

## Good Resolutions for an Editor

To be humbled by the responsibility rather than exalted by the power of the printed word.

To seek the truth diligently and write it simply.

To hold his pen to strict account for intemperance and exaggeration.

To judge no man nor speak ill of him unless by so doing comes greater good.

To speak plainly about public evils without fear.

To keep an open heart for the needs of those who toil and an ear ready to the cry of the unfortunate.

To visit scorn upon those whose power or wealth is earned by the oppression of the poor.

To expose scheming and hypocrisy in high places.

To accept fair criticism with candor and misunderstanding with a smile.

To abate no jot of his convictions, whether to reader or to advertiser, for money's sake.

To picture the world as God made it, darkened occasionally by war and passion, but brightening from year to year as man deals more justly with his brother and as he sees more frequent and less broken glimpses of the divine plan.

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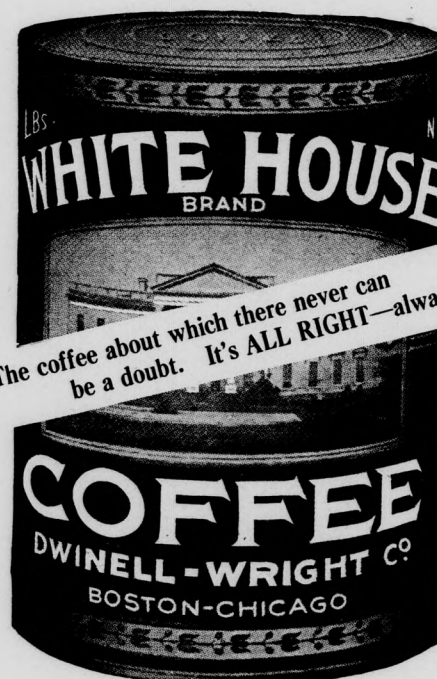
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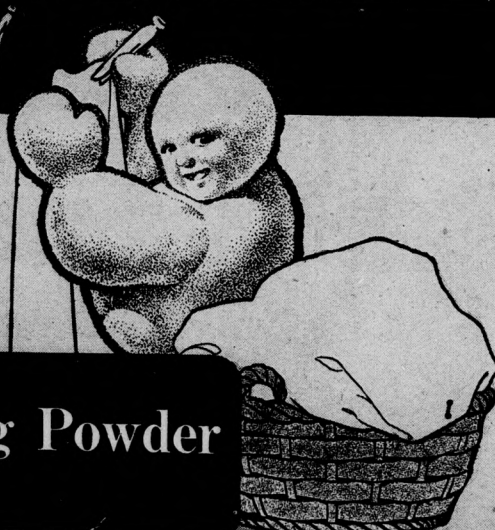
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*Lautz Bros. & Co. Buffalo, N. Y.*





# MICHIGAN TRADESMAN

Thirty-First Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 31, 1913

Number 1580

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## CONFRONTED BY A CRISIS.

Now that the tariff and currency questions are settled, another great problem confronts the Wilson administration—the necessity of enacting such amendments to the Sherman law as will render the line of cleavage so plain that there can be no question as to what is and is not permitted.

Collusive agreements which effect unfair control, produce monopoly or destroy competition should be clearly defined and interdicted, and severe legal punishment provided for the guilty individuals, be they high or low. Most people agree with President Wilson's view that guilt is personal. On the other hand, it should be made clear that by-gones are by-gones, and that acts committed before the recent decisions of our highest judicial tribunal, even though such acts have been thereby declared to be illegal under the formerly misunderstood, but now tremendously virile, Sherman act, shall be forgotten, and that the Government shall discontinue the policy of bringing suits to disintegrate corporations for acts so committed.

It is earnestly to be hoped that President Wilson will turn a deaf ear to the radical advisers who urge that size in itself may constitute illegality. To legislate against the size of corporations, to require that they shall be disintegrated because of size at a time when they must produce cheaply in order to compete with the world's markets, is equivalent to deliberately legislating hundreds of thousands of workmen out of employment and making them and the families dependent upon them hungry, homeless and despairing. Monopoly has never been and never will be attained through size alone. Restraint of trade cannot be effected by reason of size under fair methods of competition. Unfair trade methods and concerted action to restrict and restrain trade and to arbitrarily fix prices are necessary to effect monopoly.

Within the last few weeks there have been many evidences throughout the country that the hysteria so generally prevailing against great indus-

trial and railroad corporations—a hysteria which has been violently fomented and capitalized politically for selfish purposes by many agitators, including some legislators, state and National—is subsiding, and that efforts to continue it are soon likely to be sternly rebuked by the sober second thought of the more substantial portion of our citizenship.

The time is very near when a reasonable degree of justice will be accorded to our greatly overburdened railway systems. It is daily becoming more obvious that the great increase in wages, taxes, and operating costs of common carriers have made it necessary to grant them permission to increase freight rates, and that this should be done with the least possible delay. To cripple the railroads, to deprive them of the ability to make net earnings, which are essential in order to enable them to finance necessary improvements and extensions, is also to cripple the country's industrial progress.

President Wilson must now make a choice as to which course he will adopt. He has come to the crisis of his administration. He is confronted by the greatest opportunity which a President has had in a generation, and the decision as to which course he will take cannot be long deferred if the country is to be turned, while there is yet time, toward progress and prosperity. Every act of the party in power has thus far tended toward the temporary paralysis of business. It is now time to call a halt and right about face—to change a destructive tendency to a constructive policy.

The Tradesman believes the President's decisions will be wise ones, and that his attitude and acts will be such as to restore confidence and give the business of the country a chance to readjust itself to our radically changed tariff conditions, retain the value of the important reforms in business ethics and morals accomplished during the last seven or eight years and inaugurate a new era of confidence and industrial activity.

## A HAPPIER AND BETTER YEAR.

The subject of New Year resolutions is old and largely humorous, but to the thoughtful man or woman there is certainly something solemn in the thought of the passing of one twelvemonth and the opening of another. It is solemn because it suggests the deepest and highest problems of human life and endeavor, as well as human destiny, individual and collective.

Philosophers, knowing the danger of levity and flippancy, have advised at least occasional contemplation of great, elemental, awe-inspiring, sub-

lime things. Such contemplation cannot fail to elevate conduct. The petty, narrow, spiteful, avaricious person is what he is largely because of lack of imagination, sympathy, outlook, consciousness of his relation to mysterious, unknowable and wonderful things. The man who knows what communion and heart-searching reflection are is not likely to magnify transitory and small interests, to forget that which makes him human.

The dawn of a new year starts a train of musings and meditations. What will the year bring of joy, of sorrow, of good, of evil? Shall we live to celebrate the opening of its successor? What can we do to make the year happy, worthy, creditable? Something in the book of the year may be written by accident, by influences not in ourselves, but much is written by ourselves, by our conduct, our attitude toward life. Regrets are vain; lost opportunities are lost forever; but if we highly resolve and remember—and our moral nature is such that we are free to will and to make sure—failure can be avoided and bitter self-reproach with it. Time and tide wait for no one; but ours is the privilege of deciding how to use time and tide. Are we honest with ourselves, true to our best qualities, satisfied with our practice and habits? Are there not things to overhaul, to improve? Are there not omissions to supply, faults to correct?

This is a good time for a few spiritual walks and self-examinations. We all wish one another a happy new year, but the way to make it happy, or happier, is to make it better—to put more justice, sympathy, tolerance and humanity into it from day to day and week to week.

## YEAR'S LOSSES AND GAINS.

In one important respect humanity's moral and intellectual book-keeping is necessarily faulty. In taking stock annually, in comparing profits and losses, the right side of the great ledger is at a serious disadvantage.

The losses we know. Men die, men decay, men go backward. We record from week to week the losses of the Nation, or the world, in literature, art, benevolence, virtue and creative power. But in setting down our counterbalancing gains we find uncertain gaps and omissions. The men who suddenly achieve greatness by their books, pictures, acts of nobility and devotion, scientific discoveries are at once listed. But what of those who are born great?

Who can tell how many men and women of exceptional gifts were born in 1913? For the best work of some of them we may have to wait thirty or forty years. But they are here, and we are entitled to put them down

to the year's credit. The year may have been a rich and wonderful year as regards to production of intellectual and moral genius, but we do not know and cannot know. We can count and estimate the actual, but the potential may be much greater. At any rate, let us hope it is.

The year has had its share of excellent fiction, good drama, good biography, good criticism. To the making of books there has been no end, and many of them are worth reading and re-reading. Musical literature has been enriched by some notable compositions. But the future historian alone will be able to make up a complete balance sheet for 1913.

President Wilson still retains Secretary of Labor Wilson in the cabinet, notwithstanding his treasonable utterances at the annual convention of the American federation of labor at Seattle; nor has he publicly repudiated Wilson's utterances or reprimanded him for misrepresenting the attitude of the Government toward union labor. President Wilson's action in signing the sundry appropriation bill containing the iniquitous labor union rider disgusted every thinking man in America and his retention of his labor union namesake in the cabinet is a black spot in his administration which will glow with intensity when the present administration is reviewed by future historians. President Wilson somewhat childishly rebuked the army and navy officers who reflected on his position on the Philippine situation, thereby bringing upon himself the ridicule of the world. Why he should stand idly by and permit the Government to be maligned and misrepresented by one of his official family—and a disreputable one at that—is something fair minded people generally will be unable to explain or understand.

Grand Rapids expended several hundred dollars to maintain a municipal Christmas tree for a week in a down town park, where it was admired by thousands of people daily. The sight was inspiring, but the effect on Grand Rapids people would have been greatly enhanced if they had as chief executive a man who did not owe his position to the lavish use of money—money filched from the pockets of impoverished women and hungry children through the medium of the gambling hells he conducted with such rich financial returns for many years. The devil quoting scripture is no more incongruous than the religious pretensions and humanitarian platitudes of our hypocritical gambler mayor.

He's a stingy man who won't even give you a pleasant look.



## UPPER PENINSULA.

## Recent News From the Cloverland of Michigan.

Marquette, Dec. 29—A good story is going the rounds of the travelers who make their headquarters at the Clifton Hotel. Leo Savard, familiarly known among the boys as "Reddie," owing to a beautiful crop of auburn hair, has been the night clerk at this favorite hostelry for the last seven years. When he became an attache of the hotel first he was in knee trousers, but he has grown into a beautiful specimen of full manhood—unusually large, unusually stout and unusually handsome. During the quiet hours of the night he has devoted his time to study and to literature generally and is a hobbyist on self improvement. Early this fall he began to think that he was now a man and no longer a kid and, much as he was in love with his job, it was only a kid's job anyway and that he was capable of a man's work. Therefore, he struck one of the many influential lumbermen who operate near Marquette for a job in the woods. He was promptly hired and as promptly resigned his job as night clerk. He got to camp late one afternoon. Never having been in camp before, he enjoyed the change and thought of a long pleasant winter with the pines and the hemlocks. Supper time came and, while he missed the menu card of the Clifton, he enjoyed the well cooked pork and beans and everything else that was good, as one usually does who visits a Northern lumber camp; but he wondered that the only sound heard was the rattle of dishes and the music of the knives and forks. Not a man spoke during the progress of the meal—an unwritten law in lumber camps which was a new one on "Reddie." After supper he was shown his "bunk" and, while it was comfortable and warm, it did not have the finishing touches that "Mike the chambermaid" used to put on the snug little room at the Clifton, with its snow white spread and its Swiss lace curtains. No, nothing like that, and "Reddie" showed his first sign of being crestfallen. Then came another new one on "Reddie." All were ordered to bed at 7:30 and all lights were put out at 8, giving "Reddie" only a chance to hang up his stockings with innumerable other pairs on the hay wire around the camp stove. "Reddie" tried to feign a sickly smile as he fully intended while the "Jacks" were in their slumbers to finish reading Three Weeks and to start a couple of chapters of Quo Vadis, as well as master a simple problem or two in geometry, as was his wont during his days and nights as night clerk, and had a programme of this kind doped out for the winter. In the wee sma' hours of the morning "Reddie" certainly sat up and took notice, because at 4:30 a. m. the cook's breakfast horn blew and the "Cookie" came in and yelled "All out! all out!" and after another meal, which "Reddie" relished at 5 a. m., our hero went on his first day's work in the lumber woods. The "push" gave him a job swamping and while at first "Reddie" had to confess that he knew not what swamping was, he now declares that one day's experimenting gave him such a fund of experience on swamping that everybody who now desires any information on swamping need but to go to "Reddie," as he had enough of it in one day to last him a lifetime. He returned to camp that night after a first hard cold day in the woods with a cold dinner. He again thoroughly enjoyed his second supper, but he looked depressed and heartbroken when the order came at 7:30 to go to bed and when the "Cookie" blew the 4:30 a. m. horn and ordered "All out," there was one swamper who mutinied and refused to obey the call of duty. He called for his time and took the train back to Marquette, "beat it" from the depot

to the Clifton Hotel and asked for his old job back again. He got it readily and he was away for such a short time that there are only a few who know he had gone at all.

Due to the holidays there is a dearth of news among the travelers, among business houses and around hotels, therefore our Cloverland letter will be brief this week.

Douglas Farley, a local capitalist, is negotiating for the purchase of the Clifton Hotel building and we understand that the deal will be consummated by Jan. 1.

The citizens of Munising held a very important meeting a day or two ago at the Beach Inn. The meeting was called primarily to take the initial steps toward submitting to the village electors a proposition to adopt a commission form of government. It was discovered that the sentiment of the representative men present favored the changing of the corporation from a village to a city and a resolution to that effect was unanimously adopted.

Thos. F. Follis is spending New Year's day at Bay City, the guest of his brother, Wm. F. Follis.

Ura Donald Laird.

## News Items From the Soo.

Sault Ste. Marie, Dec. 29—A Merry Christmas was enjoyed by all at the Soo. The Salvation Army did a big stroke of business furnishing Xmas baskets to the poor, while the Elks gave a big dinner to the poor children in this vicinity and all of the churches celebrated on a larger scale than ever before and much missionary work was done throughout the district.

There are very few people out of work here, which is unusual at this season of the year, and the camps are adding to their force, so that anyone really anxious to work can be accommodated.

Frank Powalski was run over by a Soo Line passenger train near Blaney Junction Saturday afternoon. Powalski was a woodsman and stepped directly in front of the engine on the track, apparently with the intention of committing suicide. The engineer noticed him stepping on the track after the train had started and had just time to give one short blast of the whistle, but the man did not take warning and he was crushed underneath the wheels of the train. His body was taken aboard the train and left off at Manistique. His relatives have not as yet been located.

We are advised that T. M. O'Laughlin, in former years manager of Swift's business at the Soo, is now located at Bay City, having ventured in the retail grocery business, where he is meeting with good success. His many friends here are pleased to hear of his success which he so ably deserves, as Terry has always been known to be a hard worker. He is of a jovial disposition and always has a pleasing word for his fellow creatures, which has made him many friends throughout the Upper Peninsula.

We read with much interest the able write-up of Thomas F. Follis regarding the heavenly town of Ishpeming, while according to the write-up, Negaunee means the other place, but from the silver-tone notes of the write-up, we can almost see Negaunee changing to a higher sphere and we know that with the good influence of Mr. Follis, Negaunee will soon be a rival to its sister city, Ishpeming.

The traveling men in the Upper Peninsula are looking with interest for the proceedings of the Knight of the Grip meeting held at Port Huron last week, as the brother knights are very enthusiastic over the success of the organization. The Knights of the Grip have accomplished much good throughout the territory in bettering the hotel service, railroad accommodations, conveniences and comfort for the boys on the road and did much to create good fellowship in the traveling fraternity.

The Soo opera house recently sustained a severe scorching by fire, which damaged the building to the extent of about \$4,000. It was regretted by many of the citizens that it did not clean up the old opera house as there is a great field for a new opera house here. Our sister town, the Canadian Soo, maintains four of the finest houses in the Northern country, while we have only one real opera house here on the order of a cold storage warehouse with stage decorations, and from present indications it is evident that repairs are going to be made again on the old place. The Soo furnishes one of the best opportunities as an investment for capitalists that are looking around for a good investment, and it is remarkable that no one has so far ventured to build an opera house with conditions so favorable as they are here.

D. Grego has opened up a grocery store in the place formerly occupied by S. Rosso. Wm. G. Tapert.

## Honks From Auto City Council.

Lansing, Dec. 29—Many thanks, Mr. Stowe, for the beautiful book.

A. E. Kratz and family spent Christmas with relatives and friends at Chesaning.

Geo. Eaton (Hart-Parr Co.) is home from an extended trip through the Western States in the interests of the above company.

L. L. Colton and family are spending a two weeks' vacation visiting the old folks in Indiana.

A. B. Holley and wife, of Sault Ste. Marie, are visiting their parents in the Capital City. Mr. Holley graduated from the mechanical department of M. A. C. in 1910 and is one of the live wires in the electrical world. At present he is connected with one of the largest concerns in the State.

We are pleased to report that F. E. Elliott, manager of the Lansing branch of the National Grocer Co., is again at his post, after five months of confinement in the Edward Sparrow hospital, made necessary through an accidental mix-up with the rolling stock of the Pere Marquette. During his enforced absence his duties have been looked after by his very able assistant, W. E. Roach.

We deeply regret to announce the sudden death of F. W. Marquette, which occurred last Wednesday morning at the Sparrow hospital, closely following a surgical operation. Mr. Marquette was a member of our Council during the several years he traveled for the C. H. Bidwell Co. and was well and favorably known to the implement trade. He leaves a wife and daughter, one brother and an aged mother to mourn his loss. A host of friends extend their deepest sympathy.

Raymond McHugh, familiarly known as "Mac," of Buffalo-Pitts Co., Buffalo, N. Y., is making his annual visit with relatives and friends in Lansing. If wedding bells don't ring this time, there will be a lot of disappointed friends. "Mac" has been a member of our Council for several years, but seldom has he had the opportunity of attending our meetings. Better bring the smokes with you next Saturday night.

Our new Bay City correspondent writes he is anxious to meet the Lansing scribe face to face. Well, the pleasure might have been yours several times, Pub. Com., if you had been more loyal and attended the several meetings of your Council at which yours truly has been a visitor.

A story has just come to light as to how L. E. Zacharias, a member of our Council living at St. Johns, while hunting last fall in the upper part of the State, had five shots at a large buck broadside, not over ten rods away—and missed every shot. We supposed Bro. Zacharias was old enough to be immune from the buck fever.

We have lots to write about this week concerning our Past Counselor, F. H. Hastings. First, the steering

mechanism of his rough rider went wrong recently when near Nashville and Fred went into the ditch. Next when the machine was again in running order, he went to a barber shop for a shave and was mistaken for a razor grinder. Last, and also worst, some pickpocket who was arrested in Grand Rapids recently and whose picture and account of his misdeeds were published in one of the Grand Rapids papers, bears a close resemblance to our highly respected brother and some of his joke-loving friends exhibited the paper to several of his customers in Howell, making remarks which conveyed the idea to them that the culprit was our own honest Fred, who never took a dollar from anyone—unless he could get it honestly.

Don't forget the Council meeting next Saturday night. Our Ladies Auxiliary will serve one of their famous Bohemian suppers at 6:30. A general good time is assured. Everybody come.

Another correspondent takes a fling at us because of a name which was brought to the territory of Michigan long before Bay City was even thought of and if Pub. Com. has any idea that we are ashamed of it, he has another guess coming. There are now about a hundred of us, all told, mostly farmers. All own their farms or the houses they live in and none have ever been deprived of their liberty because of misconduct. We, of course, admit the similarity—so far as the name goes, but we have a "heap" more respect for the "bull" than a spreader of one of his by products.

Lansing has the widest bridge in the world. H. D. Bullen.

## Winning the Cook's Favor.

A Detroit dealer has specialized on advertising to cooks, with highly satisfactory results. He first went through the directory, checking off the professional men and merchants; those who might be assumed to have hired cooks. Then he sent his leaflets and booklets of cooking and kitchen appliances addressed simply to:

"The Cook,  
at Mr. John Smith's Residence."

Cooks are not usually supposed to purchase equipment; but they can persuade, and do; as this dealer conclusively found.

The last decade has brought about some wonderful changes in manufacture and distribution; but in many lines of retailing the dealers have been a little slow in seeing the new drift of business and keeping pace with it. It is by no means unusual for dealers to look for trade only from their immediate neighborhood; also to estimate the department store bargain counters as uncongenial obstacles. Perhaps they are, as appealing to bargain hunters; but the progressive dealer estimates that trade at its true value. He knows that the best trade—the staple-consuming and fine specialty-buying customers will, and do, purchase at stores where they are attracted by well-assorted varieties; that quality and service will beat cut-prices all to pieces in any trade worth having. And the way to get that trade is to go after it—not wait until it finds you.

The good work of the world is done either in pure and unvexed instinct of duty; or else, and better, it is cheerful and helpful doing of what the hand finds to do, in surety that at the evening-time whatsoever is right the Master will give.—Ruskin.



## THE NEW YEAR.

## Some Contemplations Appropriate to the Season.

Written for the Tradesman.

Intelligent people don't believe in hoodoos; but nevertheless the year 1913 was, in certain particulars, an inauspicious year.

We had droughts, floods, storms, strikes, lock-outs, and public disasters. We had a tariff revision, financial uncertainty, and bad business.

Of course every passing year gives rise to a certain amount of calamitous talk to which no serious-minded person attaches any particular consequence; but making all due allowance for exaggeration for the sake of picturesqueness, 1913 was really an off year.

In spite of crop shortages in certain localities, and disasters visited upon other more or less extensive sections, and retrenchments of a somewhat general character in certain lines of business, there was some gain, some progress, some development. We haven't merely marked time; but we haven't gotten as far as we had hoped to advance a year ago to-day.

But the old year with its gains and its losses, its untoward events and its memorable happenings, its regrettable failures and its glorious achievements, is past beyond recall. Not a day, not an hour, not a second, of the time that was can be unwound from the orderly skein of the centuries that were, and are not. What is written is written; and so must it stand till the crack o' doom.

## But Why Regret?

Of course we have all made mistakes. We can see why now—because hindsight is better than foresight. The trade-winning scheme that sounded so plausible a year ago, perhaps doesn't sound that way now. We've tried it out (perhaps to our financial loss) and located its weak points. The investment that looked so promising a year ago, has perhaps ceased to animate us as it then did. Some of our plans have miscarried. In some ventures that looked good and promised large returns, we have just about broken even.

It's easy enough to look back over a given period of time and see where in we missed it. Anybody can do that. And if regrets were negotiable instruments or coin-of-the-land, most of us could own our private yachts and ride in mahogany-furnished special cars. But regrets don't get us anything. All the tears and sighs and articulate groans of the sons of men cannot recall the past or expunge the indelible lines of "the moving hand" that writes, and having written, moves on.

After all life is a game, and we are players all. Let us, then, be real sportsmen. If we win, let us be considerate winners—not forgetting to share somewhat of our winnings with others less fortunate than ourselves; if we lose, let us be good losers. The world honors those who put up a good fight, even though they go down in defeat, but the man who whines and acts up like a spoiled child is

treated with the contempt he merits. It is no killing matter to err in judgment—nobody is exempt from mistakes; and since there is at least the possibility of the improbable happening, even the wisest and most conservative of morals are occasionally surprised by unexpected turns in the progress of events. Why not take the bitter with the sweet, and play the game of life after the manner of a born sportsman? In the end we'll have more to show for our labor; and even if we don't, we'll have a far better time as the years go by.

## New Opportunities.

To me the rounding out of an old year and inauguration of a new one, is an occasion for meditation, appraisal and contemplation. I like to get off to myself in a cozy nook and review the events of the last twelve months. There is nothing morbid in my review of them, for I realize that moping and pining is a profitless thing under the sun. But for the sake of getting instruction out of the past, it is a good thing to review the past. Nothing is accidental—not even failure. If we failed, there's a reason for it—maybe several of them. In order to succeed in the future it is highly important that we understand why we failed in the past. The past is big with instruction. Man is endowed with discernment and intelligence in order that he may be saved from the folly of everlastingly repeating his mistakes. A single mistake is excusable; but to go on making the same mistake until it becomes a sort of habit—that is ridiculous. Hence the value of the yearly inventory insofar as our personal efforts are concerned.

Now that the old year is past and gone, you doubtless have sufficient perspective to review the past in a calm and critical way. Your blood has cooled down. You are less sanguine about certain schemes, enterprises and projects than you once were. You are therefore in a better position to size them up. Perhaps as you subject them to the crucible of calm and deliberate appraisal you'll find some of them were neither so good as you once thought, nor so bad as you subsequently feared. It may be you'll find there were some good features—only these were rendered inoperative or unfruitful because of some objectionable ones that subsequently developed. Hence the enquiry: Can the scheme that failed be so modified as to succeed? Is there the germ of a good business idea at the heart of it? Was the failure due to some cause, or causes, that might be removed, if the task were approached at the right time and in the proper way? Did you give up too soon? Were you whipped even before you began to fight? Do you start in without sufficient preparation? Did your advertising miss fire? Were you too tardy? or were you premature? Was the fault in yourself or in your trusted lieutenants who failed you at the critical moment?

But whatever conclusions you arrive at in consequence of your review of the last twelvemonth, the big fact remains that the New Year—the year 1914—spells opportunity for you and

for me. We had many opportunities during the Old Year: we'll have just as many—perhaps more—during the New Year. Each day and hour comes to us freighted with opportunities. Many of them we'll perhaps not see at the time; but many of them we can see at the time, if we only cultivate the habit of looking for them. What we need most of all at this time—what every mortal under the sun needs—is the will to believe, and the will to do. To paraphrase and elaborate an old Scriptural injunction: Fear not—fear neither man nor devil nor fate; be not dismayed—although they made you bite the dust in other days; be strong and of good courage—for the victory goes to the stout-hearted. If it is true that a man is in reality pretty much what, in his heart, he thinks himself to be; then the more courage, dash and invincibility we have by way of intellectual equipment, the more certainly we'll succeed in the ensuing battles.

A New Year lies before us—the biggest, most eventful, most fruitful year in the history of the world. We have opportunities, contrivances, conveniences, luxuries, and facilities not dreamed of in the wildest vagaries of the boldest dreamers of the centuries ago; and the year 1914 will, in all probability, witness new progress along scores of lines and new contributions in numerous important departments of life and business and industry—if we aren't in the game the fault is ours. The total wealth of the world will be enormously enhanced; and Prosperity, in making her rounds, will visit your community. Be there to greet her. By all means get in the game.

Chas. L. Phillips.

## Clippings From the Spiral Center Bugle.

Eben Klafke confidentially informed the Bugle that he is going to marry Miss Daisy Dungan next June. Eb. says he will make a formal announcement as soon as Daisy gives her consent.

Gav Gills, our enterprising undertaker, who is always willing and anxious to serve his customers, condemns in no mild manner the Safety First campaign that is going on about the country. Gay says its a plot to put him out of business, but he doesn't worry—not so long as folks keep leaving unloaded guns lying around loose.

Bug Brevitz is always howling against the trusts. Ye editor considers Bug inconsistent, as he is trying to corner all the drinks manufactured.

Archie Jones, who has been rural route carrier for nigh onto two years, has lost his job with Uncle Sam. Archie misunderstood his orders and has been carrying around some packages that never came from a local option town.

Joe Berard was took into the Spiral Center M. E. church last Sunday. Joe is going to make amends, he says, for his past. He is going to make it easier for his wife in the future. He is going to deliver the washings she is doing for the townspeople.

Silas Whitcomb, our enterprising general merchant, is going to take a much needed rest. He is going to stop advertising in the Bugle for two weeks.

Willie Wiggle is the mouthiest gent in Spiral Center, which accounts for his always being broke. They say money talks and if it does it has no chance where Willie is.

With the aid of local merchants, Rev. Charles Thumps of the U. B. church, has hit on a plan to stimulate

interest in the church for the next two Sundays. To every lady who attends services he is going to give ten trading stamps free. A large turnout is expected.

Deacon Lazarus Stokes says that President Huerta might be much worse than he is. He doesn't belong to a labor union.

The Commercial hotel is using roller towels, but is not violating the law which calls for individual towels. They change towels every time a drummer uses one. Last month they changed towels three times.

Jess Simmons was in Chicago the other day to meet some fellows who had some solid gold bricks that they were going to sell at a bargain. While roaming around the city Jess dropped in a swell eating house and he no sooner got seated than a pompous waiter came up and asked him if he would have a tabled'hote dinner.

"What's one of them tabledotes?" asked Jess. "A course dinner," replied the waiter. "Not fur me," said Jess, "I git all the coarse meals I care fur at hum. I'll take somethin' fancy fur a change."

Eben Klafke our popular grocer had the windows of his store washed last week and the light hurt his eyes so he has to wear smoked glasses until the windows get like they have been for the last six years again.

While we will refrain from mentioning any names at this time, if the proprietor of the pool room doesn't visit the Bugle office and settle for his last two years subscription, we will publish his name and tell the public that he doesn't pay his honest debts.

If you are bothered with sleeplessness, subscribe for the Bugle. Alonzo Smith says it makes people tired every time they read a copy.

Dr. Abe Shook made a friendly call on farmer Colby one day last week. Mr. Colby has several fine ducks and while the doctor was going in the house one of the ducks let forth a loud quack! quack! The doctor thought that Mr. Colby called him a quack and at this writing both Mr. Colby and the doctor are resting easy and are expected to be out again in a few days.

Benny Bewick was riding in a street car in Grand Rapids the other day and because he got up and gave his seat to a lady the rest of the passengers commenced to wonder what town he was from.

Charity begins at home and as far as the editor can see, if the home is in Spiral Center it generally stays there.

Mrs. Ratigan is disappointed in the progress of her son, Mike, in school. He is so backward in his studies that she is afraid he will have to be a traveling man when he gets older.

Commencing January first Jap Hodges takes his usual three day ride on the water wagon.

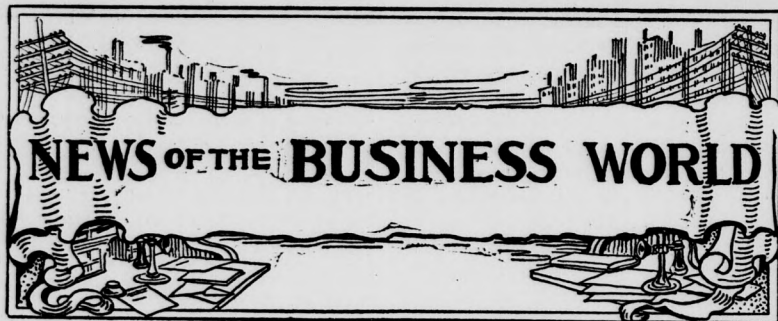
James M. Goldstein.

## Boomlets From Bay City.

Bay City, Dec. 29—The true Christmas spirit was in evidence to a marked degree last week. There was apparently a greater desire to be helpful to others than ever before manifested by Bay City's population. Huge baskets in great numbers and filled with good things to eat, were sent to families in various parts of the city by the several churches, the salvation army and other organizations. It, therefore, may be said that no one was hungry in Bay City on Christmas day after the many dinners were eaten. A large Christmas tree was brilliantly lighted at Wenonah Park at 7 o'clock Wednesday evening and thousands of our city's men, women and children gathered there to listen to the singing of beautiful Christmas carols. At the Hotel Wenonah a Christmas tree was beautifully decorated by the proprietors and ever guest and employee received a gift.

A party was given Friday evening, Dec. 26, by Bay Council, No. 51, which was fairly well attended and thoroughly enjoyed. Pub. Com.





### Movements of Merchants.

Evart—John Nemrava has opened a harness shop.

Delton—Mr. Brown has engaged in the meat business here.

Pewamo—E. E. Vance has engaged in the implement business.

Alto—George Dunham has opened a restaurant and cigar store here.

Detroit—Max Cohen, shoe dealer, is offering to compromise at 40 per cent.

Atwood—Edward Klooster succeeds his father, Henry Klooster in the general store line.

Jamestown—Albert and Fred Zagers succeed their father, John Zagers, in the hardware business.

Gladwin—R. Heth & Son have opened a meat market in connection with their grocery store.

Escanaba—Fire destroyed the F. H. Atkins & Co. store building and stock of crockery and groceries, Dec. 26.

Vassar—Fire damaged the G. V. Black stock of general merchandise Dec. 24, to the extent of about \$2,000.

Marquette—Frank H. Withey, trustee, is closing out at special sale the Jackson & Young bankrupt stock of millinery goods.

Hastings—Bert Earl, who conducts a general store at Vantown, has sold his stock to Fred Crandall, who will continue the business.

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

Lansing—Fred Stephens has sold his stock of shoes to John L. Duncan, who will continue the business at the same location on East Franklin avenue.

Fremont—Fire damaged the W. W. Pearson store building and stock of dry goods, millinery and clothing Dec. 24. Loss, about \$18,000. Insurance, about 80 per cent.

Munising—On complaint of George Kinsella, acting for the clerks' union. Osser & Hankin, grocers, were arrested for keeping open on Sunday. The case was settled, the respondents paying the costs and agreeing to keep closed hereafter on Sundays.

Detroit—Frank A. Huetter, dealer in shoes, has merged his business into a stock company under the style of the Huetter Shoe Co., with an authorized capital stock of \$25,000, which has been subscribed, \$110 being paid in in cash and \$24,890 in property.

Deford—An involuntary petition in bankruptcy has been filed against the Standard Condensed Milk Co. In the petition, it is alleged by the creditors that the company has debts aggregating in excess of \$1,000, and that

the directors at a recent meeting admitted their inability to liquidate them, and their willingness to be declared bankrupt.

Detroit—The Houghton Elevator & Machine Co. has merged its business into a stock company under the style of the Houghton Detroit Elevator Co., with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$1,000 paid in in cash.

L'Anse—The Maxey Land Co. has filed articles of incorporation at Lansing with a capital stock of \$25,000. The company will have its head office at L'Anse and is organized for the purpose of taking over J. O. Maxey's timber land interests in Marquette county, amounting to about 6,000 acres and also about 1,000 acres in Baraga county.

Owosso—Alden Soper will have to pay a bill of \$20.06, to the Frank Gordon Co., of Detroit, for liquors which he purchased while running a saloon in Corunna several weeks ago. Soper claimed his bank account was exempt because he is now doing business as the Owosso Outfitting Co., but Justice Friegal could not see it so, and gave the plaintiff the verdict when the account in the Owosso Savings Bank was guaranteed.

Kalamazoo—After weeks of protest from merchants of the city, the Common Council passed the amended weights and measures ordinance, which provides that the signature of the weighing clerk must be on every order bill of goods where the commodity is weighed or measured. The amendments were backed by the city legal department, which had failed to secure convictions in a number of short weight cases, through inability to find out who had done the weighing for the sale.

Vernon—After spending Sunday in the county jail, Floyd Aldrich, secured \$400 bail Monday and was released. Aldrich is the man arrested on complaint of his father, on two criminal actions and a capias. He is charged with having threatened to "cut the old man's head off" if the elder Aldrich came down to their general store in this village, and also with beating up his father. The third arrest was on a capias after he had furnished bail in the other two causes. The third bail bond was signed Monday by Fred Miller and Charles Paris of Vernon.

Jackson—The L. H. Field Co. has sworn out a warrant in police court charging forgery. It develops that on December 6 a bogus check was presented at the company's store. It was thought of course to be genuine, and not only were certain articles of

merchandise given in exchange for it, but also some cash. The check was for \$25. It was drawn on a Cleveland bank and made payable to William W. Stanton, the supposed stranger who presented the check at the store. Mr. Field stated he was going to send the warrant to the Burns detective agency, with whom he had already corresponded in regard to the matter. It is hoped the fellow who passed the check and is understood to be traveling through the country making that his business, may be apprehended.

### Manufacturing Matters.

Lowell—The Westfield & Fall River Lumber Co. has purchased the stock of the Lowell Lumber Co.

Bronson—The Jackson City Creamery, of Jackson, will open a cash cream station here Jan. 2 under the management of Roy Walters.

Grant—George T. Bennett has sold his bakery and restaurant to D. P. Leffingwell, formerly of Howard City, who will continue the business.

Shelby—The Claybanks Co-operative Creamery Association has been organized with an authorized capital stock of \$10,000, of which \$560 has been subscribed.

Negaunee—John Torreallo has sold his interest in the John Torreallo & Co. bakery to his brother, Joseph, who will continue the business at the same location on Peck street.

Detroit—The City of the Straits Cigar Manufacturing Co. has been organized with an authorized capital stock of \$50,000, of which \$25,200 has been subscribed and paid in in cash.

Kalamazoo—The Detroit Trust Company, trustee in bankruptcy, is mailing a 5 per cent. dividend to the creditors of the defunct Michigan Buggy Co. The amount of the distribution is \$150,000.

Gaylord—A new company has been incorporated under the style of the Saginaw Wood Products Co., with an authorized capital stock of \$100,000 common and \$25,000 preferred, of which \$63,000 has been subscribed, \$500 being paid in in cash and \$62,500 in property.

### Bankruptcy Matters in Southwestern Michigan.

St. Joseph, Dec. 22—In the matter of William C. Snyder, bankrupt of Baroda, the final meeting of creditors was held at the referee's office. A final dividend of 12 1/4 per cent. was declared and ordered paid, making in all a total dividend of 22 1/4 per cent. The final report of the trustee was accepted and allowed and the final order of distribution made. By a unanimous vote of the creditors present and represented the trustee was instructed to interpose objections to the bankrupt's discharge. Cause having been shown why the referee should not make a certificate favorable to the bankrupt's discharge, it was determined that no such favorable certificate be made. Final meeting of creditors was adjourned, without day.

Dec. 24—In the matter of the Sanitary Laundry Co., a corporation, bankrupt of Kalamazoo, Christine W. Bedpath, former manager of the bankrupt, made an offer of \$975 to the trustee for the entire assets of the bankrupt, free and clear from the lien of a chattel mortgage for \$800. The appraised value of the assets is \$918.50, including the mortgaged property. The referee entered an order to creditors to show cause why the bid of Mr. Redpath should not be accepted.

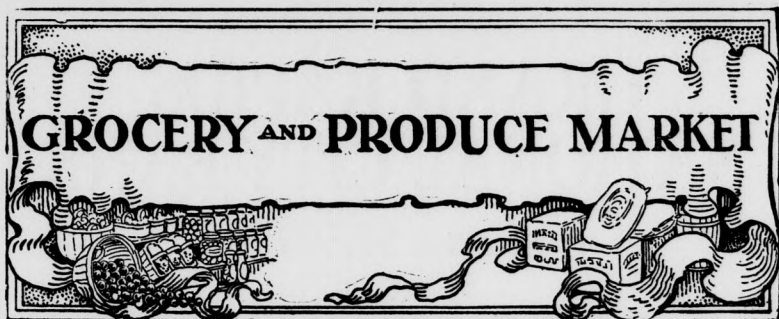
Dec. 26—In the matter of the Michigan Buggy Co., bankrupt of Kalamazoo, petitions have been filed by certain creditors to secure the return of funds deposited with the bankrupt. The hearings on the several petitions will be had at Kalamazoo on Jan. 20.

Dec. 29—Herbert L. Levey and Harry J. Lewis, of Kalamazoo, doing business as Levey & Lewis, filed a voluntary petition both as individuals and copartners

and were adjudged bankrupt by United States District Judge, Clarence W. Sessions, and the matter was referred to Referee Banyon. The schedules of the bankrupt disclose the following liabilities and assets.

Preferred Claims.	
Taxes due city of Kalamazoo	\$ 35.42
Creditors holding Securities.	
A. L. Blumenberg, Kalamazoo	500.00
Unsecured Creditors.	
Atlantic Fruit Distributors Detroit	\$421.05
American Fruit & Steamship Co., New Orleans, mdse.	616.45
American Cranberry Exchange, New York, mdse.	120.00
Bain Peanut Co., Wakefield, Va., mdse.	115.11
M. O. Baker & Co., Toledo	131.25
Homan Butler Co., Chicago	122.25
Butine Celery Box & Crate Co., Kalamazoo	42.63
Cuneo Bros., Chicago	32.75
Wm. Camp Co., New York	63.75
Commonwealth Power Co., Kalamazoo	3.86
City of Kalamazoo	54.86
Cella J. F. Co., Chicago, Ill.	63.75
Crutchfield & Woolfolk Co., Chicago	40.35
Z. J. Davis, Jackson	117.35
Dewing & Son, Kalamazoo	5.28
Edward Chamberlain Hardware Co., Kalamazoo	4.36
Fisher Bros. Paper Co., Fort Wayne	16.10
J. Friedheim Co., Chicago	127.50
S. T. Fish & Co., Chicago	22.55
John G. Gardella, Grand Rapids	206.25
Globe Garage Co., Kalamazoo	9.00
Carl Hoffman, Kalamazoo	57.70
Gage Printing Co., Battle Creek	.50
Wm. A. Higgins Co., Kalamazoo	116.44
Hubbard-Zemurray Steamship Co., Mobile	593.73
Wm. P. Herrick, Chicago	13.00
E. L. Husler Co., Chicago	366.00
Hastings Truck Co., Kalamazoo	15.00
Indereid J. B. Co., Chicago	234.84
Illing Bros. and Everard, Kalamazoo	8.60
A. Jacob & Co., Kalamazoo	364.75
Kalamazoo Cold Storage Co., Kalamazoo	103.07
Kalamazoo Oil Co., Kalamazoo	15.00
John King Peanut Co., Suffolk, Va.	42.43
Kalamazoo Gas Co., Kalamazoo	5.88
Kent, Morris Co., Kalamazoo	1.88
Frank Lauterbach Co., Chicago	95.00
J. B. Lavezzorio Co., Chicago	76.00
C. J. Love & Co., Chicago	130.50
Frank H. Lester, New York	82.50
Lapidus & Holub, Chicago	108.00
Leigh Banana Cas Co., Chicago	27.75
Lake Shore & Michigan Southern, Kalamazoo	9.30
La Crosse & Candy Co., La Crosse, Wis.	130.25
H. H. Mittenhall, Battle Creek	601.81
Geo. Middendorf Co., Chicago	366.95
Michigan State Telephone Co., Kalamazoo	7.05
Mills Bros., Chicago	713.25
Peter Newhouse, Comstock	99.25
Northern Ohio Sugar Co., Cleveland	83.17
J. L. Norris, Grand Rapids	.75
A. Oteri Co., New Orleans	282.15
Purse Bros., Detroit	47.08
J. V. Piazza, Chicago	76.48
Postal Telegraph Co., Kalamazoo	18.66
H. J. Purse, Detroit	62.50
E. P. Reynolds, Detroit	72.50
Remington Typewriter Co., Detroit	.75
H. G. Razall Co., Milwaukee	10.50
Chas. W. Rudd, Detroit	25.00
Reed & Cheney, Grand Rapids	53.00
Snyder & Son, Chicago	59.50
Frank J. Scmitz, Streator	59.50
Spencer Importing & Crating Co., New York	40.20
Shaffon Co., Chicago	147.05
Schaeffer Bros., Louisville	346.36
C. M. Tice & Co., Boston	30.00
Van Husen & Spencer, Burr Oak	20.24
Woollett S. C., Grand Rapids	7.50
Weber Bros., Kalamazoo	76.27
Louis Von Genuip, Kalamazoo	17.63
Wakefield Peanut Co., Wakefield, Va.	109.05
G. M. H. Wagner & Sons, Chicago	178.50
Wheeler-Blaney & Co., Chicago	30.20
Westlake H. C., Quincy	76.20
E. S. Woodward, Philadelphia	413.64
A. W. Welsh, Kalamazoo	56.80
J. Upton Co., Norfolk, Va.	120.20
Michigan Central R. R. Co., Kalamazoo	501.19
M. Lowenberg, Kalamazoo	15.00
Mrs. H. J. Lewis, Kalamazoo	206.14
Mrs. H. L. Levey, Kalamazoo	364.52
Mrs. Celia Levey, Chicago	1,800.00
J. Oppenheim, Hartford	1,000.00
Charles H. Garrett, Kalamazoo	163.63
Jno. Spinah Co., Chicago	300.00
E. Jessup, Kalamazoo	135.00
Maurice Peres Co., Detroit	1,000.00
H. H. Mittenhall, Battle Creek	1,000.00
Louis Neugarten, Detroit	1,000.00
Sam Franklin, Three Rivers	300.00
Jacob Lewis, Kalamazoo	1,300.00
Charles H. Garrett, Kalamazoo	29.83
Kalamazoo National Bank, Kalamazoo	4,063.83
Chas. H. Garrett, Kalamazoo	75.00
Frank Doyen, Kalamazoo	455.00
Mittenhall Bros., New York	2,000.00
Assets.	
Stock in trade	\$ 13.00
Horses	250.00
Wagons and sled	55.00
Machinery and Tools	381.35
Accounts receivable	2,378.83
Other property	150.00
\$3,228.18	





### 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 per 100 lbs. or \$1.75 @ \$2.50 per bunch.

Cabbage—90c 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.

Grapes—Malaga, \$6.50 per keg.

Green Onions—25c per dozen.

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

Lemons—California and Verdellis, \$5@6 per box. The influx of foreign lemons has something to do with the weak condition of the market. It is possible that there will be a strengthening of prices with the advent of cold weather, as there are usually heavy demands for medicinal purposes.

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—Liberal supplies of California oranges are being received and there is a good demand for the fancy navels. The quality is better than it is usually at this time of year. Prices range from \$2.50@2.60. Floridas, \$2.50.

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.

Radishes—30c per dozen.

Spinach—\$1 per bu.

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

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

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

Eggs—Receipts of fresh are increasing, but the demand has also increased to a considerable extent, and the market is firm at an advance of 2c per dozen over last week. The hol-

iday demand is about over and no further advance is expected in the immediate future. Local dealers are paying 29c this week. Cold storage are moving on the basis of 24@25c.

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.

Condensed Milk—Conditions point to a decided shortage unless foreign goods coming into the country, on account of the removal of the duty, supply demands.

Butter—Prices are very steady and it is doubtful if there will be significant changes for some time. Stocks are of good quality, and firm prices obtain on the best lines. The lower grades, as usual at this time of year, are not in demand. The public is turning to substitutes when it comes to choice between them and the low grades of butter. Fancy creamery commands 36c in tubs and 37½@38½c in cartons. Local dealers pay 24c for No. 1 dairy and 18c for packing stock.

### New Book Bindery.

The Powell Co., engaging in the bookbinding business at 231 Pearl street, is soon to be incorporated. The officers are to be:

President—Theo. Powell.

Vice-President—Thomas Powell.

Secretary-Treasurer—Mrs. Theo. Powell.

John Canton & Son have engaged in the wholesale and retail produce business at 6 East Leonard street. They were formerly engaged in farming near Cedar Springs.

Jos. Dumas succeeds Albert L. Christie in the restaurant business at 220 West Michigan street. He was formerly in the same line of business in Cadillac.

Falarski & Co. are about to open a meat market at 537 Stocking street. They conduct markets also at 926 Butterworth and at 802 Michigan.

Barrett & Wollman succeed Harry Viger in the drug business at 1534 Grandville avenue and will use the style of, Clyde Park Pharmacy.

John J. Abrahams has completed an additional story on his furniture store at 1005 Wealthy street, doubling his floor space.

Rudolph Sicotte has removed his drug stock from 963 North Ottawa avenue to 1220 South Division avenue.

### The Grocery Market.

Sugar—The situation is very peculiar. All of the New York refiners, except American, are holding granulated in bags and barrels at 4c. The American's price is 4.05c. The refiners are holding other hard sugars at 4.15c basis and softs at 4.30c basis. Michigan granulated is now sold by the refiners on 3.90c basis, at which price, there can be very little profit in the business.

Tea—The local markets are quiet, but prices are being well maintained. Japans are now all out of first hands and, with the considerable shortage in high grades, we may look for an early advance. There are still some lots of low grades being offered cheap. Ceylons and Indias are being held at firm prices and all desirable teas are quickly picked up. China blacks are easy and, in fact, are the cheapest teas on the market to-day. Greens are more scarce and prices firmer. Formosas maintain a strong position. The general opinion of importers is that we may expect higher prices next year for Japan teas.

Coffee—All grades of Rio and Santos share in the present dullness and can be quoted probably on the same basis as a week ago. Milds are very strong, particularly Bogotas. The holders in primary markets are very firm in their ideas. Mocha is firm by reason of scarcity. Java is unchanged.

Canned Goods—Tomatoes, corn and peas are all unchanged on last week's basis, with the demand very light. Apples show no change and quiet demand. California canned goods show no change for the week. Small Eastern staple canned goods are unchanged at ruling prices.

Canned Fish—Salmon of all grades are in moderate demand at ruling prices. Domestic and imported sardines are very high, with as good a demand as could be expected.

Dried Fruits—Currants are steady, but the market lacks animation. Shippers in Greece, it is stated, are not inclined to push sales on the basis of prices obtainable here. Statistically the situation in Greece is reported to be a strong one, stocks remaining there being well controlled by the Privileged Company. Trade here is on the hand-to-mouth order. California prunes in the larger sizes seem to be wanted, but owing to the small offerings and hesitancy of buyers to meet sellers' views little business results. Stocks on the Coast of 30s and 40s are said to be light and in few hands. Spot trade in prunes and other Coast dried fruits is confined within narrow limits, as usual at this season, but there is no pressure to sell from store, and prices are held firmly up to the quotations. There is a firmer feeling in spot Valencia raisins, due to the close clean-up of stocks here, and some holders are asking more money for the little they had left, but demand is limited. California seeded raisins are still unsettled.

Cheese—Stocks are light and the market is steady at prices ranging the same as last week. Stock in storage are reported to be light and there is not likely to be any change in the near future.

Starch—Best and Muzzy, both bulk and package, declined 10c per 100 lbs. Dec. 26.

Syrup and Molasses—Glucose is without change. Tinned syrup, which is now the most important factor in the compound syrup market, did not change. Sugar syrup and molasses are both quiet at ruling prices.

Salt Fish—Norway and Irish mackerel are steady to firm, without change for the week. Demand light. Cod, hake and haddock are steady to firm.

Provisions—Smoked meats are steady at unchanged prices. Pure lard and compound are in fair consumptive demand. Prices are ½c per pound lower. Dried beef is steady. Barreled pork and canned meats are also steady, with fair demand and no change in quotations.

### Change in Name.

The Overland Co. is succeeded by the Grand Rapids Overland Co., to be incorporated. The officers are to be:

President—Fred Kramer.

Vice-President—L. C. Van Beber,

Secretary-Treasurer—W. L. Peiter.

The company will operate as jobbers in this section of the country for the Willys-Overland Co., of Toledo. Mr. Kramer was formerly manager of the Overland Co. of Grand Rapids, and Mr. Peiter was employed by the Willys-Overland Co. Mr. Van Beber's connection is nominal. The capital stock will be \$10,000.

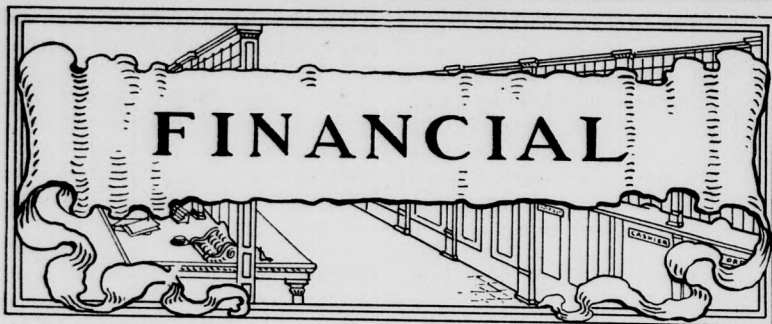
Detroit—Creditors of the Disco Self Starter Co., will receive about 25 per cent. The claims amount to \$159,695 and the assets are listed at \$182,545. A great deal of the assets is scheduled as starters, which are practically valueless, as many orders were "specials." Referee Joslyn has asked the receiver to investigate the claim of T. Stewart White, of Grand Rapids, who advanced \$10,000 to assist the company, taking a bill of sale for 400 starters. With the failure of the Disco company the contract was canceled. Mr. White says his \$10,000 is a preferred claim. The Security Trust Company was named receiver and will attempt to sell the plant at public auction, January 14.

Life, to be worthy of a rational being, must be always in progression; we must always purpose to do more or better than in the past times. The mind is enlarged and elevated by mere purposes, although they end as they begin, by airy contemplation. We compare and judge although we do not practice.—Dr. Samuel Johnson.

Detroit—The Detroit Auto Orchestra Co. has engaged in business to manufacture and sell musical instruments, with an authorized capital stock of \$25,000 common and \$16,000 preferred, all of which has been subscribed, \$500 being paid in in cash and \$40,500 in property.

The assets of the West Michigan Ice Cream Co. have been purchased by Frank Jankoski.

A. C. Wait is succeeded in the grocery business at 414 Bradford street by Fred Dinkel.



These closing days of 1913 are giving birth to a certain degree of hope and courage in financial circles, and in business circles also, which provides interesting contrast to the deep gloom and pessimism which has prevailed for many weeks and months past. The new viewpoint is not yet accepted universally. Nevertheless, it is coming to be very generally believed that the undercurrents of finance whose direction has been felt in the past few weeks are likely to offset in considerable measure the expectations of acute depression in business.

This spirit of growing confidence is the result, not merely of things which are negatively favorable—as was the case last summer, when the rise in stocks was based in the main on the failure of certain particularly alarming predictions to materialize. The ground for reassurance then was that no "panic" was in sight, at the time when it must have been given signals if it were actually coming. The ground for reassurance now is the positive deductions drawn both from the course of events at our own National capital, and from a broad survey of financial and credit conditions the world over.

So far as developments in our own political situation have served to dispel the gloom in business and finance, the result must be attributed, in a large way, to the demonstration which the President has recently given of his ability as a practical statesman. That refers particularly to his work in harmonizing the interests of business and the Government, to the end that they may go hand in hand, in furthering the general prosperity of the country.

This rather remarkable achievement has been witnessed in his very evident desire to show friendliness towards big business which is not also bad business; in his expressed purpose to help out large concerns, which have been transgressing the laws through ignorance of the exact limitations of the statute, by defining more accurately those limitations; and in the resultant prospect that these corporations may be enabled to pursue their business without constant fear of prosecution. Beyond this, our people feel that the Administration has shown its calibre by putting on the statute books a Currency bill, not only accomplishing the ends of sound banking and meeting the country's needs, but one which is now being recognized as acceptable to both Gov-

ernment and bankers, on the ground purely of practical utility.

Just what definite effect this new attitude of the President may have, so far as it affects big business, it is still difficult to say. But in any case the removal of the spirit of angry animosity hitherto prevailing tends to make for a feeling of greater courage, and greater security among men of large affairs, where formerly there was a disposition to look upon Government antagonism with suspicion, and in some part as a reflection of the ambitions of public officers to gain the applause of an unthinking proletariat, rather than a sincere desire to further the material welfare of the general community.

The stock market, as always, interprets the future in the light of the present, and astute judges of the situation are of the opinion that in a broad way it will now go on to discount, by reasonable optimism, the constructive forces which appear to be at work, unless something now unforeseen of an adverse character should in the meantime intervene. That this will be an exceptionally rapid discounting is improbable. The new factors are so new, the understanding of the Government's new attitude is still so incomplete, that people will await translating of the new spirit at Washington into action and legislation, before dismissing all misgivings. Meanwhile, the financial world will tend, to a greater extent than heretofore, to give the Government the benefit of

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  
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# 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

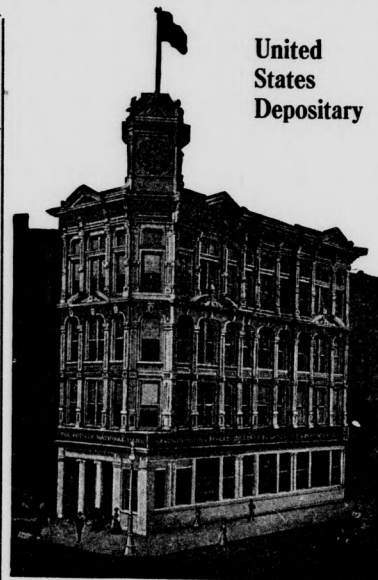
3

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 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$580,000

# The Old National Bank

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3 1/2 % if left a year.



the doubt, where its purpose is questionable; to look with less suspicion on its acts where they affect business, and to accept with more literal meaning the words of President Wilson's inaugural promise that "we shall restore, not destroy."

Stockholders of the Scotten-Dillon Co. (Detroit), tobacco manufacturers, in addition to the regular quarterly dividend of 2 per cent., will receive from the company an extra dividend of 18 per cent. for the current quarter. The payment which will be made January 2, raises the company's total dividends for the year to 50 per cent., extra dividends amounting to 24 per cent. having been paid in the three preceding quarters. The company's distribution of profits to its stockholders for the year is the same as in 1912, when its regular and extra dividends also made a total of 50 per cent. Its capital stock of \$1,000,000 comprises shares of the par value of \$10, the bid price for which on the Detroit Stock exchange is now about \$121.50. Besides an extra dividend of 26 per cent. the company in January, 1911, presented its stockholders with a stock dividend of 100 per cent., of the par value of \$500,000.

The good account that Armour & Company bonds have given of themselves in a declining market for securities in general was one of the factors that made the new Swift & Company bonds welcome to the local banks, that underwrote that company's \$10,000,000 issue. Few bond issues, even among the highest grade railroad and municipal securities, have shown the same resistance to the downward drift of prices during the last twelve months as have Armour & Company first mortgage 4s. The extreme fluctuation in the price of these bonds during the last two years has amounted to less than 3 points. Selling at 89½, the Armour bonds pay a little more than 5¼ per cent. if held to maturity in 1939. There are \$30,000,000 of this issue outstanding, with a total at \$50,000,000 authorized under the mortgage. It is expected that the Swift mortgage will be for \$50,000,000. After the initial issue of \$10,000,000, it is probable no additional bonds will be sold for a year. In the Armour mortgage, it is provided that the unincumbered quick assets of the company shall at all times exceed the aggregate debts of the corporation. The value of the real property mortgaged was placed at \$40,000,000, when the trust deed was executed in 1909. Swift & Company at the end of 1912 reported total quick assets of \$111,581,399 in addition to its real property investment, which was listed at \$39,914,922.

Big business was cheered up a bit by the settlement out of court of the Government suit against the American Telephone & Telegraph company. The Attorney General is to drop the prosecution and the company has agreed to dissolve its merger with the Western Union. President Vail is broad enough to realize that lawsuits are a losing game at best and

even those who win could better afford a compromise. The best lawyers these days are those who help you to avoid litigation and not those who take a long chance in order to win expensive lawsuits. The outcome of this matter may lead to peaceful conclusions in other important cases and it is to be hoped that the cessation of all this Government prosecution is near at hand. When the end is in sight, one of the greatest loads will have been removed that retards business activity and checks all new enterprises by the uncertainty of the legal standing of corporations. When this cloud is dispelled, confidence will be restored to a large degree, and it is the lack of confidence more than anything else that to-day is keeping business below par.

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

	Bid.	Asked.
Am. Light & Trac. Co., Com.	334	337
Am. Light & Trac. Co., Pfd.	106	108
Am. Public Utilities, Com.	45	46
Am. Public Utilities, Pfd.	44	46
Cities Service Co., Com.	79	81
Cities Service Co., Pfd.	65	67
Citizens Telephone Co.	73	75
Comw'th Pr. Ry. & Lt., Com.	54	56
Comw'th Pr. Ry. Pr. Lt., Pfd.	76	77½
Comw'th 6% 5 year bond	95½	97½
Pacific Gas & Elec. Co., Com.	34	35
Tennessee Ry. Lt. & Pr., Com.	12	14
Tennessee Ry. Lt. & Pr., Pfd.	59	61
United Light & Rys., Com.	78	79
United Light & Rys., 1st Pfd.	74½	76½
United Lt. & Rys. new 2nd Pfd.	70	71½
United Light 1st and ref. 5% bonds		87½
Utilities Improvement, Com.	39	41
Utilities Improvement, Pfd.	65	67
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		258
Old National Bank	204	208
Peoples Savings Bank	250	

December 31, 1913.

Blessed is he who has found his work; let him ask no other blessedness. He has a work, a life purpose; he has found it and will follow it! Labor is life; from the inmost heart of the worker rises his God-given force, the sacred celestial life-essence breathed into him by Almighty God; from his inmost heart it awakens him to all nobleness—to all knowledge, "self-knowledge," and much else, so soon as work fitly begins—Carlyle.

Every man should keep a fair-sized cemetery in which to bury the faults of his friends.—Henry Ward Beecher.

Mind your own business and in time you'll have a business to mind.

### 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

## Michigan Trust Co.

Resources \$2,000,000.00.

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

#### DIRECTORS.

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Thomas Hume,	R. E. Olds,	James R. Wylie.
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### 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 FAITH-  
FULLY PERFORMED

## 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.

## 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

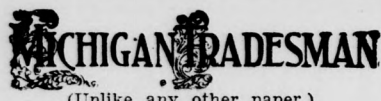
You can transact your banking business with us easily by mail. Write us about it if interested.

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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.

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E. A. STOWE, Editor.

December 31, 1913

**REVIEW OF THE PAST YEAR.**

As years go, 1913 will be among those marked down by the world-historians as comparatively uneventful. And this seems to be particularly the case when one turns from a consideration of its immediate predecessor, red-lettered as that was, with such momentous happenings as the establishment of a republic in the ages-old empire of China; the discovery of the South Pole by Amundsen; the loss of the great ship Titanic and her fifteen hundred souls; the death of the Emperor of Japan; the outbreak of the Turkish war against the Balkan states; and an absorbing political contest in the United States where a three-cornered National election gave birth to a new party.

To the thirteenth year of the twentieth century, even its unlucky terminal number brought no more misfortunes than are usually visited upon old planet Earth in the course of one of its annual courses about the sun.

Catastrophes of nature resulting in great loss of human life and property were far rarer and less devastating than usual. As for the destruction wrought by warring man, the cause of world peace received an appreciative uplift in the termination of the conflict which had upset Southeastern Europe and threatened to plunge the nations into an Armageddon. No other struggle between armed forces of any considerable importance came to distress peace-lovers during the year, save the revolutionary fighting in Mexico; and even there the stability of international peace was proved by the failure—of what would once have been an adequate cause—to bring about intervention or international complications with the inevitable war.

If more were needed to mark the gains of the opponents of warfare, it would be found in the widespread attention which has been given to the recent proposal of a naval holiday for one year during which every nation should stop building battleships. Of similar import was the encouraging statement made by President Wilson in his message to Congress on December 2, wherein he stated that his Department of State had had the privilege of gaining the assent in principle of no fewer than thirty-one nations—representing about four-fifths of the inhabitants of the world—to the plan

of referring all disputes not adjustable by the processes of diplomacy to a tribunal to be reported upon before either nation takes action.

Preparations for the Anglo-American Celebration of the One Hundred Years of Peace in 1915 were substantially advanced by a conference attended by delegates from Great Britain and the British Colonies, held in New York in May. In commemoration of the signing of the Treaty of Ghent, it was announced that monuments would be erected along the Canadian boundary, one of them being a memorial bridge across the Niagara River. In November the Peace Celebration Committee effected the purchase of Sulgrave Manor, Northamptonshire, the home of the ancestors of George Washington. The preservation of this manor will form a part of the work of the committee organized to celebrate the century of peace among English-speaking peoples.

Throughout the world progress was made in the realization of liberal and democratic ideals of government. In Italy sweeping changes were effected in the suffrage laws by which what is virtually franchise for all male citizens is now in effect. In Belgium, equal suffrage was all but gained in a general strike which tied up the nation's industries for a fortnight, and showed the growing popular protest against the plural voting of the property-holding classes. To complement their control of the Assembly, the natives of the Philippine Islands were promised a majority of the upper chamber in the exposition of the Government's policy made by the new Governor, Francis Burton Harrison, when he arrived at his post in October. In the extension of suffrage to women, great gains have been made, increasing the number of state in which women have the right to vote.

The practical completion of the Panama Canal brings the commercial world to the threshold of a period of closer and more certain communication and it holds out to the United States the promise of a more intimate and sympathetic understanding with South American countries to aid in bringing about which distinguished citizens of this country have during the year visited our Southern neighbors.

Many other less notable happenings during the year 1913 bear evidence to the fact that, few as were the sensational events which it ushered in, it may still boast distinction on the strength of the claim, already advanced, that it has furthered world peace and brought closer together in intercourse and understanding the family of nations; closer, not only physically, as when, last summer, John Henry Mears broke all records by going completely around the earth in 35 days 21 hours and 35 minutes and 4-5ths of a second, but in a more striking and significant way, when the Nobel prize, a Swedish institution, heretofore awarded only to members of white races of European origin, was given in November for literary achievement to a Hindu poet writing in his native tongue.

**POTENTIAL POWER FOR EVIL.**

Careful note should be taken of the status of union labor in connection with the public utilities as distinguished from union labor employed in manufacturing and productive operations. They occupy quite separate planes, and their relations to the industrial problem in general are of a very different order. Public utilities are compelled by law to operate, while in other industries it is largely optional with employers and employees whether or not work shall continue. Measures found necessary in connection with public service are not of necessity a requirement of private operation. Boards of mediation and arbitration and an enlightened public sentiment will increasingly meet the needs of such labor disputes as arise in the latter.

Cities are built upon the assumption that certain artificial factors in their composition are as dependable as natural ones. Interruption of the functions of these elements, such as transportation, sewerage, or the supply of water, light, and fuel, all dependent upon reliable manual service, may well be as disastrous as a natural catastrophe. It is a matter of speculation as to which would cause greater disaster in New York City, an earthquake, or a complete cessation of its transportation facilities. All would depend upon the severity of the earthquake, for there is no question as to what would happen were the food supply to be cut off, which would unavoidably follow the stoppage of transportation.

The greatest present menace to the existing order of things is the strike power now lodged in the hands of certain labor organizations whose members are employed by public-service corporations. In the case of steam railways a strike would be most disastrous, because of the extent of territory over which these unions can make a strike effective, for steam railway unions have now affiliated in presenting their demands to the railways. The recent trainmen's arbitration, preceded by a strike vote, involved all the employees of their order east of the Mississippi and north of the Ohio Rivers.

Such potential power for evil is permitted to exist only because we have not yet experienced an instance of its application, but it is safe to predict that if one should occur, society will demand that those who desire employment in public service shall forego the right either to strike or take such concerted action as will interfere with the normal and usual operation of those utilities essential to normal life under existing conditions. If this prohibition is reasonable, why wait for an actual exhibition of the results of such a strike as was threatened by the New Haven engineers? It requires no very vivid imagination to paint the picture without having the scene enacted.

The proposal to impose limitations, under certain circumstances, upon the strike right is not made in a spirit of hostility to unions, but rather in their interest. The circumstance of combination in transportation facilities

and co-operation upon certain questions among labor unions has made the strike weapon equally dangerous to the unions and those against whom it is directed. It cannot be doubted that the agency that invokes its power to seriously interfere with the existing social order will bring destruction upon itself. It is not proposed or suggested that the unions as such, or their individual members, should be deprived of, or restricted in any degree from, obtaining proper adjustments of unsatisfactory conditions of employment that may arise in the course of such employment. As a matter of fact, the law has already largely provided means and methods whereby just consideration must be given to the complaints of employees, and the decisions of the tribunals to which such matters have been referred clearly indicate that their views of justice have been flavored with sympathy for labor.

**THE BUSINESS SITUATION.**

As the year draws to a close, the policy of Michigan business interests to operate with light stocks and purchase only for immediate use shows a tendency to become more pronounced. Nevertheless, the recession is not of large proportions except in iron and steel and collateral lines. There are few signs of cancellation of orders in general business and prices are well maintained, while instances come to light in which the volume of trade this month will equal or exceed that of a year ago.

Stocks on hand of only moderate proportions are reported, except in wearing apparel, and in this branch the unseasonably warm weather, rather than anything in the larger situation, has brought about the quiet conditions. Increase in the ranks of unemployed did not show itself in the holiday trade. Most department stores have been running ahead of this season in 1912, although it was noted that much less money was spent for luxuries. Reports from nearly all branches of trade tell of strong disposition to avoid speculative risks on the part of merchants and manufacturers.

It is this practice that in large degree accounts for depleted shelves and forces tradesmen into the market as frequent buyers on a small lot basis. Collections are not satisfactory, and yet the year is closing better than had been expected in this connection. Encouragement is also derived from the fact that industrial enterprises feel that a turn for the better is not far distant and that, acting on this presumption, contracts for extensions and betterment are being placed by some representative plants.

Make up your mind that you will not be worried this year, no matter what little mistakes the clerk may make. He no doubt wants to please you and will do his best in that way; but who of us always does just the right thing? Keep cheery, and sooner than you think things will brighten up and go on smoothly again.

A man stands well with women if he always gives up his seat to them in a crowded car.



## THE AGE OF OIL.

## The Best Managed Industry in the World.

A recent magazine article described our present stage in mechanical development as an age of oil. In a large sense this is true. Steamships are becoming oil ships. The British Navy has gone far toward supplanting coal with oil. Southern Pacific locomotives are equipped with oil. Automobiles increase in number and they use a form of oil. So do the roads that the automobiles stir up for the choking of pedestrians. The gasoline-driven engine is used more and more in every direction. Pleasure gasoline buggies constitute but a first stage in a new era of traffic. The motor truck looms large in every sense and there appears no limit to its possible consumption of the oozy substance which makes possible the researches of a Flexner and the existence of the University of Chicago.

In 1912 this country produced more than half of the world's oil. Russia was a poor second, and if peace should ever be restored in Mexico that country might take Russia's place. With a Panama Canal there seems no danger of the world's oil supremacy getting very far away from this country.

Thus we are dealing with a basic industry, with a staple for which man will have employment as far ahead as one can see. Securities based upon the more permanent and less fluctuating sections of this industry should be safe and profitable. In sober fact they are safe, and as profitable as Aladdin's lamp.

The prospective buyer of Standard Oil stock must also face the fact that the managers of these thirty-three companies (the Supreme Court broke the trust into thirty-three parts) still insists on a policy of silence. In this sense Standard Oil stocks always were and still are a gamble. When the trust was "dissolved" on May 15, 1911, two and one half years ago, the company stated that one year must elapse before statements of earnings could be given out. Two and a half years have passed and of the seven really large companies only two, the Vacuum Oil and the Standard Oil of California, have issued statements of earnings.

Dozens of Wall Street brokers figure and analyze until they are dizzy in regard to the earnings of the thirty-three companies. Brokers even travel over the oil fields, peer wonderingly at muddy gushers, and otherwise pick up much technical oil jargon. Then these brokers turn out reams of fascinating literature. All of which is very interesting and industrious but does not alter the fact that most of the Standard Oil companies refuse to give out any statement of income to brokers, stockholders or anybody else.

## The Riches Are There.

It also is probably true that control of Standard Oil is just about as centralized as ever before. The few great owners such as Rockefeller, Harkness, Pratt, Payne and Flagler are still the great owners. The competition which has been established is a peculiar and wonderful sort, not

yet studied by economists. But there is a new order of management, the public conscience or vengeance toward John D. and his associates has probably been satisfied, old brutal methods of competition abolished for the most part, and the monopoly is no longer tangible or corporate. Thus the future holds no threat of battle royal between monopoly and public.

So much for Mr. Hyde. Now for Dr. Jekyll. From a purely business point of view the old Standard Oil Company was, and most of the separated companies are, about the best and most conservatively managed concerns which the world has ever seen. There has been no stock jobbing, no stock watering, no excessive dividends, no rake offs for insiders. Apparently the one idea of the managers of these companies is to make profits for the stockholders. Judging from recent exposures this seems to be the one idea which railroad and other corporation directors at large do not have. The ideal of most large corporation directors seems to be to get into some fat supply or construction company for graft for himself and let the stockholder of the big parent company go hang. The sole ideal, so successfully realized, of the Standard Oil director is to make as huge profits as possible for the stockholders of his company, and this means small as well as large stockholders.

## To Have and to Hold.

There are two fairly safe prescriptions for getting rich. One is to buy Standard Oil and keep it. The other is to buy the same stock and sell it when it has risen a few hundred points. Any other method is fatal. Of course the separated companies have paid out many a king's ransom since their "dissolution." Prior to that event dividends of only \$40,000,000 a year were paid. In 1912, the year following, cash dividends amounted to \$51,813,335. In the first half of 1913 they amounted to \$71,224,544, not to mention stock dividends of \$111,100,000 since "dissolution," and rights to subscribe to new stock of a value of \$33,400,000.

Now the natural question to raise is whether all the assets have not already been distributed and whether earning power has been crippled. I do not think so. The Standard Oil Company of Indiana for instance may never again declare an extra dividend of 2900 per cent. but it is paying between 20 and 30 per cent. on its increased stock issue, and probably earning double that amount.

## Where the Hazard Is.

Even John D. Rockefeller himself has said that the oil business is "hazardous," but he probably referred to the producing end. An oil well may give out just as a mine may give out. In the same way the pipe line companies are speculative because the Interstate Commerce Commission is straining every effort to get them enough inside the common carrier prison to regulate their rates. But the great refining and marketing companies, such as the Standard Oil of New Jersey, Standard Oil of New York, Standard Oil of Indiana, Vac-

uum Oil, Galena-Signal Oil, and possibly the Standard Oil of California and the Atlantic Refining Company are well worth the permanent investor's attention.

Take the Standard Oil of New Jersey. It pays 2 per cent. regular dividends and sells at 380, a net yield of only 5 per cent. But an extra dividend of 40 per cent. was declared last year, and the company's assets are so vast and various that no one can say at what time another extra may not come. The New York Company is selling at 160. Last year it paid an enormous stock dividend and has not yet this year paid a cash dividend on its present \$75,000,000 stock issue. But rumor has it that the company may declare 12 per cent. in cash before the year is over. Unquestionably both its assets and profits are fabulously large, the latter probably about 20 per cent. even on the increased capital.

## The Strength of Good Business.

Through a long period the Standard Oil organization has built up a system of management which combines an infinite capacity for taking pains in trade and technical matters, aggressiveness in entering new fields and extreme honesty and conservatism in financial policy. The combination is simply irresistible. Remember that none of these companies have any bonds whatever, and practically no debts of any kind. Only one company has preferred stock, and a very small issue at that. Thus, the investor always gets a first lien on the company's earnings. There is no jugglery, no high finance. Many corporations have bonds which are not bonds, financial subterfuges without number.

The Standard Oil companies have only one object, to earn profits for one single class of persons—the stockholders. Many corporations have thirty or forty different classes of security holders, the inter-relations of whose claims is enough to drive a manager either dishonest or crazy. Coupled with this Standard Oil simplicity of corporate structure, which makes for internal honesty, is an extreme conservatism, relatively speaking, in distribution of profits. There is always enough cash on hand for any possible contingency. No Standard Oil Company is caught with its clothes off when money is stringent. They are never at the mercy of banks. They do their own banking.

Finally it may be observed that at a time when bonds and other fixed income bearing obligations are suffering because a fixed amount of money does not purchase as much as it formerly did, there is a distinct advantage in owning stocks upon which there is no limit to dividends, except common sense, and especially stocks that are the only securities issued by companies engaged in a growing business.

But I can not recommend Standard Oil stocks to nervous dyspeptics unless they promise not to read the daily quotations. These are stocks for persons who have both the means and the temperament to wait.—Albert W. Atwood in Harper's Weekly.

Time may be money, but it's a poor substitute for a bank account.

## What Price Maintenance Does to Your Customers.

Written for the Tradesman.

Several trade journals are featuring a lot of price maintenance talks supplied them by interested manufacturers and National magazines. The journals seem to be guided by the thought that any reading matter contributed by a big manufacturer is sure to come close to the mark in desirability and reliability.

If they would read these talks before they publish them, they might hesitate about turning their pages over to such matter. It is a significant fact that few of these talks speak of the consumer.

Is price maintenance going to be such a Godsend to the consumer? Is price maintenance a remedy for the high-cost-of-living?

Why don't these manufacturers try to answer this question?

Some people used to say that marriage doesn't change character. A man or woman is just the same after as before. Study a man this week and you will be able to find out what he'll be next week, next month and possibly next year.

Since a certain amount of price maintenance exists to-day, why can we not look into it and see what it does to the consumer.

Taking the companies that are doing the most to put price maintenance on the statute books, let us see what they mean to the consumer.

The Eastman Kodak Co. has been selling cameras for years at fixed prices. It is common knowledge among the trade and among a great many consumers that the fixed price policy has enabled the Kodak people to get a great deal more for their goods than other people can get and that their price maintenance policy is a means of bleeding the consumer.

The Gillette Razor Co. makes a razor which many a maker can produce for 35 or 40 cents. Yet their price maintenance policy enables them to pry \$5 out of every consumer. The Spaulding Co. makes base-balls, sporting goods and so on that average high in prices, but their price maintenance policy gives them a means of screwing up the price and getting all the money out of Mr. Consumer's pockets.

If price maintenance upon its present shaky basis can help manufacturers—and, mind you, the same manufacturers who are pleading for price maintenance—to inflate prices and bleed the consumer, why won't all manufacturers do it if price maintenance happens to be legalized.

Trade journals and retailers are short-sighted unless they consider the interest of the ultimate consumer, and anything that inflates prices for the consumer should be fought by retailers and trade journals alike. Don't you agree with us? Anderson Pace.

Courtesy is itself a form of service. By gentleness of manner, by an unobtrusive sympathy, by thoughtfulness for others in little things, we may smooth the roughness of life for those with whom we live, soothe their vexation, and contribute more to their real happiness than by great and signal acts of generosity.—R. W. Dale.



### Gabby Gleanings From Grand Rapids.

Grand Rapids, Dec. 29.—If Grand Rapids Council, No. 131, had selected a committee and instructed it to encircle the globe in quest of a suitable stunt to put on as a crowning feature to a year already replete with brilliant entertainments and successful achievements, we doubt if it could have found one more appropriate than the smoker that was pulled off at Herald hall last Saturday night. Every quarter of a second, from the time those 300 traveling salesmen began to congregate until they broke up, there was something in motion. Work, worry and weeping took to the tall uncut and fun, frolic and frivolity held full sway. Bro. Oosdyk, chairman of the committee, deserves much credit for his originality in selecting appropriate stunts and putting them on in such a manner as to keep up continual interest. He was ably assisted by Wilbur S. Burns, J. Albert Keane and Ed. F. Wykkel and what one of those live ones couldn't think of, the other one could. At one time, however, it looked pretty dark for the committee, which had prepared smokes and eats for 150 and equally dark for the extra 150 present, for there was strong talk of sending the overflow out to browse or forage the town, but the committee was equal to the emergency and fed and smoked everybody present to their entire satisfaction. The evening's entertainment opened with a spirited boxing match between "Spider" Kelley and Bill Arthur, consisting of three rounds of two minutes each. The seconds were Abe Peters for Kelley and S. Lubetsky for Arthur; H. W. Harwood, timekeeper; Fitzgerald, referee. First round—Arthur made a pass at Kelley which Kelley ducked, coming back with a left hand undercut which landed successfully on Arthur's jaw. Arthur returned the compliment with a strong left body blow and both clinched. Arthur forced Kelley into his corner and both were boxing vigorously with neither getting the best of the argument, when time was called. The second round opened with Kelley on the offensive, swinging right and left on Arthur's dome and solar until Arthur, getting through Kelley's guard, landed a strong right to the left jaw, causing him to stagger. Both clinched and were forced apart by their seconds. Time was called with both in the center of the ring. Third round: Arthur opened up strong on the offensive, making passes which drove Kelley around the ring. Both exchanged body and face blows, with Arthur getting a little the worst of it. Arthur then made a successful assault on Kelly's left jaw and followed it up with a terrific undercut to the chin and was chasing him into his corner when time was called. Neither received a knockout blow, but the referee gave Arthur the decision by a close margin. Max Kortlander and "Zeph" Fitzgerald made a hit with their vaudeville performance, which received hearty applause and encore after encore. L. C. Iden recited a poem entitled "Was Marriage a Failure?" which he gave in the German dialect to the amusement and entertainment of the entire audience. Chairman Oosdyk then paid a glowing tribute to Homer Bradfield, comparing him with a general who is ever watching the fray from a vantage point and who is always ready to take part at the time when help is most needed. He then called upon him for a speech and, in the quiet, clear and masterly manner which is always characteristic of Homer, he gave a talk on the order of U. C. T. and its benefits. He said the order is twenty-five years old, has a total membership of 75,000 and a reserve of \$500,000. There are twenty-one councils in Michigan with a membership of 2,700.

John D. Martin was then called to the platform and told of the history and growth of the order in Michigan.

He said he thought, without a doubt, he was the oldest U. C. T. member, in point of service, in the house. He has seen the order in the State grow from 100 members to 2,700, its present number. Senior Counselor Stark, Wilbur S. Burns and others made fitting and witty remarks and finally the crowd called for Art. Borden, who favored them with comic songs and dialect stories in a highly entertaining manner. The crowd then dispersed, loud in their praises of the evening's entertainment and a hope that many more like it might be given.

E. F. Scott couldn't resist the temptation to attend the smoker, so he wired up his ribs, bandaged his hip, went down into the woods and cut a crooked hickory stick and ambled over. Everybody was glad to see "Gene" looking well and back on the job again. It is hard to keep a man down long when he has the brand of red corpuscles in his blood that "Gene" has.

That was a mighty clever coup John D. Martin worked on Homer Bradfield and the audience. Word had been passed around that John had broken a time-worn tradition and had not pinned a carnation on his coat, as he was wont to do. Some were even so cruel as to hint that possibly he had spent all his money for Christmas and couldn't afford one. Homer, in his opening remarks, called attention to the carnation omission, but when Martin came on to speak, he unceremoniously took from his pocket a beautiful white carnation and, pinning it on the lapel of his coat remarked, "Homer Bradfield does not always tell the truth."

Bill Godfrey and A. E. Thomas, members of Traverse City Council, No. 361, and A. Gibbs, also a traveling salesman from Traverse City, were visitors at the smoker last Saturday night.

J. J. Berg, traveling salesman for Hollway & Reese, wholesale china-ware, is spending the week in Indianapolis.

R. S. Coffey, of Detroit, is visiting his father and mother, Mr. and Mrs. G. K. Coffey, this week and accompanied his father to the smoker. Little Coffey—he looks small sitting by the side of his dad—formerly sold Crown baking powder, but is now engaged in the coffee and tea business in Detroit.

Mr. and Mrs. Ned Clark returned to Grand Rapids Saturday from an extended business and pleasure trip through the South. During their sojourn in Dixieland, they visited Jacksonville, New Orleans, Beaumont, Tyler, Houston, Galveston, Ft. Worth and Dallas. Ned says Mrs. Clark who, before leaving, was under a physician's care in a local hospital, has greatly improved in health. Mr. and Mrs. Clark will be at home to their friends at 125 Library street.

There is much speculation in business circles as to the probable significance of Ura Donald Laird's article in last week's Tradesman, in which he says Charles A. Wheeler and Angus G. McEachron, of Detroit, will dramatize the Blue Goose, and the article on page 12 of the same issue, entitled "Growing Goose Livers in Germany." Will the Kaiserland and the Cloverland amalgamate and grow Blue Goose livers?

Grand Rapids Council will meet in regular session next Saturday night, Jan. 3. Turn out, boys, and start the new year right. Regular cigars will be passed and much important business transacted.

Now the bald-headed men claim there is so much sand in roller towels that it causes their hair to come out.

That wouldn't have been a real traveling man's meeting without a game of "rum." A. R. Jannausch, R. J. Ellwanger and Ned Clark were missed from the crowd, and after an extended hunt, were found in a side room busily engaged in a game of "rum."

Mr. and Mrs. John V. Ripperger

were called to Cincinnati last week because of the death of their mother.

The new landlord of the Riverview Hotel, at Watervliet, is conforming strictly to the edicts of the law and, in consequence, has a tiptop good hotel. He has individual towels, nine foot sheets and everything as sanitary as it is possible to have it. He has electric lights, hot and cold water, baths and all the modern conveniences. It is a real pleasure to stop there.

G. Leon Ashley, day clerk at the Cody Hotel, says next month will be a busy one for them, as they are headquarters for three conventions and have reservations for rooms from a large number. However, they have arranged to take care of the regular commercial trade as usual. Mr. Ashley was at the smoker and handed out individual cups to the boys.

Mr. and Mrs. J. Albert Keane entertained Mr. Keane's mother during the Christmas festivities. Mr. and Mrs. Keane and son, Robert, accompanied her on her return to her home in Detroit, where they are spending a few days visiting relatives and other friends.

According to a long-established custom, the traveling men, their wives, heads of departments and office force connected with the Brown & Sehler Co. met with Mr. and Mrs. Henry Sehler, Marion avenue, Monday evening for a social time. Cards, music, games and other forms of entertainment were the attractions of the evening. Refreshments were served and a jolly good time was had by all. Mr. and Mrs. Sehler surely are some entertainers.

Walter S. Lawton, Harold W. Harwood, Homer R. Bradfield, E. J. McMillan, Bert Hudson, Chas. Lee and John D. Martin walked home from the smoker last Saturday night—a distance of about three miles. No explanations are necessary, as the owl car leaves the downtown district at 12:20 a. m. On their way home they were held up by a Wealthy street policeman, corner of Wealthy and Eastern avenue, as suspicious characters and only escaped spending Sunday in the local jail by the sanctimonious look of Homer Bradfield and the earnest pleading of John Martin.

There will be a meeting and luncheon of the Boosters Committee Saturday at 12:30 at the Association of Commerce rooms. Business of vital importance on the calendar.

We take this opportunity to advise Jim Goldstein when he registers at Benton Harbor or other Western Michigan hotels to use the name of Flannigan. By so doing he will not lose his Irish identity and he will not run the chance of being refused accommodations.

J. Albert Keane, dressed up as Mutt and George Clark as Jeff, created plenty of amusement and fun for the spectators at last Saturday night's smoker. The Cody Hotel gave them a room free of charge in which to "make up."

At a meeting of the Executive Committee of the Michigan Knights of the Grip, held in Port Huron last week, it was decided to dissolve the order on account of inability to meet death payments. It was not deemed advisable to raise the dues in order to make up the deficiency. The Michigan Knights of the Grip was organized in 1889 and had for its object to better the condition of traveling man as well as the general public. No age restrictions were stipulated and, as a result young and old men were accepted. In 1892 a death benefit of \$500 was made a part of the contract and when the old members began to die off, the annual payments for death benefits increased so greatly that the organization was left crippled to such an extent that there was nothing left to do but disband. It was a worthy organization and during its existence every member received his money's worth in benefits received and insurance furnished.

Bill Arthur, winner of the boxing bout, wishes to challenge Jim Goldstein to a match of from 3 to 15 rounds at any time or place that both can agree upon.

Don't plan any doings for Saturday night, Jan. 17. This is the date of the next regular U. C. T. dancing party at Herald hall and you can't find a better place for enjoyment if you try.

Have you paid your lodge dues yet? If not, you can still draw your check and get under the wire.

Now comes the usual number of New Year jokes—mostly chestnuts.

Bert Hudson went to Jackson on business.

Dame Rumor has it that J. A. Keane came near being pinched for exceeding the speed limit Saturday night in search for that carnation for John D. Martin.

And they say Art. Borden can't tell one musical note from another!

The appearance of that carnation is still shrouded in mystery.

He is a wise man who makes his New Year resolution in silence.

Send in your news items. Citizens Phone 34384.

A Happy New Year to all.

Grand Rapids knows how.

Important date—Jan. 17, 1914.

Allen F. Rockwell.

### Merry Musings From Muskegon.

Muskegon, Dec. 29.—A. R. Bliss is home from Texas and reports feeling fine.

Muskegon has fifty-three miles of paved streets.

Larry O. Weil, of the I. H. Co., lost his grip on the G. R. & I. at Cadillac last week and looked under nearly every seat in the coach. He was finally informed that he had placed it in the rack over his seat.

The Crosby Transportation Co. has decided to follow the Goodrich line and maintain winter boat service all winter into Muskegon.

Yes, Milton Stiendler had a mustache, but a few days ago it—died.

We hear that a certain Muskegon traveling man had a very short ride from Shelby to Ferry last week; in fact, he was so excited he turned the lap-robe the wrong way.

The Stewart Hartshorn Co. gave 375 turkeys to its employees for Christmas—a custom it has observed for many years.

Milton Stiendler has been appointed Sentinel to fill the vacancy caused by Brother Haskins moving to Grand Rapids.

The Harris Broom Co. is busy installing its machinery in the old Brown & Morse plant, at Muskegon Heights.

Jos. Whaley has been spending the holidays at home with his family at the city pumping station.

We received a very beautiful book, entitled Laddie, from friend E. A. Stowe Christmas morning. Many thanks.

We are beginning to think the Mexican situation pleasant as to what they are having up at Calumet. Peace on Earth and Good Will to Man seems to be forgotten up there.

E. P. Monroe.

### New Year's Morn.

From behind the polished surface  
Of the long, inviting bar  
Comes a subtle, faint aroma,  
In my bosom causing war.  
Scents of cocktail, breath of julep,  
And a host of joy beside—  
But for me the water wagon  
And a long and dusty ride.

Not for me the cool gin rickey,  
With its look of innocence.  
Not for me the long Scotch Highball,  
Costing five and twenty cents.  
Just a glass of pure cold water  
As it bubbles from the spring,  
Although you can not make me laugh  
Or even dance and sing.

Not for me the doubtful company  
Of John Barleycorn  
Not for me the pleasant dalliance  
With sweet September Morn.  
I will never flirt with Folly,  
I am more than satisfied.  
With the rumbling water wagon  
If my friends will let me ride.



### THE RIVAL STORE.

#### Its Career Cut Short by Price Cutting.

Written for the Tradesman.

We will call him Marthan, although that was not his name.

I knew him well as a boy and man; I knew him as a genial gentleman, as a scheming politician in small affairs; as a reckless speculator. In fine I knew him as a many sided queer sort of man with as many different faces as the fabled giant of old with his hundred heads.

Marthan was a fine portly, smiling gentleman. He was a teacher in the Sunday school, a seemingly worthy member of the Methodist church and kept one of the two village stores. I speak of the village which was hardly important enough to wear that title, simply a small cluster of rough board shanties, a good house or two, a mill, blacksmith shop and the two stores above mentioned.

Old Silas Deane ran the original mercantile emporium at Hickory Bend. He had a monopoly of trade until Marthan set up an opposition store. The latter owned a mill a few miles down the stream and had made considerable money, some of which he invested in a stock of goods bought in Chicago.

I am of the opinion that he paid down for this first stock. Afterward he was cute enough to stand off the wholesalers, getting his goods on time, if I remember rightly. Marthan was in the store only at odd times. He was too busy with lumbering operations to think of devoting much time to the selling of calico and sugar.

"I'll show old Deane that he can't get two prices for goods hereafter," declared the portly lumberman. "My men have been trading at his store for years and have been systematically robbed. It's time that sort of thing was stopped."

Marthan took from his mill one Jim McBride, a young Canadian of handsome face, whose education, although limited, was of sufficient caliber to read and write and cipher.

"Now, Jimmy," said the big man, "I want you to go after that other fellow. Cut his wizen, so to speak, as we do a deer's. You understand?"

Jimmy assured the boss he understood. He was to make it warm for old Deane, underselling him at every point. Marthan had no fixed prices, giving his clerk carte blanche in all the affairs of the store. Jimmy did things with a vengeance. He cut prices wide open, simply slaughtered everything from calico to sugar and tobacco.

Marthan planned to drive the other store out of town, after which he would have everything his own way. Most people, of course, rejoiced at the advent of a new store. The woods people got outside often enough to learn that Deane was making too much profit on his goods; at least, it seemed so to them, although when it is remembered that a haul of forty miles over muddy roads cost the merchant one dollar a hundred for everything he fetched in, it may be doubted if he was getting any too much for his goods.

Marthan was slow pay; in fact, it soon became known that he was not paying his bills promptly as he should. Being a very devout church member, and possessed by nature with a magnificent presence and a voice that would discount oil in its smooth softness, he managed to stand off his creditors from time to time, while he sold goods at bottom figures and made his rival squirm.

Jimmy was almost as unique a character as was his employer. He was a fancy dresser, young, smart and good looking. He cut quite a swath among the backwoods belles, both white and red. He sold goods by the load to the Indians while making love to the pretty young squaws, all of which Marthan smiled on, saying Jimmy was up to snuff and would make good every time.

The rival store bothered Deane a great deal, yet the old man never complained, cutting prices a little, yet never trying to slaughter sales of his opponent. "Never you mind," said he to one of his friends who suggested that he might have to go out of the business because of competition of Marthan. "It won't always last. Old Ben'll run to the end of his rope if we give him time; I can wait."

Deane's prophesy proved true. After a year of ruinous underselling Marthan turned a square corner, discharged Jimmy, hiring a clerk from Grand Rapids, who knew all about mercantiling. Prices went up by leaps and bounds. Soon the Marthan store was known to be a dear place and was patronized mostly by Indians and men who worked in the boss' mill.

Jimmy confessed to having worn every suit in the store during the year he was with Marthan—that is, every suit of clothing that would fit him. At every party he appeared in a new suit and people wondered where he got all his good rags. The secret came out afterward.

Marthan seldom paid his hands and very much dissatisfaction was manifest. One night, a week after he had discharged his mill foreman without pay, the Marthan store was burglarized, money and clothing of considerable value being taken. Afterward the foreman was captured and jailed. He escaped from the county bastille and was never brought to trial.

Old Timer.

#### An Invaluable Ally.

W. R. Wagers, of Menominee, is in the city this week in the interest of the Michigan Tradesman, published at Grand Rapids. No trade paper in the State is doing as much for all parts of Cloverland as the Tradesman. As a trade journal it is amazingly low in price and exceptionally high in quality. The Munising merchant who does not get the Tradesman regularly is depriving himself of an invaluable ally in his business.—Munising News.

If we could read the secret history of our enemies we should find in each man's life sorrow and suffering enough to disarm all hostility.—Longfellow.

If it wasn't for the nerry office boys of to-day, the crop of successful business men of to-morrow would be very short.



### GREETINGS

Another year has passed, and before entering the New Year, we wish all our friends and patrons a Happy and Prosperous New Year.

Best of all we bring you a pledge of perfect service and right treatment on the "Sun-Beam" line of goods.

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

We will be very pleased to answer by mail or in person any inquiries you may care to make regarding the new

## Income Tax Law

We have on hand a supply of all the blanks to be filled out, and if you wish to furnish a list of your investment securities we will endeavor to advise you whether or not the law affects your investments.

### Howe, Snow, Corrigan and Bertles

INVESTMENTS

Michigan Trust Bldg.

Grand Rapids, Michigan

# SERVICE

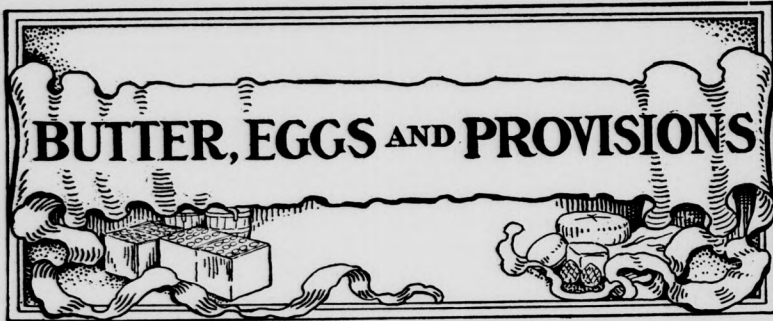
Our aim is to give our customers the best service possible. Orders are shipped the same day they are received. This applies to mail and telephone orders as well as all others. If you are dissatisfied with your present service we solicit a trial order.

## WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

The Prompt Shippers





### Uncle Sam's Reasons for the Egg Shortage.

The U. S. Department of Agriculture issued a press item entitled "More Fresh Eggs in Sight," which we reprint in full as follows:

The reduction in the price of eggs, according to the specialists in the Department of Agriculture, is due more to the natural fact that the pullets have begun to lay again than to the effect of boycotts against eggs or other agitation. The pullets on the Government farm, and, in fact, throughout the country, have at last begun to lay, and already many poultry owners are reporting a 50 per cent. egg production.

The fact that fresh eggs are now beginning to reach the market has necessarily reacted on the prices at which storage eggs have been held. The explanation of the particular market shortage this fall dates back to weather conditions during the spring and summer. Investigation of weather conditions shows that the spring was unusually wet and cold, which set back the laying development of the pullets; and the unusual drought in July further postponed the laying period, because both of these weather conditions affect the food supply of the pullets. As a result, the pullets that normally begin to lay in the fall have not commenced their laying until about a month later than the usual fall laying season.

Unless unusually cold weather intervenes, this pullet egg supply should now continue. The increased cold weather will naturally affect the laying of pullets allowed to run on the farm without proper shelter. The effect of cold weather on laying pullets can be greatly lessened, however, if the chicken owners provide suitable shelters from the cold.

The usual advance in the price of eggs during the fall of the year, particularly of fresh eggs, is largely due to natural causes. There is a time each year during the hen's life known as the moulting period, when the hens shed their old feathers and grow new ones. This process begins at any time from July 1 to September 1, and occupies about ninety days, the age of the hens having considerable influence on the time they start to moult. Two and three-year-old hens do not begin to moult as early as yearlings. Hens do not start to lay until a week or two after the new feathers are fully grown and the bodies of the hens are well protected from cold weather. During the moulting period, few, if any, eggs are laid because all the feed the hen consumes is needed to keep up her health and vitality and produce the new coat of feathers.

It follows that practically the only source of fresh eggs at this time is the pullets hatched during the preceding spring. Pullets seldom lay until fully matured or grown, therefore, if the majority of pullets in a community are hatched late or for any reason have not been grown and matured properly, a scarcity of fresh eggs is bound to result. When climatic or other conditions exercise a widespread influence to retard the development of pullets over a considerable area, this shortage of eggs will be noticed over a wide territory.

The only hope of increasing the fresh eggs supply in the fall lies in the proper handling of pullets, as hens cannot be expected to lay at this season. To secure pullets that will lay in the fall, the American breeds should be hatched about March, and the Leghorn and other Mediterranean breeds somewhat later, in April or May. The Leghorn pullets begin to lay sooner after hatching than the American breeds. The question of feeding then comes in. Proper feeding will cause the pullets to lay during the fall and winter, but too heavy feeding or improper feeding will force the growth of the pullets to such an extent that they will begin laying in August and September, then pass through the moulting period in the fall the same as hens, and cease laying until warm weather. This is a difficulty that the skillful poultryman must avoid.

If proper methods in the growing of pullets were employed, much larger quantities of fresh eggs could be produced during the fall and winter, and this would assist materially in keeping the price for fresh eggs within reasonable limits at such times. The lack of a sufficient supply of fresh eggs during the fall and winter forces the public to depend on eggs stored during the preceding spring, and storage eggs advance greatly in price because of the scarcity of fresh egg supplies.

It is a relief to find something issuing from Washington in regard to the egg situation that is free from buncombe and bugaboos. But even this useful and intelligent statement, above printed, needs some comment. Storage eggs do not necessarily "advance greatly in price" because of the scarcity of fresh. Witness the pressure to force sales of storage eggs at a heavy loss in December, 1912, at a time when fresh eggs were not obtainable in quantity to supply more than a very small part of the normal demand for eggs. Storage eggs sell at relatively high or relatively low prices solely in accordance with the quantity on hand in relation to the general conception of owners as to the prospective efficiency in fresh goods, and the rate at which the stock is being depleted. And, further, while it is doubtless true that weather conditions last spring and summer may have set back the development of the pullets as stated, and thus lessened the fall production, the greatest effect of the weather conditions (as influencing extreme fall and early winter prices for storage eggs) was in the excessive waste of summer production due to excessive heat, which lessened the amount of early summer storage and caused an unusually early free outward movement from the warehouses, thus depleting the lighter reserve stock much earlier and to a much greater extent than usual.

After reaching the pinnacle of fame, many a climber has found it an uncomfortable roost.

## The Vinkemulder Company

Jobbers and Shippers of  
Everything in

## Fruits and Produce

Grand Rapids, Mich.

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

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.

## 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.

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.



**HAMMOND**  
DAIRY FEED

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



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

Want

No. 2 Barrelled and Bulk Apples.

Correspond with us.



**Good Report From Gwinn.**

Gwinn, Dec. 30—A representative of the Tradesman had the pleasure of calling upon the business men of the beautiful little city of Gwinn, located on the M., M. & T. R. R. a short time ago and was greatly surprised at seeing such good buildings as are to be found there.

The Gwinn State Savings Bank building is a beautiful structure and the interior is fitted out in the most up-to-date manner. C. D. Masters, Cashier, is a very pleasant gentleman.

Richard Quayle has a very commodious store building and it is heavily stocked with merchandise in all lines to meet the requirements of his trade. Mr. Quayle is one of our valued subscribers and considers the Tradesman a very high-class publication which he enjoys reading from the front outside cover to the back.

Peter Koski & Co. have a large store in the hotel block. They carry a full line of general merchandise and have a very neat and up-to-date store. They are also loyal subscribers to the Tradesman.

C. G. Buchman, the Rexall drug man, has as neat and up-to-date a store as you will find anywhere. He also carries a complete line of jewelry, stationery, etc. Mr. Buchman is another friend of the Tradesman.

Henry N. Weinstein has a very complete and up-to-date stock of clothing, men's furnishings, shoes, trunks, bags, etc. He has been a subscriber and reader of the Tradesman for many years and considers it an excellent publication.

Nyquist Bros. have commodious confectionery and ice cream parlors, which are a credit to the city.

Gwinn has a good hotel and a beautiful park opposite the hotel; also a large brick school house. The residence district has many beautiful houses and the streets are of macadam.

W. R. Wagers.

If the so-called egg speculators could give the public eggs from their cold storage supply at prices that would suit the women's clubs and still have an enormous profit, why don't the women's clubs get together now and prepare for putting away a generous supply of eggs next spring? This is an open market. Anybody with the money—or a bank to back them up—can go in. And, doubtless, the present "highway robbers," as the women are inclined to name the holders of eggs now, will be glad to sell the women all the eggs they want next spring, or at least introduce them to some gentleman who can lead them to the source of supply. Come on in, ladies; the water is fine. And so is the satisfaction and so are the headaches—as the case may be—at the final wind-up.

The Postoffice Department is experimenting with various sorts of egg containers for use in carrying eggs through the mails. The shipments have been made chiefly from the Government farm in Maryland to the Department headquarters in Washington, D. C. An official engaged in this work says: "Of course, the tests have not been concluded but at least six of the containers are standing mail trips satisfactorily. Out of the first twenty-five dozen that we shipped there were only five broken eggs and four were in one particular dozen; so that there were twenty-four dozen eggs shipped with only one broken."

Dr. Mary E. Pennington, in charge of the research work of the Bureau of Chemistry of the Department of

Agriculture, is reported to have told the house agricultural committee that frozen and dried eggs would solve the problem of high prices and cold storage corners. "Frozen and dried eggs," Dr. Pennington said, "soon will be marketed in small packages so as to be available to every household instead of for bakers and other manufacturers as at present. Hard frozen eggs will keep a year and there is no question that they will help mightily in times of shortage of fresh." The frozen egg and desiccated egg branches of the industry are pushing to the front with great rapidity and have been greatly aided by the work of Dr. Pennington and her department.

**Multiply Your Sales and Profits.**

People used to believe that a fish could be put in a bucket of water without increasing the weight of the bucket and its contents.

That theory has been exploded a long time ago. The sum of any two objects is always greater than either of them alone.

But a 5, 10 and 25 cent department comes closer to doing what the old-time fish did than anything else we know of. Such a department can be added to a stock of merchandise and increase the overhead expense very slightly, if at all.

This may sound like a very odd statement, but it is true just the same.

Suppose you put a 4x6 table of 5, 10 and 25 cent goods in the center aisle of your store?

Does it add anything to your rental?

Does it add anything to your light bill?

Does it add anything to your delivery charges?

Does it add anything to your cost of superintendency?

It makes necessary a little more work on the part of one or two of your clerks. It slightly increases your freight bills and your investment is swelled a little bit, but on the other points mentioned not a single fractional difference is made.

You add to your sales, to your advertising appeal, to your profits, but the total of your expenses about stands still.

In other words, your income increases materially, while your expense jumps up only a fraction or so.

Looking at this in the logical way, you can say and say truthfully that the addition of such a department actually reduces your overhead expense. The varieties carried are, perhaps, doubled. Your chances to sell goods are multiplied by two. The necessity for salesmanship is not increased a bit. Why?

Because, 5, 10 and 25 cent goods sell themselves. They cost so little and all their qualities are so plain on the faces of them that a clerk is not needed to influence people to buy. A clerk comes in only when the goods are wrapped up and change is made. One merchant in Iowa turned his basement into a 5, 10 and 25 cent department, slightly increased his expenses, but multiplied his profits and sales several times.

Anderson Pace.

When the hen stops laying for the public the public begins to "lay for" the hen.

**IMPORTANT  
Retail Grocers**

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

**Baker's  
Cocoa and  
Chocolate**

Registered  
U.S. Pat. off

with the trade-mark  
on the packages.

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

MADE ONLY BY

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

**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.

**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.

**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.

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

**STROUP & WIERSUM**

Successors to F. E. Stroup, 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

**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.

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.

**OFFICE OUTFITTERS  
LOOSE LEAF SPECIALISTS**

**THE Tisch-Hine Co.**

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

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

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

**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.







### Little Trade Winners That Everybody Knows.

A famous retailer wrote to a friend who kept a growing store in a small country town recently, and his ideas are worthy of reproduction. "I am giving you a few ideas that I think will win trade in your locality, but they are not short cuts to fortune." You keep a store in the country? Advertise that farmers shopping in your city can have the benefit of free shelter for their horses in your stables, whether they buy in your store or not, and perchance if you want to do the thing right, throw in a free feed for the farmers. Friend, it's a safe bet the next time Mr. Farmer comes to town, your store is the one he buys from.

You have a door in your store. Place on each and every door a small sign reading:

Have you forgotten anything? Then take your stand near the door and watch the people read it, and go back to make a purchase they have forgotten. I tried it and know it works and costs nothing.

You have wagons? Certainly. Then let your customers know that whenever they have a small parcel or package they wish delivered in town, you will gladly call for the same and deliver it with your compliments.

Is your telephone service unlimited? It is in most towns. Then by all means place a table and chair in the telephone booth and invite your patrons to use the phone as often as they wish with your best wishes. They will use it and you will profit by its being used.

If a person wants a hat box or a piece of string or a large sheet of paper, which are rarely ever available in the home of the average person, why by all means give it to them, and send your customer away a friend.

Cards for bridge whist parties with your advertisement on is also a good idea, recently adopted and given away by a large store and at every bridge whist party in that city, the players used the cards that cost the firm but a trifle and did the firm a world of good.

A great many firms give away small trees for Arbor Day planting; the idea being that as the tree grew up the children grew along with it, and recalled the happy days at school when Blank & Co. gave them that tree on the lawn. I forgot to mention the same was given away to school children by the school board, who were glad to get them for the children.

If there is any way in which a late news item or the weather prediction

can be made to fit in with the advertisement of the goods below it, the connecting of the two will make the advertisement more profitable.

While there is nothing that stands out quite as boldly as black lettering on white ground, sometimes novelty effects in the way of colored paper, or white letters produced by coloring the paper around the letters, will attract attention.

Of course the advertising part of the bulletin must be changed every day, just as the news items must be. People who are going to become interested in a store because of its bulletin board must find that board at all times a live proposition with new matter on it. It is the expectation of finding something new that is going to make the public stop, that is going to get people in the habit of looking at the bulletin.

Another form of sidewalk advertising that can sometimes be made to produce results is lettering right on the pavement itself. This can be done with chalk or with some kind of paint that can be washed right off with water, such as a whiting preparations or red lead and water. A permanent sign of the store may be set into the pavement in metal, but paint should not be used there for bulletins unless it is a water preparation that will not last until everyone is tired of seeing it and long after the inscription has lost its point.

More or less sensational stunts have been resorted to by some dealers to attract attention to their sidewalk work. Some have imbedded a silver coin into the cement pavement, or some metal article from the merchandise in the store. This plan results in a great many people being made to appear foolish by their efforts to pick up the article, and anyone thus embarrassed, it may be certain, will not pass on with any increased friendliness for the store.

A comparatively new thing in sidewalk advertising is what is called a projectoscope. This instrument acts a good deal as the old-fashioned magic lantern used to. It is wired and contains an incandescent lamp and when connected with the electric light circuit and the lens pointed at the sidewalk outside, a brilliant circle of light is thrown on the pavement, in which any desired sign may be made to appear by inserting a corresponding slide in the lantern. If it is dark outside the brightness of this spot on the pavement and the novelty of the idea will make it valuable advertising.

These projectoscopes can be bought at from \$12 to \$17, and it is said the cost of operation for current, etc., is about \$2.50 a month.

Further advertising can be done on the sidewalk when the store is circulating any kind of printed matter, by putting a boy out there with a fancy cap and jacket with brass buttons on it, to hand the circulars to passers-by. The value of such work is increased about a hundred per cent. by having the uniform on the boy.

Bicycle racks with signs at the top are not uncommon outside advertisements.

Anything that will make the public stop and take notice while being told something about the store or its stock will be good advertising.

A live store is all the while on the lookout for new sidewalk advertising schemes, as well as for new ways in which the old plans can be made more profitable. The dealer who wants

more business will find it possible to get it in such ways without much expense.

Henry M. Marvin.

### Frosted Surface on Polished Silver.

Small articles of polished silver may be frosted by placing them in a bath of nitric acid diluted with an equal volume of water and letting them remain there for a few minutes. Or they may be dipped at intervals into the same solution until the required degree of frosting has been obtained. They are then rinsed in clear water and placed for a few moments in a strong solution of potassium cyanide after which they are again carefully rinsed in water. They should not be touched with the fingers while in the acid or the cyanide bath.

## Our Salesmen

Are starting out with the best line of

# WASH GOODS

we have ever shown, and this is saying a great deal as we have always been recognized as being particularly strong in this line. It will be to your own interest if you inspect our line before placing your orders.

**PAUL STEKETEE & SONS**

Wholesale Dry Goods

Grand Rapids, Mich.



## We Are Again Offering the "Little One" Line of Rompers and Blouses

This is without a doubt one of the best lines on the market. It is also an extensively advertised line and prices are such as to enable the merchant to make a good profit. Ask to see the samples.

**GRAND RAPIDS DRY GOODS CO.**

Exclusively Wholesale

Grand Rapids, Mich.



## IN GAY ATTIRE.

## Ludicrous Situation Caused by Express Clerk's Mistake.

Written for the Tradesman.

It was the day before Christmas that Aunt Hannah Gawkins wore the dress for the first time—and at a funeral at that.

Her outfit was certainly stunning. The Gawkins were poor sand farmers with poor sledding the year round. They had a rich distant relative in Chicago, and that is how it came about. It is possible, too, that Aunt Hannah had an inkling of the truth and kept it to herself. Howbeit she wore the silk dress, wrapping around her thin shoulders the old gray shawl that had been in the family lo, these many years.

Added to the rest was an old poke bonnet that hid in a measure the meager face and graying hair.

"Some contrast!" chuckled her husband when he saw his wife tricked out in the new silk that he had taken from the express office only the previous day. Unused as Josiah Gawkins was to seeing rich wardrobes he was keen enough to note how very much out of place his Hannah was swathed in the clinging folds of a really valuable silk gown.

The old man scratched his head, winked the other eye and said nothing.

However, it was very clever of the rich relative in Chicago to think of them at this late day. Neither husband nor wife realized the value of the garment, which cost the donor \$175. Heads were turned in the little country church as Mrs. Gawkins came sweeping down the aisle, flaunting the skirt of her silk, minus the trail, which she had cut off that it might the better fit her short figure.

To cap the outfit was that old faded shawl, costing in its palmy days perhaps \$2, and the poke bonnet of too ancient construction and style to be remembered by the oldest inhabitant. The funeral was solemn enough, no doubt, but the rigging worn by Aunt Hannah attracted the bulk of the attention, turning the solemnity of the occasion into one of ludicrous incongruity.

Dad Gawkins did not go. Like too many of his kind, he found it convenient to stop at home and look after some important work at the barn or in the field. It was enough for him that Hannah did the religious part of the household duties.

"I reckon the folks in this town never see anything nice afore," remarked Hannah on her return.

"They set up and took notice, eh?" chuckled Josiah.

"That's what they did, Josiah," returned she, her work-worn face beaming all over with subdued satisfaction. "I reckon none of 'em ever saw such a nice dress as mine afore. I'm now the best dressed woman in Sagertown."

"Wal, yes, I reckon ye are," assented the man, grinning.

"What's that grin fur, Josiah?"

"Oh, nothin'."

He could see, in a blind sort of way, the incongruity of his wife's clothes, but he wouldn't for the world hurt her feelings by telling her his thoughts. If she could cut the neighbor women's bosoms with envy it was all right. He

did wonder sometimes why their relative in the city opened his heart sufficiently to send his Hannah a new silk dress.

That new silk of Hannah Gawkins became the talk of the country round. The sand farmer's wife was attracting more attention than she had ever done in the world before. Her heart swelled high with inward satisfaction while the more sensible neighbors laughed among themselves over the new silk that had come to Hannah.

Meantime, in a considerable city not far from Chicago, a merchant's wife wore a troubled countenance. She had a short time before Christmas spent a few days with a friend in the big city. Stores were dressed in Christmas greens, holly and bells, all speaking for a happy Christmas time. Hearts at such a time swell with good will toward man, none more so than the heart of Mrs. Hattie Goodheart, whose husband had prospered in the mercantile business, and who was a liberal-minded man in the extreme.

His wife had no hesitancy then in seeking a nice present to send to her cousin Eliza, who lived in a somewhat humble home in Sagertown. The cousin had always, as Hattie remembered, delighted in nice things to wear. She had a knack of appearing well in anything however cheap. Now how welcome would be a nice gown. Hattie searched the stores, setting her mind upon a rich silk that would, she knew, when made up fit the peculiar beauty of her cousin to a dot. And wouldn't Eliza exclaim with delight when the dress reached her on Christmas morn.

It was very pleasant work for Hattie to plan this neat little surprise for her favorite cousin. She bought the silk, had it made up by one of the fashionable dressmakers of the city, after which she made the one mistake of the whole transaction—confided the sending of the present to the dressmaker.

Mrs. Goodheart wrote the address, giving instructions to hold the shipment until one day before Christmas, this so that the dress should reach her cousin on Christmas morning. These instructions were not strictly followed—seldom are you know—and the bundle was shipped several days before the holiday.

Hattie returned home, waiting until Christmas day, when she wrote to her cousin telling her of the present, purposely designing to have the gown get to its destination ahead of the letter. This last plan worked all right, so far as cousin Eliza was concerned. She got the letter but not the present. Eliza Gawling wondered, but held her patience.

Several days later Hattie Goodheart got a letter.

"Thanks for your kind remembrance," ran the note, "but I haven't seen anything of the present you say you sent me. I reckon it's one of Hattie's jokes; you were full of them at school. Well, if the grand thing turns up I'll let you know."

The cheek of Hattie Goodheart burned crimson. It was, of course, that miserable Chicago dressmaker's fault, and the woman was filled with indignation against her. After a moment's reflection Mrs. Goodheart decided to go at once to Chicago, not risking either

phone or telegram on the careless madam.

At the dressmaker's rooms she got another jolt. The package had been sent and the madam had a duly signed receipt from the express company for the same. Puzzle number two. The next thing seemed to be an interview with the officials of the express company. Nothing was to be learned here, however, only that the package, according to the books, had been duly forwarded to Sagertown.

Mrs. Goodheart returned home, mystified, still indignant at someone. And then came a letter from a friend in Sagertown, one of the good old time friends of Hattie when she was a Smith.

"That comical old Ma Gawkins has set the pace in our peaceful village," wrote this friend. "Wouldn't it jar you to see old Hannah padded out in clinging silks, her one time train sliced off short and left unhemmed to frill out against the board walks as she trips to church or to downtown stores. And to cap the rich silk an old, faded shawl, head covered with an immense poke bonnet! Honest, the first time she wore it I couldn't help laughing; it was at a funeral at that."

"I got a near view of the clinging skirt and it's really a fine article of India silk—where the creature got it the Lord only knows, for the Gawkins are as poor as church mice!"

There was more to the letter, but Hattie Goodheart read between the lines all that was necessary. The name Gawkins wasn't familiar, yet how very like to Gawling. The mystery was lifting. Hattie went to her husband with the whole story. He laughed a little, but viewed his wife's indignant countenance at length with soberness.

"It's the meanest steal I ever heard of!" vehemently uttered Mrs. Goodheart. "Somebody'll have to pay for this. That gown with the making cost nearly \$200 and I'm not going to let it go this way."

"We'll investigate, of course," agreed the merchant, who saw more of the ludicrous side of the case than did his wife. The worst of it was, Eliza Gawlings was minus a Christmas present for that year. The merchant investigated in a quiet manner, finally fixing the blame where it belonged—mostly on the cheap Gawkins, who, of course, knew the rich silk did not belong to them. The name on the address was not quite plain and the express clerk sent the notification card to Mrs. Gawkins instead of to Mrs. Gawling.

At any rate the misdirected Christmas package gave Aunt Hannah the one opportunity of that woman's humdrum life to bedeck herself in fine feathers

and make a show in the world. The poor woman realized the enormity of her sin when her husband was called upon to make good by mortgaging his little farm.

However, Merchant Goodheart was not disposed to punish the offenders too severely. At the end of a year he compromised with the poor sand farmer, cancelled the mortgage, turning the whole affair into a hearty laugh.

Old Timer.

## The Dress Goods Department.

I was talking recently with the manager of one of the largest department stores in the country on the subject of dress goods. "Between us," I asked: "don't you think the dress goods department is doomed?"

"I do not," said he with an emphasis and sincerity that carried conviction, "and I will tell you why. There are two great classes of women in this country who will always buy dress goods: the rich, who seek individuality in clothes and the poor who have time to make what they wear. The woman of wealth can afford to employ a dressmaker and ladies' tailor, while the poor woman counts her work at nothing and can therefore get better clothes for the same money by making them herself. The great middle classes will always buy ready-to-wear garments and as the country is growing rapidly, this industry will increase accordingly, but so far as putting the dress goods department out of business is concerned—it won't do it in a thousand years." Frank Stowell.

## Difference Between Man and Woman.

A woman senses more than she can reason; a man oftentimes reasons without much sense.

A woman remembers when she ought to forget; a man forgets when he ought to remember.

With a woman every last word is the beginning of a new sentence; the feminine world is a continuous performance—it never ends.

A woman loves to be mothered without being bothered.

A man is half hog and half mule. When he is not kicking he is grunting.

A woman is half cat and half angel. When she is not lifting a man to heights celestial she is scratching some one's eyes out.



## 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.

## Mr. Merchant

**T**O you we extend the season's greeting accompanied by a wish that the year 1914 may be one of unalloyed happiness and unprecedented prosperity for yourself and your customers. You can make this wish come true by carrying a complete line of our work clothes for men and boys, for every garment that goes out of our factory is guaranteed to give satisfactory service to the wearer and we know of no surer way to promote happiness and prosperity than by supplying your trade with honest merchandise, and thereby gaining the good will of your fellow men.



## The Ideal Clothing

Wholesale Manufacturers

Grand Rapids, Michigan





RENOWNED FOR  
FIT AND WEAR



## Announcement

**O**UR new line of Mackinaws, Duck Coats, Flannel Shirts and Corduroy Clothing for the Fall and Winter seasons of 1914-15 will be ready for your inspection January 15, and we wish to state that it is the best in quality and the most attractive in appearance of any we have ever shown. One of our representatives will have the pleasure of calling on you in the near future and we trust that you will avail yourself of the first opportunity that is offered to look through this line so that you may place your order early and be assured of good deliveries.



**l Clothing Co.**

sale Manufacturers

apids, Michigan





### Periods of American Shoe Industry.

The student of any special industry doesn't proceed far into its historical data until he discovers that the periods of its development correspond to certain well-defined periods of national history in the country claiming the industry. Thus, the history of English furniture making parallels English political history; and while there hasn't been as much written about English "period" footwear as there has been about "period" furniture, the creative genius of English boot making clearly reveals successive styles and exhibits "periodic" influences quite as perceptibly as any other important factor in English dress or personal adornment; and none the less unmistakably than English household furnishing and decoration.

And the same is true of American shoemaking. The story of American footwear, like Caesar's Greater Gaul, may be conveniently divided into three parts, or periods. The first period, which for want of a better term we may designate "the colonial period," begins with the first crude efforts of the colonists to make out of skins tanned by themselves, their heavy, hand-made footwear. It was rough work—and those early boots weren't strong on style features as we now interpret the phrase; but they were substantially built numbers and admirably adapted to the needs of vigorous, red blooded men who were right up against the man's job of taming the chaos under heavy handicaps. The period reaches its classical expression about the time the colonists declared their independence, though it does not end there, but continues down to about the middle of the nineteenth century.

The introduction of time and labor-saving machinery into the American shoe industry marks the beginning of another period. Instead of fine, hand-sewed boots and shoes, built to measure, and not unfrequently finished and embellished by some real journeyman of the craft who often lets his fancy dictate individual touches, everything in footwear is now machine-made. And the tell-tale earmarks of the machine-made product are not far to seek. There is a sort of sameness and tameness in the footwear of this period, particularly in the earlier part of it; for creative genius, in the matter of style development and masterhood in the use of marvelous, complicated shoemaking tools, are naturally slow in asserting themselves. And this is not to be wondered at when one stops to consider the revolutionary change in the entire process of shoemaking. Writers are not agreed as to the ex-

act extent of this second period of our industry, there being no outstanding event to serve as an end for one period and the rise of a new one.

Everybody who is at all familiar with the achievements of present-day shoemaking—and that includes everybody in any way connected with the industry, and a great many others besides, realizes that we have a new regimen in shoemaking; or, to stick to our original phrase, a new "period." It is distinguished by the originality, resourcefulness and brilliancy of its shoe designers, on the one hand; and by an accumulation of skill among operatives, on the other hand. And out of the union of these two—brilliant creators of shoe styles and brilliant operatives (who have come up through long experience to acknowledged masterhood), there is emerging a new product—the high grade, finely styled, splendidly built shoe of to-day.

It is altogether worthy of a great and prosperous people who demand the best in everything—in accessories of dress as in all else. In style, material and finish, in fit, wear, and workmanship, it is all that a prosperous and particular people could demand; for instead of merely keeping abreast of the times, shoemaking is a good three jumps ahead. And best of all, from the consumers' standpoint, the representative shoe of to-day is, price considered, the very best value in the way of a personal commodity that anyone can get in exchange for money.—Shoe Retailer.

### Importance of Soles on Turn Shoes.

A manufacturer of turn comfort shoes should be an especially good judge of sole leather, for such leather is the most important material that goes into his product. He need give but little attention to upper leather, for he will commonly use some standard grades, and standard price, kid stock for his uppers, and linings and trimmings accordingly. But his sole leather must be wisely bought and carefully used, for the soles of his shoes must outwear the uppers, or, at least, wear as long as the uppers.

If the soles of a pair of shoes give out before the uppers, the wearers casts them aside, and feels that the shoes were a poor investment. But if a pair of McKay or turn shoes gives out before the uppers, the wearer usually takes them to the nearest repair shop and has them resoled.

In these days of record high prices for sole leather, it is especially necessary that makers of turn shoes give a great deal of attention to sole leather. —American Shoemaking.

Do you want a

## Moulder's Shoe

that is *soft* and *pliable* and will *not* burn out from sparks?



Here it is.

Spark proof  
Box calf.

Costs you  
\$1.85  
Less 10% in  
10 days.

This means \$1.66½ net in 10 days.

**Grand Rapids Shoe & Rubber Co.**

**SPECIALISTS**

The Michigan People

Grand Rapids



## To Our Customers and Friends

With best wishes for your prosperity and success for the coming year we are pleased to extend to you the

## Greetings of the Season

and assure you of our earnest desire for a continuancy of the cordial relations existing between us.

Respectfully,

Rindge, Kalmbach, Logie Co.,

Grand Rapids, Mich.



**Oppose National Shoe Legislation.**

At the sixteenth annual meeting of the Western Association of Shoe Wholesalers, held in Chicago recently, the following resolutions were unanimously adopted:

Resolved—That the Western Association of Shoe Wholesalers reaffirm its emphatic opposition to all proposed National or State "pure shoe" or "pure goods" laws, so-called, if the same shall be found to affect the boot and shoe industry as unfavorably as did the Oldfield bill, and the bills that were introduced in the various state legislatures would have done; and that our representatives in Congress be communicated with to this effect, and urged to do everything in their power to see that no legislation inimical to our industry shall be enacted by the present Congress.

Resolved — That the Legislative Committee of our National Association be requested to take charge of this matter, and take whatever steps in relation thereto it may deem necessary.

**"Turn About Fair Play."**

An amusing story is related about M. Ysaye, the famous violinist, by the Etoile Belge. During his visit to America the artist was the guest of a New York millionaire, who in his early days was a shoemaker. After dinner his host importuned Ysaye to play, and when he hesitated remarked: "A man should never be ashamed to exhibit his art." Thereupon Ysaye played to his host.

Having returned to Europe, the violinist invited his former millionaire host, who happened to be in Paris, to dinner. During the evening a pair of boots, much the worse for wear were handed to the guest.

"My dear friend," said Ysaye, "do me the favor of mending these boots for me."

The millionaire was speechless with amazement.

"A man should never be ashamed to exhibit his art," added Ysaye, with a significant smile.

**Waterproof (?) Boots.**

One needs to be careful in representing that a shoe made of leather is waterproof, for no matter how near waterproof the material, of which the shoe is made, may be, there is sure to be more or less leakage around the seams of the shoe, as it is practically impossible to sew a watertight seam. One often sees a display of so-called waterproof shoes in shoe store windows, where the shoe is constantly being dipped in a dish of water. This does not prove much, because although the shoe may be watertight when it is first made, the seams become loosened in wear, which gives the water a chance to enter the shoe. There is no doubt that some are much more nearly waterproof than others, but this is about all one can say of a shoe made of leather.—Superintendent and Foreman.

**New Automatic Fountain Dauber.**

A very neat and handy little device is just being introduced in Philadelphia in the shape of a patented shoe dauber and liquid container combined.

It is made of aluminum and the liquid is fed into the brush in just the quantity desired, causing no waste and no danger of soiling the hands in using it. It is also an excellent brush for shipping departments, where stencils are used in marking cases. This brush should be a big seller with the shoe findings dealer, who have a trade with shoe polishers, and an economical article for shoe stores that have shine stands. Extra brushes which screw into the holder can be bought at a trifling cost.

**Patent Leather Considerably Stronger.**

Patent leather, it is reported, has shown a very appreciable gain in sales during this sample season, and a salesman for one large patent leather tanner goes so far as to state, that in his opinion about 8 to 10 per cent. of the samples for next spring will be shown in patent leather, whereas but 5 per cent. was shown last season.

In talking with manufacturers of white leather, we find that, for men's wear, there has been considerable interest shown and that white shoes for men will be fully as strong next spring as they were this past season.

**A Good Foot Lotion.**

A Southern department store, run by four brothers, has made a remarkable sale of a certain foot lotion. They sell a gross a week. Asked how, they stated that each of the brothers "tried it out" on their own feet before placing it on sale. The results produced the enthusiasm which, in turn, resulted in marketing the goods actively and steadily. The single item of findings nets the concern enough to pay one good clerk.

**Sent Receipted Invoice by Parcel Post.**

Because he sent a receipted bill for a pair of shoes by parcel post in a dummy package and marked the parcel C. O. D. \$4.50, alleged to be due on a purchase of footwear, E. C. de Bruton, of Milwaukee, was fined \$25 in the Federal court for violating the postal laws. De Bruton pleaded guilty.

**Copper Toed Shoes.**

There is quite a craze for copper toed shoes for children. We have had several enquiries from retailers, asking where these goods can be obtained. We are always pleased to furnish this or any other information that we can.

Most of all the other beautiful things in life come by twos and threes, by dozens and hundreds. Plenty of roses, stars, sunsets, rainbows, brothers and sisters, aunts and cousins, but only one mother in all the wide world—Kate Douglas Wiggin.

He that wills a thing succeeds in it; but the most difficult thing in the world is to will.—De Maistre.

**How to Bleach Ivory.**

To bleach ivory ornaments or piano keys the following method works well. The ornaments are first washed or "soaked" if possible in a bath of unslacked lime, which has in it a few ounces of bran and water. This should make a pasty solution if properly mixed, and will bleach the ivory which is discolored or stained. It

should be rubbed off with a cloth and the ivory dried in magnesia powder. After a few minutes a few strokes with a cloth gives the ivory a brilliant polish.

No, Alonzo, the extreme suffragette doesn't want to be man's equal. She knows that she is, and always has been his superior.

**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.**

**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**

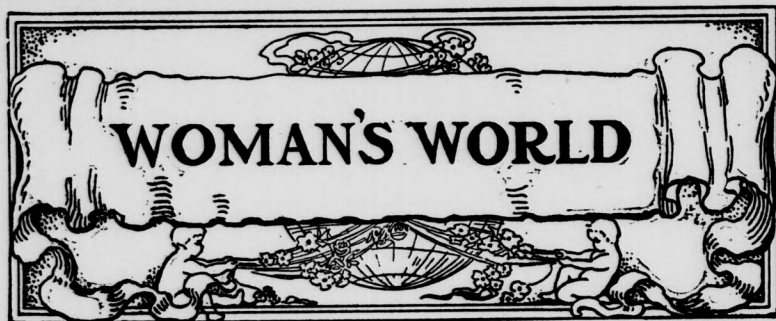
entitles them to a permanent and prominent place in your stock. It means satisfied customers and repeated sales with a gratifying margin of profit.

A card will bring our salesman with samples.

**Hirth-Krause Company**

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





### Some Womanly Resolutions for the New Year.

Written for the Tradesman.

I will be good without being tiresome. I will strive to live up to all that is high and noble without forgetting to cultivate the little graces and practice the small amenities that make one's presence agreeable to others.

While holding myself to lofty standards, I will not fall into the error of being self-righteous and uncharitable. I will be lenient toward the failings and shortcomings of others, remembering that all have weaknesses and hindrances that we sometimes can not see and understand.

I will be amiable yet efficient. I will not be dead easy to fall into careless and slipshod ways; neither will I be unreasonably strenuous and exacting, thus making the mistake to which women of energy and force of character are especially prone, of being unkind and sarcastic in speech and even shrewd and sharp-tongued.

I will not be an idler and a parasite, subsisting upon the labor of others without contributing my share to the sum total of effort. If rich enough to live without work I will still perform some useful service for my kind.

I will not be a drudge. I will not "kill myself to keep myself." I will remember that fine housekeeping, money, property—whatever it may be that I am working to secure, rightly can be regarded only as a means, not as an end. For this reason I will not become so immersed in toil as to lose vivacity and hopefulness and the fine zest of living.

I will think with my head. That is, I will use my brain in all that I do, even the most commonplace duties of everyday life.

I will dignify my daily work. If I am a home woman I will feel my responsibilities and carefully watch over those whose physical health and spiritual welfare are, to a great degree, entrusted to my care. I will make a pleasant home, one that will radiate happiness and cheer and moral soundness.

If I am a wage-earner or a business or professional woman I will aim to find more in my occupation than merely the money I get out of it. I will not be a time server but will have a genuine enthusiasm for my work and will try to advance in competence and skill with the passing days.

I will not only work, I will rest and I will play. While taking life with proper seriousness, I will frequently

shake off its cares and burdens and indulge in harmless pleasures.

I will be loyal and true to my friends, fair and just to my enemies. I will seek to see and to appreciate the fine traits and excellent qualities of all with whom I come in contact, not alone of intimate and congenial associates, but also of those whose beliefs and ways of living may differ widely from my own. While not binding myself to sin and wrongdoing I will not let my mind dwell overmuch on the follies and failings of those about me.

I will try to keep my spirit from being commercialized. I will estimate people, not by what they have but by what they are. I will not count financial capability as better and of more consequence than other useful kinds of ability. I will not truckle to the rich nor will I scorn and despise the poor.

Whatever my walk in life I will keep in sympathy with the suffering, sorrowing, rejoicing humanity about me.

I will hold faith in humankind. While being at all times on my guard against being duped and swindled by the unscrupulous, I will not become hard and cynical nor lose sight of the honesty and uprightness that exist in large degree and make immeasurably for the good and security and happiness of all.

I will keep young. I will not grow old and crabbed and sour-minded and pessimistic. I will cheat Father Time, not so much by the arts of the toilet as by cultivating a sunny disposition, a merry heart, and fresh and absorbing interests.

I will not dwell on past disappointments nor make a practice of recounting my sorrows and wrongs to others. I will not worry about the future but will meet bravely each day as it comes.

I will not become so absorbed in my own purposes as to be lacking in womanly kindness and tenderness toward the aged and the sick and those who are in poverty and distress.

I will control my temper and at all times my brain and my conscience shall govern my tongue.

I will be polite and courteous to strangers, and to all those whom I meet semi-occasionally in business or in intercourse. This both as a matter of principle and as the best and easiest practical method of getting along in life. While being thus gracious and affable to all outsiders, I will much more try to be uniformly kind and pleasant and agreeable to those whose daily lot is cast with mine, and

this without any motive of personal profit or advantage. I will recognize that the home folks and those who daily labor beside me have the first claim upon my regard and consideration and are commonly far more deserving of my brightest smiles and my most thoughtful attentions than the sometime guest or the casual acquaintance.

I will hold things in right proportions. I will try to gain breadth of mind and sympathy with the passage of the years. I will hitch my wagon to a star, or rather to all the stars. I will aim to improve, not by occasional spasms of betterment but by steady and unrelenting effort. Finally, amid all the rush and confusion of life, all the conflicting claims and interests, all the multitudinous duties and responsibilities, I will take time to listen to the Still Small Voice that is ever ready to speak within me.

Quillo.

### Business Essentials.

Successful modern merchandising stands upon three legs—manufacturing, salesmanship and advertising.

In order to secure maximum distribution all three must contribute property in upholding the whole organization.

No one of the three can stand alone. No two of the three can stand alone. All three are equally important.

Given harmonious and concerted development and action of all three together, a perfect and high-powered business organization is the result.

## 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

## Supposing To-night FIRE

### Destroys Your Store

and with it your day book, journal and ledger, or credit account system.

What would you do TO-MORROW?

WHAT COULD YOU DO?

The "CHAMPION"  
Complete Accountant is

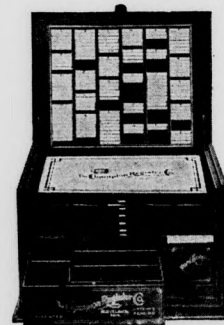
### FIREPROOF

We back this statement with a

\$500

Guaranty Gold Bond

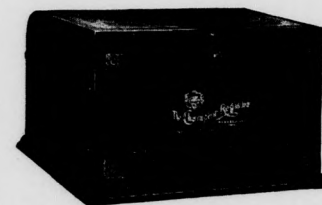
to the merchant. No insurance company will protect your accounts—WE WILL.



Open—A Desk, Money Drawer, Recorder, Filing System and Credit Register.

You are not only protected against fire, but also:

- 1—You know every cent you pay out or take in.
- 2—You can instantly tell what every person owes.
- 3—You save all bookkeeping
- 4—Your accounts are always "up to the minute."
- 5—You know how much each clerk sells.
- 6—You prevent disputed accounts, rebates and forgotten charges.
- 7—You have your finger constantly on the pulse of your business.



Closed—A Substantial, Fire-proof Safe.

Champion Register Company

403-412 Society Savings Bldg.

CLEVELAND, OHIO

Use the coupon today—be protected

Champion Register Co. Date.....

Please send me information about the Champion Complete Accountant (Fire-proof.)

Name .....

Address .....

Business .....

No. Accts.....



## TOWER OF STRENGTH.

## What Thomas Peck Meant to This Community.

In the recent death of Thomas M. Peck, the city of Grand Rapids has lost a citizen whose memory is worthy to be preserved. It is nearly forty years ago that he came to Grand Rapids and with his brother, Mr. John E. Peck, who now survives him, went into business on Monroe street. In very early life he had been compelled, by the death of his father, to leave school and take up the business which his father left him. He became thoroughly acquainted with that business; not only the ordinary details, but the sources of supply, the character and effect of the articles in which he dealt, and the conditions of the general market. In the prosecution of his business he exercised a patience and self-denial that was characteristic of the generation in which he was trained. For many years after he had acquired financial success, and when it would have seemed to have been unnecessary, from the financial standpoint, he continued to furnish to those in his employ an example of intelligence and patient industry. The business grew rapidly. Men found that they could acquire absolutely reliable information on any subject pertaining to the business and that the fair treatment of a customer was one of the rules of the business. In the course of the years there came financial success, but, what was more important to the community, men found in Mr. Peck a man who was not only uniformly courteous, with the courtesy of the gentlemen of the old school, but a man who was sympathetic, to whom every one who was in trouble could appeal, and appeal successfully, who would always stop his work to listen to the stories of the trouble of somebody, and who could always help, not only by advice, but by pecuniary assistance. Young men came to him who desired to start in business, men who found themselves in financial straits and did not know to whom else to turn. Not infrequently he was imposed upon, but it never seemed to chill his sympathies or to cause him to become less helpful to those around. His theory in life was that every good man who wanted to help himself should be helped, and he carried that theory to an extent that few men carry it. As the years went by men found out that he was a man of affairs, with a wide business vision, and they came to him with all sorts of business projects. In every growing business community there are always business propositions that have to be tried out. If a business was an honest one and furnished a reasonable prospect of being successful, financially, and a good business for the community, Mr. Peck was willing to try. Sometimes he lost and he took these losses philosophically, as part of the experiences to be expected in business life. But some of the most flourishing institutions in Grand Rapids were helped by him. If he had faith in an institution he stood by it with his personal influence and with his money; and in determining

the character of the institution he always considered the effect it would have upon the general prosperity of the city, so that he not only was successful himself, but he helped others to be successful around him.

During his life he had traveled much and his mind was stored with recollections of many varied and instructive experiences. He was a delightful conversationalist and those who have received his letters know how vividly he described what he saw. He loved that which was beautiful, but he seemed to take more pleasure in giving beautiful things to others than in keeping them himself.

As a young man he had lived through the Civil War. The great struggle had impressed him, as it impressed the best of his generation, with a sense of duty to the country that was unusual. He never was a candidate for any office, but he always maintained his active interest in political matters and expressed himself freely and boldly wherever he thought a question of right was involved, without any regard to the effect that such an expression might have upon his business interests.

The press of the city has already called attention to the generosity of the provisions of the will of Mr. Peck for charitable purposes, but in this respect Mr. Peck's will was only the culmination of what he had been doing for years. No one but himself could know how much he has given away. As it grew near the close of his life he sometimes grew impatient lest he should be called away before he would be able to realize enough from his business enterprises to carry out his benevolent purposes. He did not wait until he could no longer enjoy his wealth to give it away. On the contrary, he seemed to enjoy wealth more because it gave him opportunities for helpfulness. He acquired money that he might dispense with it to what he considered worthy enterprises.

The perpetuity and growth of a community and the triumph of those things that make for the best of a community must depend on the effort and the sacrifice, on the strength and on the helpfulness of many lives. If these lives are full of work for themselves and for others who are around them, there is little opportunity for them to attract public attention, but

without such lives civil growth or prosperity and the triumph of the highest ideals are an impossibility.

As a business man who by his industry, intelligence and forethought contributed to the prosperity of this community, not only by accumulating wealth, but by making that business helpful to those around him; as one who touched and made better the lives of many people; who helped many who were in trouble; who furnished a continual example of courtesy and genuine kindness and who continuously and always maintained the faith in those things which lie behind and yet which produce all that is best in our lives, Mr. Peck deserves to be remembered. Roger W. Butterfield.

## Appreciation of the Late Mrs. Husband.

In the death of Margaret J. Husband there passed from earth one of God's best gifts to man, a noble woman; a woman who had filled a large place in life, and who will be universally missed and mourned. She was an exceptional woman in many respects, a woman of an unusually strong and symmetrical Christian character. For several years she had conducted a large and successful business at Jenison, yet she will be remembered more for the womanly side of her nature, for her kindly qualities of head and heart. She was at her best in her home—a home whose doors ever swung open to her friends with a delightful welcome and genuine hospitality. She had an unusually large circle of friends, both among the high and lowly, to whom she was ever loyal and whom she loved with great devotion, and for whom she was ever glad to do. They were much to her and she even more to them. Her sympathies were broad and she had a kindly thoughtfulness and words of good cheer for every one. Hers was an especially hopeful and cheery nature and she ever looked on the bright side, even amid adversities and when suffering physical pain. She was a student, a lover of books and art and all things beautiful and good, and always stood strongly for that which was just and right, and could not be swerved from the highest ideals. She was a good mother, rearing her children with the utmost care and devotion.

Eternal is the influence of such a life

and great is the number of those who are and will be better for her having lived. Clark H. Gleason.

The man who wants many things is not so likely to succeed in having his desires fulfilled as he who wants one thing and goes after it good and hard.

## FOR FINE WEDDING PARTY AND FUNERAL WORK TRY

**Crabb & Hunter Floral Co.**  
114 E. FULTON ST.  
Citizens 5570 Opposite Park Bell M 570

## Make Out Your Bills THE EASIEST WAY

Save Time and Errors.  
Send for Samples and Circular—Free.  
**Barlow Bros. Grand Rapids, Mich.**

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.

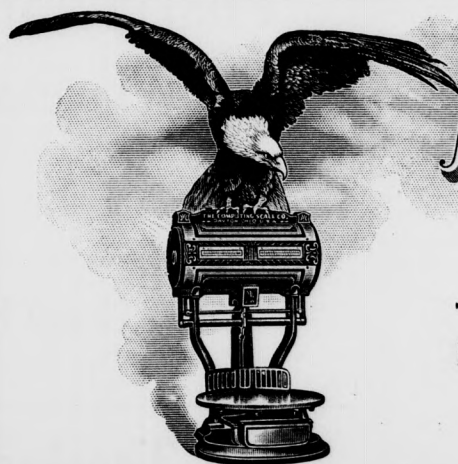
Established in 1873

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.



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

**THE FIRST AND FOREMOST  
BUILDERS OF COMPUTING SCALES**

GENERAL SALES OFFICE

165 N. STATE ST., CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN





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

#### How the Clerk Filled His Employer's Shoes.

Terry Monahan, who was freckled, red headed and hopeful on \$12 a week at the age of 24, was staring incredulously at Gus Helmuth, black haired, saturnine and disgusted on \$15 at the age of 23.

"It's all right for you to be satisfied with your wages when you're only pushing a pen in your crazy old boiler factory," Gus Helmuth grouched. "But how'd you like to fill your boss' shoes on the wages you're getting?"

"Say, Gus," was the cheerful rejoinder, "I'd like it fine. I'm tired of pen pushing anyway and don't you imagine I'm satisfied with my wages. If the boss doesn't give me his shoes to fill pretty soon I'm going to strike for a raise. I won't play second fiddle for nothing."

"Well, I'm going to quit playing first fiddle for next to nothing. I've given Mr. Lawrence Washburn my notice and I start for New York and a good job Monday week. Now, you fourflusher, if you want to fill a boss' shoes, here's your chance."

"Lead me to," responded the hopeful Terry, eagerly.

It was in that simple, easy fashion that Terry Monahan increased his weekly wage by \$3 and changed his occupation of clerk and book-keeper in the Atlas Boiler Factory to hardware clerk in the modest but successful store owned by that modest, yet successful merchant, Lawrence Washburn.

"Nothing at all the matter with him," Gus assured his friend, on their way to the Washburn store. "Perfectly willing to pay for a good clerk; probably willing to pay more, if you can earn more; never kicks about anything; never seems to give a darn about anything; and one of the best all-around sports in town. He makes me sick. Why, in a store like his, with a boss like him, a man will grow into baldness and white whiskers and never earn enough to afford a wife, let alone a family."

"Looks like a little heaven to me," observed Terry, with a happy sigh of anticipation.

For the first month, obviously putting cruel strain upon his inclinations, Terry's boss stayed in the store and continued to coach him, until the erstwhile boiler clerk had made acquaintance with the regular customers and

learned the stock with a working measure of familiarity.

But the next week marked a change. Mr. Washburn said, quietly:

"Now, Terry, you'll have to worry along without me, because I must keep up my acquaintance around here. That's a good deal of the pulling power I put into the business."

Terry left no apprehension at the idea of facing the trade alone. The business was brisk, but no more than one active, nimble man could handle. And Terry was the soul of good humor and willingness to oblige. After the deadly grind of the boiler factory, he had the sensation of having been put out to grass.

For the first few days, Mr. Washburn dropped in, smiling, agreeable, to enquire:

"Well, Terry, how goes it?"

"Going fine!" Terry responded, with his habitual optimism. "Sales running just about as they have for a month."

"Well, don't let any of the cash get away from you before Saturday night. So long."

On Saturday, late in the afternoon, Mr. Washburn came in, received his clerk's detailed report of the week, took the receipt, paid him his \$15, and told him to close up at the usual hour. Then he went away, with a pleasant "See you Monday."

During the following week, Terry noticed that various items of stock needed replenishing. Mr. Washburn looked pained when Terry informed him.

"Why, I've got a motor trip on for the next few days," he said. "I dropped in merely to let you see there's no hard feelings, and to get some cash to carry with me. Just run over what we need."

As Terry mentioned the shortages, his employer made a note of the firm supplying them.

"Now, Terry," he observed, "write to these firms for the things they supply, and sign my name per your initials. If any of them answer, and refer to the condition of my account, just hold the letter until I get back."

It happened that one firm did reply, not with the shipment, but with a polite note saying that Mr. Washburn was a valued customer, but the receipt of a check for a portion of his account would be appreciated. Terry held it duly, and Mr. Washburn, returning a few days later, looked a trifle glum and then sent him over to the bank with what cash there was in hand, minus what was required for the day's counter change and a \$10 bill, which he stuck into his own vest pocket. After that, for quite a while,

## H. Eikenhout & Sons Jobbers of Roofing Material

GRAND RAPIDS, MICH.

Fibretto, Protector, Reds, Grays and Blue  
Plaster Board Sheathings

**We extend to the  
Retail Hardware  
Trade**

**A Happy and  
Prosperous**

**New Year**

**Michigan Hardware  
Company**

**Exclusively Wholesale**

## Foster, Stevens & Co. Wholesale Hardware



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

**Use Tradesman Coupons**

he stayed at Terry's elbow and neglected the outside acquaintance who represented his pulling power for the store.

After a couple of weeks, however, Mr. Washburn perked up and left him in charge, going out to attend to the pulling end of the business, as usual. This time he gave Terry full swing.

Terry, put on his mettle, speeded up all around, and managed to add appreciably to the volume of sales. By this time, Mr. Washburn was allowing him to do pretty much as he pleased and he had no hesitation in spending moderately on some circular letters to a list of mechanics which he compiled with the aid of various old friends from the boiler factory. That helped considerably. He planned other little lifts, Mr. Washburn always approving, until Terry was quite surprised, as well as pleased, to note that the store's total sales were 50 per cent. beyond what they were when he took his job. Mr. Washburn, when the circumstance was called to his attention, was so appreciative that he raised Terry to \$20 a week.

It was very unfortunate, however, that somehow the expenses—those expenses incidental to Mr. Washburn's outside acquaintance—should continue to force him to use up all the cash that came in above Terry's increased salary and the rent; and it was doubly unfortunate that the concerns supplying the store manifested less and less patience in awaiting the settlement of their accounts.

One afternoon two visitors came in, as Terry was about to close up.

"Mr. Monahan," one said, "after a careful investigation of Mr. Washburn's business, we have found that it is now \$3,500 in debt above the value of the stock and fixtures. We are eliminating Mr. Washburn and we have the alternative of shutting up the store and losing that \$3,500 to his creditors, or of forcing him to turn the business over to you for a nominal consideration, while you assume the \$3,500 debt and can own the business after you pay it off. Now, do you think you can fill the boss' shoes?"

"Why," rejoined Terry, rather astonished at so foolish a question, "Mr. Washburn will tell you I've been filling them ever since I came here."

And that's the way Terry became boss.—C. Phillips in Philadelphia-Made Hardware.

Do not look on your work as a dull duty. If you choose you can make it interesting. Throw your heart into it, master its meaning, trace out the causes and previous history, consider it in all its bearings, think how many even the humblest labor may benefit, and there is scarcely one of our duties which we may not look to with enthusiasm. You will get to love your work, and if you do it with delight you will do it with ease. Even if at first you find this impossible, if for a time it seems mere drudgery, this may be just what you require; it may be good like mountain air to brace up your character.

### What Some Michigan Cities Are Doing.

Written for the Tradesman.

An investment association with \$200,000 capital has been formed at Bay City by directors of the Board of Commerce for the encouragement of new manufacturing enterprises, also worthy concerns already located here.

The new foundry of the A. B. Stove Co., at Battle Creek, will be in operation within a month, employing 100 men.

The Grand Haven Commercial Club will take up the matter of lower fire insurance rates on mercantile and residence property. The new water-works plant is in commission, the factories are getting low rates and other property owners want to know where they come in.

Preparations are being made by the Pere Marquette Railroad for building a new station at Thomas street, Pt. Huron.

President Sanford, of the Cedar Springs Board of Trade, has raised a nice sum of money and has secured the offer of men and teams to improve the State road between Cedar Springs and Kent City, which will connect with the road to Grand Rapids. A. C. Connor will have charge of construction work.

Kalamazoo's new municipal lighting plant will be completed in about five weeks.

Stakes have been set showing the grade on the roadbed of the Grand Rapids Northwestern Railroad between Ludington and Hesperia. The work of grading is being pushed at points near Hesperia.

Twin Lake and Brunswick are only flag stations now on the White Cloud branch of the Pere Marquette and agents at some other towns where receipts do not equal expenditures will probably be removed. Naturally the folks at these places do not like it.

"Much better than we looked for" is the general verdict of Kalamazoo merchants with respect to Christmas trade. The shopping started earlier than usual and trade was heaviest in the staples and in worthy presents instead of gimcracks and gewgaws.

E. R. Clarke & Co., of Coldwater, has plans for erection of a handsome store building, 47x80 feet, three stories and basement, on the site of the old stores which collapsed a few weeks ago.

Lodge room furniture of special design will be furnished the new Elk's temple at Muskegon by the Retting Furniture Co., of Grand Rapids.

Battle Creek has laid over four miles of water main and one and three quarters miles of sewers this year.

Master & Hass, boat manufacturers at Walloon Lake, have organized the Michigan Incubator Co. and will turn out a line of 150 egg incubators.

The Lake Superior Iron and Chemical Co. has decided to make Marquette its headquarters. At present the offices are located in Detroit.

Battle Creek's new ordinance, intended to protect purchasers of liquids in bottles against short measure, takes effect Jan. 15. Patent medicines and goods sold in the original package are not included, but the ordinance covers

beer, whisky and other intoxicating liquors, milk, olive oil, etc. and provides that pints, quarts, etc., must have the measure labeled or blown in the glass, so that the consumer may know what he is paying for, or is supposed to be paying for. The milk dealers are complying with the ordinance.

The new building of the Industrial Works, at Bay City, is nearly completed at a cost of \$250,000 and about 350 additional men will be needed at the big shops. Almond Griffin.

### Brubaker Indulges in Some Christmas Dreams.

Mears, Dec. 25—Here is hoping you are having an enjoyable Christmas. I am quietly resting after a busy week and a hearty Christmas dinner. This dinner being out of the ordinary feed that I am accustomed to, I rather overdid the business and am resting while smoking one of my fifty Christmas presents. Having nothing particularly on my mind, I was soon lost in thought. I so seldom tax what little mind I have that I soon got a slight headache. Either the strain of thinking or my too hearty dinner is the reason.

I wonder what the different boys are doing at present! Herman Anderson is eating the rabbits I expressed to him. (I noticed he put up the bluff about two friends and himself going hunting; in fact, he advertised it in the Tradesman to-day). I can guess where Erney Welton is eating

his Christmas dinner, but I won't tell. It is a cinch that Jim Goldstein is at the present minute eating his at some free lunch counter. Charley Corey is probably eating the last of those seventy-five ducks he shot six weeks ago. I can almost see Bill Burner and Bill Ephlin munching cheese sandwiches. Guess that Ura Donald Laird, Pfander, Monroe and your other scribes are not eating any dinner to-day. Probably they are spending their time in trying to think how they can get back at Sunny Jim. By the way, friend Stowe, can you tell me how many hours Jim works for Burnham, Stoepel & Co. each week? He spends ten hours a day and some of his evenings scribbling for the Tradesman. Chester Brubaker.

The man who would "rather be a lamp-post in New York" than the mayor of his own town, was probably cut out for the former.

### Thousands of Grocers

Write us that the Twentieth Century Automatic Standard Computing Scale increases their profit 5%, because it saves the overweight. It is accurate, sensitive, convenient and durable. It conduces to confidence, saves time, eliminates errors and pays for itself in one year.

WRITE FOR INFORMATION

W. J. KLING, Sales Agent

(New and Second-hand Scales)

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

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

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

**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.





**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. Witliff, 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 Division, T. P. A.

President—Fred H. Lock.  
 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.

#### Michigan Knights of the Grip Passes Into History.

Port Huron, Dec. 26—The twenty-fifth annual convention of the Michigan Knights of the Grip, convened at 8 o'clock this evening, with President Day in the chair. The President appointed the following committees:

Procedure—Hamilton Irving, Port Huron; Fred Brueck, Jr., Saginaw.  
 Credentials—F. N. Mosher, Port Huron; J. D. Martin, Grand Rapids; A. D. Seaver, Port Huron.  
 President's Address—W. J. McIntosh, Detroit; E. J. Courtney, Port Huron; W. R. Carson, Port Huron.  
 Vice-Presidents—Frank Minnie, Port Huron; R. H. Reed, Port Huron; W. A. Murray, Port Huron.  
 Montuary—John D. Martin, Grand Rapids; Ed. Courtney, Port Huron; J. R. Wood, Detroit.  
 Amendments—H. P. Goppelt, Saginaw; A. Hoffman, Kalamazoo; F. N. Mosher, Port Huron.

President Day then read the following address, which was referred to the Committee on President's Address:

"Another year in the history of our noble order is now closing and we are again in session at the twenty-sixth annual convention to comply with the requirements of the laws of our association by reviewing the records of the past year and to submit to the members of the order as far as we can to the members of which, are an indispensable factor in the population of our great nation, for they are the representatives of commerce, internal and international; they are the recognized representatives at the commercial courts of all nations.

"In our legislative capacity we are to consider the laws of our order under which we exist as well as any proposed amendments that may be presented thereto. While we are not incorporated under the laws of our State, we are permitted to formulate and enact laws for the guidance, government and maintenance of our individual interests. Each individual member is held responsible to the entire order for the success or failure in the promotion of our noble order. In passing the reports of your committee on resolutions or amendments to our constitution give them due deliberation and careful consideration, always bearing in mind quality in law and legislation are always preferable to quantity.

"A few good laws, the product of careful and thoughtful legislation will preserve and promote the interest of all, while hasty and indiscrete legislation will plant the seed of disintegration.

"You are also required to elect officers for the ensuing year. Much care should be exercised in the selection of the guardian of your rights and privileges. As your chief executive officer you are entitled to an accounting from me of my stewardship.

"One year ago we met in annual convention with a paid membership of 1015, with a fairly good attendance. This

meeting was a very important one. It was attended with a good deal of interest and enthusiasm. While we may have been over zealous, I believe that every resolution or amendment to our constitution was acted upon in good faith and thinking it would result in the best interest and uplift of our noble order.

"There were twenty-two unpaid death claims carried over. To meet this sad deficiency in our death benefit fund there was a response to an appeal from 325 of our noble hearted members of \$5 each, total \$1,625. From a special assessment of \$5 ordered at our annual meeting 300 of our members responded, making \$1,500 more.

"Had our full membership been as loyal as the 625 the M. K. of G. would have pulled through in fine condition. As a result our membership dropped from 1015 in January to 625 May 1. Assessment No. 1 called May 1, 512 members paid. Assessment No. 2 called to close December 15, paid 408. We have paid on the claims carried from last year \$6,987.31. Each beneficiary receiving \$325.11, which these beneficiaries accepted in full of their claims against the association. We paid sixteen death claims in 1913—\$1,600—with nine claims pending.

"In 1913 we have taken in 127 new members.

"We have held the past year five board meetings, but no special meetings. I wish to compliment the members of the Board of Directors for the able manner in which they have conducted the affairs of the association.

"I also wish to thank the Board of Directors and the membership at large for the very pleasant relations that have existed and courtesies shown me during my term of office and would ask that the same consideration be shown my successor."

The Secretary then made the following report, which was referred to the Finance Committee:

"Your Secretary-Treasurer begs leave to submit the following report of the financial and numerical standing of our order:

"1151 members were reported in good standing at our last convention.

"1015 members paid assessment No. 5 and dues for 1913; 136 members resigned or were suspended.

"625 members paid the contribution or special assessment of \$5.

"390 members were suspended or resigned.

"513 members paid assessment No. 1 called in May and 112 members were suspended or resigned.

"399 members have paid assessment No. 2 and dues for 1914 to this date.

"On three different occasions your Secretary sent out letters to suspended members offering re-instatement for a nominal sum; these letters did not meet with a hearty response; only 35 members took advantage of the offers.

"We have had 25 deaths during the year 1913, four members who died were under 50 years of age, 4 were between 50 and 60, 8 were between 60 and 70, 5 were between 70 and 80, and 4 were over 80 years of age. This is about the average ages of the last one hundred deaths that have occurred in our order.

"One hundred and twenty-seven members were received this year; Fred Brueck, Jr., of Saginaw, easily carried off the honors for securing new members, he having secured 63; Frank N. Mosher, 21; John A. Hoffman, 8; H. P. Goppelt, 6; G. P. Caswell, 4; J. D. Clement, 3; A. D. Seaver, 2; F. L. Day, 2; W. J. Devereaux, 5; and the following members 1 each: J. A. Hach, Jr., F. H. Bowen, J. B. Smith, H. M. Francis, C. D. Waldo, J. C. Saunders, F. M. Seibly, J. B. McIntosh, F. M. Ackerman, M. C. Empey, G. F. Butler, W. B. Raub, and E. G. Fairbairn. The average age of the 127 members admitted is 31 years. Seventy-two members were admitted before November 1, only 9 paid an assessment; this means that only 9 of the 72 new members admitted before November 1, are now in good standing. The 55 new members admitted since November 1, have not been called upon to pay an assessment.

"The following will show our financial condition:

General Fund.	
Jan. 1, 1913, balance	\$ 99 13
Receipts	1001 50
	\$1,100 63

Disbursements:	
Printing	\$ 91 50
Printing Certificates	18 50

Stenographer at last convention	10 00
Secretary's salary	167 98
Treasurer's salary	19 02
Board meetings expense	141 00
Stamps	153 00
Office expense	9 60
Total	\$610 60
Balance	\$490 03

Employment and Relief Fund.	
Jan. 1, 1913, balance	\$654 77
Disbursements	132 00
Balance	\$522 77

Promotion Fund.	
Jan. 1, 1913, balance	\$113 65
Receipts from honorary members	84 00
	\$197 65

Disbursements:	
Paid for Brownell letters	\$ 83 65
Stamps for Brownell letters	63 00
Total	\$146 65
Balance	\$ 51 00

Death Benefit Fund.	
Jan. 1, 1913, balance	\$4,424 38
Received from assessment No. 4, 1913	24 00
Received from assessment No. 5, 1913	734 00
Received from special assessment No. 1	2,000 00
Received from assessment No. 1, 1913	1,026 00
Received from assessment No. 2	793 00
	\$9,006 38

Disbursements:	
Paid 20 claimants \$250.00 each	\$5,000 00
Paid 2 claimants \$250.00 each	500 00
Allowed \$75.11 on each claim	1,502 20
Paid Mrs. Edith Washburn	4 00
Paid 11 claims at \$100.00 each	1,100 00
Paid 5 claims at \$100.00 each	500 00
Total	\$8,606 20

Balance	\$ 400 18
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"In conclusion I desire to thank President and the Board of Directors for their kind and courteous treatment the many members for their letters of advice and encouragement and especially Frank N. Mosher for his assistance during the strenuous times of the past year.

W. J. Devereaux.

The Finance Committee reported that it had examined the books and vouchers of the Secretary-Treasurer and found them correct to date.

The report of the Finance Committee was received and filed.

The President then called for the report of the Vice-Presidents.

First district, John J. Machen, Detroit, no report.

Second district, William Burris, Jackson, no report.

Third district, J. A. Hach, Jr., Coldwater, no report.

Fourth district, J. D. Clement, Kalamazoo, no report.

Fifth district, H. J. Ringold, Grand Rapids, no report.

Sixth district, J. D. Robinson, Flint, no report.

Frank N. Mosher, Port Huron, reported the membership in the seventh district as being very much alive.

Eighth district, F. J. Bricault, Saginaw, no report.

Ninth district, E. C. Below, Manistee, no report.

Tenth district, M. C. Empey, Bay City, no report.

Eleventh district, A. W. Peck, Traverse City, no report.

Twelfth district, W. G. Tapert, Sault Ste. Marie, reported as follows:

Sault Ste. Marie, Dec. 22—Your greetings of Dec. 15 received and sorry that I will not be able to be with you at the twenty-fifth annual convention to be held at Port Huron, December 26 and 27.

Regarding the amendment to the constitution advising the elimination of the death benefit features entirely, but from what I can learn here, it would not be advisable to drop the insurance clause entirely as many of the boys, especially where there is no chance for them to attend any social meetings and get any benefit in that manner, are keeping up the membership in order to get the small insurance at a reasonable cost with the social features included.

The Knights of the Grip seem hardly strong enough, especially in the Upper Peninsula, to make the social features of a good brotherhood an object, as most of the traveling men are members of the U. C. T. and unless it could be arranged to have a State organizer and create or establish posts at the various towns, would not advise dropping the insurance.

Wishing you every success, however, for the good of the order, which will have my hearty support in whatever you do, and wish you a Merry Christmas and a prosperous New Year.

W. G. Tapert.

A vote of thanks was tendered Frank N. Mosher, of Port Huron, for his assistance to the Secretary and Board of Directors during the past year.

The Railroad Committee made no report.

The Bus and Baggage Committee made no report.

The Legislative Committee reported as follows:

Lansing, Dec. 20—During the past year there was very little to demand the attention of your committee. The railroad officials tried again to get the penalty bill passed, which requires a passenger to pay an extra amount when he pays

cash fares. Your committee looked after this bill. It did not pass.

The hotel bill, which became a law last winter, belongs to the U. C. T.'s, but your Chairman went before the House Committee and helped them get their bill through and is entitled to credit for having the word "textile" before "individual towels;" otherwise, some of the hotels would now be furnishing us with individual paper towels.

J. J. Frost  
 E. O. Wood,  
 Maurice Heuman.

Report received and placed on file.

The Hotel Committee made no report. The Employment and Relief Committee reported that it had several applications for positions; applications had been referred to the several firms who required the services of men on the road, but the committee had received no assurance that the applicants had secured the positions.

Report of committee received and placed on file.

Committee on Procedure made the following report:

"It is the judgment of your Judiciary Committee that the proceedings of the twenty-fifth annual convention of the Michigan Knights of the Grip proceed in the regular form.

Hamilton Irving,  
 Fred Brueck, Jr.

The report was adopted.

Committee on Credentials reported that all who had paid assessment No. 1, 1913, be allowed seats and a vote and voice in the convention. Moved and supported that the report of the committee be adopted. Carried.

Committee on President's Address reported as follows:

"Your Committee on the President's Address wish to report that under the trying circumstance and conditions of the past year, they do not hesitate in commending our worthy President for the able manner in which he has presented to us the facts as they have existed during the past year and do exist at the present time.

"We, your committee, feel that our order has been faithfully served and no matter what the future may have in store for us as an organization, no one can say he has not done his duty.

"We therefore heartily move that the report be received and placed on file.

J. B. McIntosh,  
 W. R. Carson,  
 E. J. Courtney.

The report on President's Address was received and filed.

Committee on Vice-Presidents reported as follows:

Your Committee on Vice-Presidents beg leave to report that the following gentlemen be chosen as Vice-Presidents for the several districts for the ensuing year 1914:

District No. 1, John J. Machen, Detroit.

District No. 2, Maurice Heuman Jackson.

District No. 3, J. A. Hach, Coldwater.

District No. 4, J. D. Clement, Kalamazoo.

District No. 5, H. C. Ringold, Grand Rapids.

District No. 6, Isral Hurd, Davidson.

District No. 7, Frank N. Mosher, Port Huron.

District No. 8, Sam Shaffer, Saginaw.

District No. 9, C. P. Davis, Muskegon.

District No. 10, M. C. Empey, Bay City.

District No. 11, Fred C. Richter, Traverse City.

District No. 12, W. G. Tapert, Sault Ste. Marie.

The report of the Committee on Vice-Presidents was received and adopted.

The Committee on Mortuary read the following report:

Whereas—It has pleased Almighty God, in his merciful goodness, to remove the following members from our organization and from this world of trials and tribulations:

No.	Name	Age
1580	Bryant, W. E., Detroit	66
3267	Weatherwax, G. W., Ludington	67
3709	Smith, Eugene, Hillsdale	70
826	Fitch, J. M., Durand	80
5995	Peck, W. A., Marysville	36
3833	Hamblin, E. C., Owosso	69
2535	Connell, F. G., Detroit	85
2715	Watson, H. W., Flint	48
1765	Roberts, N. H., Jonesville	80
3107	Finckler, J. J., Grand Rapids	56
1681	Hewitt, A. D., Traverse City	75
4317	Atkins, L. W., Marquette	63
1915	Meeker, H. E., Bay City	73
1386	Saunders, J. C., Lansing	51
4525	Hull, R. N., Columbus	70
1785	Smith, C. F., Port Huron	82
5178	Just, I. N., Seattle	63
4618	Sperry, T. A., New York	49
2855	Buch, B. N., Minneapolis	55
3801	Gibbs, R. S., Tampa, Fla.	71
1595	Ackermann, F. M., Lansing	64
5477	Graham, W. W., Rochester	46
1503	Schmidt, G. A., Detroit	50
4959	Comstock, E., Hart	67
5112	Holmes, A. L., Grand Rapids	66

Resolved—That we extend to the members of their families, our sincere sympathy in their loss and affliction and trust the aid which this organization

## HOTEL CODY

EUROPEAN  
 GRAND RAPIDS, MICH.

Best Beds That Money Can Buy



extends will lessen their financial burden, and make their pathway of life brighter.

Ed. J. Courtney,  
John R. Wood,  
John D. Martin.

The report of the committee was received and placed on file.

The Committee on Amendments reported as follows:

Your Committee on Amendments after due consideration of the amendment submitted in proper form and endorsed by ten members of Lansing, wish to report that we do not think it would be to our advantage to adopt this amendment. On the contrary, we believe it will be detrimental to the future good of the Michigan Knights of the Grip. We recommend that the amendment be rejected by this Association.

H. P. Goppelt,  
John A. Hoffman,  
Frank N. Mosher.

The report of the Committee on Amendments was concurred in.

It is moved and supported that Fred Brueck, Jr., of Saginaw, be tendered a vote of thanks for his heroic work for the organization during the past year.

The following resolution was offered by F. N. Mosher:

Port Huron, Dec. 27—As it appears from the report of the Secretary-Treasurer, there is not sufficient money in the death benefit fund to pay the death claims against the Michigan Knights of the Grip and it will be necessary to borrow from other funds or call an extra assessment to pay these claims.

From his report, it is clear that our membership is decreasing and our liabilities are increasing. This can lead to but one result and, while we sincerely regret it, we must look the cold hard facts square in the face and meet our fate like men.

We have money enough in all funds to pay any and all just claims to date and believing that the future of the Michigan Knights of the Grip to maintain the standard of honor that has carried it through a glorious career of twenty-six years, does not look bright and believing also that our faithful members would wish to leave our record untarnished, I offer for the consideration of the convention the following resolution and move its adoption:

Resolved—That the President appoint a committee of five members to hold a joint meeting at once with the Board of Directors with the sole object of closing up the affairs of the Michigan Knights of the Grip, granting the right to the Board and committee to use all funds in payment of all death claims proven and pending (when proof of death has been furnished) to this date, Saturday, December 27, 1913. Also that there be no election of officers or other business than this transacted at the convention, that the old Board of Directors shall dispose of all property owned and held by the Michigan Knights of the Grip to the best advantage, and after paying all debts, if there shall be any funds left (reserving enough for printing and mailing to each member who has paid assessment No. 2 for 1913, a detailed statement of the final closing up and dissolution of the Michigan Knights of the Grip), they shall first reimburse all assessment No. 2 and 1914 dues \$3, and all who have joined on the payment of \$1 for 1914 dues the old Board of Directors to hold their final meeting at the Downey House, Lansing, January 17, 1914, and at their discretion dispose of all funds left on hand; also that the committee recommend some method, if possible, to perpetuate our Association on some other plan.

Frank N. Mosher.

Moved by F. N. Mosher, supported by J. B. McIntosh, that the resolution be adopted.

Moved by R. H. Reed, supported by W. J. Devereaux, that the resolution be laid on the table until 8 o'clock a. m., Dec. 27. Motion carried.

The convention then adjourned to meet at 8 a. m., Dec. 27, at the Port Huron City Council Chambers.

Saturday's Session.

Port Huron, Dec. 27—The second session convened according to arrangement.

President: Brothers, we did some very valuable work last evening. We have now brought it down to the resolution offered by Brother Mosher last night. It was pretty well talked over and if there is any further talk on the subject this morning you may enter into a little talk. If there is any further discussion on this subject this morning, brothers, you have the opportunity. If there is anything to be said, adhere strictly to this subject.

John A. Hoffman: I believe there was an amendment to the resolution consented to by Brother Mosher. I would like to have it read.

W. J. Devereaux: I would state to Brother Hoffman that there has been no amendment submitted to me. There was an amendment talked of last night, but it was not put in any form that I could handle it. It was merely talked over.

J. A. Hoffman: I believe the amendment was submitted and accepted.

Frank N. Mosher: Brothers, so far as I can say, the amendment was suggested, but did not come before the meeting. I think Brother Wood suggested it and I said it would be all right.

President Day: I said that if Brother

Mosher consented to an amendment, I would entertain it. It has not been brought before the meeting.

J. B. McIntosh moved that the framer of this resolution be requested to incorporate in his motion that this committee also devise some means and ways, if possible, to perpetuate the Michigan Knights of the Grip.

Mr. Mosher: The question is still before the house. The resolution as I have it I would like to see passed to close up the affairs of the Association, but I have no objection to adding—in fact, I think that it would be very proper to do so—the further line or two that will give or request the committee to suggest, if possible, some manner whereby we can continue as an Association. I wish it to pass that our sole object is to close up the affairs of the present Association and, I will add, reorganize on other basis. The present basis I want to see closed up, the business straightened up to date and nothing that happens in the future shall go on the same lines as we are doing business to-day. That is what I am after. Then I will add that the committee, in its session, devise some means whereby we can, as an Association, be known as the Michigan Knights of the Grip or any other title we may adopt, but as far as our present condition is concerned and the manner of doing business, I want the resolution passed and close it up. I would add to that motion that this committee recommend some manner or method by which we can continue; that following the lines "dispose of the funds at its discretion," be added the words, "also that the committee recommend some method, if possible, to perpetuate our Association on some other plan."

Moved and supported that the resolution as corrected be adopted.

Mr. Hoffman: According to the resolution this committee is to be appointed and report back here. I do not think they are clothed with any authority. Their report can then be ratified or rejected and if we wish to vote then by ballot, we can do so.

The resolution as read was adopted.

The following committee appointed to confer with the Board of Directors to close up the affairs of the Michigan Knights of the Grip:

J. B. McIntosh, Detroit.  
John A. Hoffman, Kalamazoo.  
Frank N. Mosher, Port Huron.  
R. H. Reed, Port Huron.  
A. D. Seaver, Port Huron.

Moved and supported that a recess be taken in order that the committee may meet at once. Carried.

Meeting called to order.

Special committee reported as follows: "Your committee appointed to confer with the Board of Directors beg leave to report that they recommend that the Board of Directors be instructed to close up the affairs of the Michigan Knights of the Grip as set forth by the resolution passed by this convention."

The report of the committee was adopted.

Mr. Devereaux: It was moved, supported and carried that the President appoint a committee to meet with the Board of Directors, January 17, and that the Board of Directors be instructed to call a meeting of the Board at the Downey House, in Lansing, on January 17, 1914. Carried.

The Chair appointed the following committee:

Wm. G. Tapert, Sault Ste. Marie.  
John A. Hoffman, Kalamazoo.  
J. B. McIntosh, Detroit.  
Joe Wittliff, Detroit.

James F. Hammell, Lansing.  
J. J. Frost, Lansing.  
E. A. Stowe, Grand Rapids.

M. Heuman, Jackson.  
A. D. Seaver, Port Huron.  
Fred Brueck, Saginaw.

Edwin O. Wood, Flint.  
J. T. Hurd, Davidson.  
G. C. Steel.

F. L. Vantyle, Bay City.  
Fred C. Richter, Traverse City.

Matt Stevens, Muskegon.

President Day: So far as the benefits of this organization are concerned we are out of business to-day. We have closed up the affairs of the Michigan Knights of the Grip, or have voted to do so at our next meeting and the affairs, so far as any benefits are concerned, are closed to-day. I think it would be well to have an hour to close this up and that is 12 o'clock noon to-day. There was a committee appointed in the committee room to meet with the Board at Lansing to see if there could be any means devised for continuing or perpetuating the Michigan Knights of the Grip.

Mr. Irving: I think you are out of order when you use the word "continue." I think the proper word would be "re-organize."

Mr. Devereaux: I take it that since the committee appointed by the President for the sole object of closing up the affairs reported that the Michigan Knights of the Grip go out of business there must be a re-organization, not a continuance.

Mr. Reed: I think there should be something on record to show that this organization is going out of business at 12 o'clock noon to-day. I move you, Mr. President, that the notice go forth that all liability under policies issued by the Michigan Knights of the Grip cease at 12 o'clock noon, Dec. 27, 1913.

Adopted by unanimous rising vote.

President Day declared the twenty-fifth annual meeting of the Michigan Knights of the Grip, adjourned for all time.

W. J. Devereaux, Secretary.

### Vale, Michigan Knights of the Grip.

It will be a matter of very general regret among Michigan traveling men that the Michigan Knights of the Grip has been compelled to cease active existence. Established twenty-five years ago along comparatively narrow lines, it gradually broadened out its work and enlarged its field of usefulness until it became one of the foremost fraternal organizations of the kind in the country. If there was any law by which men could be prevented from growing old, the organization would still be as prosperous as ever; but, unfortunately, the hand of time cannot be stayed by an act of man and the increase in the average age of the members made it necessary either to increase the death benefit assessments to a point that would have become burdensome or discontinue the organization altogether. I believe that the gentlemen who officiated at the funeral at Port Huron last Saturday pursued the best course possible, under the circumstances, but it hardly seems fair to permit an organization that did so much good and gladdened so many hearts and homes to pass out of existence without a last good word being said in its behalf.

In the absence of exact information on the subject, it is perhaps within the limit of safety to assert that \$300,000 was paid out in the twenty-five years the organization existed to the widows and orphans of 600 deceased members. The \$500 death benefit fund was all that stood between many a family and the poor house and it goes without saying that no one can ever compute the good the organization did and the suffering it alleviated through this means. Furthermore, the organization was always active in securing remedial legislation and in bringing about better traveling and hotel conditions. That work can now be taken up and carried forward by the younger and more aggressive organization, the U. C. T., but when the U. C. T. was weak in numbers and limited in influence, the Michigan Knights of the Grip served a useful purpose by giving expression to the best thought and the best aspirations of traveling salesmen. The records of the association are replete with painstaking work and self-sacrificing service on the part of officers who gave the organization the best they had to offer at all times. The sympathy of the fraternity as a class will go out to the little handful of members who met at Port Huron last week and faithfully and reluctantly performed the last services they could accord the organization they had nourished and maintained so many years. The history of this meeting, graphically described by Secretary Devereaux elsewhere in this week's paper, will be interesting reading even to those who are unwilling to concede that there is such a thing as sentiment in business. There may have been times in the past when there was some competitive feeling between the Knights of the Grip and the U. C. T., but that time has long ago passed into

history and there is no U. C. T. member, to my knowledge, who will not read of the demise of the older and once stronger organization with sorrow and say farewell in a spirit of sincere sympathy. E. A. Stowe.

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

Buffalo, Dec. 31—Creamery butter, fresh 27@37; dairy, 22@25c; poor to good, all kinds, 16@22c.

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

Eggs—Choice, fresh candled, 35@36c; cold storage, 30c.

Poultry (live)—Turkeys, 20@21c; cox, 11@12c; fowls, 13@16c; springs, 13@17c; ducks, 17@18c; dressed chick, 15@18c; turks, 24@26c; ducks, 18@20c; fowls, 14@16c; geese, 16@18c.

Beans—Marrow \$3@3.25; Medium, \$2.15@2.25; Peas, \$2@2.15; White Kidney, \$3@3.50; Red Kidney, \$2.75@3.

Potatoes—70@75c per bu.  
Rea & Witzig.

A Hillsdale correspondent writes: Henry E. Jacox of Jackson, who for a number of years traveled for a Detroit firm, pleaded guilty Tuesday when arraigned before Judge Chester in the circuit court on the charge of obtaining money under false pretenses. The precise charge was obtaining \$100 from Lape Brothers, local grocers, on a worthless check on a Jackson bank. A number of members of the local U. C. T. appeared before the court and asked that Jacox be given another chance and placed on probation. C. H. Miller, one of the local merchants who interceded for Jacox was in favor of the court adding a clause in the probation order, if one is made, compelling the offender to attend church and take notes on the sermon. The hearing was continued.

A happy man or woman is a better thing to find than a five-pound note. He or she is a radiating focus of good will, and their entrance into a room is as though another candle had been lighted. We need not care whether they could prove the forty-seventh proposition. They do a better thing than that; they practically demonstrate the great theorem of the liveableness of life.—Robert Louis Stevenson.

Burn out your chimney and clean the flues at frequent intervals when your roofs are wet, and don't allow your chimney to become foul and take fire—possibly burning your house to remind you that you forgot.

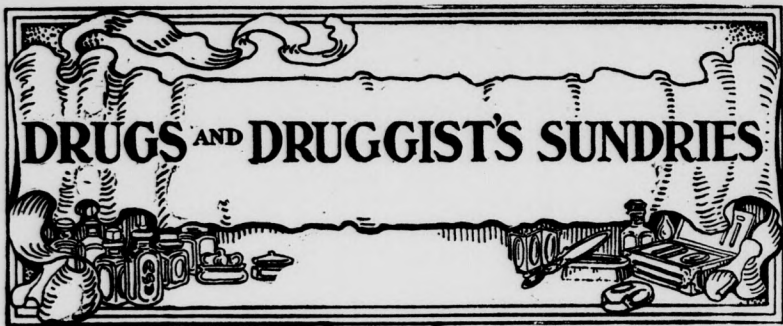
J. R. Berg has resigned his position as salesman with the Hanselman Candy Co., of Kalamazoo, and will cover his old territory for the Valley City Candy Co., successor to the Valley City Supply Co.

Fred Epley, the Mt. Clemens grocer, was in town over Sunday, the guest of Byron S. Davenport. He was accompanied by his wife.

If you have read every advertisement in this paper, this item is not for you; if you haven't, better turn back and do it now.

The more a man's thirst is irrigated, the faster it grows.





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

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

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

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

#### Building Success Through Thinking About It.

A druggist in a certain Michigan city was very much dissatisfied with the way matters were going in his business. He seemed unable to get wide-awake, efficient salespeople. His charge account customers did not pay promptly. His advertising produced no appreciable results. There was friction and disorder among his helpers. The book-keeper was continually at odds with the head prescription clerk, and he with the soda fountain clerk, and so on all along the line.

Everything seemed at sixes and sevens continually. These conditions not only persisted but went from bad to worse while the head of the business constantly fretted and fumed. Finally he wore himself into a nervous decline which incapacitated him for work.

A friend who knew the inside of the business and saw its possibilities if properly handled, bought him out. To-day you would never take it for the same. A new lease of life was given it in the change of hands.

Under the former management where all was turmoil and discontent, it drooped and moped like a plant that had been denied sunlight and air.

The new owner maintained a different attitude. In other words, he expressed a policy of kindness, poise and progress. He concerned himself not about his own troubles, but about the service his customers were receiving.

Could he give a better value? This became a question of greater import than could he make a bigger profit.

He treated his employes with utmost consideration, paid them all they were worth, and looked upon them not as mere non-intelligent cogs in

the wheel, but as valuable assistants upon whom in a great measure the growth of the business depended.

He did not worry, as his predecessor had done, when accounts were slow in being paid or when someone made a mistake. He said he had observed in the experience of others and in his own career that worry and the habit of "fussing" were powerless to accomplish any good. That they never helped a situation he was convinced. Consequently he avoided them.

Instead, he took means where possible to get in touch personally with such as were behind in their accounts, requesting them to pay up as soon as possible, and stating that only by keeping his accounts cleaned up could he give the best values.

He had a rubber stamp made to put on statements of account more than thirty days past due, which read:

"Past Due! This account has no doubt escaped your notice. Will you please favor us with a settlement in the course of the next few days?"

This courteous little message was far more effective than giving vent to a storm of protest or harboring a feeling that the just and right thing to do was to pay up.

This is but one instance where the change in thought-habits by the man at the head of the business resulted favorably. In every detail and circumstance the new owner maintained a consistent policy. He kept the thought of service uppermost, and it did not take the public long to find out. They responded, as they always do. New business came with the old. Progress was sure, even though at first slow.

Under the former management the business was losing \$3,000 a year. Now it is paying a handsome profit. What makes the difference? It is the same business, but the thought behind it has changed.

A dealer in a little town in southwestern Missouri invariably "ran behind" from the first of July to the first of September. The falling off in his sales made a big hole in his year's profits.

He took an inventory of the situation mentally and found that he was confidently expecting a summer loss—thereby courting and inviting it. He simply got what he was looking for. He had never made any "play" for summer trade, but instead had almost neglected business during the hot months. He was accustomed to let one or both of his clerks go on vacation varying from a month to six weeks. He never did any advertising during this period and bought little

or no new stock all summer. He opened his store half an hour later and closed it an hour earlier, keeping open evenings only on Saturday, when he closed at eight so as not to run up a big light bill.

After he came to see the short-sightedness of such a policy he changed his methods radically, ran his store during the summer in every particular as during the other months and increased his sales 10 per cent. over any previous summer with practically no extra expense.

To-day he is doing as much business during July, strange as it may seem, as during any other month in the year.

What brought this increase? He began looking for business and found it looking for him.

Another druggist was forever complaining about competition. Competition blasted every hope, blighted his best endeavors, nipped initiative in the bud. He was afraid to install a new line because some competitor might get a substitute and undersell him. He hesitated to advertise because then the other fellows would know just what he was doing. He would not move into a more desirable location because some competitor would be sure to take the old stand and get some of his trade. "The keen competition in the drug business," was a phrase frequently on his lips. "Keen competition" dogged everything he did and seemed to paralyze every forward step.

A friendly traveling man who knew and deplored this fault, told him one day that he was his own worst competitor and a few other things along that line, and led him to see the matter in its true light. He awoke to the realization that the competition bugaboo is a scare-crow which does no more harm than we permit it to do. He saw there was business enough for all and that he was entitled to his share. Thus he gradually outgrew his fear of the other fellow and to-day has an up-to-date store in a much more desirable location.

All the time he was wasting his energy over what his competitors might say, think or do, they were most likely giving him as little thought as though he had been the man in the moon.

All these incidents to prove that a business man can best cultivate his business by guarding his thought. If the thought is kept undisturbed by worry, free from fear, unclouded by vexations of any sort, the business man is in trim to concentrate on the "main chance."

A business man takes a long stride successward when he makes the resolution to exclude from consciousness all anxiety. You have only to try this consistently to prove that "it works."

The habit of keeping what the old Roman poet called an "equal mind" is a mighty help in business. It enables one to act more prudently, to solve the tough problems that arise day by day more easily and with better results. Instead of making mountains out of mole hills, one should make mole hills out of mountains. This does not mean that a man can

"put things over" by sheer force of will. On the contrary, one must leave self out of the reckoning and simply take things as they come, confident that all will come out right.

Irwin Spear.

#### Auspicious Opening of South Saginaw Druggist.

Saginaw, Dec. 29—W. H. Friers, of Millersburg, who recently purchased the drug stock of A. R. Moeller, had an opening day Dec. 18, for the people of Saginaw and vicinity. A five piece orchestra furnished music all day and evening for the occasion. As souvenirs and remembrances of the day, Mr. Friers gave each lady carnations and the children post cards and toys. The men received cigars and match boxes. For this he used fourteen boxes of cigars. He also gave to the ladies and children 1,000 boxes of chocolates, 1,000 packages of chewing gum and 1,000 surprise bags. To each lady coming in and registering a ticket was given which entitled her to a chance on a \$10 toilet set. The same thing was carried out with the men on a \$4 box of cigars. South Saginaw never saw a busier day, although it is a busy end of a busy city. At times the crowd was so large that a policeman had to take charge of the doors. Mr. Friers certainly had a welcome from the people, for which he should be proud.

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

There is a story of a negro who went to a bank in Georgia to borrow \$10 to help save his crop. He wanted the money for three months, and the interest at the rate of \$2.50 a month was charged in advance. What the negro said is not printable, but he did return to the bank and ask how much money would be coming to him if he had borrowed the money for four months. It was the telling of this story that suggested the following:

An old negro in Tennessee is noted for his bargaining. He is always fearful that he may get "the worst of it." On one occasion he went after a calf that he had pastured all summer and asked what he owed for the pasturing.

"I have a bill of \$10 against you," said the farmer who had undertaken the care of the animal, "but if you are willing I'll take the calf and call it settled."

"No, sah!" promptly exclaimed the negro, "I'll do nothing like dat. But," he added after a pause, "I'll tell you what I will do, you keep the calf two weeks longer and you can have it."

#### A Way They Have.

Mrs. Flint came for a visit to her sister's home, and her little niece, Charlotte was delighted to see her.

"What became of the black kitten that you had when I was here before, dear?" asked Mrs. Flint.

"Why, don't you know?" asked Charlotte, much surprised.

"I haven't heard a word?" replied the aunt. "Was he poisoned?"

"No, ma'am," said Charlotte.

"Drowned?"

"O, no."

"Stolen?"

"No, indeed."

"Hurt in any way?"

"No, ma'am."

"Well," said Mrs. Flint, "I can't guess, dear. What became of him?"

"He growed into a cat," said Charlotte.

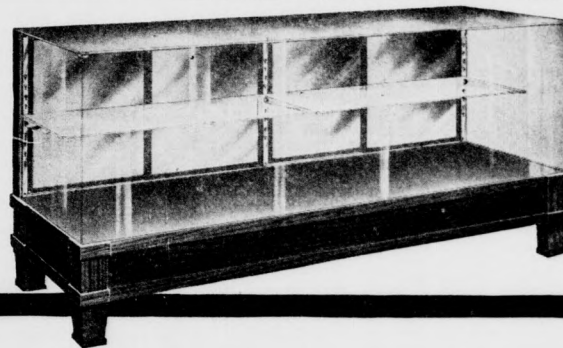


## WHOLESALE DRUG PRICE CURRENT

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

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,  
Hazeltime & 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  
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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

Brooms  
Carbon Oils  
Corn  
Hay  
Rolled Oats

## Index to Markets

## By Columns

		1		2	
		AMMONIA		Beans	
		Doz.		Baked	
		12 oz. ovals 2 doz. box		Kidney	
		AXLE GREASE		String	
		Frazer's		Wax	
		11lb. wood boxes, 4 doz. 3 00		Blueberries	
		11lb. tin boxes, 3 doz. 2 35		Standard	
		3 1/2 lb. tin boxes, 2 doz. 4 25		Little Neck, 1lb. @ 1 00	
		10lb. pails, per doz. 6 00		Little Neck, 2lb. @ 1 50	
		15lb. pails, per doz. 7 20		Clams	
		25lb. pails, per doz. 12 00		Clam Bouillon	
		BAKED BEANS		Burnham's 1/2 pt. 2 25	
		No. 1, per doz. 45 @ 90		Burnham's pts. 3 75	
		No. 2, per doz. 75 @ 1 40		Burnham's qts. 7 50	
		No. 3, per doz. 85 @ 1 75		Corn	
		BATH BRICK		Fair 65 @ 70	
		English 95		Good 90 @ 1 00	
		BLUING		Fancy 90 @ 1 30	
		Jennings'		French Peas	
		Condensed Pearl Bluing		Monbadon (Natural)	
		Small C P Bluing, doz. 45		per doz. 1 75	
		Large C P Bluing, doz. 75		Gooseberries	
		BREAKFAST FOODS		No. 2, Fair 1 50	
		Apetizo, Biscuits 3 00		No. 2, Fancy 2 35	
		Bear Food, Pettijohns 1 95		Hominy	
		Cracked Wheat, 24-2 2 50		Standard 85	
		Cream of Wheat, 36-2 4 50		Lobster	
		Cream of Rye, 24-2 3 00		1/4 lb. 1 85	
		Posts Toasties, T. 2 80		1/2 lb. 3 15	
		No. 2 2 80		Mackerel	
		No. 3 2 80		Mustard, 1lb. 1 80	
		Farinose, 24-2 2 70		Mustard, 2lb. 2 80	
		Grape Nuts 2 70		Soused, 1 1/2 lb. 1 60	
		Grape Sugar Flakes 2 50		Soused, 2lb. 2 75	
		Sugar Corn Flakes 2 50		Tomato, 1lb. 1 50	
		Hardy Wheat Food 2 25		Tomato, 2lb. 2 80	
		Postma's Dutch Cook 2 75		Mushrooms	
		Holland Rusk 3 00		Hotels @ 15	
		Kellogg's Toasted Rice		Buttons, 1/2s @ 14	
		Biscuit 3 30		Buttons, 1s @ 25	
		Kellogg's Toasted Rice		Oysters	
		Flakes 2 80		Cove, 1lb. @ 95	
		Kellogg's Toasted Wheat		Cove, 2lb. @ 1 75	
		Biscuit 3 30		Plums	
		Kellogg's Krumbles 3 30		90 @ 1 35	
		Krinkle Corn Flake 1 75		Pears in Syrup	
		Maple-Wheat Flakes, 2 doz. 2 70		No. 3 cans, per doz. 1 50	
		Maple-Wheat Flakes, 3 doz. 2 80		Peas	
		Maple-Corn Flakes 2 80		Marrowfat 90 @ 1 00	
		Minn. Wheat Cereal 3 75		Early June 1 10 @ 1 25	
		Algrain Food 4 25		Early June siftd 1 45 @ 1 55	
		Ralston Wheat Food 4 50		Peaches	
		Ralston Wheat Food 10c 1 45		Pie 1 00 @ 1 25	
		Saxon Wheat Food 2 60		No. 10 size can pie @ 3 25	
		Shred Wheat Biscuit 3 60		Pineapple	
		Striscuit, 18 1 80		Grated 1 75 @ 2 10	
		Pillsbury's Best Cerl 2 80		Sliced 95 @ 2 60	
		Post Tavern Special 2 80		Pumpkin	
		Quaker Puffed Rice 2 25		Fair 80	
		Quaker Puffed Wheat 2 90		Good 90	
		Quaker Brkfst Biscuit 1 95		Fancy 1 00	
		Quaker Corn Flakes 1 75		Gallon 2 20	
		Victor Corn Flakes 2 20		Raspberries	
		Washington Crisps 1 85		Standard @	
		Wheat Hearts 1 90		Salmon	
		Wheatena 4 50		Warrens, 1 lb. Tall 2 30	
		Evapor'd Sugar Corn 90		Warrens, 1 lb. Flat 2 40	
		BROOMS		Red Alaska 1 40 @ 1 45	
		Fancy Parlor, 25 lb. 4 00		Med Red Alaska 1 15 @ 1 30	
		Parlor, 4 String, 25 lb. 3 75		Pink Alaska @ 90	
		Standard Parlor 23 lb. 3 25		Sardines	
		Common, 23 lb. 3 00		Domestic 1/4s 3 50	
		Special, 23 lb. 2 50		Domestic 1/2 Mustard 3 25	
		Warehouse, 33 lb. 4 00		Domestic, 1/2 Mustard 2 75	
		Common Whisk 1 00		French, 1/4s 7 @ 14	
		Fancy Whisk 1 25		French, 1/2s 13 @ 23	
		BRUSHES		Saur Kraut	
		Scrub		No. 3, cans 90	
		Solid Back, 8 in. 75		No. 10, cans 2 40	
		Solid Back, 11 in. 95		Dunbar, 1st doz. 1 30	
		Pointed Ends 85		Dunbar, 1 1/2s doz. 2 35	
		Stove		Fair 90	
		No. 3 1 25		Good 1 20	
		No. 2 1 90		Fancy 1 25 @ 1 40	
		No. 1 1 75		Strawberries	
		Shoe		Standard 95	
		No. 3 1 00		Fancy 2 25	
		No. 7 1 30		Tomatoes	
		No. 4 1 70		Good 1 05	
		No. 3 1 90		Fancy 1 35	
		BUTTER COLOR		No. 10 3 25	
		Dandelion, 25c size 2 00		CARBON OILS	
		CANDLES		Barrils	
		Paraffine, 6s 7 1/2		Perfection @ 10 1/2	
		Paraffine, 12s 8		D. S. Gasoline @ 17 1/2	
		Wicking 20		Gas Machine @ 29 7	
		CANNED GOODS		Deodor'd Nap'a @ 17	
		Apples		Cylinder 29 @ 34 1/2	
		3 lb. Standards @ 90		Engine 16 @ 22	
		Gallon 2 75 @ 2 85		Black, winter 8 @ 10	
		Blackberries		CATSUP	
		2 lb. 1 50 @ 1 90		Snider's pints 2 35	
		Standard gallons @ 5 00		Snider's 1/4 pints 1 25	
		Yeast Cake 14			

3

4

5

## CHEESE

Acme	@ 17 1/2
Bloomington	@ 17 1/2
Carson City	@ 18 1/2
Hopkins	@ 18
Brick	@ 17 1/2
Leiden	@ 15
Limburger	@ 17 1/2
Pineapple	40 @ 60
Edam	@ 85
Sap Sago	@ 18
Swiss, domestic	@ 20

## CHEWING GUM

Adams Black Jack	55
Adams Sappota	55
Beeman's Pepsin	55
Beechnut	60
Chiclets	1 25
Colgan Violet Chips	60
Colgan Mint Chips	60
Dentyne	1 10
Flag Spruce	55
Julie Fruit	55
Red Robin	55
Sen Sen (Jars 80 pkgs. \$2.20)	55
Spearmin, Wrigleys	60
Spearmin, 5 box jars 3 00	60
Spearmin, 3 box jars 1 80	60
Trunk Spruce	55
Yucatan	55
Zeno	60

## CHICORY

Bulk	5
Red	7
Eagle	7
Frank's	12
Scheuer's	9
Red Standards	1 60
White	1 60

## CHOCOLATE

Walter Baker & Co.	22
German's Sweet	32
Premium	28
Caracas	28
Walter M. Lowney Co.	29
Premium, 1/4s	29
Premium, 1/2s	29

## CLOTHES LINE

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 25
No. 60 Braided Cotton	1 85
No. 80 Braided Cotton	2 25
No. 50 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	1 90
No. 72 Jute	1 00
No. 60 Sisal	90
Galvanized Wire	1 90
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10

## COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Hershey's, 1/4s	30
Hershey's, 1/2s	28
Huyler	26
Lowney, 1/4s	33
Lowney, 1/2s	33
Lowney, 5 lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1s	36
Wan-Eta	36
Webb	33
Wilber, 1/4s	33
Wilber, 1/2s	22



6

Graham Crackers Red	1 00
Label 10c size	50
Lemon Snaps	50
Oysterettes	1 00
Premium Sodas	1 00
Royal Toast	1 00
Saratoga Flakes	1 50
Social Tea Biscuit	1 00
S. S. Butter Crackers	1 50
Uneda Biscuit	50
Uneda Ginger Wafer	1 00
Vanilla Wafers	1 00
Water Thin Biscuit	1 00
Zu Zu Ginger Snaps	1 00
Zwieback	1 00

## Other Package Goods

Barnum's Animals	50
Chocolate Tokens	2 50
Butter Crackers NBC	2 50
Family Package	2 50
Soda Crackers NBC	2 50
Family Package	3 00
Fruit Cake	3 00

## In Special Tin Packages

Festino	2 50
Nabisco 25c	2 50
Nabisco 10c	1 00
Nabisco	1 75
Festino	1 50
Rent's Water Crackers	1 40

## In bulk, per tin

Nabisco	1 75
Festino	1 50
Rent's Water Crackers	1 40

## CREAM TARTAR

Barrels or drums	33
Boxes	34
Square Cans	36
Fancy Caddies	41

## DRIED FRUITS

Evaporated, Choice bulk	09
Evaporated, Fancy pkg.	
California Apricots	13@15
Corsican Citron	16
Imported 1lb. pkg.	8 1/2
Imported, bulk	8 1/4
Peaches	
Muir's—Choice, 25lb.	7 1/2
Muir's—Fancy, 25lb.	8 1/2
Fancy, Peeled, 25lb.	15

## Lemon, American

Lemon, American	12 1/2
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
80-90 25lb. boxes	@ 7 1/2
70-80 25lb. boxes	@ 8 1/2
60-70 25lb. boxes	@ 9 1/2
50-60 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	1 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, broken pkg.	4 1/2

## Tapoca

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

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## FLAVORING EXTRACTS

Jennings D C Brand	
Terpeness Extract Lemon	
No. 1 F box, per doz.	75
No. 2 F box, per doz.	1 75
No. 3 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	4 40

## Valley City Milling Co.

Lily White	5 10
Light Loaf	4 60
Graham	2 00
Granena Health	2 10
Gran. Meal	2 00
Bolton Med.	1 90

## Voigt Milling Co.

Graham	4 30
Voigt's Crescent	5 10
Voigt's Flourloft	5 10
Voigt's Hygienic	4 30
Voigt's Royal	5 50
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	
Calla Lily	4 60
Worden Grocer Co.	
American Eagle, 1/4s	5 10
American Eagle, 1/4s	5 00
American Eagle, 1/4s	4 90

## Spring Wheat

Roy Baker	4 80
Golden Horn, family	4 75
Golden Horn, bakers	4 75
Wisconsin Rye	3 60
Judson Grocer Co.	
Ceresota, 1/4s	5 30
Ceresota, 1/4s	5 40
Ceresota, 1/4s	5 50

## Voigt Milling Co.

Columbian	4 80
Worden Grocer Co.	
Wingold, 1/4s cloth	5 45
Wingold, 1/4s cloth	5 35
Wingold, 1/4s cloth	5 25
Wingold, 1/4s paper	5 30
Wingold, 1/4s paper	5 25
Bakers' Patent	5 10

## Wykes &amp; Co.

Sleepy Eye, 1/4s cloth	5 40
Sleepy Eye, 1/4s cloth	5 30
Sleepy Eye, 1/4s cloth	5 20
Sleepy Eye, 1/4s paper	5 20
Sleepy Eye, 1/4s paper	5 20

## Meal

Bolton	4 20
Golden Granulated	4 40

## Wheat

New Red	93
New White	93

## Oats

Michigan carlots	45
Less than carlots	47
Corn	
Carlots	72
Less than carlots	75

## Hay

Carlots	17 00
Less than carlots	18 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 Acidu'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

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## HIDES AND PELTS

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
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## 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
3/4 pt. in bbls., per doz.	16
8 oz. capped in bbls.	18

## MAPLEINE

2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75

## MINCE MEAT

Per case	2 85
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## MOLASSES

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
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## 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

## Pitted (not stuffed)

14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25

## Queen, Mammoth, 19

oz.	4 25
Queen, Mammoth, 28	
oz.	5 75

## Olive Chow, 2 doz. cs.

per doz.	2 25
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## PICKLES

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	3 50

## 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. 88, Golf, satin fin.	2 00
No. 808, Bicycle	2 00
No. 632, Tourn't whist	2 25

## POTASH

Babbitt's, 2 doz.	1 75
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## 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
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## Lard

Pure in tierces	11 1/2@12
Compound Lard	8 1/2@9
80 lb. tubs	advance 1/4
60 lb. tubs	advance 1/4
20 lb. tubs	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
8 lb. pails	advance 1/4

## Smoked Meats

Hams, 12 lb. av.	19 1/2
Hams, 14 lb. av.	19 1/2
Hams, 16 lb. av.	15 1/2@16
Hams, 18 lb. av.	16 1/2@16 1/2
Ham, dried beef	
sets	29 @30
California Hams	12 @12 1/2

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## 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@2
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## SPECIAL PRICE CURRENT

12	13	14
Scrapple, 5c pkgs. .... 48 Sure Shot, 5c 1-6 gro. 5 76 Yankee Girl Serp, 2oz. 5 76 Pan Handle Serp, 1/4 gr. 5 76 Peachy Scrap, 5c .... 5 76 Union Workman 2 1/4 6 00  <b>Smoking</b> All Leaf, 2 1/4 & 7 oz. 30 BB, 3 1/2 oz. .... 6 00 BB, 7 oz. .... 12 00 BB, 14 oz. .... 24 00 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 1/4 oz. .... 6 00 Big Chief, 16 oz. .... 30 Bull Durham, 5c .... 11 52 Bull Durham, 10c .... 17 28 Bull Durham, 8 oz. .... 6 72 Bull Durham, 16 oz. .... 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 76 Carnival, 1/2 oz. .... 39 Carnival, 16 oz. .... 40 Cigar Clip'g. Johnson 30 Cigar Clip'g. Seymour 30 Identity, 3 & 16 oz. .... 30 Darby Cigar Cuttings 4 50 Continental Cubes, 10c 90 Corn Cake, 14 oz. .... 2 55 Corn Cake, 7 oz. .... 1 45 Corn Cake, 5c .... 5 76 Cream, 50c pails .... 4 70 Cuban Star, 5c foil .... 5 76 Cuban Star, 16 oz pails 3 30 Chips, 10c .... 10 79 Dills Best, 1 1/2 oz. .... 77 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 Four Dress, 1 1/2 oz. .... 72 Glad Hand, 5c .... 48 Gold Block, 10c .... 12 00 Gold Star, 50c pail .... 4 70 Gall & 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 1/4 oz. .... 50 Hazel Nut, 5c .... 5 76 Honey Dew, 10c .... 12 00 Hunting, 5c .... 38 I X L, 5c .... 6 10 I X L, in pails .... 8 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 .... 6 00 Nigger Hair, 10c .... 10 70 Nigger Head, 5c .... 5 40 Nigger Head, 10c .... 10 56 Noon Hour, 5c .... 48 Old Colony, 1-12 gro. 11 52 Old Mill, 5c .... 5 76 Old English Curve 1 1/2 oz. 96 Old Crop 5c .... 5 76 Old Crop, 25c .... 20 P. S., 8 oz. 30 lb. cs. 19 P. S., 3 oz. per gro. 5 70 Pat Hand, 1 oz. .... 63 Patterson Seal, 1 1/2 oz. .... 48 Patterson Seal, 3 oz. .... 96 Patterson Seal, 16 oz. 5 00 Peerless, 5c .... 5 76 Peerless, 10c cloth .... 11 52 Peerless, 10c paper .... 10 80 Peerless, 20c .... 2 04 Peerless, 40c .... 4 08 Plaza, 2 gro. cs. .... 5 76 Plow Boy, 5c .... 5 76 Plow Boy, 10c .... 11 40 Plow Boy, 14 oz. .... 4 70 Pedro, 10c .... 11 93 Pride of Virginia, 1 1/2 77 Pilot, 5c .... 5 76	Pilot, 7 oz. doz. .... 1 05 Pilot, 14 oz. doz. .... 2 10 Prince Albert, 5c .... 48 Prince Albert, 10c .... 96 Prince Albert, 8 oz. .... 3 84 Prince Albert, 16 oz. .... 7 44 Queen Quality, 5c .... 48 Rob Roy, 5c foil .... 5 76 Rob Roy, 10c gross .... 10 52 Rob Roy, 25c doz. .... 2 10 Rob Roy, 50c doz. .... 4 10 S. & M., 5c gross .... 5 76 S. & M., 14 oz. doz. .... 3 20 Soldier Boy, 5c gross 5 76 Soldier Boy, 10c .... 10 50 Soldier Boy, 1 lb. .... 4 75 Sweet Caporal, 1 oz. .... 60 Sweet Lotus, 5c .... 6 00 Sweet Lotus, 10c .... 12 00 Sweet Lotus, per dz. 4 35 Sweet Rose, 2 1/4 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 80 Tom & Jerry, 3 oz. .... 76 Trout Line, 5c .... 5 9c Trout Line, 10c .... 11 0c Turkish, Patrol, 2-9 5 76 Tuxedo, 1 oz. bags .... 48 Tuxedo, 2 oz. tins .... 96 Tuxedo, 20c .... 1 90 Tuxedo, 80c tins .... 7 45 Twin Oaks, 10c .... 96 Union Leader, 50c .... 5 10 Union Leader, 25c .... 2 60 Union Leader, 10c .... 11 52 Union Leader, 5c .... 6 00 Union Workman, 1 1/2 10 80 Uncle Sam, 10c .... 10 80 Uncle Sam, 8 oz. .... 2 25 U. S. Marine, 5c .... 5 76 Van Bibber, 2 oz. tin 48 Velvet, 5c pouch .... 96 Velvet, 10c tin .... 3 84 Velvet, 8 oz. tin .... 7 68 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 1/4 oz. .... 5 76 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  <b>TWINE</b> Cotton, 3 ply .... 26 Cotton, 4 ply .... 26 Jute, 2 ply .... 14 Hemp, 6 ply .... 13 Flax, medium .... 24 Wool, 1 lb. bales .... 9 1/2  <b>VINEGAR</b> White Wine, 40 grain 8 1/2 White Wine, 80 grain 11 1/2 White Wine, 100 grain 13 Oakland Vinegar & Pickle Co's Brands. Highland apple cider .18 Oakland apple cider .13 State Seal sugar .... 11 Oakland white pickling 10 Packages free.  <b>WICKING</b> No. 0, per gross .... 30 No. 1, per gross .... 40 No. 2, per gross .... 50 No. 3, per gross .... 75  <b>WOODENWARE</b> <b>Baskets</b> 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  <b>Butter Pates</b> 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	4 1/2 inch, 5 gross .... 65 Cartons, 20 2 1/2 doz. bxs 70 <b>Egg Crates and Fillers</b> Humpty Dumpty, 12 dz. 20 No. 1 complete .... 40 No. 2, complete .... 28 Case No. 2, fillers, 15 sets ..... 1 35 Case, medium, 12 sets 1 15  <b>Faucets</b> Cork lined, 3 in. .... 70 Cork lined, 9 in. .... 80 Cork lined, 10 in. .... 90  <b>Mop Sticks</b> 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  <b>Pails</b> 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  <b>Toothpicks</b> Birch, 100 packages .... 2 00 Ideal .... 85  <b>Traps</b> Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes .... 65 Rat, wood .... 80 Rat, spring .... 75  <b>Tubs</b> 20-in. Standard, No. 1 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  <b>Washboards</b> 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 60 Good Enough .... 3 25 Universal .... 3 15  <b>Window Cleaners</b> 12 in. .... 1 65 14 in. .... 1 85 16 in. .... 2 30  <b>Wood Bowls</b> 13 in. Butter .... 1 75 15 in. Butter .... 2 50 17 in. Butter .... 2 75 19 in. Butter .... 7 50  <b>WRAPPING PAPER</b> Common Straw .... 2 Fibre Manila, white .... 3 Fibre Manila, colored 4 No. 1 Manila .... 4 Cream Manila .... 3 Butchers' Manila .... 2 1/2 Wax Butter, short c't 10 Wax Butter, full count 15 Wax Butter, rolls .... 12  <b>YEAST CAKE</b> Magic, 3 doz. .... 1 15 Sunlight, 3 doz. .... 1 00 Sunlight, 1 1/2 doz. .... 50 Yeast Foam, 3 doz. .... 1 15 Yeast Foam, 1 1/2 doz. 58  <b>AXLE GREASE</b> Mica 1 lb. boxes, per gross 9 00 3 lb. boxes, per gross 24 00  <b>BAKING POWDER</b> Royal 10c sixe .. 90 1/4 lb cans 1 35 6 oz. cans 1 90 1/2 lb. cans 2 50 3/4 lb cans 3 75 1 lb cans 4 80 3 lb cans 13 00 5 lb cans 21 50

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CIGARS  
Johnson Cigar Co.'s Brand

S. C. W., 1,000 lots .... 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 .... 85  
 Pilot

TEA

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

COFFEE

Roasted  
 Dwinell-Wright Co's B'ds



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

16

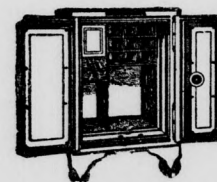
Royal High Grade .....  
 Superior Blend .....  
 Boston Combination .....  
 Distributed by Judson  
 Grocer Co., Grand Rapids;  
 Lee & Cady, Detroit; Symons Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fliebach Co., Toledo.



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

Lutz Bros. &amp; Co.

Acme, 30 bars, 75 lbs. 4 00  
 Acme, 25 bars, 75 lbs. 4 00  
 Acme, 25 bars, 70 lbs. 3 80  
 Acme, 100 cakes .... 3 20  
 Big Master, 100 blocks 4 00  
 German Mottled .... 3 15  
 German Mottled, 5 bx. 3 15  
 German Mottled, 10 bx. 3 10  
 German Mottled, 25 bx. 3 05  
 Marseilles, 100 cakes .. 6 00  
 Marseilles, 100 cks. 5c 4 00  
 Marseilles, 100 ck toll 4 00  
 Marseilles, 1/2 box toll 2 10

Proctor &amp; 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 ss ..... 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  
 Pearlina ..... 3 75  
 Soapine ..... 4 00  
 Raubitt's 1776 ..... 3 75  
 Roseline ..... 3 80  
 Armour's ..... 3 70  
 Wisdom ..... 3 80

Soap Comounds

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

Scouring

Enoch Morgan's Sons

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

## 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 B-C.

## 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 B-C-1.

## 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 B-C-2.



## American Seating Company

218 S. Wabash Ave., Chicago

Grand Rapids New York Boston Philadelphia



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

## BUSINESS CHANCES.

For Sale—Stock of general merchandise, consisting principally of shoes, groceries, dry goods and hardware. Inventorying about \$4,500. Will sell or rent real estate, as purchaser desires. R. J. Cleland, Trustee, Grand Rapids, Mich. 730

Grocery—For sale; no trades; grocery and meat business in good county seat town in Nebraska; annual sales, over one hundred and fifty thousand dollars; best opportunity in the state for a live man. C. M. Taylor, Columbus, Neb. 728

For Sale Cheap—960 acres of the finest spruce in the state of Colorado, fourteen miles from Boulder; also a solid section of oak timber in Sharpe County, Arkansas. N. Emerson, 703 Metropolitan Life Bldg., Minneapolis, Minn. 727

H. Tangeman & Co., business investment brokers, 502 Lyric Bldg., Cincinnati, O. Want to buy a business? Want to sell a business? Always a square deal. 726

For Sale—Clean stock dry goods and millinery. Invoice about \$2,000. Address 725, care Tradesman. 725

Merchants Right Now! Time flies; look forward, not backward. Sales of every description. Gigantic money raising, reduction, dissolution, removal, publicity and closing out sales. Conducted by A. B. Clooney & Co., Progressive Merchandise Salesmen, 908 Great Northern Bldg., Chicago. 724

For Sale—First-class stock of hardware, inventorying about \$5,000. Strictly staple. Old established business at Cadillac, Michigan. Will sell the stock and rent the store building or will sell stock and store building to suit purchaser. R. J. Cleland, Trustee, Grand Rapids, Mich. 729

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

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

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—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

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

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

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

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

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

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 Wals 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

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

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—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

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

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

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

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, 23 W. Jackson Blvd., Chicago. 448

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

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

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

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

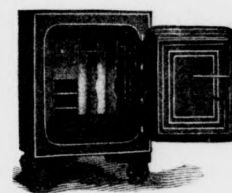
## HELP WANTED.

Wanted—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

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

## Safes That Are Safe



### SIMPLY ASK US

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

### SAFE SAFES



Grand Rapids Safe Co.

Tradesman Building

## 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



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, Dec. 29—Learn one thing each week about Detroit: In 1880 Detroit's manufacturing capital was \$15,000,000. To-day it is \$210,000,000—and next year this figure will be surpassed.

Learn one thing each week about Grand Rapids: The population of Grand Rapids is 112,571, a few of whom wear leather shoes.

Bert Woodley, department manager for Edson, Moore & Co., was presented with a Christmas gift in the shape of a bouncing, screeching baby girl. The stork, acting for Santa Claus, left its little burden at Bert's home Christmas eve. Father, mother and babe are all doing well and are happy at this writing.

Jack Blitz, who represents Johnson & Johnson, of New Brunswick, Pa., spent a few days with his parents in Louisville, Ky., last week. Jack, however, managed to be back in Detroit for the day of days—or rather we should say the night or nights—December 30. On this date and on that evening Jack celebrated in real old-fashioned New Year's style the ninth anniversary of his wedded life. Jack, who happens to be about as fine a specimen of an all around good fellow, as will be found anywhere, says he doesn't mind married life half as much as some fellows do because he is home only half the time. We wish to extend our best wishes to Mr. and Mrs. Blitz and particularly wish to congratulate Mrs. Blitz for her diplomacy in living with Jack so many years and keeping him in such a happy frame of mind all that time.

We wish to inform Gabby Gleanings that we did not break our ribs—the other fellow did it.

T. N. Thomson, who represented Hood, Foulkrod & Co., of Philadelphia, for a number of years—or, to be more explicit, for fifteen years—previous to their liquidation, has accepted a position with Burnham, Stoepel & Co. and will represent the wash goods and dress goods departments for that concern.

At least we remembered all of the Detonation readers for Christmas—we gave them our address.

Sam Moyer, formerly of the Boston Store, Milwaukee, has taken entire charge of the ladies ready-to-wear department of Goldberg Bros. This department occupies the entire sixth floor of the new Goldberg store building.

Gard Wallace informs us, through the medium of the U. S. mails, that he watched Charlie Graham, the stalwart Western Michigan representative for Standart Bros., do some Christmas shopping that impelled him to believe that Charlie does not always intend to remain a bachelor. Well, Gard, what of it? Don't you know that Hoyle says there's one born every minute?

Miss Cornie Maud Henkel, daughter of Henry Henkel, of Henkel Bros., Niles, has gone to Florida to spend the winter. Miss Henkel has been in rather poor health and it is hoped the trip will cause her to recuperate. Mr. and Mrs. Henkel have the earnest wishes of their many friends and the Tradesman that their daughter will return to Niles as chipper as ever.

Jim Siminon, clothier and chicken fancier of Bancroft, says that some people's only idea of justice is when the verdict goes the way they want it.

Not generally known that 3,000 men are employed in the Detroit stock yards. And all of the Detroit hogs are not kept in the stock yards.

Thirteen hundred salesmen, managers and manufacturers listened to probably one of the greatest speakers in the country to-day on the subject of salesmanship, advertising and mer-

chandising, at a banquet given by the wholesalers department of the Board of Commerce on Monday night. Intermingled with his wonderful logic, Herbert N. Casson, the speaker, kept the entire audience in an uproar with epigrams that would have made Ezra Kendall look dry in comparison. Another speaker who captured the hearts (and ears) of the large crowd was Rev. S. M. Rice, of the North Woodward M. E. church. Speaking of Dr. Rice, Mr. Casson said he would have made a grand salesman—so good, in fact, that he could sell automobiles made in Indianapolis. As a grand finale for the evening, every man present pledged himself to increase his sales \$30 a day during 1914, which from the crowd present means an increase in business to Detroit of \$10,000,000.

C. K. Donnellson, who has been making his home in Chicago for the past few years, has accepted a position with the Allen, Boyce Co., manufacturer's agent of ladies ready-to-wear garments. Mr. Donnellson is a former Michigan boy and is very well known about the State. He will cover Northern Michigan territory.

General C. R. Hawley, proprietor of three large department stores—two in Bay City and one in Alpena—was a Detroit visitor last week. General Hawley is looked upon by many of the local houses as Michigan's business barometer. His frequent visits to Detroit are a sure indication of good business conditions.

Detroit Council, No. 9, will give the third of its series of winter dances next Saturday night. Owing to the success of the dances held in the past, a large crowd is anticipated. U. C. T. members are requested to invite their friends.

Joe Major, arrested for exceeding the speed limit in Grand Rapids! In Detroit, Joe, they get pinched if they don't.

In views of the fact that we have given the outlying stores special mention for well decorated interiors and windows, it would be doing Kuhn & Young, who conduct a dry goods store at 391 Catherine street, an injustice to overlook their splendid holiday window. We wish to congratulate them on the many favorable comments passed.

We earnestly believe in attractive windows for a store, as we do in a man being well dressed. The window display to the store is what clothes are to a man and cause the same impression.

It is hard work for some people to live without working.

Gabby Gleanings always writes Safety First last.

No, we are not related to the Benton Harbor leper. Our only afflictions are hook worm and being married.

Among some of the prominent merchants to visit Detroit last week were: H. Church, Pontiac; C. A. Goodenow, Howell; Mr. Frankenstein, Adrian; V. R. Hall, Port Huron; Meek & Wirth, Clio; Mr. Ritchie, Wm. Barie Dry Goods Co., Saginaw; Geo. Kelley, Twining; Herman Stark, Hancock, and E. B. Fuller, Montrose.

Merry Musings is getting better every week and—growing, too. Slow, but sure.

Last week's Chirpings from the Crickets stated that "O. J. Wright is busy building a house." Well, Guy, that would keep most fellows busy.

Herbert Casson said that God gave man a head containing a brain that could go like lightning, but gave us a pair of legs that could go but four miles an hour. In most cases we presume the distinguished Mr. Casson's statement is correct, but it evolved upon John A. Garrow, who assists the beef trust by operating a meat market in Cheboygan, to make those four mile legs look like piston rods on a locomotive running about eighty miles an hour. To make a long story short, John and his friend,

Jimmie Duffin, went hunting a short time ago and during the day the two separated. During John's rambles he came face to face with a bear. An automobile would have been left in the distance after he got fairly started.

It isn't necessary to attend a banquet to promise to increase your sales for the new year. Resolve now and set your figure.

A successful man is never lazy and a lazy man is never successful.

C. W. Houser, who has been making his headquarters in Traverse City, where he has been representing the National Cash Register Co., has been transferred to the Detroit office and will work the adjacent territory.

Glen Lavin, who has represented Burnham, Stoepel & Co. for the past twelve years, has left for his new home in Los Angeles, Calif.

Grank Carten was in Detroit this week in the interest of the T. A. Carten department store, at Ionia.

Lots of fellows refuse to drink a drop—more.

"On the other hand," says Georgie Mack, of Scottville, "a fellow pays for the whiskey—the headache is gratis."

Big snakes from little bottles grow.

Which leads us to remark: Don't ride on the water wagon if it goes over stone roads. The fall is too hard.

A Happy and Prosperous New Year!  
James M. Goldstein.

## Special Features in the Grocery and Produce Market.

Special Correspondence.

New York, Dec. 27—So far as the coffee trade here is concerned no regret is felt over the fact that the year is over. It has been a soul-depressing experience which many of them have passed through and the losses in case of some of the big firms have run into the millions, while the smaller concerns have suffered accordingly. There is a variety of opinion as to the future, but, come what may, the year 1914 can't equal the season just closing for depressed markets. At the close Rio No. 7 coffee is quoted in an invoice way at 9½¢, with practically no business being done. Jobbers are apparently well stocked up and little change in conditions is looked for until the turn of the year anyway, and even then nothing startling is anticipated. In store and afloat there are of Brazilian coffee, 1,987,650 bags, against 2,520,413 at the same time a year ago. A small amount of trade has been done in milds, but quotations are unchanged. Good Cucuta, 13½¢.

The sugar market closed from Wednesday night until Monday and thus half a week has been knocked out. There is simply a midwinter call for sugar and this at best amounts to very little. Standard granulated, 4.20¢.

Stocks of teas are very light and growing more so all the time. Statistically, the position is firm and the new year ought to see a pretty active trade at some time during its course. If general business shows any revival teas will surely have an inning. Demand at the moment is for very small lots.

Rice, both here and at Southern points, is said to be dull and easy. Supplies coming in are not of excellent quality in many cases and the better Honduras sorts are, in consequence, being more called for. Fair to good domestic, 4¼¢@5¢; Patna, 5½¢.

A steady but small volume of business day by day is reported in spices and the situation rather favors the seller. Prices are well sustained. Singapore pepper, 11¼¢ and Singapore white pepper, 18¼¢@18½¢.

The weather has been too unseasonable for activity in the molasses trade until within the last two days of the week. Stocks are fairly large, but without over abundance. Good to

prime Centrifugal is unchanged at 35¢@40¢. Syrups are unchanged.

Canned tomatoes linger around 65¢ and, while sellers are loath to accept that quotation, buyers are equally unwilling to pay more and the market shows little life. When orders are sent in they are for small lots and both sides seem willing to wait and see what will turn up after the new years sets in. It is said that some large sales of Wisconsin peas have been made 100,000 cases, some say. For string beans and, in fact, for all other goods on the list there is a very quiet movement.

The highest grades of butter are firm and the demand has been sufficiently active to prevent any accumulation. Creamery specials, extras, 36½¢@37½¢; firsts, 30¢@34¢; held, 32¢@33¢; process, 24¢@25¢; imitation creamery, 22½¢@23½¢; factory, 20¢@22¢.

Cheese are firm. Best New York State, whole milk, 17¢; Wisconsin, 16½¢.

Eggs are firm for top grades and the cold wave will serve to keep them at full rates. The greater part of Western stock will range around 35¢@40¢, with some up to 43¢@45¢ and a good supply at 31¢@32¢. Refrigerator, 30¢@31¢.

## Effectual Weapon To Use on Mail Order Houses.

Grand Rapids, Dec. 30—A correspondent of the Daily Artisan-Record, John R. Clark, of Los Angeles, Calif., has offered a practical suggestion in regard to fighting evils of the mail order business, which you are at liberty to use in the Tradesman if you so desire.

Mr. Clark formerly resided in Grand Rapids and married his wife here. He is now employed as buyer for Barker Bros., of Los Angeles, the largest dealers in furniture on the Pacific Coast.

Mr. Clark calls attention to the fact that the mail order business is fraudulent in this respect: "Most of the goods advertised are misrepresented in the illustrations and descriptive matter employed in their catalogues. This fact has been proven many times. I need not mention in detail the prosecutions that have been successfully undertaken by the Government to punish fraud in the use of the mails."

Mr. Clark suggests that all printed matter for mail order houses be examined and comparisons made with goods sold as the result of such representation. With the co-operation of merchants in all lines of trade the mail order houses will be compelled to go out of business or conduct their business honestly. Is there any reason why honesty should not prevail in the mail order, as well as in other lines of business? The permanent retirement of the mail order houses in the mercantile field would work no hardship on the manufacturers. As many goods would be sold without the assistance of such houses as are now sold with it.

A. S. White.

## BUSINESS CHANCES.

Bennett typewriter, \$18, smallest perfect typewriter made, over 35,000 sold. Bennett Typewriter Co., 148 Monroe Ave., Grand Rapids, Mich. 731

Harness and saddlery business for sale; doing \$10,000 yearly; in good town; no opposition. J. K. Dooley, Burns, Kan. 732

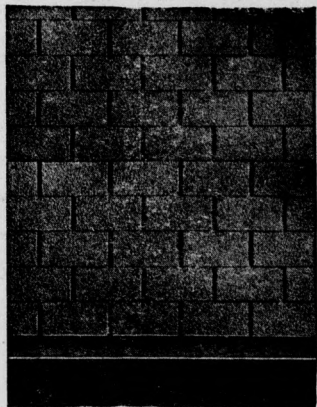
For Sale—\$1,000 cash takes good pool and lunch room. Good location. Best reasons for selling. Clemens & Costerline, 204 E. Michigan Ave., Lansing, Mich. 733

\$1 for complete book of formulas and instructions on the manufacture of interior, exterior decorations, sanitary flooring, tile work, artificial marble, garden furniture. Mixing and casting concrete, plaster, marble dust, soft metals, composition, etc. Elastic and rigid mould making, stuccoing, coloring and gilding. We supply all materials for manufacturing these products. Write for illustrated circular, showing 200 art casts. Alberts Mfg. Co., 441 Wythe Ave., Brooklyn, N. Y. 734



## Reynolds Flexible Asphalt Shingles

HAVE ENDORSEMENT OF LEADING ARCHITECTS



Reynolds Slate Shingles After Five Years Wear

Fire Resisting

Fully Guaranteed



Wood Shingles After Five Years Wear

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

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

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

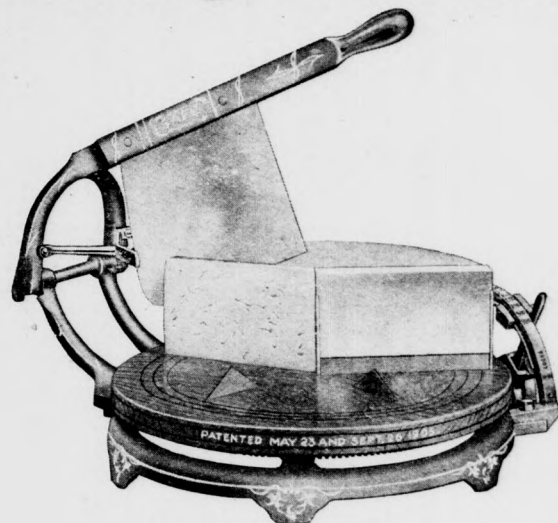
## IMPERIAL BRAND

Spraying  Compounds  
Largest Line Superior Quality

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

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

## 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.

# Use Your Head Instead of Your Shoulders

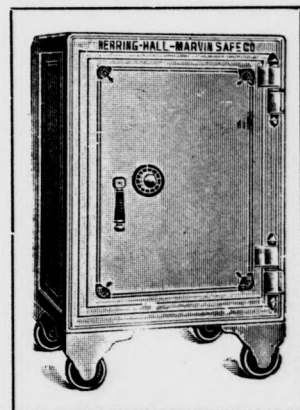


"Many a man goes through life with his shoulder at the wheel, who would have gone farther and with much less friction had he hitched his head to the tongue."—W. L. Brownell.

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

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

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



**GRAND RAPIDS SAFE CO.** Tradesman Bldg., Grand Rapids, Mich.



## A Very Important Matter

THE purchase of store equipment is one of the most important things you can do as a business man. It is a matter that comes up but a few times in your career—and has a direct bearing on your success.

**THE *Wilmarth* LINE**  
THE CASE WITH A CONSCIENCE

offers you the best in store equipment, at a reasonable price. We consider "price" secondary to other matters, but our big factory output takes care of that. A most important thing, to you, is our wide experience and big organization. We have special catalogues for many lines and will gladly send you the one you are interested in.

**WILMARTH SHOW CASE CO.,**  
1542 Jefferson Avenue,  
Grand Rapids, Mich.

New York—732 Broadway  
Boston—21 Columbia St.  
Pittsburgh—House Bldg.  
Chicago—233 W. Jackson Blvd.  
St. Louis—1118 Washington Ave.



## CERESOTA

Is a GUARANTEED

## Spring Wheat Flour

Made in Minneapolis

A Short Patent Flour Especially for  
Family Trade

Costs a Little More—But Worth It

We Have Sold This High Quality Flour  
for Twenty Years

Always Uniformly Good

**JUDSON GROCER CO.**

The Pure Foods House  
GRAND RAPIDS, MICHIGAN

ASK YOUR JOBBER FOR

# Hart Brand Canned Foods

HIGHEST QUALITY

Our products are packed at five plants in Michigan, in the finest fruit and vegetable belts in the Union, grown on lands close to the various plants; packed fresh from the fields and orchards, under highest sanitary conditions. Flavor, Texture, Color Superior.

*Quality Guaranteed*

The HART BRANDS are Trade Winners and Trade Makers

Vegetables:—Peas, Corn, Succotash, Stringless Beans, Pork and Beans, Pumpkin, Red Kidney Beans, Tomatoes, Spinach, Beets.

Fruits:—Cherries, Strawberries, Red Raspberries, Black Raspberries, Plums, Pears, Peaches.

**W. R. ROACH & CO., HART, MICH.**

Factories at

HART, KENT CITY, LEXINGTON, EDMORE, SCOTTVILLE.