in that showcase of yours on K street. Got one here?"

He looked it over critically and then proposed:

"Let me carry this over and show it to the Superintendent. We want something of this kind in the assembling shop."

He carried it away and the next day an order came for six. That was the first order he'd ever had from that company, for he was a retailer only; but it was by no means his last, for the best organized company with the most alert purchasing agent, often has emergency calls—and often overlooks, for a time, the brightest of new appliances. It is the mechanics—not the very busy executives—who grasp the appeal of such things quickly; and the mechanics talk to the foremen—who talk to the superintendent—who in turn makes his requisition on the purchasing agent.

A well established hardware dealer in a Nebraska town bought an auto and immediately devoted his Sundays to long drives out into the country. Stopping one day at a farm where he was well acquainted, he exclaimed:

"You ought to have your house painted! It's a shame to let a good building get checked up like that!"

"Was going to have it done last fall," retorted the farmer, "but couldn't get anyone to tackle it, then. All too busy!"

"Why not do it now?"

The farmer grinned: "If you had seedin' an' cultivatin' an' harvestin' to look after, you wouldn't want to be lookin' out for paintin' an' the like. After harvest's the only time for that."

The dealer understood. In his rides he had passed scores of houses which needed repairs, and he knew that in most cases it was not lack of money which caused the delay. It was the rush of seeding and harvesting; and in the farmer's leisure time—the winter—exterior painting is not favored.

"Look here!" he exclaimed, "I know a young painter—a good man. I'll send him out in a day or two with a team; and he'll bring a stock of paints—all colors; and samples of wall papers.

## 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.

Threaded Tarred Felt in 500 and 250  
 square feet rolls.

## Foster, Stevens & Co. Wholesale Hardware



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

Grand Rapids, Mich.

Use Tradesman Coupons

He'll give you a price on the job, and I'll pay him and be responsible for the whole thing. You know me! You know that the stock'll be good, and you won't have to watch the man."

The farmer consented. The dealer made a wage agreement with the young painter, furnished the team and stock, and the job was done, followed by others. He took his store and his help right to the farmers, and they needed to lose no time in searching for a workman and materials. To-day, that dealer runs a lumber yard; has a crew of carpenters as well as painters and makes a contract at any time of the year to put a farm house—or all farm buildings into shape; erect any new ones, or repair and paint the equipment, machines and wagons.

Of course, that is going into a side line, but it is a side line which requires a considerable amount of regular hardware stock. And it shows the stamp of man; the instant realization of the possibilities of trade and the quick grasp and utilization of them.

There is one peculiarity about the retail hardware trade which distinguishes it from any other trade. Undoubtedly among its customers are more amateurs than are found in any other line of business. Perhaps a little explanation is needed. A very large proportion of men, whether they are professional men, merchants, salaried men or wage-earners, have some fad; and it will be found that almost all fads mean equipment or tools; often both. The man who keeps poultry, who has a garden or a boat, or a footlath; even the average householder who may have none of these, is very often an amateur mechanic. All need tools, supplies and equipment, and when a man devotes time and heart to a fad he spends money on it.

Without drawing on my memory for any extra effort, I can recall among personal acquaintances a lawyer who had a finely equipped machine shop in the basement of his dwelling, where he made exquisite models of steam engines. Another was a professional photographer who has built four motor boats, two of which have taken prize cups in strongly contested races. He designed and built the hulls and installed the machinery. There was a machinist who built his own bookcases and other furniture; a carpenter who devoted every spare moment to wireless equipment; a cigar maker who has built one pipe-organ for his house and is now building a much larger and finer one for a church—all in his spare time. I could multiply these instances to a great length; and any man, in any walk of life, if he will think back or make little enquiries, will find that the man who has no fad (and fads are very frequently constructive) is an exception to a pretty general rule. And, more than in any other line, they are the hardware man's meat.

In Boston is a store where this factor of human nature is fully recognized and fully exploited. The store is in the district of banks, brokers, lawyers and great shipping offices. Three-fourths of the passers-by are of that class and their clerks; and the proportion of well-dressed business men who make purchases in that store is astonishing. The

show windows are dressed with them in view; the clerks are trained to recognize them as largely amateurs in some line and to handle them accordingly. If such a man asks for a screw-driver the first he is shown will be the spiral. Its utility for common work is finely reinforced by its instantly evident capacity for working in awkward places which an awkward amateur often encounters.

If he wants a saw, quality is the point urged. The amateur is no saw filer. If he undertook that, he knows that he'd probably be utterly unable to cut a board afterward. He has got to hunt up a filer and carry the saw to him, and when filed carry it home again. Many of them would rather buy a new saw than bother with all that; and that's where quality—the wearing quality of good steel—shuts off any consideration of price.

Handy to each clerk is a number of leaflets or small catalogues of appealing appliances, handy tools and specialties; and the amateur finds several in his package when he opens it at home. Whenever it can be done unobstrusively the clerk gets the name and address of the customer, and after that he hears from the office whenever a new specialty comes out, or a season approaches when his particular fad is likely to be most insistent.

The amateur is worth a lot of deep study from the retail hardware dealer. He is very, very numerous and always a spender. Statistics about him are practically impossible, but here are conditions which show conclusively what a large and important factor he is and how he has been especially catered to in some lines with marvelous success. Fifteen years ago the camera business was not one-twentieth of the size it is to-day. The professional users have not caused that enormous increase; it is the amateurs, who have been encouraged by the simplicity and efficacy of equipment designed especially for them. The growth of the manufacture of ready mixed paints, in every shade of color and in qualities exactly suited to the various uses, has been enormous during the past ten years. That again was for amateurs. The preparations of such paints, varnish and enamels were designed at first especially for householders—both men and women—who saw good sense and good economy in doing their own little renovating jobs.

On all this study of possibilities and their availability, the retail clerk has unrivalled opportunity to exercise his perception and his initiative. An ordinary man may keep stock in good shape—the stock which the proprietor alone has selected; he may treat customers courteously and understandingly within the limits of the regular routine trade; but there he ends. It takes someone out of the ordinary to ask himself as a customer leaves: "Who is that man? I wonder what his business is. What did he want that drill for? If I knew what he's up against, I might have sold him a far bigger bill." The clerk who does that—who makes a practice of it—soon becomes an expert in characterizing his customers. His mind broadens wonderfully; and very quickly, instead of an automatic exhibit-or-of goods and quoter of prices, he develops into the sympathetic under-

stander of the man or woman who is looking for something; and it is not that individual class alone he understands—but the whole class. There is where he reaches the point of grasping all the buying possibilities of that particular class; where he emerges from the simple, narrow instinct of the ordinary salesman to sell what is asked for, into the bigger, broader comprehension of the manager or successful merchant, who sees in one customer the nucleus and the possibilities of very many customers—G. F. Stratton in Philadelphia-Made Hardware.

**Bill's Return.**

"Yes," said the old man, reminisciently, "you may make all the fun of the old-fashioned Christmas stories you want to, but there's often truth in 'em, after all.

"The wanderer does come back Christmas Eve sometimes, say what you've a mind to. There was that boy Bill of mine—went away to the West, and we never seed hide nor hair of him for years. Never heard a whisper from him."

"Came back the night before Christmas, eh?" observed the visitor.

"Yes, he did," returned the old man. "It was ten years since he had left home, and two years since he came back. I didn't believe he'd come,

but Marth' Ann said he would. 'It don't stand to reason,' says I. 'It's what happens in all the stories,' says she; 'just you wait and see.' So we and the seven other children waited. Later on there was a knock, and I went to the door." And the old man stopped as if overcome by emotion.

"And there stood your long-lost son?" eagerly said the visitor.

"Yes, there stood Bill, and also his wife, and likewise his three tow-headed children and two lean houn'-dogs; an' the whole lot of 'em walked in, and have lived on us ever since, with appetites getting better every day. Yes, I know what I'm talking about when I say that they do come back to the old home Christmas Eve." And he knocked the ashes out of his pipe and sighed.

FOR FINE WEDDING PARTY AND FUNERAL WORK TRY

**Crabb & Hunter Floral Co.**

114 E. FULTON ST.

Citizens 5570 Opposite Park Bell M 570



**HARNESS OUR OWN MAKE HAND OR MACHINE MADE**

Out of Number 1 Oak Leather, and stitched with the best linen thread. We guarantee them absolutely satisfactory. If your dealer does not handle them, write direct to us.

SHERWOOD HALL CO., LTD Ionia Ave. and Louis St. Grand Rapids, Mich.

**IMPERIAL BRAND**

Spraying Largest Line



Compounds Superior Quality

Our Paris Green packed by our new American System. Reliable dealers wanted.

Address Dept. T., CARPENTER-UDELL CHEM. CO., Grand Rapids, Mich.

**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. Wiltf, 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. Devereaux, Port Huron  
 Directors—H. P. Goppelt, Saginaw; J. Q. Adams, Battle Creek; John D. Martin, Grand Rapids.  
 Next Meeting—Grand Rapids, December 26 and 27.

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

#### Gabby Gleanings From Grand Rapids.

Grand Rapids, Dec. 22—The proprietor of the Steele House, at St. Johns, devotes in the last issue of the Tradesman a whole column of vituperation against the traveling man under the caption, "The Other Side of the Towel Question." As the article which he purports to answer is unsigned, we cannot say whether the information which he alleges is derogatory to his hotel was imparted by a brother traveling man or not, but we take the liberty and claim the right to register our protest against being called hogs and thieves. In the first place, there are no two sides to the roller towel question. It is simply a dirty, filthy unsanitary piece of cloth and is none the less so, whether it is used for private purposes or for the public use. The writer does not happen to have the misfortune to stop at the Steele House, as we do not make the town and, therefore, cannot speak from experience, but if we had no other source of information, the article answers itself. If Mr. Marriott has any hogs and thieves stopping with him, we venture the prediction that they are some cheap skates, second rate peddlers or town loafers to whom he serves meals at 25 cents a throw and two in a bed for half a dollar. And he calls them salesmen! The writer has been hitting the trail for some time now and has never seen or heard evidence sufficient to classify a first-class traveling salesman, nor anyone entitled to the name among hogs and thieves. We never heard the charge made before. In the meantime, we shall continue, Mr. Marriott, to wage relentless war against the condemned roller towel. We are protected by a law requiring individual textile towels twenty-four hours in the day and you are protected by the law against thieves.

We hope our readers will not get tired of our continually harping upon

the excellence of our dancing parties but, really, when one attends a party such as was given by the U. C. T. at Herald hall last Saturday night and then has an opportunity to write it up—well he would have to be something more than human if he keeps still about it. We have had many good and excellent parties celebrated for their brilliancy and exclusiveness, but the ball pulled off last Saturday night we believe was the best of them all. Tuller and his band of braves were there at their best and we cannot see how their music could have been improved upon and George Clark, the refreshment artist was highly complimented on every hand. The best part of it all was, there was a large crowd out to enjoy it, over one hundred couples being present.

The next regular dance will be held at Herald hall, Jan. 17, after which we are going to have an informal dress party at St. Cecilia hall, Jan. 31. This is an extra and the price of admission will be \$1 per couple and 50 cents for each extra lady. It will be both informal and full dress, meaning that either will be proper. As several of our patrons have full dress garments, we will announce, for their benefit, that this will be a good place to spring them, for doubtless half those present will be in full uniform. You cannot afford to miss this party, Jan. 31, as a big effort will be made to make this one the King Bee of them all.

We greatly appreciated your "Clippings from the Spiral Center Bugle." Mr. Goldstein, and hope you will come again. We are calling for an encore.

No, fellow scribes, brothers and sisters, we were not "scooped" last week. We wrote up, in as scholarly and complete a form as our mean ability would permit, a full report of the election of Bro. Wiltf, of Detroit, to the position of Grand Treasurer and sent it to the Michigan Tradesman, but for some reason this article, along with two other instructive, entertaining and highly characteristic literary gems, of our production, was published elsewhere in the paper without any fathering. Now we do not think this was done with malice aforethought, for Brutus is an honorable man, but it did grind us some to see our article omitted and a "scoop" registered against us for not reporting a current item of news in which all U. C. T. men were so vitally interested.

Learn one thing each week about Detroit: Detroit has a population of 465,763, some of whom were born in the United States.

We are glad to report that Bro. E. F. Scott, who was injured in an auto accident near Empire recently, is rapidly improving.

John D. Martin is very enthusiastic over his visit to Cadillac Council, No. 143. He reports they are brim full of enthusiasm and with those initiated at their last meeting, they now have 410 members. A. G. McEachron, Chaplain of the Council, gave the Ray of Hope lecture, using the Ray of Hope lantern to illustrate and handled the slides himself. Mr. Martin says it was a masterful production and the execution and delivery were perfect. James M. Goldstein was there with the gloves on and

showed that he has lost none of his old time ginger, albeit the contest resulted in the loss of a perfectly good tooth and the fracture of two ribs, which will give him pain for some weeks and compel him to wear a bandage as tight as a baby's.

Which leads us to enquire what has become of the two teams appointed to solicit membership to Grand Rapids Council, No. 131? Are you busy? Cadillac will catch you if you don't look out.

If the U. C. T. members of 131 will make it a point to jot down, in a note book, during the week items of interest and report same to the writer, it would be appreciated, not only by the writer, but by the entire Council and their friends. We want to thank those who are contributing, but want to enlist more to thank.

G. K. Coffey has completed his eighteenth year with the Crown Baking Powder Co., of East St. Louis. He will spend this week and next in recuperating from the arduous labors of the past year and, in the meantime, he hopes to receive from his house instructions to continue to the end of another year. You have our best wishes in your laudable undertakings, Mr. Coffey.

John Christensen was seen on the streets of our village last week with a hirsute appendage attached to his upper lip. Congratulations, John.

Frank Mooney, the esteemed ex-U. C. T. scribe of the Michigan Tradesman, is over from the Badger State, spending the holidays with his people. He reports business good over there across the pond.

Was that a dozen raw those Cadillac chaps put through at their last meeting? Or was it a raw dozen?

Joe Major, who sells La Valla Rosa cigars, was so eager to get to a customer that he got "pinched" for exceeding the speed limit. You better not get too ambitious, Joe. You know what happened to Caesar.

Any U. C. T. member or other traveling salesman is urged to report all flagrant violations of the Henry hotel law to Hotel Inspector Jim Hammell, of Lansing. Or, if a local member or salesman wishes to take the matter up, he can do so by reporting to our legislative committee, which will institute proper proceedings at once. This committee consists of R. M. Richards, chairman, I. E. McGee and F. H. Spurrier.

Several said to us "one-half of the subscribers couldn't find Gabby Gleanings last week." Our reply is that the Tradesman is a live one and worth reading from cover to cover, so keep hunting and you will find us, even if we are hidden way back there behind Business Chances. By the way, that's a pretty good thing to get behind. Then, too, we were the conclusion and that is never very slow. If you look through your files you will find we are generally located in the center with the commercial travelers and you must not be impatient if they move us once in awhile.

Abe Peters is behind the counter at H. Schneider's cigar store, 132 Monroe avenue.

The Jolly Twelve Five Hundred Club last Thursday, at the home of Mrs. A. F. Rockwell, 1422 Wealthy street, S. E. Mrs. Peter Anderson won first prize (some prize winner); Mrs. Harry McIntyre, second; Mrs. J. A. Burr, consolation. The next meeting will be held Jan. 8 at the home of Mrs. R. J. Ellwanger, 602 Franklin street. This club is composed exclusively of the U. C. T. ladies.

Unless Mrs. Anderson changes her tactics, she may be classed as a professional and disqualified from entering amateur contests.

Richard D. Warner, Sr., is confined to his home on account of sickness. Harry Hydorn visited in Kalamazoo last week and did not get home in time for the party. You missed some party, Harry.

Bill Bosman says, tell Frank Wal-

ters if he doesn't leave that nickel at Percy English's news stand, union depot, as he agreed to do, legal proceedings will be immediately instituted. (Rum money, we presume).

Keep your eye on the new Mertens Hotel, which will open up ninety-four rooms, besides the dining room, office and other necessary adjuncts, about Jan. 1. W. E. Lovelace, with W. H. Saulisbury Co., Chicago, landed the order for the rubber matting used throughout the hotel, for which we wish to congratulate him, as several were after the order hot foot.

Henry Saunders' mother died last Saturday. Mr. Saunders travels for the Worden Grocer Co.

The Executive Committee is looking for a suitable U. C. T. hall and will be ready to report soon.

Breathes there a man with soul so dead who never to himself hath said: "I can run a hotel to beat the band?" (Not poetry).

Again we thought we had that page, but this time, instead of using the small type, they ditched a few galleys. Can you beat it?

Don't forget the smoker Saturday evening, Dec. 27 Vaudeville, music, smokes, eats, Mutt and Jeff, good time. All traveling men, regardless of lodge or religious affiliations, are invited.

Oh say! We nearly forgot. Did you know you have but seven days more in which to pay your lodge dues?

The People's Grocery Co., Rockford, has sold out to Tom Welch, who has a store at Highland Park, Grand Haven, under the name of Peters & Welch.

Ed. Pritchard, Rockford, has sold his business to Chapman & Chapman.

The Central House, Cedar Springs, and the Betts, at Rockford, are still using roller towels.

As we understand it, although, the law gives them the right to use the unsanitary, filthy roller, they must have individual textiles also. Won't the germs hop from one to the other?

If there is another side to the roller towel, we would like to find it. Possibly it is clean.

But no one will deny, Bro. Goldstein, that J. Albert LOOKS innocent.

In other words, we take it that blank verse is the only form of poetry accepted by the Tradesman.

We can say and spell Newsy Nuggets correctly, but Kaleidoscopic Kinetics never.

The winter is colder than the summer—some winters.

The Hotel Elston, Charlevoix, closed last week for the next winter.

Only twenty-four days more before the next regular U. C. T. dance, Herald hall, Jan. 17.

And thirty-eight before the extra at St. Cecilia hall, Jan. 31.

It's better to have tried and lost than never to have written a whole page at all.

Nowadays you may lead a horse to water, but you can't make him drink unless you have an individual pail.

Happy, good looking, intelligent and prosperous—what better epithets could we ask for? Thank you, Bro. Pfander.

If a man is buried in thought, does he look grave?

We wish you a Merry Christmas this year and a Happy New Year next.

Grand Rapids knows how. Safety first.

Phone 34384. Allen F. Rockwell.

If you can't push, pull. If you can't pull—please get out of the way.

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

## WEIGHTS AND MEASURES.

## New Law Enacted by the Last Legislature.

Section 1. The weights and measures received from the United States under a resolution of congress approved June fourteen, eighteen hundred thirty-six, and such new weights and measures as shall be received from the United States as standard weights and measures in addition thereto or in renewal thereof, and such as shall be supplied by the State in conformity therewith and certified by the national bureau of standards, shall be the State standards, by which all county and municipal standards of weights and measures shall be tried, proved and sealed.

Section 2. The State Dairy and Food Commissioner by virtue of his office shall be State superintendent of weights and measures during his term of office. His deputy shall be deputy superintendent of weights and measures and all inspectors appointed by the Dairy and Food Commissioner shall be State inspectors and sealers of weights and measures.

Section 3. The superintendent of weights and measures shall take charge of the standards adopted by this article as the standards of the State, and cause them to be kept in a safe and suitable place in the office of the superintendent from which they shall not be removed except for repairs or for certification and he shall take all other necessary precautions for their safe keeping. He shall maintain the State standards in good order and shall submit them at least once in ten years to the national bureau of standards for certification. He shall at least once in five years try and prove by the State standards all weights, measures and other apparatus which may belong to any county or city, and shall seal such when found to be accurate stamping on them the letter "C" and the last two figures of the year with seals which he shall have and keep for that purpose. He shall have and keep a general supervision of the weights, measures and weighing and measuring devices offered for sale, sold, or in use in the State. He shall, upon the written request of any citizen, firm, corporation or educational institution in the State test or calibrate weights, measures, weighing or measuring devices, and instruments or apparatus used as standards in the State. He, or his deputy, or inspectors, by his direction shall at least once annually test all scales, weights, and measures used in checking the receipts and disbursements of supplies in every institution for the maintenance of which moneys are appropriated by the Legislature, and he shall report in writing his finding to the supervisory board and to the executive officer of the institution concerned, and at the request of such board or executive officer the superintendent of weights and measures shall appoint in writing one or more employees then in the actual service of each institution, who shall act as special deputies without extra compensation for the purpose of checking the receipts and disbursements of supplies. He shall keep a complete record of standards, balances and other apparatus belonging to the State and take a receipt for same from his successor in office. He shall annually on the first day of July make to the Governor a report of the work done by his office. The State superintendent or his deputy, or inspectors, at his direction, shall inspect all standards and apparatus used by the counties and cities at least once in five years and shall keep a record of the same. He, or his deputy, or inspectors, at his direction shall at least once in five years visit the various cities and counties of the State in order to inspect the work of the local sealers, and in the performance of such duties, he may inspect the weights, measures, balances, or any other weighing appliance of any citizen, firm, or corporation, and shall have the same power as the local sealer of weights and measures. The superintendent shall issue from time to time, regulations for the guidance of city and county sealers, and the said regulations shall govern the procedure to be followed by the aforesaid officers in the discharge of their duties.

Section 4. The board of supervisors of each county and the commissioner or common council of each city who may in their discretion appoint a sealer under this act, shall procure at the expense of the county or city, and shall keep at all times, a complete set of weights and measures and other apparatus of such material and construction as said superintendent of weights and measures may direct. All such weights, measures, and other apparatus having been tried and accurately proven by him, shall be sealed and certified to by the State superintendent as hereinbefore provided; and shall be then deposited with and preserved by the county or city sealer as public standards for such county or city.

Section 5. The board of supervisors of each county may in its discretion appoint a county sealer of weights and measures in each county for a term of two years. He shall be paid a salary to be determined by said board, and no fee shall be charged by him or by the county for the inspection, testing, or sealing of weights, measures or weighing or measuring devices; where not otherwise provided by law, the county sealer shall

have the power within his county, and the State superintendent, his deputies and inspectors, within the State, to inspect, test, try and ascertain if they are all correct, all weights, scales, beams, measures of every kind, instruments or mechanical devices for measuring and tools, appliances and accessories connected with any and all such instruments or measures kept, offered, or exposed for sale, sold or used or employed within the county by any proprietor, agent, lessee, or employe in proving the size, quantity, extent, area, or measurement of quantities, things, produce, articles for distribution or consumption offered or submitted by such person or persons for sale, hire or award; and they shall have the power to and shall from time to time weigh or measure packages or amounts of commodities of whatsoever kind kept for the purpose of sale, offered for sale, or sold or in the process of delivery, in order to determine whether the same contains the amount represented, and whether they be offered for sale or sold in a manner in accordance with law. The county sealer shall at least once each year, and as much oftener as he may deem necessary, see that the weights, measures, and all apparatus used in the county are correct. The county and State inspectors may for the purpose above mentioned and in the general performance of their official duties enter or go in upon, and without formal warrant, any stand, place, building, or premises, or stop any vendor, peddler, junk dealer, coal wagon, ice wagon, delivery wagon, or any dealer whatsoever and require him if necessary, to proceed to some place which the sealer may specify, for the purpose of making the proper tests. Whenever the county sealer or State inspectors find a violation of the statute relating to weights and measures, they shall cause the violator to be prosecuted. Whenever any sealer or inspector compares weights, measures or weighing and measuring instruments and finds that they correspond, or causes them to correspond, with the standards in his possession, he shall seal or mark such weights, measures, or weighing or measuring instruments with appropriate devices to be approved by the State superintendent of weights and measures. The county sealer shall keep a complete record of all of his official acts and shall make an annual report to the board of supervisors and an annual report duly sworn to on the first day of July to the State superintendent of weights and measures on blanks to be furnished by the superintendent. The county sealer of weights and measures shall forthwith on his appointment give a bond in the penal sum of one thousand dollars, with sureties to be approved by the appointing power for the faithful performance of the duties of his office. Provided, however, That nothing in the above shall be construed to prevent two or more counties from combining the whole or any part of their districts as may be agreed upon by the board of supervisors with one set of standards and one sealer, upon the written consent of the State superintendent of weights and measures. A county sealer appointed in pursuance of such an agreement for such combination, shall, subject to the terms of his appointment, have the same authority, jurisdiction, and duties as if he had been appointed by each of the authorities who are party to the agreement.

Section 6. Any incorporated city in this State may in its discretion appoint a city sealer of weights and measures under this act. He shall be appointed by the mayor, by and with the advice and consent of the common council. He shall perform in said city the duties and have like powers as the county sealer in the county. In those cities in which no sealer is appointed as above the county sealer of the county if there be one, shall perform in said cities the duties and have like powers as in the county. Provided, however, That nothing in the above shall be construed to prevent any county and a city situated thereon, from combining the whole or any part of their district as may be agreed upon with one sealer, subject to the written approval of the State superintendent of weights and measures. A sealer appointed in pursuance of an agreement for such combination shall, subject to the terms of his appointment, have the same authority, jurisdiction, and duties as if he had been appointed by each of the authorities who are parties to the agreement.

Section 7. Any person who by himself or by his servant or agent or as the servant or the agent of another shall offer or expose for sale, sell, or use or retain in his possession, a false weight or measure or weighing or measuring device or any weight or measure or weighing or measuring device which has not been sealed by the sealer of weights and measures within five years, in the buying or selling of any commodity or thing or for hire or reward; or who shall dispose of any condemned weight, measure or weighing or measuring device contrary to law or remove any tags placed thereon by the sealer of weights and measures; or any person who by himself or by his servant or agent, or as the servant or agent of another, shall knowingly sell or offer or expose for sale less than the quantity he represents, or sell or offer or expose for sale any such commodity in a manner contrary to law; or any person who by himself, or by his servant or agent, or as the servant or agent of another,

shall sell or offer for sale or have in his possession for the purpose of selling any device or instrument to be used to, or calculated, to falsify any weight or measure, shall be guilty of a misdemeanor, and shall be punished by a fine of not less than twenty dollars nor more than one hundred dollars or by imprisonment for not more than three months or by both such fine and imprisonment upon first conviction; but upon a second or subsequent conviction he shall be punished by a fine of not less than fifty dollars nor more than five hundred dollars or by imprisonment in the county jail for not more than one year or by both such fine and imprisonment.

Section 8. The superintendent of weights and measures, his deputy, inspectors, and the county and city sealers of weights and measures are hereby made special policemen, and are authorized to seize, for use as evidence and without formal warrant any false or unsealed weight, measure or weighing or measuring device or package or amounts of commodities, found to be used, retained or offered or exposed for sale or sold in violation of law.

Section 9. Any person who shall hinder or obstruct in any way, the superintendent of weights and measures, his deputy, or inspectors, or any county or city sealer, in the performance of his official duties shall be guilty of a misdemeanor, and shall be punished upon conviction thereof, in any court of competent jurisdiction, by a fine of not less than two nor more than two hundred dollars, or by imprisonment in the county jail for not more than ninety days or by both such fine and imprisonment.

Section 10. Any person who shall impersonate in any way the superintendent of weights and measures, his deputies, inspectors, or any county or city sealer, by use of his seal or otherwise, shall be guilty of a misdemeanor and shall be punished by a fine of not less than one hundred dollars nor more than five hundred dollars, or by imprisonment in the county jail for not more than ninety days or by both such fine and imprisonment.

Section 11. Sections four thousand eight hundred eighty-two, four thousand eight hundred eighty-three, four thousand eight hundred eighty-four, four thousand eight hundred eighty-five, four thousand eight hundred eighty-six, four thousand eight hundred eighty-seven, four thousand eight hundred eighty-eight, four thousand eight hundred eighty-nine, four thousand eight hundred ninety-one, four thousand eight hundred ninety-two, four thousand eight hundred ninety-three, four thousand eight hundred ninety-four, four thousand eight hundred ninety-five, four thousand eight hundred ninety-six and four thousand eight hundred ninety-seven of the compiled laws of eighteen hundred ninety-seven, relative to weights and measures are hereby repealed.

## Boomlets From Bay City.

Bay City, Dec. 22—About a thousand people who are residents of Snover village and vicinity, came to Bay City to-day as a result of the complimentary excursion given by the Bay City Board of Commerce over the Detroit, Bay City & Western Railway, recently completed to Snover. It will be a happy day for Bay City when this road is completed to Port Huron, as it will be of great practical benefit to our city.

The entertainment committee has completed arrangements for a party to be given by Bay Council, No. 51, at the Armory, Friday evening, Dec. 26.

I cheerfully respond to your greeting, Mr. Scribe of the Auto City. It would afford us a great deal of pleasure to meet you face to face, because we believe the species is exceedingly rare. I have resided on this revolving globe several years, but have never met a man bearing your name. I recall at this time, however, that there was a gentleman on a farm adjacent to my father's whose name was similar to yours. So near and yet so far. His name lacked the affix "en."

I wish all Tradesman readers the compliments of the season.

Pub. Com.

Marine City—The Marine City Salt Co. has engaged in business with an authorized capital stock of \$100,000, of which \$90,000 has been subscribed, \$28,500 being paid in in cash and \$61,500 in property.

Some women keep ahead of the styles, some keep abreast. Others are just plain happy.

## Changed From Grand Rapids to Port Huron.

Port Huron, Dec. 22—The twenty-fifth annual convention of the Michigan Knights of the Grip will be held in Port Huron on Friday and Saturday, December 26 and 27.

The headquarters will be at the Harrington Hotel.

As a matter of vital importance to the organization will come up for discussion and action, it is important that every member who can possibly arrange to be present will do so.

The Board of Directors will meet at 2 o'clock p. m., Friday December 26 and the first business session will be held in the evening and the second session will be held at 8 o'clock a. m., Saturday, December 27.

This will be a business convention, as the affairs of the organization demand the serious consideration of all our members. All festivities have been eliminated.

A proposition will be made to eliminate the death benefit feature from the organization.

The above proposed amendment is so vitally important to you that you cannot afford to miss this convention. Again we urgently request you to be present. W. J. Devereaux, Sec'y.

## Death of J. L. McCauley.

Detroit, Dec. 23—J. L. McCauley, who died Saturday at the Masonic home at Alma, and whose body was brought to Detroit yesterday, was the step-father of Inez McCauley, the actress, who two weeks ago started divorce proceedings against her actor husband, Hal Davis. Both the actor folk are well known in Detroit. The funeral of Mr. McCauley was held this afternoon at 2 o'clock from the Masonic temple.

Born in New York, Mr. McCauley had been traveling out of Detroit and Bay City for the last twenty-five years, having been employed by the Phoenix Chair Co., as salesman. He was Secretary of the Michigan Knights of the Grip in the early days of the organization. He was a member of Union lodge, No. 3, F. & A. M., and of King Cyrus chapter, R. A. M. He went to Alma last May and had since resided there.

A widow and Miss McCauley survive. Twelve years ago Mr. Cauley married Miss Mary Dell Warner, of Bay City. The step-daughter will be unable to attend the funeral.

## Goldsteins Are Having Tough Times.

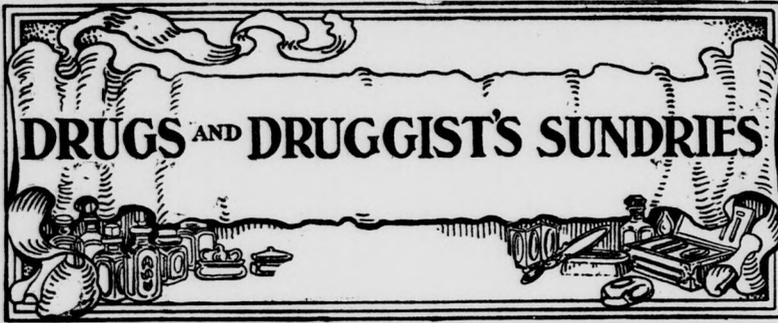
Benton Harbor, Dec. 20—Michigan hotels are refusing accommodation to local people by the name of Goldstein because they confuse the name with that of Jacob Goldstein, the Benton Harbor boy, who is suffering from leprosy.

Meyer Goldstein, of this city, who is a hide buyer, says he has been refused admission to many hotels when he gave his name and place of residence.

This Goldstein is no relative of the afflicted Goldstein. Other Goldsteins in the city report similar experiences. Positive assurance that they are not the Goldstein of leper fame make no difference with the hotels. They refuse to take the remotest chance.

Fife Lake—L. H. Blumenthal, manufacturer and owner of the Specialty Clothing Co., of Cleveland, Ohio, has purchased the L. L. Morris store building, fixtures and stock of general merchandise and will continue the business under the management of Leo Ellman, recently of Chicago.

Holland—Alfred Huntley, machinist, has merged his business into a stock company under the style of the Huntley Machinery Co., with an authorized capital stock of \$10,000, which has been subscribed, \$723.84 being paid in in cash and \$9,276.16 in property.



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' As-  
 sociation.  
 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.

#### Keep the Hot Soda Going.

During the past soda season the writer watched a large candy store in one of our big cities. At this store no soda is sold for less than ten cents. This candy store has druggists to the right of it, to the left of it, all around it, all selling soda for five cents, and none of them getting the cream of the trade.

Some of them sell good soda, too; just as good soda as does the candy store. Walking down the street one evening with a lady who drinks a great deal of soda water, the following conversation ensued:

"Why does that candy store get the cream of the soda trade? It is usually crowded. You have to stand in line and take your turn, which is not pleasant. Why is it that they get the best business?"

"They make good soda," was the reply.

"I know that, but some of these druggists around here make good soda, too. Making good soda is not an occult art. The knowledge is not confined to any one man. If you don't know how, you can hire somebody who does know how. But some of these druggists do know how. Now, why is it that they are not getting their share of the trade?"

The lady thought for a moment. Then she said "I'll tell you one great reason why this candy store gets the best trade. They give every customer a dry, clean glass. Their glasses are washed in the basement, buffed and polished, and then sent up to the soda fountain on trays. Every customer is always sure to get a dry, clean glass. On the other hand, the druggists of this neighborhood all wash their glasses by sloshing them around in a sink right before your eyes. In my opinion, that is one great reason why they do not get the best class of custom."

This is not offered as a sermon, merely as a statement of a conversation that really occurred. The writer has taken pains to verify the lady's statement, and finds things to be just as she stated. We attempt to draw no moral, but if the writer were operating a soda fountain in this neighborhood, he would give every customer a dry, clean glass. And he would advertise that fact continually. People are getting very particular in these days about flies, cleanliness and sanitary conditions. Because a customer doesn't say anything is no sign that he isn't thinking. The writer knows druggists in this vicinity who are doing a good business with the "sloshing" method, but he also knows that they are not getting the best class of trade.

#### Hot Soda Pointers.

Hot soda should be served very hot. If too hot to drink, it will soon cool. But if you serve it too cold at the start, you can never get it right.

In dispensing hot soda, a short drink will hold trade better than a drink that is too "long." If they can't drink it all, they are apt to think it isn't good.

Daintiness must be the keynote. You can sell soda sometimes in a sloppy way, if you have it cold enough. But nothing will excuse sloppiness in serving hot soda.

Remember that your hot soda must be tempting. When people get very warm they will often accept a drink which is not tempting, merely to get "cooled off." But during the hot-soda season you are catering to people who can get along very well without your hot drinks, if needs be. Therefore, the drink itself must attract.

If you are feeling your way, don't open great quantities of materials at the start. Go slow until you see how business is building up.

Do not drop your cold soda on account of your hot soda. The profitable way is to run them side by side.

Do not think that people drink hot soda only in cold climates. As a matter of fact, climate has little to do with it. Do not people drink hot coffee all over the world. W. S. Adkins.

#### Several Definitions of a Sundae.

"A sundae is a service of a measured quantity of ice cream, with syrup, crushed fruits, nuts or whipped cream, with or without a dressing or topping. It is in reality an elaborated college ice."

"A sundae is a portion of ice cream, any common flavor, as vanilla, strawberry, etc., placed in a fancy sundae dish with crushed fruit (fresh fruit is best) poured over it. Here (in Indiana) we make the distinction that when ice cream is used as the base the

dish is a sundae, when water ice is used the dish is a college ice."

Another Indiana dispenser writes that with him a sundae is ice cream topped with a fruit or syrup, and that he serves neither desserts nor college ices.

"A sundae is a measured quantity of ice cream over which is poured syrup or crushed fruit, to which nuts, crushed or whole, or both are sometimes added, this being a nut sundae. A sundae may be served plain, or decorated with whipped cream, marshmallow whip, whole cherries, confections, etc."

"A sundae is a dish of ice cream over which is poured a given syrup or crushed fruit, with or without nuts or whipped cream. The sundae is so elaborated that it becomes almost anything with ice cream in it as long as it is not a drink. The line between the dessert and the sundae should be located, and the two classes of dishes should be generally called by their real names."

"A sundae is commonly a mold of vanilla ice cream topped with nut meats, crushed fruits and whipped cream or chocolate sundae dressing."

#### New Customers.

The holiday season offers the druggist an opportunity to get new customers into his store, people who have been in the habit of doing their drug buying elsewhere. This can be done by stocking novelties that other druggists do not have. If you can bring a man or a woman into your store once, if only to buy some holiday knick-knack, you have a chance to impress that person so favorably that there will be a desire to come back. People are shopping around more at Christmas season and they drift into strange stores with greater freedom and frequency than at other times. There is more buying that cannot be done by telephone. If you can show the public a neater, nattier, niftier store than that of the other fellow, you show them a reason why they should come to your store oftener. Your competitor has plenty of trade that is not roped fast to him, trade that can be transferred with very little effort. Are you willing to make the effort?

The United States imports large quantities of English walnuts every year. For the best American-raised nuts, very high prices are paid. One orchard in Sonoma county, California, is planted to the one variety, Franquette. This variety does not blight, but always produces a good crop of exceptionally fine nuts. These nuts are sold at 15 cents per pound on five-year contract. A special kind of nut drier is used on this farm. The nuts are spread out on a slated floor near the top of the drier. A fire is built in a furnace beneath and the heat soon cures the nuts. When cured, the nuts are dumped into a hopper and later are sacked. It appears that the supply of these nuts will not be adequate for many years to come.

It isn't always the brainiest man who forges ahead. A low-brow will often cause the crowd respectfully to make way for him—if he happens to be carrying a ladde:

#### REPRESENTATIVE RETAILER.

H. J. Anderson, Manager Mitchell Bros. Store, Jennings.

Henry J. Anderson was born in Benona township, Oceana county, October 15, 1874. His father and mother were both born in Norway. His father was a farmer and he lived on the home farm until he was 17 years of age, when he sailed on the lakes one season on the Mark B. Covell, a passenger steamer running between Manistee and Milwaukee. It is now one of the passenger boats of the Pere Marquette, running between Ludington and Manitowoc. He then attended the Ferris Institute at Big Rapids, for two years, pursuing the commercial course. Mitchell Brothers needed a book-keeper about that time for their general store at Jennings and requested Mr. Ferris to recommend a suitable person. He felt no hesitation in recommending Mr. Anderson, who took up the duties of the position in November, 1895. He remained in this capacity until April 1, 1905, when he was promoted to the management of the Jennings and Stittsville stores of Mitchell Brothers to fill the vacancy caused by the death of David Holmes. The Stittsville store was discontinued in 1909, since which time he has devoted his entire attention to the Jennings store with very satisfactory results, both to himself and his employers.

Mr. Anderson was married in 1902 to Miss Rose Wilson, of Jennings. They have one child—a daughter 5 years of age.

Mr. Anderson is a member of the Norwegian Lutheran church at his former home, but as there is no Norwegian church at Jennings, he worships in the Swedish Lutheran church instead. He speaks Swedish, Norwegian and English fluently.

Mr. Anderson fishes and hunts and owns an automobile. These are about the only hobbies he owns up to, but those who know him best insist that the greatest hobby of his life is loyalty to his employer and close attention to his business. He has the reputation of being on the job every waking moment of his life. He is modest and unassuming in manner and makes and holds friends with apparently very little effort. He is regarded as one of the closest buyers and best judges of merchandise in Michigan and much of the success of the Jennings store during the past eight years has been due to his remarkable ability and exceptional judgment.

#### The Literal Florist's Assistant.

His relatives telephoned to the nearest florist's. The ribbon must be extra wide, with "Rest in Peace" on both sides, and if there was room, "We Shall Meet in Heaven."

The florist was away, and his new assistant handled the job. There was a sensation when the flowers turned up at the funeral. The ribbon was extra wide, indeed, and on it was the inscription:

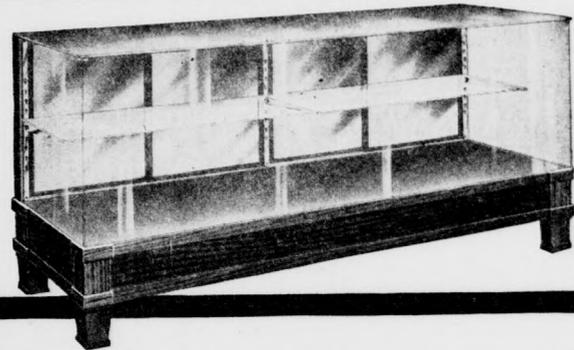
"Rest in peace on both sides, and, if there is room, we shall meet in heaven."

WHOLESALE DRUG PRICE CURRENT

<b>Acids</b>		Cubeb ..... @ 4 50	Digitalis ..... @ 60
Acetic ..... 6 @ 8	Erigeron ..... @ 2 50	Gentian ..... @ 60	Ginger ..... @ 95
Boric ..... 10 @ 15	Eucalyptus ..... 75 @ 85	Guaiaac ..... @ 1 05	Guaiaac Ammon. .... @ 80
Carbolic ..... 19 @ 23	Hemlock, pure .. @ 1 00	Iodine ..... @ 1 25	Iodine, Colorless .. @ 1 25
Citric ..... 60 @ 67	Juniper Berries .. @ 1 25	Ipecac ..... @ 75	Iron, clo. .... @ 60
Muriatic ..... 1 1/2 @ 5	Juniper Wood .. 40 @ 50	Kino ..... @ 80	Myrrh ..... @ 1 05
Nitric ..... 5 1/2 @ 10	Lard, extra ..... 85 @ 1 00	Nux Vomica ..... @ 2 00	Opium ..... @ 65
Oxalic ..... 13 @ 16	Lard, No. 1 ..... 75 @ 90	Opium, Deodor'd .. @ 2 25	Rhubarb ..... @ 70
Sulphuric ..... 1 1/4 @ 5	Laven'r Flowers 4 50 @ 5 00	Opium, Camph. .... @ 2 00	
Tartaric ..... 38 @ 45	Lavender, Garden 85 @ 1 00	Opium, Deodor'd .. @ 2 25	
<b>Ammonia</b>		Lemon ..... 5 50 @ 6 00	<b>Paints</b>
Water, 26 deg. ... 6 1/2 @ 10	Linseed, boiled, bbl @ 51	Lead, red dry .. 7 1/2 @ 10	Lead, white dry 7 1/2 @ 10
Water, 18 deg. ... 4 1/2 @ 8	Linseed, bdl less 55 @ 60	Lead, white oil 7 1/2 @ 14	Ochre, yellow bbl. 1 @ 1 1/4
Water 14 deg. ... 3 1/2 @ 6	Linseed, raw, bbis @ 50	Ochre, yellow less 2 @ 5	Putty ..... 2 1/2 @ 5
Carbonate ..... 13 @ 16	Linseed, raw, less 54 @ 59	Red Venetian bbl. 1 @ 1 1/2	Red Venet'n, less 2 @ 5
Chloride ..... 12 @ 15	Mustard, true .. 4 50 @ 6 00	Shaker, Prepared 1 40 @ 1 50	Vermillion, Eng. 90 @ 1 00
<b>Balsams</b>		Mustard, artif'l 2 75 @ 3 00	Vermillion, Amer. 15 @ 20
Copalba ..... 75 @ 1 00	Neatsfoot ..... 80 @ 85	Whiting, bbl. .... 1 @ 1 1/2	Whiting ..... 2 @ 5
Fir (Canada) ... 1 75 @ 2 00	Olive, pure ..... 2 50 @ 3 50		
Fir (Oregon) ... 40 @ 50	Olive, Malaga, .. 1 60 @ 1 75		
Peru ..... 2 25 @ 2 50	Olive, Malaga, .. 1 50 @ 1 65		
Tolu ..... 1 00 @ 1 25	Orange, sweet .. 4 75 @ 5 00		
<b>Berries</b>		Organum, pure 1 25 @ 1 50	
Cubeb ..... 65 @ 75	Organum, com'l 50 @ 75		
Fish ..... 15 @ 20	Pennyroyal .... 2 25 @ 2 50		
Juniper ..... 7 @ 10	Peppermint .... 4 00 @ 4 25		
Prickley Ash .. @ 50	Rose, pure ..... 16 00 @ 18 00		
<b>Barks</b>		Rosemary Flowers 90 @ 1 00	
Cassia (ordinary) 25	Sandalwood, E. I. 6 25 @ 6 50		
Cassia (Saigon) 65 @ 75	Sassafras, true .. 80 @ 90		
Elm (powd. 25c) 25 @ 30	Sassafras, artif'l 45 @ 50		
Sassafras (pow. 30c) @ 25	Spearmlnt ..... 5 50 @ 6 00		
Soap Cut (powd. 25c) ..... 15 @ 20	Sperm ..... 90 @ 1 00		
<b>Extracts</b>		Tansy ..... 5 00 @ 5 50	
Licorice ..... 24 @ 28	Tar, USP ..... 30 @ 40		
Licorice powdered 25 @ 30	Turpentine, bbls. @ 53 1/2		
<b>Flowers</b>		Turpentine, less 57 @ 62	
Arnica ..... 18 @ 25	Wintergreen, true @ 5 00		
Chamomile (Ger.) 25 @ 35	Wintergreen, sweet birch ..... 2 00 @ 2 25		
Chamomile (Rom.) 40 @ 50	Wintergreen, art'l 50 @ 60		
<b>Gums</b>		Wormseed ..... 3 50 @ 4 00	
Acacia, 1st ..... 40 @ 50	Wormwood ..... 6 00 @ 6 50		
Acacia, 2nd ..... 35 @ 40			
Acacia, 3d ..... 30 @ 35			
Acacia, Sorts .... @ 20			
Acacia Powdered 35 @ 40			
Aloes (Barb. Pow) 22 @ 25			
Aloes (Cape Pow.) 20 @ 25			
Aloes (Soc. Powd.) 40 @ 50			
Asafoetida ..... 75 @ 1 00			
Asafoetida, Powd. Pure ..... @ 75			
U. S. P. Powd. .... @ 1 00			
Camphor ..... 55 @ 60			
Guaiaac ..... 35 @ 40			
Guaiaac, Powdered 50 @ 60			
Kino ..... @ 40			
Kino, Powdered .. @ 45			
Myrrh ..... @ 40			
Myrrh, Powdered .. @ 50			
Opium ..... 6 80 @ 7 00			
Opium, Powd. ... 8 75 @ 8 95			
Opium, Gran. ... 8 90 @ 9 10			
Shellac ..... 28 @ 35			
Shellac, Bleached 30 @ 35			
Tragacanth No. 1 1 40 @ 1 50			
Tragacanth, Pow 75 @ 85			
Turpentine ..... 10 @ 15			
<b>Leaves</b>			
Buchu ..... 1 85 @ 2 00			
Buchu, Powd. ... 2 00 @ 2 25			
Sage, bulk ..... 18 @ 25			
Sage, 1/3 Loose. 20 @ 25			
Sage, Powdered. . 25 @ 30			
Senna, Alex ..... 45 @ 50			
Senna, Tinn. .... 15 @ 20			
Senna, Tinn, Pow. 20 @ 25			
Uva Ursi ..... 10 @ 15			
<b>Oils</b>			
Almonds, Bitter, true ..... 6 00 @ 6 50			
Almond, Bitter, artificial ..... @ 1 00			
Almonds, Sweet, true ..... 90 @ 1 00			
Almond, Sweet, imitation ..... 40 @ 50			
Amber, crude ... 25 @ 30			
Amber, rectified 40 @ 50			
Anise ..... 2 25 @ 2 50			
Bergamont ..... 7 50 @ 8 00			
Calceput ..... 75 @ 85			
Cassia ..... 1 50 @ 1 75			
Castor, bbls. and cans ..... 12 1/2 @ 15			
Cedar Leaf ..... @ 85			
Citronella ..... @ 75			
Cloves ..... 1 50 @ 1 75			
Cocoonut ..... 20 @ 25			
Cod Liver ..... 1 25 @ 1 50			
Cotton Seed .... 80 @ 1 00			
Croton ..... @ 1 60			
Alkanet ..... 15 @ 20			
Blood, powdered 20 @ 25			
Calamus ..... 35 @ 40			
Elecampane, pwd. 15 @ 20			
Gentian, powd. ... 12 @ 16			
Ginger, African, powdered .. 15 @ 20			
Ginger, Jamaica, powdered ..... 22 @ 28			
Goldenseal, powd 6 50 @ 7 00			
Ipecac, powd. ... 2 75 @ 3 00			
Licorice ..... 14 @ 16			
Licorice, powd. 12 @ 15			
Orris, powdered 25 @ 30			
Poke, powdered 20 @ 25			
Rhubarb ..... 75 @ 1 00			
Rhubarb, powd. 75 @ 1 25			
Rosinweed, powd. 25 @ 30			
Sarsaparilla, Hond. ground ..... @ 50			
Sarsaparilla Mexican, ground ..... 25 @ 30			
Squills ..... 20 @ 35			
Squills, powdered 40 @ 60			
Tumeric, powd. 12 @ 15			
Valerian, powd. 25 @ 30			
<b>Seeds</b>			
Anise ..... 15 @ 20			
Anise, powdered 22 @ 25			
Bird, Is ..... 8 @ 10			
Canary ..... 9 @ 12			
Caraway ..... 12 @ 18			
Cardamon ..... 1 75 @ 2 00			
Celery ..... 30 @ 35			
Coriander ..... 12 @ 18			
Dill ..... 25 @ 30			
Fennel ..... @ 30			
Flax ..... 4 @ 8			
Flax, ground ..... 4 @ 8			
Foenugreek, pow. 6 @ 10			
Hemp ..... 5 @ 7			
Lobelia ..... @ 50			
Mustard, yellow 9 @ 12			
Mustard, black .. 9 @ 12			
Mustard, powd. 20 @ 25			
Poppy ..... 15 @ 20			
Quince ..... 75 @ 1 00			
Rape ..... 6 @ 10			
Sabadilla ..... 25 @ 30			
Sabadilla, powd. 35 @ 45			
Sunflower ..... 6 @ 8			
Worm American 15 @ 20			
Worm Levant ..... 40 @ 50			
<b>Tinctures</b>			
Aconite ..... @ 75			
Aloes ..... @ 65			
Arnica ..... @ 60			
Asafoetida ..... @ 1 00			
Belladonna ..... @ 60			
Benzoin ..... @ 90			
Benzoin Compound @ 90			
Buchu ..... @ 1 00			
Cantharidies ..... @ 1 00			
Capsicum ..... @ 90			
Cardamon ..... @ 95			
Cardamon, Comp. @ 65			
Catechu ..... @ 60			
Cinchona ..... @ 1 05			
Colchicum ..... @ 60			
Cubeb ..... @ 1 20			
Arsenic ..... 6 @ 10			
Blue Vitrol, bbl. 7 @ 6 1/2			
Blue Vitrol less 7 @ 10			
Bordeaux Mix Pst 8 @ 15			
Hellebore, White powdered ..... 15 @ 20			
Insect Powder ..... 20 @ 35			
Lead Arsenate ..... 8 @ 16			
Lime & Sulphur Solution, gal. 15 @ 25			
Paris Green ..... 15 1/2 @ 20			
<b>Miscellaneous</b>			
Acetanalid ..... 30 @ 35			
Alum ..... 3 @ 5			
Alum, powdered and ground ..... 5 @ 7			
Bismuth, Subnitrate ..... 2 10 @ 2 25			
Borax xtal or powdered ..... 6 @ 12			
Cantharidies po. 2 25 @ 2 50			
Calomei ..... 1 20 @ 1 30			
Capsicum ..... 20 @ 25			
Carmine ..... @ 3 50			
Cassia Buds ..... @ 40			
Cloves ..... 30 @ 35			
Chalk Prepared .. 6 @ 8 1/2			
Chalk Precipitated 7 @ 10			
Chloroform ..... 38 @ 48			
Chloral Hydrate 1 00 @ 1 15			
Cocaine ..... 4 20 @ 4 50			
Cocoa Butter ..... 50 @ 60			
Corks, list, less 70% ..... @			
Copperas, bbls. .... @			
Copperas, less ... 2 @ 5			
Copperas, Powd. 4 @ 6			
Corrosive Sublim. 1 05 @ 1 10			
Cream Tartar ... 30 @ 35			
Cuttlebone ..... 25 @ 30			
Dextrine ..... 7 @ 10			
Dover's Powder 2 00 @ 2 25			
Emery, all Nos. 6 @ 10			
Emery, powdered 5 @ 8			
Epsom Salts, bbls 2 1/2 @ 1 1/2			
Epsom Salts, less 2 1/2 @ 1 1/2			
Ergot ..... 1 50 @ 1 75			
Ergot, powdered 1 80 @ 2 00			
Flake White ..... 13 @ 15			
Formaldehyde lb. 10 @ 15			
Gambier ..... 6 @ 10			
Gelatine ..... 35 @ 45			
Glassware, full cases 30%			
Glassware, less 70 & 10%			
Glauber Salts bbl. @ 1			
Glauber Salts less 2 @ 5			
Glue, brown ..... 11 @ 15			
Glue, brown grd 10 @ 15			
Glue, white ..... 15 @ 25			
Glue, white grd 15 @ 20			
Glycerine ..... 23 1/2 @ 30			
Hops ..... 50 @ 80			
Indigo ..... 85 @ 1 00			
Iodine ..... 4 35 @ 4 60			
Iodoform ..... 5 40 @ 5 60			
Lead Acetate ..... 12 @ 18			
Lycopodium ..... 55 @ 65			
Mace ..... 80 @ 90			
Mace, powdered 90 @ 1 00			
Menthol ..... 5 50 @ 6 00			
Mercury ..... 75 @ 85			
Morphine all brd 5 05 @ 5 30			
Nux Vomica ..... @ 10			
Nux Vomica pow. @ 15			
Pepper, black pow 20 @ 25			
Pepper, white .. 30 @ 35			
Pitch, Burgundy 10 @ 15			
Quassia ..... 10 @ 15			
Quinine, all brds 25 @ 36 1/2			
Saccharine ..... 23 @ 30			
Saccharine ..... 1 50 @ 1 75			
Salt Peter ..... 7 1/2 @ 12			
Selditz Mixture .. 20 @ 25			
Soap, green ..... 15 @ 20			
Soap, mott castile 10 @ 15			
Soap, white castile case ..... @ 6 25			
Soap, white castile less, per bar @ 68			
Soda Ash ..... 1 1/2 @ 5			
Soda Bicarbonate 1 1/2 @ 5			
Soda, Sal ..... 1 @ 4			
Spirits Camphor .. @ 75			
Sulphur roll .... 2 1/2 @ 5			
Sulphur Subl. .... 2 1/2 @ 5			
Tamarinds ..... 10 @ 15			
Tartar Emetic .. 40 @ 50			
Turpentine Venice 40 @ 50			
Vanilla Ext. pure 1 00 @ 1 50			
Witch Hazel ..... 65 @ 1 00			
Zinc Sulphate .... 7 @ 10			

WE take this occasion to extend to our customers and friends a Merry Christmas and a very Happy and Prosperous New Year. It is also our pleasure to thank you for the very handsome business you have given us during the year 1913, and the most elegant orders for druggists' sundries and holiday goods during the present season. We shall continue our business from January 1, 1914, along the same lines as heretofore, but with increased energy, a larger stock of drugs and a greater variety of first-class druggists' sundries and holiday merchandise. Again extending to you all the compliments of the season, we are,

Sincerely,  
Hazeline & Perkins Drug Co.



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

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

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

Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

Rolled Oats

Index to Markets

By Columns

Table with columns A, B, C, D, F, G, H, J, M, N, O, P, R, S, T, V, W, Y. Lists various grocery items like Ammonia, Axle Grease, Baked Beans, etc.

1

Table with column 1. Lists items like AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, etc.

2

Table with column 2. Lists items like Beans, Blueberries, Clams, Corn, etc.

3

Table with column 3. Lists items like CHEESE, CHEWING GUM, CHICORY, CHOCOLATE, etc.

4

Table with column 4. Lists items like Mocha, CONFECTIONERY, CLOTHES LINE, COCOANUT, etc.

5

Table with column 5. Lists items like Shelled, CRACKED WHEAT, CRACKERS, BUTTER, etc.

6

Graham Crackers Red Label 10c size 1 00
Lemon Snaps 50
Oysterettes 50
Premium Sodas 1 00
Royal Toast 1 00
Saratoga Flakes 1 50
Social Tea Biscuit 1 00
S. S. Butter Crackers 1 50
Uneda Biscuit 1 50
Vanilla Wafer 1 00
Water Thin Biscuit 1 00
Zu Zu Ginger Snaps 50
Zwieback 1 00
Other Package Goods
Barnum's Animals 50
Chocolate Tokens 2 50
Butter Crackers NBC Family Package 2 50
Soda Crackers NBC Family Package 2 50
Fruit Cake 3 00
In Special Tin Packages per doz.
Festino 2 50
Nabisco 25c 2 50
Nabisco, 10c 1 00
In bulk, per tin
Nabisco 1 75
Festino 1 50
Bent's Water Crackers 1 40
CREAM TARTAR
Barrels or drums 33
Boxes 34
Square Cans 36
Fancy Caddies 41
DRIED FRUITS
Apples
Evaporated, Choice bulk 09
Evaporated, Fancy pkg. 8 1/2
Apricots
California 13@15
Citron
Corsican 16
Currants
Imported 1lb. pkg. 8 1/2
Imported, bulk 8 1/4
Peaches
Muir-Choice, 25lb. 7 1/2
Muir-Fancy, 25lb. 8 1/2
Fancy, Peeled, 25lb. 15
Peel
Lemon, American 12 1/4
Orange, American 12 1/2
Raisins
Cluster, 20 cartons 2 25
Loose Muscatels, 4 Cr. 7 1/2
Loose Muscatels, 3 Cr. 7 1/4
L. M. Seeded, 1 lb. 8 3/4@9
California Prunes
90-100 25lb. boxes @ 6 1/2
70-80 25lb. boxes @ 7 1/2
60-70 25lb. boxes @ 8 1/2
50-60 25lb. boxes @ 9 1/2
40-50 25lb. boxes @ 10 1/2
40-50 25lb. boxes @ 11 1/2
FARINACEOUS GOODS
Beans
California Lima 6 1/2
Michigan Lima 6
Med. Hand Picked 2 25
Brown Holland 1 65
Farina
25 1 lb packages 4 50
Bulk, per 100 lbs. 4 00
Original Holland Rusk
Packed 12 rolls to container
3 containers (40) rolls 3 20
Hominy
Pearl, 100 lb. sack 2 00
Maccaroni and Vermicelli
Domestic, 10 lb. box 60
Imported, 25 lb. box 2 50
Pearl Barley
Chester 3 00
Empire
Peas
Green, Wisconsin, bu. 1 75
Green, Scotch, bu. 1 75
Split, lb. 5
Sago
East India 4 1/2
German, sacks 4 1/2
German, broken pkg.
Tapioca
Flake, 100 lb. sacks 4 1/2
Pearl, 100 lb. sacks 4 1/2
Pearl, 36 pkgs. 2 25
Minute, 36 pkgs. 2 75
FISHING TACKLE
1/4 to 1 in. 6
1 1/2 to 2 in. 7
1 1/2 to 2 in. 9
2 in. 11
2 in. 15
3 in. 20
Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20
Linen Lines
Small 20
Medium 26
Large 34
Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

7 FLAVORING EXTRACTS

Jennings D C Brand
Terpeness Extract Lemon
No. 1 F box, per doz. 75
No. 2 F box, per doz. 90
No. 4 F box, per doz. 1 75
No. 3 Taper, per doz. 1 75
2 oz. Flat, F M per dz. 1 50
Jennings D C Brand
Extract Mexican Vanilla
No. 1 F Box, per doz. 90
No. 2 F Box, per doz. 1 25
No. 4 F Box, per doz. 2 25
No. 3 Taper, per doz. 2 00
2 oz. Flat F M per dz. 2 00
FLOUR AND FEED
Grand Rapids Grain & Milling Co.
Winter Wheat
Purity Patent 5 10
Seal of Minnesota 4 80
Sunburst 4 80
Wizard Flour 4 70
Wizard Graham 4 80
Wizard Gran. Meal 4 40
Wizard Buckwh't cwt 3 40
Rye
Valley City Milling Co.
Lily White 5 10
Light Loaf 4 60
Graham 2 00
Granena Health 2 10
Gran. Meal 2 00
Bolted Med. 1 90
Voigt Milling Co.
Graham 4 30
Voigt's Crescent 5 10
Voigt's Flourigt 5 10
Voigt's Hygienic 4 30
Voigt's Royal 5 50
Columbian 4 80
Calla Lily 4 60
Watson-Higgins Milling Co.
Perfection Buckwheat
Flour 6 00
Perfection Flour 5 00
Tip Top Flour 4 60
Golden Sheaf Flour 4 10
Marshall's Best Flour 4 65
Worden Grocer Co.
Wizard Flour 4 70
Quaker paper 4 90
Quaker, cloth 5 00
Quaker Buckwheat bbl. 5 50
Kansas Hard Wheat
Worden Grocer Co.
American Eagle, 1/4 s. 5 10
American Eagle, 1/2 s. 5 00
American Eagle, 3/4 s. 4 90
Spring Wheat
Roy Baker
Golden Horn, family 4 80
Golden Horn, bakers 4 75
Wisconsin Rye 3 60
Judson Grocer Co.
Ceresota, 1/4 s. 5 30
Ceresota, 1/2 s. 5 40
Ceresota, 3/4 s. 5 50
Worden Grocer Co.
Wingold, 1/4 s cloth 5 45
Wingold, 1/2 s cloth 5 35
Wingold, 3/4 s cloth 5 25
Wingold, 1/4 s paper 5 30
Wingold, 1/2 s paper 5 25
Wingold, 3/4 s paper 5 10
Bakers' Patent 5 10
Wykes & Co.
Sleepy Eye, 1/4 s cloth 5 40
Sleepy Eye, 1/2 s cloth 5 30
Sleepy Eye, 3/4 s cloth 5 20
Sleepy Eye, 1/4 s paper 5 20
Sleepy Eye, 1/2 s paper 5 20
Sleepy Eye, 3/4 s paper 5 20
Meal
Bolted 4 20
Golden Granulated 4 40
Wheat
New Red 95
New White 95
Oats
Michigan carlots 45
Less than carlots 47
Corn
Carlots 75
Less than carlots 77
Hay
Carlots 18 00
Less than carlots 19 00
Feed
Street Car Feed 33
No. 1 Corn & Oat Feed 33
Cracked corn 32
Coarse corn meal 32
FRUIT JARS
Mason, pts., per gro. 4 55
Mason, qts., per gro. 4 95
Mason, 1/2 gal. per gro. 7 30
Mason, can tops, gro. 1 65
GELATINE
Cox's, 1 doz. large 1 45
Cox's, 1 doz. small 90
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gr. 14 00
Knox's Acid'd doz. 1 25
Nelson's 1 50
Oxford 75
Plymouth Rock, Phos. 1 25
Plymouth Rock, Plain 90
GRAIN BAGS
Broad Gauge 18
Amoskeag 19
Herbs
Sage 15
Hops 15
Laurel Leaves 15
Senna Leaves 25

8 HIDES AND PELTS

Hides
Green, No. 1 12
Green, No. 2 11
Cured, No. 1 13 1/2
Cured, No. 2 12 1/2
Calfskin, green, No. 1 15
Calfskin, green, No. 2 13 1/2
Calfskin, cured, No. 1 16
Calfskin, cured, No. 2 14 1/2
Pelts
Old Wool 60@1 25
Lambs 50@1 00
Shearlings 50@1 00
Tallow
No. 1 @ 5
No. 2 @ 4
Wool
Unwashed, med. @ 18
Unwashed, fine @ 13
HORSE RADISH
Per doz. 90
Jelly
5lb. pails, per doz. 2 40
15lb. pails, per pail 55
30lb. pails, per pail 1 00
JELLY GLASSES
1/2 pt. in bbls., per doz. 15
1 pt. in bbls., per doz. 16
8 oz. capped in bbls. per doz. 18
MACARONI
Uncle Sam Macaroni Co.
Macaroni, 24 10c pkgs. 1 70
Spaghetti, 24 10c pkgs. 1 70
Vermicelli, 24 10c pkgs. 1 70
Curve Cuts, 24 10c pkgs. 1 70
Alphabets, 24 10c pkgs. 1 70
Kurl Cuts, 20 lb. pails 1 35
Kurl Cuts, 25 lb. pails 1 37
Kurl Cuts, 50 lb. pails 2 40
Egg Noodles, 24 10c pkgs. 1 80
Bulk Macaroni, 10 lb. boxes 75
Bulk Spaghetti, 10 lb. boxes 75
Hotel Hook, fibre bxs. 1 00
MAPLEINE
2 oz. bottles, per doz. 3 00
1 oz. bottles, per doz. 1 75
MINCE MEAT
Per case 2 85
MOLASSES
New Orleans
Fancy Open Kettle 42
Choice 35
Good 22
Fair 20
Half barrels 2c extra
Red Hen, No. 2 1/2 1 75
Red Hen, No. 5 1 75
Red Hen, No. 10 1 65
MUSTARD
1/4 lb. 6 lb. box 16
OLIVES
Bulk, 1 gal. kegs 1 00@1 10
Bulk, 2 gal. kegs 95@1 10
Bulk, 5 gal. kegs 90@1 10
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 25
Stuffed, 14 oz. 2 25
Puffed (not stuffed) 14 oz. 2 25
Manzanilla, 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 1 25
Queen, Mammoth, 19 oz. 4 25
Queen, Mammoth, 28 oz. 5 75
Olive Chow, 2 doz. cs. per doz. 2 25
PICKLES
Medium
Barrels, 1,200 count 7 75
Half bbls., 600 count 4 38
5 gallon kegs 1 90
Small
Barrels 9 50
Half barrels 5 25
5 gallon kegs 2 25
Gherkins
Barrels 14 50
Half barrels 7 75
5 gallon kegs
Sweet Small
Barrels 16 50
Half barrels 8 75
5 gallon kegs 3 50
PIPES
Clay, No. 216, per box 1 75
Clay, T. D. full count 60
Cob 90
PLAYING CARDS
No. 90, Steamboat 75
No. 15, Rival assorted 1 25
No. 20, Rover, enam'd. 1 50
No. 572, Special 1 75
No. 98 Golf. satin fin. 2 00
No. 808, Bicycle 2 00
No. 632 Tourn't whist 2 25
POTASH
Babbitt's 2 doz. 1 75
PROVISIONS
Barreled Pork
Clear Back 21 00@21 50
Short Cut Clear 19 00@19 50
Bean 19 00@19 50
Brisket, Clear 26 00@27 00
Pig 23 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 14 1/2@15

9 Lard

Pure in tierces 11 1/2@13
Compound Lard 8 1/2@9
80 lb. tubs... advance 1/4
60 lb. tubs... advance 1/4
50 lb. tins... advance 1/4
20 lb. pails... advance 3/4
10 lb. pails... advance 3/4
5 lb. pails... advance 1
8 lb pails... advance 1
Smoked Meats
Hams, 12 lb. av. 19@19 1/2
Hams, 14 lb. av. 18 1/2@19
Hams, 16 lb. av. 15 1/2@16
Hams, 18 lb. av. 16@16 1/2
Ham, dried beef sets 29 @30
California Hams 12 @12 1/2
Picnic Boiled
Hams 19 1/2@20
Boiled Hams 23 @24
Minced Ham 14 @14 1/2
Bacon 17 @25
Sausages
Bologna 11 1/2@12
Liver 9 1/2@10
Frankfort 12 1/2@13
Pork 13 @14
Veal 11
Tongue 11
Headcheese 10
Beef
Boneless 20 00@20 50
Rump, new 24 00@24 50
Pig's Feet
1/4 bbls. 1 05
3/4 bbls., 40 lbs. 2 10
1/2 bbls. 4 25
1 bbl. 8 50
Tripe
Kits, 15 lbs. 90
1/4 bbls., 40 lbs. 1 60
3/4 bbls., 80 lbs. 3 00
Casings
Hogs, per 1/2 35
Beef, rounds, set 18@20
Beef, middles, set 80@85
Sheep, per bundle 85
Uncolored Butterline
Solid Dairy 12 @16
Country Rolls 12 1/2@18
Canned Meats
Corned beef, 2 lb. 4 65
Corned beef, 1 lb. 2 40
Roast beef, 2 lb. 4 65
Roast beef, 1 lb. 2 40
Potted Meat, Ham
Flavor, 1/4 s 55
Potted Meat, Ham
Flavor, 1/2 s 95
Deviled Meat, Ham
Flavor, 1/4 s 55
Deviled Meat, Ham
Flavor, 1/2 s 95
RICE
Fancy 6 1/2@7
Japan Style 5 @5 1/2
Broken 3 1/2@4 1/4
ROLLED OATS
Rolled Avena, bbls. 5 25
Steel Cut, 100 lb. sks 2 50
Monarch, bbls. 4 85
Monarch, 90 lb. sks. 2 30
Quaker, 18 Regular 1 45
Quaker, 20 Family 4 00
SALAD DRESSING
Columbia, 1/2 pt. 2 25
Columbia, 1 pint. 4 00
Durkee's, large 1 doz. 4 50
Durkee's, small, 2 doz. 5 25
Snider's, large, 1 doz. 2 35
Snider's small, 2 doz. 1 35
SALERATUS
Packed 60 lbs. in box
Arm and Hammer 3 00
Wyandotte, 100 1/4 s 3 00
50lb. boxes 3 1/2
SALT
SAL SODA
Granulated, bbls. 80
Granulated, 100 lbs. cs. 90
Granulated, 36 pkgs. 1 25
SALT
Common Grades
100 3 lb. sacks 2 60
70 4 lb. sacks 2 40
60 5 lb. sacks 2 40
28 10 lb. sacks 2 25
56 lb. sacks 40
28 lb. sacks 20
Warsaw
56 lb. dairy in drill bags 40
28 lb. dairy in drill bags 20
Solar Rock
56 lb. sacks 26
Common
Granulated, Fine 1 05
Medium, Fine 1 10
SALT FISH
Cod
Large, whole @ 9
Small, whole @ 8 1/2
Strips or bricks 9@13
Pollock @ 5 1/2
Halibut
Strips 18
Chunks 19
Holland Herring
Y. M. wh. hoop bbls. 10 50
Y. M. wh. hoop 1/2 bbls. 6 00
Y. M. wh. hoop kegs 65
Y. M. wh. hoop Milchers kegs 70
Standard, bbls. 9 25
Standard, 1/2 bbls. 4 88
Standard, kegs 56
Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25
No. 1, 10 lbs. 90
No. 1, 3 lbs. 75

10 Mackerel

Mess, 100 lbs. 17 00
Mess, 40 lbs. 7 20
Mess, 10 lbs. 1 90
Mess, 8 lbs. 1 60
No. 1, 100 lbs. 16 00
No. 1, 40 lbs. 6 80
No. 1, 10 lbs. 1 80
Whitefish
100 lbs. 9 75
50 lbs. 5 25
10 lbs. 1 12
8 lbs. 92
100 lbs. 4 65
40 lbs. 2 10
10 lbs. 75
8 lbs. 65
SEEDS
Anise 14
Canary, Smyrna 7 1/2
Caraway 10
Cardomom, Malabar 1 20
Celery 50
Hemp, Russian 5
Mixed Bird 5
Mustard, white 8
Poppy 9
Rape 5 1/2
SHOE BLACKING
Handy Box, large 3 dz. 3 50
Handy Box, small 1 25
Bixby's Royal Polish 85
Miller's Crown Polish 85
SNUFF
Scotch, in bladders 37
Maccaboy, in jars 35
French Rapple in jars 43
SODA
Boxes 5 1/2
Kegs, English 4 1/4
SPICES
Whole Spices
Allspice, Jamaica 9@10
Allspice, lg Garden @11
Cloves, Zanzibar @22
Cassia, Canton 14@15
Cassia, 5c pkg. dz. @25
Ginger, African @ 9 1/2
Ginger, Cochin @14 1/2
Jace, Penang @70
Mixed, No. 1 @17
Mixed, No. 2 @16
Mixed, 5c pkgs. dz. @45
Nutmegs, 105-110 @30
Nutmegs, 105-110 @25
Pepper, Black @15
Pepper, White @25
Pepper, Cayenne @22
Pakrika, Hungarian
Pure Ground in Bulk
Allspice, Jamaica @14
Cloves, Zanzibar @29
Cassia, Canton @20
Ginger, African @17
Mace, Penang @75
Nutmegs @35
Pepper, Black @19
Pepper, White @27
Pepper, Cayenne @24
Pakrika, Hungarian @45
STARCH
Corn
Kingsford, 40 lbs. 7 1/4
Muzzy, 20 lb. pkgs. 5 1/4
Gloss
Silver Gloss, 40 lb. 7 1/4
Muzzy, 40 lb. pkgs. 5
Muzzy, Gloss
Silver Gloss, 16 3lbs. 6 1/4
Silver Gloss, 12 6lbs. 8 1/4
Muzzy
48 lb. packages 5
16 3lb. packages 4 1/2
12 lb. packages 6
J. T. 5 1/2 & 11 lb. 35
Kentucky Navy, 12 lb. 32
Keystone Twist, 6 lb. 45
Kismet, 6 lb. 48
Maple Dip, 20 oz. 28
Merry Widow, 12 lb. 32
Nobby Spun Roll 6 & 3 58
Parrot, 12 lb. 34
Patterson's Nat. Leaf 95
Peachey, 6-12 & 24 lb. 40
Picnic Twist, 5 lb. 45
Piper Heidsick, 4 & 7 lb. 69
Piper Heidsick, per doz. 96
Polo, 3 doz., per doz. 48
Redicut, 12-3 oz. 38
Scrapple, 2 & 4 doz. 48
Sherry Cobbler, 8 oz. 32
Spear Head, 12 oz. 44
Spear Head, 14 2-3 oz. 44
Spear Head, 7 oz. 47
Sq. Deal, 7, 14 and 28 lb. 30
Star, 6, 12 & 24 lb. 43
Standard Navy, 7 1/2, 15 & 30 lb. 34
Ten Penny, 6 & 12 lb. 35
Town Talk, 14 oz. 31
Yankee Girl, 12 & 24 30
Scrap
All Red, 5c 5 76
Am. Union Scrap 5 40
Bag Pipe, 5c 5 88
Cutlars, 2 1/2 oz. 26
Globe Scrap, 2 oz. 30
Happy Thought, 2 oz. 30
Honey Comb Scrap, 5c 5 76
Honest Scrap, 5c 1 50
Mail Pouch, 4 doz. 5c 2 50
Old Songs, 5c 5 76
Old Times, 1/2 gro. 5 50
Polar Bear, 5c, 1/2 gro. 5 76
Red Band, 5c, 1/2 gro. 5 76
Red Man Scrap 5c 1 42

11 Young Hyson

Choice 23@30
Fancy 45@55
Oolong
Formosa, Medium 25@28
Formosa, Choice 32@35
Formosa, Fancy 50@60
English Breakfast
Congou, Medium 25@30
Congou, Choice 30@35
Congou, Fancy 40@60
Congou, Ex. Fancy 60@80
Ceylon
Pekoe, Medium 23@30
Dr. Pekoe, Choice 30@35
Flowery O. P. Fancy 40@50
TOBACCO
Fine Cut
Blot 1 45
Bugle, 15 oz. 3 84
Bugle, 10c 11 00
Dan Patch, 8 and 16 oz. 32
Dan Patch, 4 oz. 11 52
Dan Patch, 2 oz. 5 76
Fast Mail, 16 oz. 7 80
Hiawatha, 16 oz. 60
Hiawatha, 5c 5 40
May Flower, 16 oz. 9 36
No Limit, 8 oz. 1 80
No Limit, 16 oz. 3 60
Ojibwa, 8 and 16 oz. 40
Ojibwa, 10c 11 10
Ojibwa, 5c 1 85
Petoskey Chief, 7 oz. 2 00
Petoskey Chief, 14 oz. 4 00
Peach and Honey, 5c 5 76
Red Bell, 16 oz. 3 96
Red Bell, 8 foil 1 98
Sterling, J. & D 5c 5 76
Sweet Cuba, canister 9 76
Sweet Cuba, 5c 5 76
Sweet Cuba, 10c 5 76
Sweet Cuba, 1 lb. tin 4 50
Sweet Cuba, 1/2 lb. foil 2 25
Sweet Burley, 5c L&D 5 76
Sweet Burley, 8 oz. 2 45
Sweet Burley, 16 oz. 4 90
Sweet Mist, 1/2 gro. 5 70
Sweet Mist, 8 oz. 11 10
Sweet Mist, 8 oz. 35
Telegram, 5c 5 76
Tiger, 5c 6 00
Tiger, 25c cans 2 35
Uncle Daniel, 1 lb 60
Uncle Daniel, 1 oz. 5 22
Plug
Am. Navy, 16 oz. 32
Apple, 10 lb. butt 38
Drummond Nat. Leaf, 2 and 5 lb. 60
Drummond Nat. Leaf per doz. 96
Battle Ax 28
Bracer, 6 and 12 lb. 30
Big Four, 6 and 16 lb. 32
Boot Jack, 2 lb. 90
Boot Jack, per doz. 90
Bullion, 16 oz. 46
Climax, Golden Twins 48
Climax 14 1/2 oz. 44
Climax, 7 oz. 47
Days' Work, 7 & 14 lb. 37
Creme de Menthe, lb. 62
Derby, 5 lb. boxes 28
5 Bros., 4 lb. 66
Four Roses, 10c 90
Gilt Edge, 2 lb. 50
Gold Rope, 6 & 12 lb. 58
Gold Rope, 4 & 8 lb. 58
G. O. P., 12 & 24 lb. 40
Granger Twist, 6 lb. 46
G. T. W., 10 lb. & 21 lb. 36
Horse Shoe, 6 & 12 lb. 43
Honey Dip Twist, 5&10 45
Jolly Tar, 5 & 8 lb. 40
J. T., 5 1/2 & 11 lb. 35
Kentucky Navy, 12 lb. 32
Keystone Twist, 6 lb. 45
Kismet, 6 lb. 48
Maple Dip, 20 oz. 28
Merry Widow, 12 lb. 32
Nobby Spun Roll 6 & 3 58
Parrot, 12 lb. 34
Patterson's Nat. Leaf 95
Peachey, 6-12 & 24 lb. 40
Picnic Twist, 5 lb. 45
Piper Heidsick, 4 & 7 lb. 69
Piper Heidsick, per doz. 96
Polo, 3 doz., per doz. 48
Redicut, 12-3 oz. 38
Scrapple, 2 & 4 doz. 48
Sherry Cobbler, 8 oz. 32
Spear Head, 12 oz. 44
Spear Head, 14 2-3 oz. 44
Spear Head, 7 oz. 47
Sq. Deal, 7, 14 and 28 lb. 30
Star, 6, 12 & 24 lb. 43
Standard Navy, 7 1/2, 15 & 30 lb. 34
Ten Penny, 6 & 12 lb. 35
Town Talk, 14 oz. 31
Yankee Girl, 12 & 24 30

SPECIAL PRICE CURRENT

12

Scrapple, 5c pkgs. 48
Sure Shot, 5c 1-6 gro. 5 76
Yankee Girl Scrap, 2oz. 5 76
Pan Handle Scrap, 1/4 gr. 5 76
Peachy Scrap, 5c 5 76
Union Workman 2 1/4 6 00

Smoking

All Leaf, 2 1/2 & 7 oz. 30
BB, 3 1/2 oz. 6 00
BB, 7 oz. 12 00
BB, 14 oz. 24 00
Bagdad, 10c tins 11 52
Badger, 3 oz. 5 04
Badger, 7 oz. 11 52
Banner, 5c 5 76
Banner, 20c 1 60
Banner, 40c 3 20
Belwood, Mixture, 10c 94
Big Chief, 2 1/2 oz. 6 00
Big Chief, 16 oz. 30
Bull Durham, 5c 5 85
Bull Durham, 10c 11 52
Bull Durham, 15c 17 28
Bull Durham, 8 oz. 3 60
Bull Durham, 16 oz. 6 72
Buck Horn, 5c 5 76
Buck Horn, 10c 11 52
Briar Pipe, 5c 6 00
Briar Pipe, 10c 12 00
Black Swan, 5c 5 76
Black Swan, 14 oz. 3 50
Bob White, 5c 6 00
Brotherhood, 5c 6 00
Brotherhood, 10c 11 10
Brotherhood, 16 oz. 5 05
Carnival, 5c 5 70
Carnival, 1/2 oz. 39
Carnival, 1 oz. 40
Carnival, 16 oz. 30
Cigar Clip'g. Johnson
Cigar Clip'g. Seymour
Identity, 3 & 16 oz. 30
Darby Cigar Cuttings 4 50
Continental Cubes, 10c
Corn Cake, 14 oz. 2 55
Corn Cake, 7 oz. 1 45
Corn Cake, 5c 5 76
Corn Cake, 10c 5 76
Cream, 50c pails 4 70
Cuban Star, 5c foil 5 76
Cuban Star, 16 oz pails 3 72
Chips, 10c 10 30
Dills Best, 1 1/2 oz. 79
Dills Best, 3 1/2 oz. 77
Dills Best, 16 oz. 73
Dixie Kid, 5c 48
Duke's Mix, 5c 5 76
Duke's Mix, 10c 11 52
Duke's Cameo, 5c 5 76
Drum, 5c 5 76
F. F. A. 4 oz. 5 04
F. F. A. 7 oz. 11 52
Fashion, 5c 6 00
Fashion, 16 oz. 5 28
Five Bros., 5c 5 76
Five Bros., 10c 10 53
Five cent cut Plug. 29
F O B 10c 11 52
Four Roses, 10c 96
Full Dress, 1 1/2 oz. 72
Glad Hand, 5c 48
Gold Block, 10c 12 00
Gold Star, 50c pail 4 70
Gail & Ax Navy, 5c 5 76
Growler, 5c 42
Growler, 10c 94
Growler, 20c 1 85
Giant, 5c 5 76
Giant, 40c 3 96
Hand Made, 2 1/2 oz. 5 76
Honey Dew, 10c 12 00
Hunting, 5c 38
I X L, 5c 6 10
I X L, in pails 3 90
Just Suits, 5c 6 00
Just Suits, 10c 12 00
Kiln Dried, 25c 2 45
King Bird, 7 oz. 2 16
King Bird, 10c 11 52
King Bird, 5c 5 76
La Turka, 5c 5 76
Little Giant, 1 lb. 28
Lucky Strike, 10c 96
Le Redo, 3 oz. 10 80
Le Redo, 8 & 16 oz. 38
Myrtle Navy, 10c 11 52
Myrtle Navy, 5c 5 76
Maryland Club, 5c 50
Mayflower, 5c 5 76
Mayflower, 10c 96
Mayflower, 20c 1 92
Nigger Hair, 5c 10 70
Nigger Hair, 10c 10 70
Nigger Head, 5c 10 56
Nigger Head, 10c 10 56
Noon Hour, 5c 48
Old Colony, 1-12 gro. 11 52
Old Mill, 5c 5 76
Old English Curve 1 1/2 oz. 96
Old Crop 5c 5 76
Old Crop, 25c 20
P. S., 8 oz. 30 lb. cs. 19
P. S., 3 oz., per gro. 5 70
Pat Hand, 1 oz. 63
Patterson Seal, 1 1/2 oz. 48
Patterson Seal, 3 oz. 96
Patterson Seal, 16 oz. 5 00
Peerless, 5c 5 76
Peerless, 10c cloth 11 52
Peerless, 10c paper 10 80
Peerless, 20c 2 04
Peerless, 40c 4 08
Plaza, 2 gro. cs. 5 76
Plow Boy, 5c 5 76
Plow Boy, 10c 11 40
Plow Boy, 1 1/2 oz. 4 70
Pedro, 10c 11 93
Pride of Virginia, 1 1/2 77
Pilot, 5c 5 76

13

Pilot, 7 oz. doz. 1 05
Pilot, 14 oz. doz. 2 10
Prince Albert, 5c 48
Prince Albert, 10c 96
Prince Albert, 8 oz. 3 84
Prince Albert, 16 oz. 7 44
Queen Quality, 5c 48
Rob Roy, 5c foil 5 76
Rob Roy, 10c gross 10 52
Rob Roy, 25c doz. 2 10
Rob Roy, 50c doz. 4 10
S. & M., 5c gross 5 76
S. & M., 14 oz. doz. 3 20
Soldier Boy, 5c gross 5 76
Soldier Boy, 1 lb. 10 50
Soldier Boy, 1 lb. 4 75
Sweet Caporal, 1 oz. 60
Sweet Lotus, 5c 6 00
Sweet Lotus, 10c 12 00
Sweet Lotus, per dz. 4 35
Sweet Rose, 2 1/2 oz. 30
Sweet Tip Top, 5c 50
Sweet Tip Top, 10c 1 00
Sweet Tips, 1/4 gro. 10 08
Sun Cured, 10c 98
Summer Time, 5c 5 76
Summer Time, 7 oz. 1 65
Summer Time, 14 oz. 3 50
Standard, 5c foil 5 76
Standard, 10c paper 8 64
Seal N. C., 1 1/2 cut plug 70
Seal N. C., 1 1/2 Gran. 63
Three Feathers, 1 oz. 48
Three Feathers, 10c 11 52
Three Feathers and
Pipe combination 2 25
Tom & Jerry, 14 oz. 3 60
Tom & Jerry, 7 oz. 1 76
Tom & Jerry, 3 oz. 78
Trout Line, 5c 90
Trout Line, 10c 11 00
Turkish, Patrol, 2-9 5 78
Tuxedo, 1 oz. bags 48
Tuxedo, 2 oz. tins 96
Tuxedo, 20c 1 90
Tuxedo, 80c tins 7 45
Twain Oaks, 10c 96
Union Leader, 50c 5 10
Union Leader, 25c 2 60
Union Leader, 10c 11 52
Union Leader, 5c 6 00
Union Workman, 1 1/2 5 76
Uncle Sam, 10c 10 80
Uncle Sam, 8 oz. 2 25
U. S. Marine, 5c 5 76
Van Bibber, 2 oz. tin 88
Velvet, 5c pouch 48
Velvet, 10c tin 96
Velvet, 8 oz. tin 3 84
Velvet, 16 oz. can 7 68
Velvet, combination cs 5 75
War Path, 5c 6 00
War Path, 20c 1 60
Wave Line, 3 oz. 40
Wave Line, 16 oz. 40
Way up, 2 1/2 oz. 5 75
Way up, 16 oz. pails 31
Wild Fruit, 5c 5 76
Wild Fruit, 10c 11 52
Yum Yum, 5c 6 00
Yum Yum, 10c 11 52
Yum Yum, 1 lb., doz. 4 80

TWINE

Cotton, 3 ply 25
Cotton, 4 ply 25
Jute, 2 ply 14
Hemp, 6 ply 13
Flax, medium 24
Wool, 1 lb. bales 9 1/2

VINEGAR

White Wine, 40 grain 8 1/2
White Wine, 80 grain 11 1/2
White Wine, 100 grain 13
Oakland Vinegar & Pickle
Co's Brands.
Highland apple cider .18
Oakland apple cider .13
State Seal sugar .11
Oakland white pickling 10
Packages free.

WICKING

No. 0, per gross 30
No. 1, per gross 40
No. 2, per gross 50
No. 3, per gross 75

WOODENWARE

Baskets
Bushels 1 00
Bushels, wide band 1 15
Market 40
Splint, large 3 50
Splint, medium 3 00
Splint, small 2 75
Willow, Clothes, large 8 25
Willow, Clothes, small 6 75
Willow, Clothes, me'm 7 50

Butter Pates

Ovals
1/4 lb., 250 in crate 35
1/2 lb., 250 in crate 35
1 lb., 250 in crate 40
2 lb., 250 in crate 50
3 lb., 250 in crate 70
5 lb., 250 in crate 90
Wire End
1 lb., 250 in crate .35
2 lb., 250 in crate .45
3 lb., 250 in crate .55
5 lb., 250 in crate .65
Churns
Barrel, 5 gal., each 2 40
Barrel 10 gal., each 2 55
Clothes Pins
Round Head

14

1 1/2 inch, 5 gross 65
Cartons, 20 2 1/2 doz. bxs 70
Egg Crates and Fillers
Humpty Dumpty, 12 dz. 20
No. 1 complete 40
No. 2, complete 28
Case No. 2, fillers, 15
sets 1 35
Case, medium, 12 sets 1 15
Faucets
Cork lined, 3 in. 70
Cork lined, 9 in. 80
Cork lined, 10 in. 90
Mop Sticks
Trojan spring 90
Eclipse patent spring 85
No. 1 common 80
No. 2 pat. brush holder 85
Ideal No. 7 85
12lb. cotton mop heads 1 45
Pails
2-hoop Standard 2 00
2-hoop Standard 2 25
3-wire Cable 2 30
Fibre 2 40
10 qt. Galvanized 1 70
12 qt. Galvanized 1 90
14 qt. Galvanized 2 10
Toothpicks
Birch, 100 packages 2 00
Ideal 85
Traps
Mouse, wood, 2 holes 22
Mouse, wood, 4 holes 45
Mouse, wood, 6 holes 70
Mouse, tin, 5 holes 65
Rat, wood 80
Rat, spring 75
Tubs
20-in. Standard, No. 1 8 00
18-in. Standard, No. 2 7 00
16-in. Standard, No. 3 6 00
20-in. Cable, No. 1 8 00
18-in. Cable, No. 2 7 00
16-in. Cable, No. 3 6 00
No. 1 Fibre 10 25
No. 2 Fibre 9 25
No. 3 Fibre 8 25
Large Galvanized 5 50
Medium Galvanized 4 75
Small Galvanized 4 25
Washboards
Banner Globe 2 50
Brass, Single 3 25
Glass, Single 3 25
Single Acme 3 15
Double Peerless 3 75
Single Peerless 3 25
Northern Queen 3 25
Double Duplex 3 00
Good Enough 3 25
Universal 3 15
Window Cleaners
12 in. 1 65
14 in. 1 85
16 in. 2 30
Wood Bowls
13 in. Butter 1 75
15 in. Butter 2 40
17 in. Butter 4 00
19 in. Butter 6 00
Assorted, 13-15-17 3 00
Assorted, 15-17-19 4 25
WRAPPING PAPER
Common Straw 2
Fibre Manila, white 3
Fibre Manila, colored 4
No. 1 Manila 4
Cream Manila 3
Butchers' Manila 2 1/2
Wax Butter, short cut 10
Wax Butter, full count 15
Wax Butter, rolls 12
YEAST CAKE
Magic, 3 doz. 1 15
Sunlight, 3 doz. 1 00
Sunlight, 1 1/2 doz. 50
Yeast Foam, 3 doz. 1 15
Yeast Foam, 1 1/2 doz. 58
AXLE GREASE
MICA AXLE GREASE
1 lb. boxes, per gross 9 00
3 lb. boxes, per gross 24 00
BAKING POWDER
Royal
10c size 90
1/4 lb cans 1 35
6 oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

15

CIGARS Johnson Cigar Co.'s Brand



S. C. W., 1,000 lots 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



Old Master 31
San Marto
Pilot

TEA
Royal Garden, 1/2, 1/4 and 1 lb. 40
THE BOUR CO., TOLEDO, O.

COFFEE
Roasted
Dwinnell-Wright Co's B'ds



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

Window Cleaners
12 in. 1 65
14 in. 1 85
16 in. 2 30

Wood Bowls
13 in. Butter 1 75
15 in. Butter 2 40
17 in. Butter 4 00
19 in. Butter 6 00
Assorted, 13-15-17 3 00
Assorted, 15-17-19 4 25

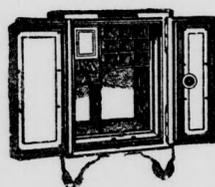
16

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.

SAFES



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

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, 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 toil 4 00
Marseilles, 1/2 box toil 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. Wrisley
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 30
Gold Dust, 100 small 3 85
Kirkoline, 24 4lb. 2 80
Pearline 3 75
Soapine 4 00
Baubitt's 1776 3 75
Roseline 3 60
Armour's 3 70
Wisdom 3 80

Soap Compounds

Johnson's Fine, 48 2 35
Johnson's XXA 100 5c 4 00
Rub-No-More 3 85
Nine O'clock 3 50

Scouring

Enoch Morg'n's Sons
Sapallo, gross lots 9 50
Sapallo, half gro. lots 4 85
Sapallo, single boxes 2 40
Sapallo, 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

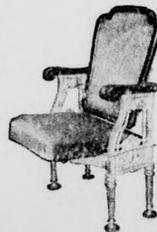
Built of steel to withstand strain. All parts are electric welded into one indestructible unit. Your school board should have our illustrated book Y-3.

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 stock and built to order, including the more inexpensive portable chairs, veneer assembly chairs, and luxurious upholstered opera chairs. Write for book Y-1.



American Seating Company

218 S. Wabash Ave., Chicago

Grand Rapids New York Boston Philadelphia

# 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.

Delicatessen and bakery in neighboring city will be sold soon. Parties interested address V. B. Gazette, Kalamazoo, Mich. 719

For Rent—The Dye Building, N. W. Corner Main and 5th Sts., Dayton, Ohio. Frontage, 50 ft. on Main, 125 ft. on 5th. Floor space, about 50,000 sq. ft. Best corner in the city for a dry goods and department store. Six stories, with cemented basement. Steam heated; electric lighted; two elevators; janitor for heating plant. Now occupied and has been for the past ten years for the sale of furniture, rugs, wall paper, etc. Will lease for a term of years. Possession will be given at expiration of present lease, March 1, 1914. Address W. Workman, Dayton, Ohio. 713

Restaurant for sale cheap if taken by Dec. 27, 1913. Mrs. E. E. Duley, 549 W. Coats St., Moberly, Mo. 718

For Sale—Hotel in small town, 18 miles from Grand Rapids. Doing good business. Cash deal. Wish to retire from business. Address No. 717, care Tradesman. 717

For Sale—My stock of men's and boys' clothing and furnishings and unexpired lease. The best location in Staunton. Doing a good business, but must retire on account of my health. Will not sacrifice, but will sell at reasonable price. Possession given Jan. 1, or sooner. Do not answer unless you mean business. J. Earl Hoover, Masonic Temple, Staunton, Va. 716

For Sale—Clean stock dry goods, clothing, ladies' and men's furnishings and shoes. Good prosperous dairy and potato country; two creameries; weekly payroll \$4,000. No credit business. If interested, write to B. H. Harris, Rush City, Minn. 715

Manufacturing Opportunity—Want someone with money to manufacture a recently patented article of universal use that every live store in the country will be anxious to buy as advertising novelty and for general sale; very simple to manufacture, entirely new and novel; will sell patent rights or incorporate and take stock and be an active member in manufacturing and selling plan. For particulars write, W. E. Coats, Firesteel, S. D. 714

For Sale—Hardware and tin shop in one of the best cities in Northern Illinois. Well established trade in hardware, furnace, spouting and roofing business, etc., \$2,000 cash. The only hardware store in east end of city. Will give good reason for selling to any one interested. Address or call on Newton G. Barrett, 538 Lincoln Highway, DeKalb, Ill. 721

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

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. Norris, Mayo, Fla. 698

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

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

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. front, 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

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—Stock of general merchandise, invoicing between \$4,000 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—Dental practice and outfit in city of 40,000. Doing good business. Bargain if taken at once. Address Dentist, Box 118, Lansing, Mich. 708

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

Wanted—Stock of general merchandise, dry goods or shoes. Address O. G. Price, Macomb, Ill. 618

Henry Noring, Reedsburg, Wis., expert merchandise auctioneer and author of The Secret of Successful Auctioneering, closes out or reduces stocks of merchandise. Write for dates and information. 336

For Sale 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

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 \$8,000 business per year. Must sell on account of ill health. Address No. 671, care Tradesman. 671

For Sale—General merchandise store, invoices \$3,500 or \$4,000. Other business to attend to. J. W. Gaffield & Son, Six Lakes, Mich. 664

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

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

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

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

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

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

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

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 \$9,000. Owner wishes to retire. Cash only. Address S, care Tradesman. 631

## HELP WANTED.

Wanted—Salesman for hotel and restaurant trade. One with coffee experience preferred. A man with ability to sell good people would be appreciated. Address No. 720, care Tradesman. 720

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—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

## WANTED Coffee Salesman

For Michigan and Indiana. Must be thoroughly experienced. Good contract for the right man.

Address 720 care Tradesman.

# Business 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

**PROTECT THE MIDDLE AGED.**

In recent years the medical men, the sociologists and scientists generally, have had a great deal to say about infant mortality. More than ever before has been done to save the babies. Statistics show that the deaths of children under one year of age are large in the aggregate, and that a good deal of it is due to causes which can be remedied. Accordingly city health departments have become more and more active and thorough, especially in seeing to it that the milk supply is clean, wholesome and healthy. This supervision, wherever properly provided, is invariably productive of good results. More children live to be a year old than before, and so the number of people in the city and state is very materially increased, because those who reach that age have a good chance to be very considerably older and to become useful citizens in the community. All the efforts made by health departments to help the children by getting pure milk for them and in every other way are to be heartily and thoroughly commended.

These observations are suggested by a speech made the other day by Prof. W. T. Sedgwick before the life insurance presidents, who recited what has been done in this direction, but supplemented it by the assertion that it is more important for society to have the men of 40 than it is to reduce infant mortality. His argument is ingenious, to say the least. He declares that after all life is the survival of the fittest and that the strong, healthy baby will live anyhow, and that if the weak ones are kept alive, they are more liable to be inefficient, unsuccessful and possibly a burden on the community. On the other hand, the man of 40 by reaching that age has demonstrated that his survival is because he is fit, and that he has been trained to do some work by which he can make a livelihood supporting himself and his family, thus being of substantial use not only to himself and to them, but to the community where he lives. He thinks that more attention should be paid to ventilation in homes and shops, making working conditions healthier and happier, to the end that the man of middle age may conserve his energies at a time when he is most useful. He urged that insurance companies should use their influence, and that their efforts should be enlisted in behalf of the middle aged men who are the real wealth producers. This is a new view to take of it, but there is really no argument against doing all that can be done to save the babies, and in many cases their weakness can be turned into strength. It is all very well to do what can be done for the middle aged, but they are much better able to take care of themselves than the babies whom everybody should help.

Now that women are to vote in Illinois on many offices and are to have privileges hitherto accorded only to the male sex, the ladies are endeavoring to stop cigar or pipe smoking in the polling places, on the

ground that the smoke is offensive to many persons. To retaliate, two men have registered complaints against the perfumes used by the women. One man wrote to an election commissioner, saying: "The perfume that I have to smell in the elevator that I run is worse than the rottenest kind of cigar. If you stop men from smoking because it smells bad, for heaven's sake stop the women from coming into the polling places reeking with perfume. I am sure that while tobacco smoke kills germs, perfume breeds them, and also hurts the health." Another man protested against musk, which he declared to be "worse than all odors from the stock yards, tanneries or smoking parlors." The board will take official action on the protests.

Kansas City's Industrial Council was surprised at the extent of the bills contracted for labor day expenses, and has done a little investigation that paid. Out of a total income of \$5,614, only \$150 went into the labor temple. It was found that 1,500 copies of a souvenir booklet were printed, at a cost of over \$800, and that each of the twelve members of the labor day committee received \$15 for expenses. But evidently they did not spend the money for meals, for there was an extra charge of \$1.60 apiece for dinner for themselves and guests, making forty in all. There was an item of \$120 for bar expense, and each of the twelve members had a dozen photographs taken and charged to the fund. The only excuse offered by the members of the committee is that what was done has been a practice for many years; in fact, the only reason for celebrating labor day anywhere is the graft there is in the event for unscrupulous union labor leaders.

Trunk manufacturers in Colorado are reported as abandoning the usual basswood and cottonwood for the trunk box, and are turning to Engelmann spruce, which combines lightness, strength and ease of working. If trunks made of this spruce are strong enough to resist the attacks made upon them by baggagemen, no complaint will be made about the change of wood.

The quality which you put into your work will determine the quality of your life. The habit of insisting upon the best of which you are capable, of always demanding of yourself the highest, never accepting the lowest or second best, no matter how small your remuneration, will make all the difference to you between failure and success.

The man who brings to his occupation a loyal desire to do his best is certain to succeed. By doing the thing at hand surpassingly well, he shows that it would be profitable to employ him in some higher form of occupation, and, when there is profit in his promotion, he is pretty sure to secure it.

It's up to you either to take things as they come, or turn your back and let them meander by.

**The Proper Handling of Soft Shelled Nuts.**

Written for the Tradesman.

Paper shell pecans and English walnuts especially need to be handled properly, else they will become strong, and lose considerable in weight, so that if you shell pecans in July at the price at which you sold them in March or April you will at least make no profit, for they lose perceptibly in weight unless they are kept in a somewhat moist, cool place, with as much as possible of the light and air excluded. It is light and heat which makes soft shelled nuts get rancid, and it is absence of moisture which makes them lost weight.

Last summer I purchased a pound of paper shell pecans in a smart retail store in St. Louis, paying 50 cents for them, and they were so light that I am positive the grocer could not have made any profit on them at all. The oil and moisture in a paper shell pecan evaporates more rapidly than that in the native pecan, because the shell of the latter is thicker. And as paper shell pecans sell at a high price, often as high as 50 cents per pound by wholesale, any considerable reduction in their weight is a serious loss to the grocer. English walnuts also lose weight and become strong quicker than the common American black walnut.

The best place to keep thin shelled nuts is in the corner of a cool dark basement, with some old sacks or blankets thrown over them. Let each sack of nuts lie against the concrete or stone floor rather than in a high pile. In dry weather a light sprinkling of the sacks with a floor sprinkler about once a week will be an advantage, especially to paper shell pecans. They will stand a little more sprinkling than English walnuts and almonds. Be careful, however, not to get the sacks too wet.

Keep on exhibition for sale only a small quantity of these thin shelled nuts at a time, preferably in a well made box, bin or tight keg rather than in a sack, and when it is necessary to replenish this receptacle from your stock in the basement those in the box, bin or keg should be poured out and the new lot from the basement put in the bottom of the receptacle. Then put those on top which have been on display, and sell them first. In this way you get rid of the nuts which have been exposed to heat, light and dry air the longest. Paper shell pecans seem to lose weight on account of this drying out process quicker than any other kind of nuts.

Hickory nuts and black walnuts should be sprinkled a little to keep them from becoming too dry, but they are such thick shelled nuts that it is not necessary to keep them in a cool, dark place in order to ensure their remaining sweet, although for the sake of convenience they may be kept in the basement along with the pecans, English walnuts, filberts and almonds.

Nuts which are treated as here suggested may be sold for two or three years after being purchased, and they may be guaranteed to be as sweet as new crop nuts.

Black walnuts may be kept sweet and fresh for years by storing them in a cool, dark place. With thick shelled nuts like black walnuts it is more important that they be in a cool, dark place than that the atmosphere be moist, for these nuts are cheap, and a moderate decrease in the weight of the kernels due to dry weather is not a great disadvantage, for it occasions no considerable loss, the hulls being so thick that the oil and moisture content in the kernels cannot easily escape, and if the kernels are slightly shrunken they come out of the shells with more ease.

For the same reason a slight shrinkage is an advantage to pecans and English walnuts, for it causes the kernels to come loose from the wrinkles and convolutions of the walls of their chambers, so it is best that they lose slightly in weight for the first few weeks after they are gathered. After these few weeks, however, the shrinkage should stop, and the moisture content of the air should be sufficient to stop the decrease in weight, but without keeping the kernels in as moist a condition as they were when the nuts were falling off the trees.

Isaac H. Motes.

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

Buffalo, Dec. 22—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, 33@35c; cold storage, 28c.

Poultry (live)—Turkeys, 22c; cox, 10@11c; fowls, 13@15c; springs, 13@15c; ducks 16@17c; dressed chick, 15@18c; turks, 25@26c; ducks, 18@20c; fowls, 14@16c; geese, 12@16c. \$2.20; pea \$2.10@2.25; white kidney, \$2.20; pea, \$1.10@2.15; white kidney, \$3.25@3.50. Red kidney new, \$2.75@3.

Potatoes—70@75c per bu.

Rea & Witzig.

God has not given us vast learning to solve all the problems, or unending wisdom to direct all the wanderings of our brothers' lives, but He has given to every one of us the power to be spiritual, and by our spirituality to lift and enlarge and enlighten the lives we touch.—Phillips Brooks.

The right of every man and woman to do the work he or she chooses to do, and can do, at what wages, and under what conditions, he or she can command, is the first fruit of centuries of struggle. It is now so well established that only the trade unions venture to deny it.—Agnes Reppelier.

**BUSINESS CHANCES.**

Wanted—To trade improved farm and timber land for stocks of general merchandise or will pay spot cash. E. Ray-woth & Son, Antigo, Wis. 723

For Sale—Grocery, flour and feed store, centrally located, low rent, in up-to-date town of 2,000 inhabitants. Stock will invoice about \$6,000. Has made present owner \$15,000 in past six years. Address No. 722, care Michigan Tradesman. 722

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

# Every Passer-by a Prospective Customer



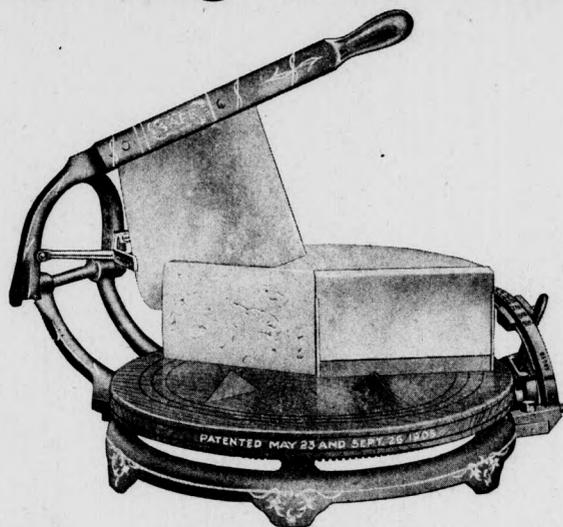
Think of it! Every person that passes your door or enters your store is a prospective Borax customer. *Every one of them*—regardless of age, occupation or station in life.

## 20 MULE TEAM BORAX

is a harmless antiseptic cleanser. Finds a hundred and one uses in the Laundry, Kitchen, Nursery, Sick Room and Bath Room. It's absolutely pure, perfectly safe. Cleanses quickly, thoroughly, *hygienically*. Saves no end of time, trouble and work in the home. It's a "self-seller" when given a chance. Give it a *chance*. It'll pay you. Pay you to display it—to keep it in sight where customers and prospective customers can read the directions and many uses printed on every carton. *Try it. Try it now, to-day.*

**PACIFIC COAST BORAX CO.**  
CHICAGO, ILL.

## Knowing vs. Guessing



### THE SAFE WAY

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

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

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

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

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

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

The only inducement for you to buy the SAFE is to better yourself. May we tell you more about it? Write for prices.

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

## Made at Niagara Falls

Look for the picture of Niagara Falls on the end of the carton when you buy

## Shredded Wheat Biscuit

Any other "shredded wheat" that may be offered you is merely a poor imitation of the only original Shredded Wheat—the kind your customers have always bought—the kind that stands up in the market—always clean, always pure, always the same. Made only at Niagara Falls,

N. Y., in the cleanest, finest food factory in the world.

Shredded Wheat is packed in neat, substantial wooden cases. The empty cases are sold by enterprising grocers for 10 or 15 cents each, thereby adding to their profits on Shredded Wheat.

MADE ONLY BY

**The Shredded Wheat Company**  
NIAGARA FALLS, N. Y.



# GOLD DUST



Four words tell the story of "GOLD DUST," it "Sells, Satisfies, Keeps Selling" because of the combination of wide usefulness and extensive, persistent advertising. Just be sure to keep it where your customers can SEE it. That's enough!

THE N.K. FAIRBANK COMPANY

## **Karo** Your Winter Stock of Karo---Is it Liberal? (REG. U. S. PAT. OFF.)

THE season of heaviest syrup business is here—are you prepared to meet the demand for Karo?

There is no need to dwell on **Karo quality** or the fact that **every can of Karo contains full net weight**.

You, as a shrewd merchant, cannot afford to be without liberal stocks of Karo—the quick-selling profit-paying staple. The steadily increasing demand for this popular product makes it imperative that you order more heavily than ever before.



Place your orders promptly. On all orders placed immediately *your full profits are guaranteed* against any possible higher prices resulting from the unsettled market.

Then show a window piled high with Karo—the sign to the syrup users that you are the Karo Merchant in your community, and stand for purity and quality.



CORN PRODUCTS REFINING CO.  
NEW YORK, N. Y.