

# MICHIGAN TRADESMAN

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Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, JANUARY 13, 1915

Number 1634

## Welcome to the New Year

With its joy and its grief the old year is gone,  
Leaving the world throbbing with sorrow and song;  
For centuries, where the old world led mankind,  
The pathway was marked by the smile divine.  
Science, education, religion, all combine,  
All nations to bring with peace into line;  
But the rancous growl of savage lust,  
For greed and graft, the all-world rust,  
Fills men's waning faith with decadence, distrust.  
The old year goes with savage moan,  
With mangled forms, the old world's strown.  
Millions of wives of husbands bereft,  
Millions of children doomed to distress.  
Millions of lives by battle snuffed out,  
Millions of hopes put forever to rout;  
Millions of joys by battles killed,  
Millions of wrongs by war distilled.  
And why, Old Year, such a record leave,  
The spirit of ages thus to grieve?  
"For thousands of years the wind was sown,  
Now reap the whirlwind, so fiercely blown,"  
The Old Year said, as he passed out of time,  
As the sun of the New Year began to shine.  
For greed and graft, the seed has been sown  
And the harvest is reaped in humanity's moan.  
To a well deserved rest the Old Year goes,  
Leaving the New a heritage of woes.  
Yes, the Old Year goes and the New Year comes,  
With anguish of heart and the beat of drums;  
But the flag of America, the world's great hope,  
Far flung appears on humanity's slope.  
It's the rainbow of promise of better days,  
For the world's great work for better ways.  
Then off with hypocrisy, and away with sham!  
Let's do for each other the best we can.  
America, of all lands, the better one,  
Upon which shines the effulgent sun,  
To rout disease, with health to bless,  
To cherish faith and love's caress.  
Old Year, goodbye; may the good you've done,  
Be a thousand times repeated in the newer one.

*D. E. McClure.*





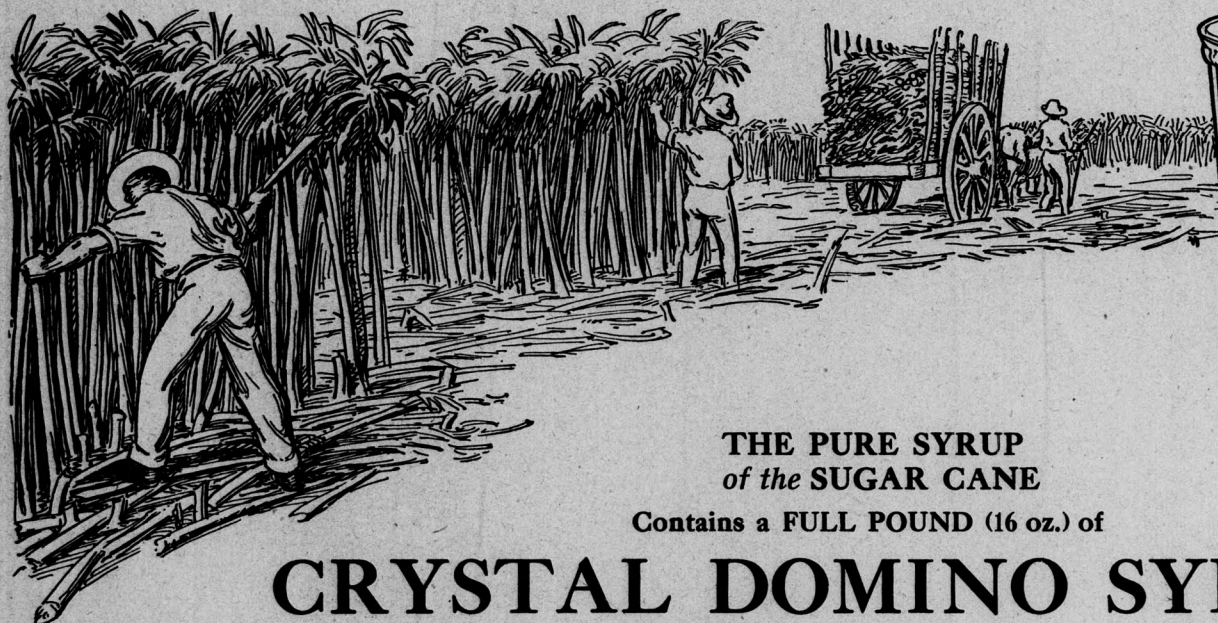
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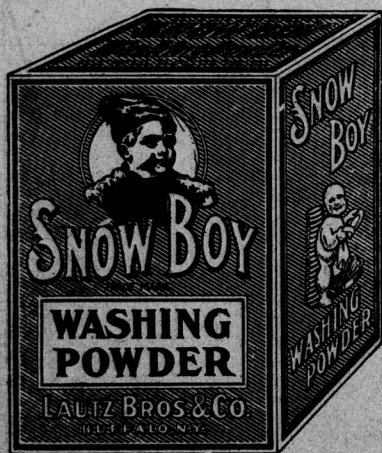
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 DEAL NO. 1402.



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## SILVER CELEBRATION.

### Mr. Withey's Long Relation With Michigan Trust Co.

One of the most delightful events of the season was celebrated last Saturday evening at the Kent Country Club, where business associates of Lewis H. Withey gathered in a sumptuous banquet to celebrate Mr. Withey's twenty-fifth anniversary as President of the Michigan Trust Company. It was a tribute of friendship and esteem to one of the sterling men of Grand Rapids who has put the trade mark of his probity and genius upon more than one great Grand Rapids enterprise.

The banquet was given by the officers and directors of the Michigan Trust Company in honor of their 25-year-old executive. Those who assembled about the hospitable board were men who are associated with Mr. Withey on various boards of different business institutions of the city or in the offices of the Michigan Trust Company. They gave the guest of honor such a reception as could leave no doubt as to the place he occupies in their regard and affections.

The guests present at the dinner were the following: M. S. Keeler, B. S. Hanchett, T. Stewart White, H. W. Curtis, J. A. Covode, Henry Idema, E. H. Foote, Edward Lowe, B. Wolf, R. S. Barnhart, C. H. Bender, J. C. Holt, C. H. Hollister, J. H. P. Hughart, William Judson, D. E. Waters, W. R. Shelby, W. D. Stevens, Frank Jewell, James F. Barnett, Carroll F. Sweet, John Duffy, W. H. Anderson, T. J. O'Brien, J. Boyd Pantlind, Henry Sullivan, E. Golden Filer, William H. Gay, W. W. Mitchell, Morris Cassard, C. S. Withey, N. F. Avery, John S. Lawrence, A. G. Dickinson, W. A. Watts, R. W. Irwin, A. H. Vandenberg, P. C. Fuller, Jas. E. Danaher, W. C. Winchester, W. F. Keeney, R. W. Butterfield, J. Kleinhaus, Chas. M. Wilson, Judge C. W. Sessions, J. W. Blodgett, E. D. Conger, S. A. Sears, E. D. Booth, L. G. Stuart, A. S. Musselman, Geo. Clapperton, Geo. Hefferan, E. W. Bliss, J. H. Schouten, F. D. Stevens, H. O. Probasco, A. C. Sharpe, W. H. Perkins, W. B. Willard, W. J. Miller, F. A. Gorham, B. P. Merrick, Guy C. Lillie, Charles A. Peck, Kalamazoo, Claude Hamilton.

After the menu had been thoroughly discussed the following feast of reason ensued:

The Toastmaster: (Mr. T. J. O'Brien) I have been informed, gentlemen, that I am expected to act as toastmaster. It is an ungrateful task and very seldom satisfies anybody. I have been present at several banquets of late where the toastmaster

made himself a nuisance by talking too much; he thought it was his business all the time to tell stories, and they were not of any value, and we got so we hated the sight of him. In case you arrive at that point-to-night with me, just make it known; there are plenty of things to throw at me and you can have the privilege. (Laughter.)

There is a custom in one of the Scandinavian countries, when a dinner has been given, the guests in passing out shake hands with the host or hostess and say the equivalent of thanks for a good dinner. The hostess replies always the same, "May it digest well." I have not much doubt in your case, because, as I look about me I am impressed with the fact that you are a particularly good looking lot of men around this table.

Voices: Hear, hear! Hooray, hooray!

The Toastmaster: I thought that I might appeal to some of you. As a matter of fact those who are least entitled to the compliment were the ones that cheered. (Laughter.)

A Voice: Now, will you be good. The Toastmaster: There are other reasons besides a good dinner why you should look happy and cheerful and healthy because I think it must be either good business as the year begins or, better yet, the occasion which brings you here to-night together. The occasion is an important and not a common one. Our honored guest of the evening is not often toasted in this way. He may have twenty-five more years of service with certainly this is the first anniversary certainly this is the first anniversary of that sort that he has had up to the present time.

I am informed upon good authority that he would like twenty-five years more. I believe you will all join me in the hope that his wish in that respect may be gratified. (Applause.)

I find a programme, to which of course we must be fairly well tied, in which passing over the first of it I find this sentiment: "Reminiscences of Lumber Days" and then plainly printed in red ink appears by way of quotation, "A story in which native humor reigns, is often useful, always entertains."

Of course, if I had a choice, I might do differently, but according to the printed record, I am tied to Mr. Stewart White. (Laughter.)

Mr. T. Stewart White: Gentlemen, I must say I am accustomed to being in red ink. (Laughter.) Every lumberman is. If not, they wouldn't be in that business; and if they are the unfortunate client of some lawyer, he is pretty sure to keep them in red ink. (Laughter.)

It seemed to me there was a good deal of hesitation in the toastmaster recommending me. He seemed to have some doubt about whether I ought to be here or not, and I must say that he hasn't any more doubt than I have.

I was entirely surprised at the number of this gathering. I supposed it was to be one of just the officers of the Michigan Trust Company and I had prepared several lines of grills for our worthy President that I will have to, perhaps, omit just now.

Voices: Don't do it. No, no. Keep them for the next meeting.

Mr. White: If I am to be confined to Reminiscences of Lumber I must

say our experience has been very varied. Perhaps I can look back as many years as most of our confreres here. Mr. Withey is one of my contemporaries and I can scarcely remember when it was that we first met. I have an idea that it was under the supervision of some of our relatives or friends, so that we extended the right hand of fellowship instead of the left hand of trouble. He might insinuate that he would see me outside afterwards, at any rate he did. I have known him a great many years. He is a man of very peculiar characteristics. (Laughter.) He reminds me of George Ade's description of a badger. He says a badger is a persevering animal and obdurate. I have had occasion to recognize that fact. (Laughter.)

His father, also, I remember started out to bring him up as all of us youngsters were brought up in those days, to be inclined towards the church. It is related, although I will not state this for a fact, because I was not there, although I would like to have been, his father started in to teach him to ask a blessing at the table and, of course, he, as usual, objected. (Laughter.) His father was a block of which he was the chip; he insisted, and finally it resulted in this that he said, "Oh, Lord have mercy on these victuals." (Laughter.) I believe that he was sent down to Olivet to carry out his religious education. At that time, in order to illustrate the peculiar tenacity of purpose which was his characteristic through life, he was taken with the nose bleed and it was quite a desperate case. The doctor finally plugged up the nose and told him that the plug must not be removed or he would bleed to death. In the meantime he had telegraphed his father to come down and his father was on the way. He became a little restive and said, "You take that plug out." The doctor said, "You will die." "I don't care, take that plug out." The doctor said, "No, sir, I will not." "You give me those pincers on the table, I will pull it out." "No sir, I will not do it." He reached under his pillow and drew out a revolver: "Hand over those pincers." The doctor said, "Here are the pincers." He just got hold of the plug, the door bell rang, he waited to see who it was and in walked his father. He arrived at that time to interrupt his religious education. He thought he was more adapted for a lumberman. I thought so for myself. He found a bankrupt concern, which could easily be discovered in those days because most of them were, or going to be, and I also discovered one that I could buy out for \$1,200 down. I didn't have twelve hundred cents, but at any rate that was no obstacle in those days. I made the agreement and borrowed \$1,200 for a year and made a down payment on the mill and stock of logs. It shows how far a dollar would go in those days. Mr. Withey—I don't know how much he paid down or his father paid down—took the mill next to me, so we started in, together with Mr. Hodenpyl. The inside secrets of the financial arrangements in those days you know are probably confined to our own private books, but at any rate we pulled through some way, whether the other fellows did or not, and after a few years we graduated. Mr. Withey wanted to become a financier; Mr.

Hodenpyl also had an itching in that direction, because they had discovered that financiers had money and the others borrowed it. The money came from somewhere, so they organized a Trust Company. They came around to me and I said that is just the company I have been looking for for a great while; if there is anything that will trust, why I am in it; so I borrowed \$5,000 and put in and they also probably borrowed \$5,000 or more and put in and started this company in a little bit of a peanut stand, set up the system, whatever it was. At any rate I thought it was about time that I borrowed; my \$5,000 came due; I thought I might as well strike for tea. Well probably Lew had borrowed all the rest there was and I didn't get any. I was in it and I have been in its ever since. From that small beginning has grown what our grand contemporary, William Savidge—he was born about that time or soon after—describes as the "massive fortress of finance." All this has a great deal to do with lumbering, because lumbering now has resolved itself into a condition of finding some man who wants to sell a tract of timber. Very few of them that do; then finding some man who doesn't know so much about timber as he does; then having that estimated, as you know, liberally, then multiplying that by three, and then perhaps adding about 25 per cent; then issue stock; then bond for a few millions more than that, preferred stock and common stock, then it is all easy. Mr. Withey has graduated into that high phase of the lumber business. Mr. Danaher and myself were so unfortunate as to have got the timber. We won't go any further, because it might interfere with our bonding. (Laughter.)

In the old days when our plank walks looked like porous plasters and the main trend was up Canal street to 300. (Laughter.) I didn't suppose there were any of these young men here who would understand. I might as well say it was up where Mate Elliott was "Queen of the May." That is when the rear drive came down, the boys were paid off; we generally paid them a dollar a month and store pay; what they had left you know was dissipated in riotous living and a few other things; and afterwards, the Trust Company. That is where the circle of finance came in. (Laughter.)

So, gentlemen, the place has grown. The log running is a thing of the past. The Honorable Judge here was not on earth in those days or else I would have had trouble with him. Sunday was a day that processes did not serve. They had the city attorney serve an injunction from the Honorable Court which enjoined us from "running logs on Grand River and its tributaries." We had about 200 rivermen and they had about fourteen policemen. Why, it didn't work; we got the logs over and it was a little uncertain in those days as to whether the Court had the authority or not until the drive went down. Then we had to settle up. (Laughter.) But seriously, gentlemen, to look back at the days—I will go back to a day I can cite as illustrative of the way banking was done, that is the Old National Bank's predecessor. A published report in the Democrat in those days gave their bills receivable as they called them, or bills discounted at



\$33,000. That was the amount they had loaned; past due and under protest \$27,000. (Laughter.) As I said then I presumed the only reason the other \$6,000 was not under protest was because it was not due. (Laughter.) In those days it depended upon a notice of protest to know whether you had a note out and where it was.

Now, as I say when I went into the Trust Company it was simply a matter of starting an institution that I knew nothing about in those days, except borrowing money. It started in a small way. It was started by men who had the ability as we all know, Mr. Withey, Mr. Hodenpyl and Mr. Hardy, or at least Mr. Withey and Mr. Hodenpyl—Mr. Hardy was their assistant, and we all know where they stand to-day. As I looked around here to-night, I said to Mr. Shelby, "Really, this is a revelation to me." There is scarcely a man in this gathering whom I don't know, and know his career from a child up. They may think I do not, because they only see me occasionally, but I say that every man of my age knows every young man, what he is doing, what his reputation is, what his career is and where we think he will land. Now that is something that a young man seldom thinks of, but the old heads like myself, place you everywhere, and you have your standing, and you have your reputation, according to our judgment. Now Mr. Withey, we know what he has done, we know where he is now. There is no need for anyone to state it; he has made a grand success of his life. He is in a business that he likes; he is one that we have every confidence in, and that is everything. A man's reputation is all there is left to him when he arrives at our age. (Applause.)

The Toastmaster: I often stop to think and I hope you will think, if you have not already done so, as to the almost phenomenal growth and prosperity of our city, why it should have happened, who helped make it so, what there was in conditions that made it possible, because if you reflect a moment everything was against it. The railroads which the State undertook and the companies afterwards finished went far south of us, at least fifty miles. We were not on the lake and we were not on a really navigable river. It may have done for Mr. White's logs, but that was once a year and then was finished, and there were injunctions trailing down the river after him. Yet as early as 1848, 1849, and 1850, people were leaving the Southern part of the State where the railroad had already been constructed, Ann Arbor, Jackson, Kalamazoo, to come to Grand Rapids. I never have been able yet to understand why it was so. To be sure we had what was then perhaps a beckoning opportunity in the way of water power, but it was small and unimportant, and yet the people came, so that in 1860 we had a semi-weekly newspaper and 6,000 people.

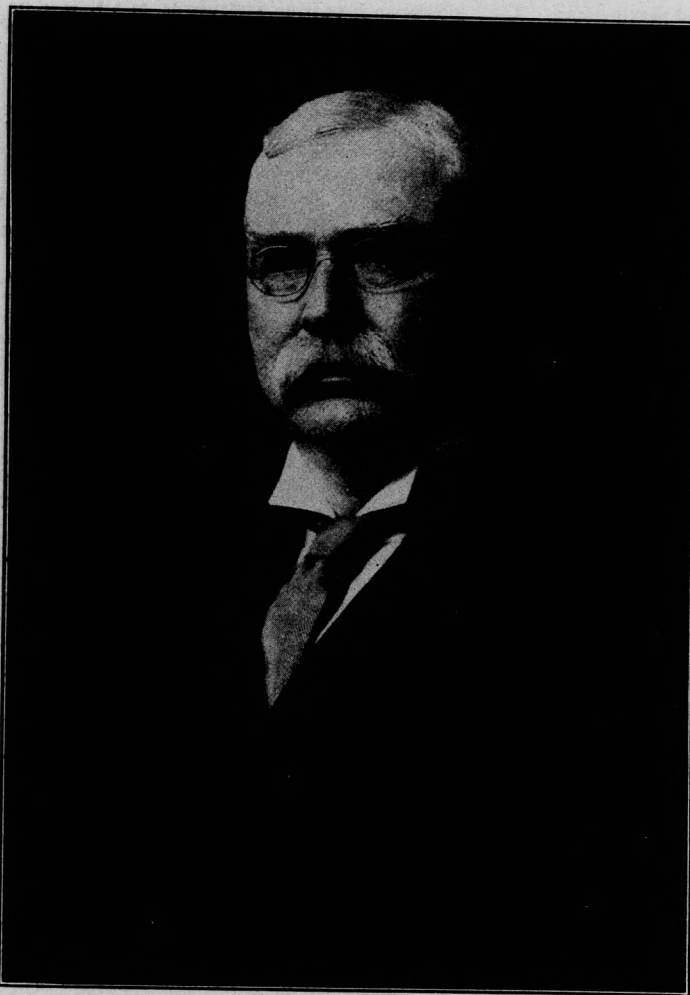
That was more, I think, than other towns in the State had which had a better opportunity and more advantages. There was no railroad here until 1857 (the people came by stage from the South) the first being the Detroit & Milwaukee, or Grand Trunk, a mighty poor railroad at that, and here the people came and went by way of stage coaches to Battle Creek and to Kalamazoo and so on. I would like you to resolve yourselves, one of these days, into a committee and make a report as to what act of Providence, what conditions, were present, to have made this city. To be sure, we can say, as the Chicago people might say, that it was due to the inhabitants—and so in large measure it was. The most of you gentlemen who are here to-night may be credited with a part of the work. You represent at this moment the active business of the community, and without you I don't know what would

become of our city; but here it is, a town of 125,000 people, with every evidence of growth and prosperity. I am proud of our city as a place of residence, as a place of business, as a place where friends are made and kept.

I have here some telegrams that perhaps it would be well for me at this juncture to read; they are appropriate to the occasion. The first I hold in my hand is from Oyster Bay and is directed to our distinguished guest of the evening.

"Bully for you to have been President twenty-five years. I wanted to be President that long and tried to be, but could not, so you have my best wishes. Will try again in 1916 and know you will support me." It is not necessary to read the signature to that telegram. Theodore Roosevelt.

Here is one from Manistee: "Mr. Lewis H. Withey, Grand Rapids.



MR. LEWIS H. WITHEY

Congratulations on your twenty-fifth birthday. Although I don't like your Company, I intended to make you my executor until your bond man suggested that the best way for me to settle my estate would be to put all my property in a certified check and swallow it." (Laughter.) Charles F. Ruggles. (Laughter.)

Here is one, perhaps, you will treat as being more important because international. It is dated Berlin and is addressed to Mr. Withey. "My felicitations. The prospects are we shall need several presidents around here shortly, and I wish you would make arrangements to come here and spend sometime with me as soon as the war closes and show me how I can be President for twenty-five years."

That is signed by Kaiser Wilhelm. (Laughter.)

There is a young gentleman here (I think he claims to be still young, although he may be old in some respects, I will not go into that, how-

ever), but he is a factor in the Trust Company and has been for a number of years. He has his uses and he has great value; most of you know him, most of you would like to be friendly with him, because in the borrowing season he is all powerful; I refer to Mr. Claude Hamilton, and perhaps he would like to say a word. (Applause.)

Mr. Hamilton: I did not expect to say anything to-night, but I have in my hand a letter and so as introductory to that letter I will say a few words. I might say to Judge Sessions, who is present, as a horrible example of the Interlocking Directorate Act, that the most of these people are interlocking directors with our Guest of Honor, except the lawyers who are present.

We were out here this afternoon arranging the programmes and there was a party out here of several ladies and they came in here to see how the table looked and one of them picked

a telegram signed by you ending up "jeers" from Algeria. And once when you were in Santa Barbara, I received another telegram from you saying "Barbs from Santa Barbara."

And so we are very glad to honor you here to-night on the occasion of your twenty-fifth birthday, which I believe is a Silver Wedding, it is not, Mr. Toastmaster?

The Toastmaster: I believe it is.

Mr. Hamilton: And silver reminds me of 16 to 1. On behalf of the stockholders you have nearly made our capital stock and surplus 16 to 1, and so I think it is quite the thing to welcome you here. But I have a letter in my hand, which Mr. Ralph Stone, of the Detroit Trust Company, said perhaps I might wish to read at the dinner to Mr. Withey on Saturday evening, a long two-page letter. We all know Mr. Stone is given to using excellent language and writing long letters, but I won't read it all. Some of the employes and the stockholders down at the other end of the table to whom I passed the letter stated that there were certain parts of it that I might read, and so I will take the liberty of just reading these parts. Mr. Stone says, he has a disability, "neuritis of the sciatic nerve at the sacra-iliac," and that is why he is not here to-night. He says, however: "Please express my regrets to Mr. Withey at my inability to be present. I know of no occasion which I would delight more in helping to celebrate than one which honors the dean of the trust company profession in Michigan. His has indeed been a most wonderful record. Practically a quarter of a century at the helm of so staunch and safe a craft as the Michigan Trust Company is an achievement the like of which can be recorded in the lives of very few of the financial leaders of the country. I say 'staunch and safe' advisedly, because the company of which Mr. Withey has been the guiding head for so many years has the reputation of being as stable and sound as it is possible to make any financial institution by wise and conservative management."

The next part is what the stockholders wished me to read: "But this is not all, nor the best. It is well to have invested wisely, produced substantial earnings and paid good dividends. It is even better, however, to have established a reputation for integrity and honesty in the management of the affairs of the company and of the trusts placed in its keeping. I have always considered that the most profitable years of my business life were the five and one-half years from July, 1893, to the end of 1898 which I spent with the Michigan Trust Company as its Trust Officer. This was a position of some responsibility, although there were some people who did not fully realize that fact. I state that these years with the Michigan Trust Company were the most profitable of my business career. This is not because my salary at that time was the largest I have ever received. Far from it, although it was large enough to take care of the grocery bills. Nor was it precisely because it was business experience which I was receiving. It was rather the inestimable benefit which accrued to me from the training I had in business methods under the guidance and example of Mr. Withey and Mr. Hodenpyl." He then goes on with a long line of college language which I won't take your time by reading. I will give you the letter to read at your leisure, Mr. Withey.

A Voice: I move that the letter be published in the daily press.

The Toastmaster: I have here a telegram and this is no joke, this is a telegram from New York dated today and addressed to Mr. Withey. "Best wishes for your twenty-fifth business birthday. I would have liked



to be present, but I must stay in New York in order to continue to write letters to your Mayor, on the gas question, and you know there is no one that can write as readily as I can." Emerson McMillan. (Applause.)

Up to this moment we have had nothing from France, but I have now an opportunity to make you acquainted with the following dated at Paris on the 9th and addressed to Mr. Withey: "There used to be two of us in the Western Hemisphere and now you are the only one. If I could have handled Madero and Huerta as well as you have Hamilton and Hefner I would be President yet myself." Portfirio Diaz. (Applause.)

I made bold to read that without hesitation because Mr. Hamilton said that it was a Gridiron dinner. I have here a belated telegram from Berlin of this date and addressed also to Mr. Withey, and here is what it says—by the way, it is from the Kaiser—"Will trade General Van Kluck even up for Harry Probasco?" (Laughter.)

A Voice: Mr. Toastmaster, Mr. Probasco says Van Kluck was defeated, wasn't he?

The Toastmaster: He denies it. I find here in the regular list of toasts this sentiment, "Lawyers and the Trust Company." Now, I chance to know a little something about that. They are combined, you see, these two suggestions, "Lawyers and the Trust Company," but they are entirely separate and distinct things and the lawyers are placed first, but this is the only place I have ever known them to be first; in fact, they are generally last and they are mighty lucky if they don't get left altogether. There is this sentiment, "Do as adversaries do in law, strive mightily, but eat and drink as friends." Roger W. Butterfield.

Mr. Roger W. Butterfield: It is a great pleasure to me to look to-night into your faces. In examining the

programme, I find that according to it I am to speak on the Relation of Lawyers to the Trust Company. This is the first that I have heard of the suggestion of such a subject, and I am glad to say it can be very briefly disposed of. The relation of Lawyers to the Trust Company, when such relations are satisfactory, need no discussion, and when not satisfactory, discussion is useless. (Applause.) Certainly if a discussion with the President of the Company is not satisfactory, the lawyer is hardly in a frame of mind for an after-dinner talk.

When Mr. Hamilton suggested that I should say something to-night, he told me that I might talk upon what I pleased. When the President is away, Claude's word goes, and, relying upon the kindness and courtesy which has always been shown to me by those who are present, and with his permission, I propose to-night to talk about what I please.

To-night is an anniversary. An anniversary is a high place in the way of life. You can do more help looking back than a man, after climbing a long ascent, at the end of the day's journey, looks back to catch the glow of the sunlight on the high places. Looking back, there are many changes. Twenty-five years ago many of the faces I see around me to-night were the faces of boys that I knew. To-night I have almost to get acquainted with them again. But they have become men. They have assumed the duties and the places of men, and we of the older generation are looking to them as the older generation always looks to the younger, with the hope that they may perform better the duties of life than we have performed them. Some of us have reached the period when by no extent of courtesy we can permit ourselves to believe that we are longer boys, but we still carry in our hearts the saying of Oliver Wendell Holmes,

and make it part of our creed, that "in spite of the lies which the almanacs hold, while there is youth in our hearts we can never grow old." (Applause.)

The twenty-five years have brought us some disappointments, especially in political and legislative outlook. Some of us can remember the enthusiasm with which we looked forward to the passage of those laws which were to determine the most important right of the American citizen, the right and the manner in which he should exercise the American suffrage. We were then turning from practices which were confessedly inadequate, because they had been outgrown. We were looking forward with the highest hope to a new system which would give to us a perfect enjoyment of those rights and give to our politics and legislation greater efficiency by enabling the American people to act easily and effectively through these laws. To-night we find that we have turned from one inadequate system only to reach another inadequate system. The question of how most effectively the intelligence and the effectiveness of the American people can be wrought out through the ballot is yet an unanswered question. Twenty-five years ago we were looking forward to legislation which would put an end to certain evils arising from certain improper developments in corporate life. To-day we have upon the statute book a mass of legislation so conflicting and so capable of misconception that an honest business-man can not know whether he ought to go to prison or not until he has heard the charge of the court and listened to the verdict of the jury. In other words, what advancement we have made in matters of politics and legislation have been utterly out of proportion to the noise we have made about it in trying to advance, and it has brought to most of us a consciousness of dis-

appointment. We find our only consolation in the fact that underneath this storm-swept—literally wind-swept—surface there runs the strong currents of public purpose, and we hope that some time and somehow we will get somewhere.

The land in which we journey may be a very fair and a very pleasant land, but the incidents of the journey may be very long and unpleasant, and certainly whatever we must say we must say that we haven't yet arrived.

Now if we turn to the other side of the picture, the question of the industrial and financial progress in this country during the last 25 years, we find almost the exact contrast, and it is to this contrast that I wish to call your attention to-night. When the history of this century comes to be written, I think the twenty-five years which have just passed will be known as the twenty-five years of the greatest business prosperity, the greatest realization of wealth. With this additional remarkable phenomena that while now and then there are sporadic cases of extreme wealth, the great body of wealth has been more generally distributed among the people than ever before, the American people have made more progress in wealth in the last twenty-five years than they have ever made before in an equal period, and I think along with this progress and wealth there has been developed a capacity for the saving of wealth and for the proper use of wealth that is very wonderful, and it is very creditable to the American people. If you want to know how they have learned to save wealth, consider the balances that have come to our savings institutions, the great increase in the stored wealth, in the reservoirs where it is properly collected and from which it can go out to turn the wheels of industry or aid the farmer in the culti-

(continued on page fourteen)

The Keenest Business Men in the Grocery Trade Push the Sale of  
Dandelion Brand Butter Color

Follow the example of the country's most prosperous and progressive retail grocers. Push the sale of

# Dandelion Brand Butter Color

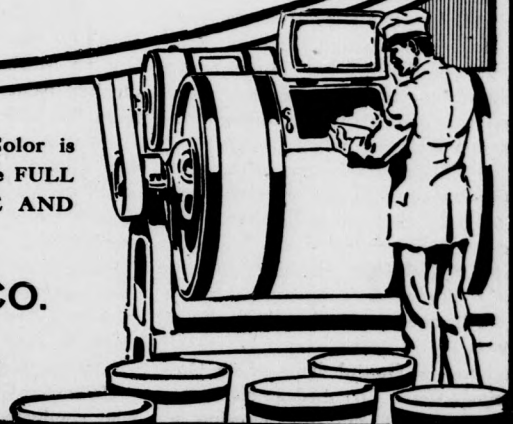
It holds satisfactory profits for you and will increase the income of those who purchase it from you.

It gives butter the true June shade, which makes it bring top prices.



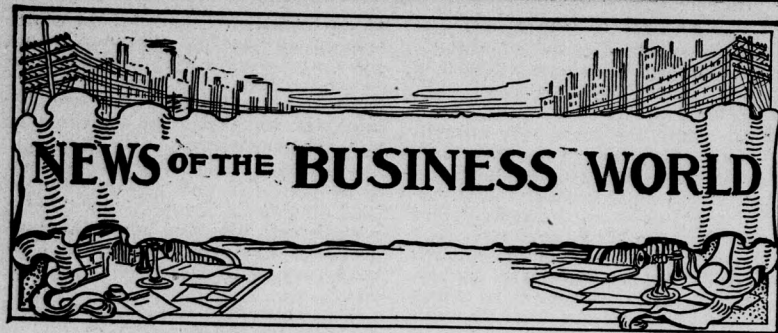
We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

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



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





### Movements of Merchants.

**Ishpeming**—Fred Held has opened a meat market in the Truan block.

**Pierson**—W. L. Harvey has engaged in the elevator and produce business.

**Delwin**—Powell & Elliott succeed L. Crawford in the grocery business.

**Alanson**—E. R. White succeeds Andrew J. Mitchell in the grocery business.

**Mecosta**—Austin Fender succeeds Samuel Richards in the grocery business.

**Spring Lake**—E. H. Nixon succeeds Vanderwagon & Schrader in the meat business.

**Flint**—Hamady Bros., grocers, have opened a branch store on South Saginaw street.

**Hopkins**—Bert Linsley succeeds W. H. Higgins in the restaurant and cigar business.

**Lake Odessa**—Miss Florence E. Thadburn succeeds Mrs. Blanche Holt in the millinery business.

**Battle Creek**—The U. S. Pipe Co. has changed its name to the U. S. Bridge and Pipe Co.

**Caledonia**—Cole & Rykert succeed Herman Van Drie in the bakery and confectionery business.

**Fennville**—Sheffer Bros. will open a grocery store in connection with their restaurant February 1.

**Mendon**—Nelson Hower has sold his drug stock to F. D. Estes, who will consolidate it with his own.

**Centerville**—W. I. Hart lost his hotel, the Capitol, by fire, Jan. 9. Loss, about \$10,000, partially covered by insurance.

**Manistee**—James P. Ames is closing out his stock of groceries and fixtures and will retire from business.

**Coldwater**—Chandler & Lee, hardware dealers, are closing out their stock and will retire from business.

**Park Lake**—West & Roberts lost their store building and stock or general merchandise by fire January 11.

**Ishpeming**—Gust Johnson has purchased the August West confectionery stock and has taken possession.

**Winn**—The general store of the late W. C. Perkins will be continued by Mrs. W. C. Perkins under her own name.

**Bay City**—Buehler Bros., of Chicago, who conduct a chain of meat markets, will open a market here February 1.

**Saginaw**—S. Oppenheimer, of the Oppenheimer Cigar Co., died at his home Jan. 8 of heart failure, following a short illness.

**Butternut**—J. M. Fitzpatrick, cheese manufacturer, has sold his factory to the Campbell Bros. Co., 245 Napoleon street, Detroit.

**Coopersville**—Charles Hogue has leased a store building and will occupy

it with a stock of general merchandise about January 18.

**Cheboygan**—William H. Kress has sold his jewelry stock to W. L. Hagadorn, who will continue the business at the same location.

**Hawkins**—A. J. Walcott has purchased the F. J. Jackson stock of general merchandise and will consolidate it with his own.

**Moline**—M. Naglekirk has removed his stock of dry goods and groceries from Alto to this place, where he will continue the business.

**Ionia**—Willis L. Peck has engaged in the paint and wall paper business in the Tower block under the style of the Pack wall paper shop.

**Jackson**—The Newark Shoe Co., with branch stores throughout the United States, will open a branch store in the Otsego Hotel building.

**Martin**—Harold Kelsey has opened a bakery in connection with the ice cream and confectionery store which he leased of George Redpath, Jan. 1.

**Luther**—Church & Son, who purchased the E. Minzey & Co. stock of groceries December 21, have sold the stock back to the original owners.

**Leisure**—Charles and Riley Overhiser have sold their stock of general merchandise to Dell Johnston, the former owner, who will continue the business.

**Kalamazoo**—Brown & Phillips have engaged in business under the style of Farmers' Market and will handle fresh meats and all kinds of farm produce.

**Kendall**—Dennis Cooley has sold a half interest in his grocery stock to Elton Ransler and the business will be continued under the style of Cooley & Ransler.

**Trenton**—Grant H. Otis, formerly of Hastings, has purchased the Jay C. Hudson stock of hardware, builders' supplies, paint and glass and will continue the business.

**Ionia**—Austin & Darling, who conduct a creamery, have purchased a lot on West Main street and commenced the erection of a one-story model creamery building, 24 x 100 feet.

**Dowagiac**—F. J. Beach, who has conducted a meat market here for the past thirty-seven years, has sold his stock to E. J. Crowley & Sons, who will continue the business.

**Howard City**—Charles P. Massey, who conducted undertaking parlors at Reed City, has removed his stock to this place and will continue the business under the style of Massey Co.

**St. Joseph**—August Schadler has purchased the Mrs. Bertha Huelsberg grocery stock and will continue the business at the same location, cor-

ner of Pine and First streets.

**Boyne Falls**—Charles A. Barton and John P. Wilcox have formed a copartnership under the style of the Charles A. Barton Co. to engage in the lath, lumber and box shooks business.

**Jackson**—Peter Paikos, who owns and conducts the Olympia candy kitchen, has closed its doors and asked its creditors to consider plans to liquidate the stock and fixtures and offset the obligations.

**Bay City**—The Bay City Plumbing & Heating Co. Ltd., has been incorporated with an authorized capital stock of \$2,400, of which amount \$1,200 has been subscribed and paid in in property.

**Allegan**—Harry M. Lutts has purchased the interest of his partners, Andrew C. Raber and Fred LaDue, in the stock of the Allegan Hardware Supply Co. and will continue the business under the same style.

**Muskegon**—Hower, Seaman & Co., dealer in ladies' ready-to-wear goods and other merchandise, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

**Lapeer**—Fire, originating in the bakery department of the Charles H. Tuttle grocery store, completely destroyed the stock Jan. 6. The adjoining store, occupied by the Hi Art Clothing Co., was seriously damaged by smoke and water.

**Greenville**—C. G. Beck has sold a half interest in his grocery stock to his brother, Albert, and the business will be continued under the style of Beck Bros. They will conduct a meat market in connection with their grocery store.

**Allegan**—The glass stock of the Allegan Mirror & Frame Co. has been sold to the Donnelly-Kelley Glass Co., of Holland. The frame stock remains unsold. J. W. Rando is endeavoring to arrange to continue the business.

**Harry N. Jacobs**, of Fort Wayne, Ind., in renewing his subscription to the Tradesman, writes: "There is only one way I would get along without the Tradesman and that is if I was broke and could not borrow the price of subscription"

**Clinton**—The Clinton Grain Co., dealer in agricultural products and implements of all kinds, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed, \$7,400 paid in in cash and \$2,600 in property.

**Ann Arbor**—H. J. Hagen and George W. Jedele, employes of the Jacob Lutz Est. Clothing Co., have formed a partnership and will engage in a similar business at 215 South Ashley street March 1 under the style of Hagen & Jedele.

**Lansing**—D. C. Wacker & Son have sold their hardware stock and tin shop to Chauncey E. Pratt, who has admitted his son, H. L. Pratt, to partnership and will continue the business at the same location, 1221-23 Turner street, under the style of Pratt & Son.

**Bay City**—The Beutel Fisheries Co. has been incorporated with an authorized capital stock of \$60,000, all of which has been subscribed and paid in in property. This concern will engage in the manufacture and sale of lumber, coopersage and woodenware and the sale of fish, fuel and ice.

**Lansing**—A. P. Walker, who has conducted a grocery store on the north side since 1884, has sold his stock to his son, Fred, and Christian Prost, who have formed a copartnership and will continue the business at the same location, corner of Washington and Franklin avenues, under the style of Walker & Co.

**Kalamazoo**—The Kalamazoo Mercantile Co. has been incorporated with an authorized capital stock of \$10,000, (\$9,000 common and \$1,000 preferred) all of which has been subscribed and \$2,000 paid in in cash. The concern will engage in the sale of automobiles, groceries, dry goods, meats, coal, flour, etc.

**Chelsea**—Fire destroyed the W. T. Schenk & Co. store building and stock of general merchandise January 5. Loss, about \$50,000, with \$30,000 insurance. The stocks of the Belser Hardware Co., the H. H. Fenn Co., drugs, and Kathryn Hooker, millinery, were damaged by water and smoke.

**Coopersville**—A few years ago Charles P. Lillie admitted his oldest son, Ellis, to partnership, when the firm name became Chas. P. Lillie & Son. Another son, Lee, has now been admitted to partnership and the firm name changed to Chas. P. Lillie & Sons. Mr. Lillie has been engaged in the mercantile business on his own account thirty years, after five years' service in the store of J. E. Rice, and enjoys the confidence of the entire community.

**Detroit**—William Henry Brace, veteran Detroit business man, and for sixty years a resident of this city, died January 11 after a ten days' illness of pneumonia. Mr. Brace was born in Cleveland, April 3, 1834, and came to this city in 1855, when he entered the firm of William Phelps & Bro., wholesale grocers. In 1862 he became a partner in the firm, the name then being Phelps, Brace & Co., and served as its President until his retirement in 1906. He was connected with many prominent business ventures and interested in church work. He served as a director of the Y. M. C. A. for several years, and was an active worker in that organization. He was one of the trustees of the Central Methodist church, and was one of the oldest members of that church. He was also a Mason, being one of the charter members of Union lodge. Mr. Brace served as a director of the Old Merchants & Manufacturers' National Bank, years ago, and was a director of the Detroit White Lead Works. In spite of his age, at the time of his death he was doing active duty as chairman of the board of directors of Phelps, Krag & Co., as a director of the Michigan Wire Cloth Co. and of the Michigan Mutual Life Insurance Co.

Warren E. Knott and Gus L. Clements, former employes of the Grand Rapids Pearl Button Co., are starting in the manufacture of pearl buttons on Bond avenue, near Michigan street. They will operate under the style of the Furniture City Pearl Button Co.





### Review of the Grand Rapids Produce Market.

**Apples**—The price ranges from \$2.25@4 per bbl.

**Bananas**—The price has declined to \$3.75 per hundred pounds. The price per bunch is \$1.25@2.

**Beets**—60c per bu.

**Brussels Sprouts**—20c per qt. box.

**Butter**—The Grand Rapids market has marked the price of creamery down 2c. A local manufacturer says: "We consider that Chicago and New York markets, more nearly represent the actual selling price of butter than does the Elgin market. The Elgin market is a fictitious market and controlled by speculators and men who are manipulating prices in their own interest, and practically no butter changes hands at this market, whereas, both on the Chicago market and on the New York market, hundreds of thousands of pounds of butter are changing hands daily. Even though the Elgin market has shown a drop of only 1c since last week, yet we feel entirely justified in making a decline of 2c, in accordance with the Chicago and New York markets." Fancy creamery is now quoted at 32c in tubs and 33@34c in prints. Local dealers pay 26@27c for No. 1 dairy, 16@18c for packing stock.

**Cabbage**—70c per bu.

**Celery**—\$1 per box of 3 to 4 doz.

**Celery Cabbages**—\$2.50 per dozen packages.

**Cocoanuts**—\$4 per sack containing 100.

**Cranberries**—Cape Cod Late Howes are in steady demand at \$6.50 @6.75 per bbl.

**Cucumbers**—\$1.50 per doz, for hot house.

**Eggs**—Receipts of new-laid are extremely light, as they have been for some time, and the market is strong. Storage eggs are in ample supply, and show an improved consumptive demand. Receipts of fresh will increase within a short time and the market should decline. Local dealers pay 34c for case count and 35c for large candled stock. Cold storage stock is moving on a basis ranging from 25@28c.

**Grape Fruit**—\$2.25 for Florida all sizes.

**Grapes**—Malagas, \$5@6 per keg.

**Green Onions**—35c for Shallots.

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

**Lemons**—Californias and Verdellis, \$3@3.25.

**Lettuce**—Southern head, \$1.75@2 per bu; hot house leaf 12c per lb.

**Nuts**—Almonds, 18c per lb., filberts, 15c per lb.; pecans, 15c per lb.; walnuts, 19c for Grenoble and California; 17c for Naples; Michigan chestnuts, 18c.

**Onions**—The market is steady at \$1.50 per 100 lbs. for red and yellow and \$1.75 for white; Spanish, \$1.50 per crate.

**Oranges**—California Navels are in large demand at \$2.50 per box for all sizes. Floridas fetch \$2.25.

**Poultry**—Receipts of both live and dressed stock has been very light and the market is firmer on fancy stock of all varieties. It looks as though the general tendency of the market would be up. Liberal shipments are considered advisable, especially on chickens. Local dealers pay 10@12c for springs and fowls; 6c for old roosters; 10c for geese; 12c for ducks; 12@15c for No. 1 turkeys and 10c for old toms. These prices 2c a pound more than live weight.

**Pop Corn**—\$1.75 per bu. for ear, 4c per lb. for shelled.

**Potatoes**—The condition is deplorable. Country buyers are paying 22 @25c. Locally, the wholesale price is about 40c per bu.

**Radishes**—35c per doz. bunches for round or long, hot house grown.

**Squash**—\$1.50 per 100 lbs. for Hubbard.

**Strawberries**—Florida goods, of correct color, sweet in taste and of good flavor, are in the market. This fancy stock is now selling as low as 50c per quart. Strawberries are expected to come steadily now from the Florida markets until other states open up and finally the domestic berry appears.

**Sweet Potatoes**—Kiln dried Delawares command \$1.75 per hamper.

**Turnips**—50c per bu.

**Veal**—Buyers pay 8@12c according to quality.

William Judson, President of the Judson Grocer Co., has decided to visit San Francisco via Panama Canal and will sail from Philadelphia February 17 on the Northern Pacific on her maiden trip to the Coast. The vessel will thenceforth sail between Seattle and San Francisco. The itinerary of the trip covers seventeen days, which include one day on the Canal zone, one day at San Diego, and one day at San Pedro, one of the ports of Los Angeles. On account of the vessel being a new one and the accommodations palatial, Mr. Judson is looking forward to a trip of unalloyed pleasure. He will return from San Francisco by train after viewing the exposition.

M. W. Manly, who for the past year has been a member of the firm of Mencatelli & Manly, has purchased the interest of Herman Mencatelli and will conduct, individually, the shoe and repairing business at 531 South Division avenue.

### The Grocery Market.

**Sugar**—Quotations are unchanged—4.95c for New York granulated and 4.85c for Michigan granulated—and the market is dull and featureless. The distributors are withdrawing fairly well on contracts, but new business is practically at a standstill which naturally does not dispose refiners to purchase raws actively on the advance. It is felt that Great Britain must come in later on, since its refining capacity monthly falls short 80,000 tons of the consumption, part of which, of course, has been filled by Java whites. It is noted that enquiries have been received from various quarters of the world, including the Far East. France took sugar to replace cancelled contracts with Italy, and even Spain and Portugal are looking around. The European beet crop will be only 1,700,000 tons less than the previous year, but the German and Austrian supplies are not available, owing to the war. France and Belgium, as might logically be expected, show a big decrease.

**Tea**—The market in all lines holds very firm. All foreign markets hold their advances and show no signs of a reaction from prices ruling before the holidays. Firm prices are expected until the end of the war in all lines. Warehouse stocks of Ceylons and Blacks are generally low. Low grade Japans have been cleaned up and the market is comparatively bare. Country buying has been slow, in spite of the sharp advances in Japans and Congous, and local orders have been only for immediate wants.

**Coffee**—The market continues in the same dull and weak condition that it has been for some weeks. Figures issued during the past week showed that the demand had consumed more than the trade thought. There is, however, still enough coffee to go around. Conditions in Brazil are also said to be slightly better. Actual Rio and Santos coffees are exactly where they were a week ago, with perhaps a little better undertone. The demand is only fair. Mild grades are all unchanged and quiet, as are Java and Mocha.

**Canned Fruits**—With offerings from packing centers on the Coast rather light, the market for the various lines is steady in spite of the present absence of important demand from the jobbing trade. Gallon apples are still dull and unsettled, but reports from Maine and New York State indicate that buyers are getting ready for spring trade, as shown by the increased number of enquiries.

**Canned Vegetables**—In tomatoes a fair business is being done on small lots needed for present use, and the market on strictly standard goods is firm. For a long time past interest in canned corn has been dormant, but at the end of last week brokers reported a decided increase in the enquiry for goods and effected some sales. The tone of the market was firmer at the close, and while, there was no quotable advance in prices, offerings at inside figures, especially on fancy were less pronounced. In peas the market is still unsettled, par-

ticularly on the cheaper grades, which are offered freely at low prices. Buyers hold off, and comparatively little business is to be reported. Stringless and wax beans do not seem to be getting much attention from the jobbing trade at present, and prices on them are nominal, although for the best stockholders are unwilling to accept less than the quoted figures. Lesser vegetables are quiet but generally steady, as there is no pressure to sell from packing quarters.

**Canned Fish**—The market for all of the principal commodities in this line remains dull, business being regulated by immediate needs of consumption, and these are not very important. However, a steady to firm feeling prevails and there seems to be no disposition on the part of holders to shade quoted prices.

**Rice**—The wholesale grocers still have fair supplies, but replenishment is awaited later in the month, and the passing of the February inventories should act as a stimulant. In default of domestic activity more attention is paid to the export business, which is decidedly better. Prices are firm for all kinds of rice, reflecting the situation in the South, where the farmer is securing full values from the mills.

**Molasses**—The demand for molasses is picking up, as the weather is more favorable for consumption. The primary situation is conducive to strength, with the crop movement over and the planter refusing to make concessions on available stocks. Blackstrap is quiet at quotations.

**Cheese**—Stocks are about normal for the season and the consumptive demand is fair. Prospects point to a steady and unchanged market until the demand increases. When that happens prices will probably advance.

**Provisions**—All cuts of smoked meats, including picnic, regular and skinback hams, together with bellies and bacon, are steady at prices about unchanged. The consumptive demand is light. Both pure and compound lard are unchanged and firm, with an increased demand reported. Barreled pork is steady at a decline of 50c per barrel. Dried beef and canned meats in little demand at unchanged prices.

**Salt Fish**—There is very little demand for mackerel. The market is very quiet and prices are about unchanged from a week ago. Reports continue that the Norway combination is defunct. Cod, hake and had-dock are unchanged and in fair demand.

M. J. Elenbaas & Sons, 2100 South Division avenue, dealers in feed and building material, are preparing to handle fuel in addition to their other lines. The firm has recently acquired 4½ acres of land in the vicinity of the Grand Rapids Refrigerator Co. plant and will handle the fuel business from that location.

The Grand Rapids Merchandise and Fixtures Co. has purchased the fixtures and store of the Gannon-Paine Co., 89 Monroe avenue.



**DETROIT DETONATIONS.**

**Cogent Criticisms From Michigan's Metropolis.**

Detroit, Jan. 12—Learn one thing each week about Detroit: More than 100,000 high-grade scarf pins of solid gold and jewels are made in Detroit.

"A fellow," says G. Young, of A. Krolik & Co., "who is so weak that he is obliged to climb aboard the water wagon is in most cases too weak to retain a hold on it."

The sad news of the death of Mrs. George Little, at her home in Wyandotte, on Jan. 4, was received in this city. Mrs. Little was the wife of George Little, one of Wyandotte's prominent dry goods merchants, and both were very well known in this city and hosts of friends will mourn the loss of Mrs. Little.

Samuel Fleisher, of Auburn, was in Detroit last week in the interest of his general store.

Joseph Riede, of Hastings, will be rivaling the Standard Oil Company in the little matter of eliminating competition by gobbling up competitors. Joe has been located in Hastings for the past two years, moving there from Kalamazoo, when he, together with J. Weickgenant, purchased the stock of dry goods from the Loppentien Co. A few days ago he purchased the Goodyear general stock and is now closing it out. Mr. Riede's name now appears above four stores in Hastings and if he keeps on as he has in the past he will in time gobble up all the stores in the county. The difference between Joe Riede and some of the well-known trusts of this country, however, is that were it in his power to do so he would not take advantage of the most humble person in the world.

"Ducks are enemies of mosquitoes," says a Pennsylvania doctor. This is the first intimation we have had that mosquitoes ever had any friends.

The Premier Motor Car Co. has been re-organized and Walter Beiling appointed sales and advertising manager.

The Peninsula Stove Co., which has been running on short time for the past few weeks, announces that it will again resume operations on full time. It has let contracts for an addition to its plant at West Fort and Eighth streets.

Mr. Schott, of Schott Bros., general merchants of Frazer, was a business visitor in Detroit last week.

Occasionally hush money causes an immense amount of talk.

Another bit of pleasant January news is the announcement of the removal to Detroit of the Remy Electric Co., of Anderson, Ind. The company will move as soon as it can erect a modern factory building on a site on East Grand Boulevard. The capital stock of the Remy Co. is \$1,500,000. It employs 1,500 men.

At a meeting of the Detroit Hotelmen's Association, held in this city last week, Harry L. Zeese, manager of the Cadillac, was elected President. Other officers elected were: J. R. Hayes, Vice-President; H. M. Kellogg, Secretary; J. M. Stirling, Treasurer; George E. Woolley, F. W. Bergman, Charles H. Clements, James D. Burns and George Fulwell, executive committee.

Plans have been completed by the Detroit branch of the National League of Commission Merchants for the reception of at least 1,000 members and delegates who will attend the annual convention to be held in Detroit this week.

In Russia marriage is prohibited after couples reach the age of 80 years. At one time Russia was known as a semi-barbarous nation. To-day the government is full of mercy.

Fire at the King Manufacturing Co.'s plant gave a correct imitation of a cook in love by burning several hundred dollars' worth of saratoga chips last Wednesday. The company manufactures saratoga chips exclusively. The total loss was about \$1,000.

William J. Streng, 46 years of age and prominent in Detroit business and political circles, died in a Flint sanitarium after a long illness. For the past six years he has been a member of the board of estimates from the thirteenth ward. He was President of the Palmer Manufacturing Co. and of the Grand Furniture Co. It is said that too close application to business caused a nervous breakdown which resulted in his death. He is survived by his mother, his widow, one son, Edmund, and one daughter, Eleanor.

F. W. Lawson, who has recently acted as division sales manager for the Multi-graph Sales Co. in Vancouver, B. C., has opened an office in the Free Press building for the Coin Machine Manufacturing Co., of Portland, Oregon, and will act as Michigan distributor for the company. Mr. Lawson will establish other offices in the larger cities of the State. The company makes change making devices and turnstiles such as are used in expositions, etc.

A party was given by the Mazer Cigar Co. last week in honor of the completion of the new four story addition to the factory on Grandy avenue. More than 1,000 guests attended, among whom were included many out-of-town customers,

traveling salesmen and cigar manufacturers of the city. The Mazer Co. has been making rapid strides during the past few years and the new addition is but the beginning of a similar series of new buildings that will eventually have to be built to care for the rapidly growing business. Incidentally, we might mention that Detroit is one of the greatest cigar producing cities in the United States.

George B. Forrester, well known general merchant of Deckerville, was in Detroit last week on a business trip.

James Wilson, Vice-President, A. L. Brevitz, James Beucler and A. J. Lind, department managers for Burnham, Stoepel & Co. are in New York on business for the house.

Edward Morton & Co., wholesale confectioners formerly at 36 Clifford street, have moved to larger quarters at 20 Woodbridge street. They are now specializing in the manufacture of chocolates and penny goods.

Our idea of nothing to worry about is the scientist's prediction that Niagara Falls will be dry in 1,000 years.

W. O. Chase has moved into his new store on the opposite side of the street from his old location at 259 Holden street. The building recently completed is much larger than the one formerly occupied and, in addition to the regular stock of men's and ladies' furnishings goods, Mr. Chase has added a line of dry goods and clothing.

Mrs. A. Stevenson, who conducts a dry goods store in Vassar, was in Detroit on a business trip last week.

There are compartments in the Detonations mail box set aside for letters from Jack Blitz, Guy Caverly, Herb. Murray and A. G. McEachron.

An informal dancing party was tendered to employees of the J. L. Hudson Co. last week, the affair being held on the tenth floor of the new building in which a fine auditorium is to be constructed at a later date. A supper was prepared in the cafe on the seventh floor of the main building, after which the crowd of employees, numbering about 1,000, meandered to the new building, where they danced and made merry to the tunes of Norton's string orchestra. In addition to the 1,000 store people the wives and husbands of the married employees attended.

Eden Bliss, veteran shoe salesman of this city, died at his home, 901 Sixteenth street, Sunday, Jan. 3. Mr. Bliss came to Detroit in 1884 and was connected with the shoe business continuously until fifteen years ago, when he retired. He is survived by a widow and five children.

A fire threatened for a time several manufacturing plants and swept the factory of the Shulte Soap Co. caused a loss to both the soap company and the United Fuel and Supply Co., of several thousand dollars. The loss to the fuel company was caused by water thrown over the soap company's building, solidifying several thousand sacks of cement.

E. B. Stebbins, whose picture graced the pages of the Tradesman last week, as well as a well-written biography of his life and achievements, not always made good in his business transactions. We know of one deal in particular wherein he came out with the small end of the profits. He hired the writer to work for him at 75 cents a day many years ago.

F. R. Adams, well known general merchant of Fairgrove, was in Detroit on business last week.

Reuben Thirston, of Durham, N. C., recently advertised for a wife and received 200 answers. We might say that Reuben was Thirston for trouble.

Ed. Derby, for a number of years a department manager for Newcomb, Endicott & Co., and for the past two years with Burnham, Stoepel & Co., makes his initial bow next week as a traveling salesman for the latter house. Ed. Derby's experience is not his only stock in trade. He has a most pleasing personality and is a hale fellow well met. If it were not for the fact that we do not wish to get personal, we might let it be known to the young ladies about the State that Ed. is a single fellow as yet; but, as we stated we will not get personal, we won't even say what a fine looking fellow he is and what a splendid catch for some girl. We are willing to wager our pile that he will make a success as a traveling salesman.

Some people are narrow enough to walk between the cracks in a sidewalk.

Leo Leipziger, for eighteen years with A. Krolik & Co., has accepted a position as road salesman for B. J. Johnson & Co., of Milwaukee, soap manufacturers.

Lester Ivory, accompanied by his wife, is in Detroit this week. Mr. Ivory is manager of the A. M. Goldstein dry goods store, Lakeview.

A man is judged by the company he keeps. On the other hand—

A man is judged for the company's money he keeps.

James M. Goldstein.

Every man is above the average—according to his own belief.

But many a slip occurs soon after the cup has been to the lip.

**UPPER PENINSULA.**

**Recent News From the Cleveland of Michigan.**

Sault Ste. Marie, Jan. 11—It is pleasing news to learn that two of our leading business men have received State appointments during the past week. Francis T. McDonald has been named delegate to the annual State tax conference which will be held in Detroit, Jan. 28 and 29, while James T. Bennett has received an appointment as financial clerk of the State Senate.

Edward Kelly, of Brimley, has received an appointment from Washington making him postmaster in that village and will succeed A. W. Reinhard, who has held this position for many years.

Frederick C. Martindale, former Secretary of State, has just completed his yearly report showing that it costs Chippewa county \$3.25 per week per capita to care for the inmates of the county poor farm, which is considered very low, compared with the cost of some of the other counties in the Upper Peninsula.

Superintendent D. F. Thomas, of the Trans-St. Mary's Traction Co., has been a busy man during the past week in trying to plan a successful campaign against the ice in the river so as to resume ferry traffic. It is hoped that his plans will be successfully carried out, as it makes a big difference with the traveling public in making connections with trains.

The Soo lost one of its old residents last week in the death of John McGirr, who passed away at his home, 333 Nolte street, Jan. 9. He was 73 years of age and had made his home at the Soo for the past thirty years. He was well and favorably known throughout the county, as well as in the city. He had been in failing health for the past two years, during which time he has been an invalid, suffering from creeping paralysis. During his stay here Mr. McGirr made many friends, both in business and lodge circles, and his sudden demise is mourned by the entire community. The body was shipped to Allison, Ont., for interment.

Crusoe Burton, the young Kentuckian who shot a fellow employe at Rexton about a month ago, has been convicted of manslaughter and received sentence of from one to fifteen years in the Ionia reformatory, with a maximum of five years.

Hickler Bros. have been awarded the contract for enlarging the dredge Majestic and also rebuilding the tug Silver Spray. The dredge Majestic has been used for the past several years on the Locks project and has the reputation of being the largest dredge on the Great Lakes. It will be rebuilt and made twenty feet longer than its present dimensions.

Deputy State Dairy and Food Inspector J. F. Fetz, who has been shaking hands once more with his many friends among the merchants here, reports many improvements having taken place at the Soo since his last visit.

The many friends of Herbert Laing, son of Mr. and Mrs. L. S. Laing, of this city, are grieved to learn of his sudden demise last week at Providence hospital, Detroit, where he was operated on for appendicitis. Herbert was book-keeper for the Northwestern Leather Co. here and always made his home with his parents and was well known and a general favorite with all.

Attorney Frank B. Katz, who is associated with Francis T. McDonald, City Attorney, in the law business, returned last week from Detroit, in company with his bride. The young couple have the best wishes of a host of friends.

The Soo played its first hockey game last week with Calumet, the score being four to nothing.

Harry L. Shumaker, aged 21, of Napoleon, Ohio, paid the Soo a visit last week, and evidently did not want to be forgotten very soon, as he passed a number of worthless checks, amounting to about \$60 on five of our business houses. Through the prompt action of our police department, the young man was found and placed under arrest. The police got a clue that Shumaker was passing worthless checks and, fearing that he would make a Saturday night getaway, which is generally the trick of the clever forger, he was locked up on suspicion. On investigation, it developed that the checks were forgeries and young Shumaker did not have the money in the Ohio bank that he boasted of. After being arrested he told the officials that his parents lived in Napoleon, Ohio, and his father was immediately notified and arrived here Wednesday last. Mr. Shumaker made good all the checks his son passed and left the city in company with the young man for their home in Ohio.

George Watson, former supervisor of Pickford township, was a business visitor in the city to-day.

Stanley L. Bullivant, Secretary of the Northwestern Leather Co., arrived home last week to resume his duties, after having spent the holidays in Boston.

Lieutenant W. J. Wheeler, formerly in charge of the United States revenue cutter, Mackinac, at this port, but recently transferred to Norfolk, Virginia, in sending his New Year's greetings to his

many friends here, states that he is well pleased with his new station in Norfolk, where he has charge of the United States revenue cutter, Itasca. It is, indeed, pleasing news to know that the Lieutenant, who during his stay with us endeared himself to us all, is happy and well pleased with his new home.

It is reported that Chippewa county leads all other counties in the Upper Peninsula in the 1914 loss by forest fires. State Game Warden Oates reports that the fire loss last year in the Upper Peninsula would show the loss in this county to be \$50,000. This is nearly \$14,000 in excess of the next highest loss, which was sustained in Alger county. The total loss in the Upper Peninsula was \$187,471. The month of May was the worst month for forest fires, sixty-two of the total 215 fires in the year occurred in this month and the loss was \$116,812.

Walter W. Durocher, son of Mr. and Mrs. Thomas L. Durocher, was united in marriage last week to Miss Helen Margaret Green, daughter of Mr. and Mrs. W. J. Green, of Marquette. Both young people have many friends at the Soo and Marquette, who extend their heartiest congratulations. Mr. and Mrs. Durocher have left on their wedding tour and expect to be gone several weeks.

W. Williams, of Cleveland, Ohio, has arrived in the Soo to take a position as window trimmer with the Hub Mercantile Co.

H. W. Mather, book-keeper for the Cornwell Beef Co., returned Friday from Bay City, where he had been called on account of a serious accident which happened to Roy, his brother. It seems that Roy, with his brother, Charles, and the physical director of the Y. M. C. A., were working up an acrobatic exhibition for New Year's day. While practicing a "pitch back," Roy was thrown in such a manner as to be unable to complete the back turn and fell upon his head, dislocating the sixth vertebrae and injuring the spinal cord and nerves so as to paralyze his body from the waist down. He was hurried to Mercy hospital, where he was operated upon and the bone replaced. Reports up to Sunday last show him improving, and as the accident was a very serious one, his speedy recovery thus far is considered almost a miracle. It is believed that he will gain control of his entire body in a short time.

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

	Bld	Asked
Am. Light & Trac. Co., Com.	326	332
Am. Light & Trac. Co., Pfd.	108	111
Am. Public Utilities, Pfd.	65	67
Am. Public Utilities, Com.	32	36
Cities Service Co., Com.	45	48
Cities Service Co., Pfd.	52	55
Comw'th Pr. Ry. & Lt., Com.	54½	56
Comw'th Pr. Ry. & Lt., Pfd.	73½	81½
Comw'th 6% 5 year bond	96	99
Holland St. Louis Sugar	3	5
Michigan Sugar	40	45
Pacific Gas & Elec. Co., Com.	40	43
Tennessee Ry. Lt. & Pr., Com.	6	9
Tennessee Ry. Lt. & Pr., Pfd.	32	37
United Light & Rys., Com.	45	47
United Light & Rys., 2d Pfd.	65	67
United Light & Rys., 1st Pfd.	69	71
bonds		86½

**Industrial and Bank Stocks.**

Dennis Canadian Co.	80	90
Furniture City Brewing Co.	50	60
Globe Knitting Works, Com.	130	140
Globe Knitting Works, Pfd.	98	100
G. R. Brewing Co.	90	110
Commercial Savings Bank	216	220
Fourth National Bank	215	220
G. R. National City Bank	165	175
G. R. Savings Bank	250	260
Kent State Bank	245	250
Old National Bank	190	197
Peoples Savings Bank	250	

January 13, 1915.

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

Buffalo, Jan. 13.—Creamery butter fresh, 28@33½c; dairy, 25@28c; poor to good, all kinds, 18@23c.

Cheese—New fancy, 15½@16c; new choice, 14½@15c. Held fancy, 16½@17c.

Eggs—Choice fresh candled, 35c; cold storage candled, 25@27c.

Poultry (live)—Cox, 11@12c; fowls, 14@16c; geese, 16c; turkeys, 16@19c. Poultry (dressed) — Turkeys, 18@23c; chicks, 13@17c; fowls, 13@16c; ducks, 15@17c; geese, 13@15c.

Beans—Medium, new, \$3@3.10; pea, \$2.90@3.20; Red Kidney, \$3.50; White Kidney, \$3.25@3.50; Marrow, \$4.00.

Potatoes—New, 35@40c per bu. Rea & Witzig.

Nothing jolts an egotist so successfully as being ignored.

Some men are even too lazy to indulge in guesswork.



### Imperialist War for World Domination.

[Socialist papers publish the following as the protest of Karl Liebknecht, the German Socialist against the war. It is stated that he was prevented from reading it in the Reichstag.]

This war, which none of the peoples interested wanted, was not declared in the interests of the German or any other people. It is an imperialist war for capitalization and domination of the world's markets, for political domination of important quarters of the globe, and for the benefit of bankers and manufacturers. From the viewpoint of the race of armaments it is a preventive war provoked conjointly by the war parties of Germany and Austria in the obscurity of semi-absolutism and secret diplomacy. It is also a Bonaparte-like enterprise tending to demoralize and destroy the growing labor movement. That much is clear despite the cynical stage management designed to mislead the people.

This is not a defensive war. We cannot believe the government when it declares it is for the defense of the fatherland. It demands money. What we must demand is rapid peace, humiliating no one, peace without consequent rancor. All efforts directed to this end ought to be supported. Only the continuous, simultaneous affirmation of this wish in all the belligerent countries can end the bloody massacre before all the interested people are exhausted. The only durable peace will be peace based on the solidarity of the working masses and liberty. The Socialists of all countries must work for such a peace even during the war. I protest against the violation of Belgium and Luxemburg, against the annexation schemes, against military dictatorship, against the complete forgetfulness of social and political duties as shown by the government ruling classes.

### Has a Different Way of Figuring Profits.

Saginaw, Jan. 11.—Enclosed find a criticism of H. C. Lenington's article which appeared in the December 23 edition of the Michigan Tradesman. It may not just meet your approval, nevertheless it is worthy of consideration, as his instructions are erroneous and I think the readers of the Michigan Tradesman should be correctly informed on this subject, as

some may not have given the matter thorough consideration and are putting his theory into practical use, and this would surely cause confusion.

The article interested me very much and, undoubtedly, there are others found it interesting. The part, however, which plays the important role in the article is the stove problem which was stated as follows:

A retailer handled a stove costing him wholesale \$10. He wishes to make a profit of 10 per cent. His cost of doing business he estimates at 18 per cent. What should be his selling price? (It is not \$12.80 but \$13.89 he claims.) He explains selling price equals 100 per cent.; profit equals 10 per cent.; cost of doing business equals 18 per cent. Ten per cent. plus 18 per cent. makes 28 per cent. Cost price of stove equals 72 per cent. of selling price. Respectively \$10 divided by .72 makes \$13.89, minus a small fraction of one cent.

Now just think of the millions of merchants who have lived before us in those many thousands of years and many educated by the best teachers of mathematics who never detected the great flaw in their knowledge. Is it not sad? Indeed, let us not cry over spilled milk, as the old proverb says.

Thanks to the wisdom of our glorious twentieth century merchant, we know how to figure profits now and surely there shall be no more bankruptcies hereafter.

Let us, however, once more consider the old standard way of figuring profits. The stove problem is a good test for the illustration:

The stove, as we remember, cost \$10 wholesale. Our profit must be 10 per cent. The cost of doing business is 18 per cent.; that is, 18 per cent. of the selling price, which is 100 per cent. Respectively \$10 plus \$1 makes \$11. This is the cost price plus 10 per cent. profit. Selling price equals \$11 divided by .82, which makes \$13.41.

It is evident that 10 per cent. profit cannot be added to the 18 per cent., because 10 per cent. is a gain and 18 per cent. is a discount. Therefore, each bears a relation to a different base.

If our brother merchant has the correct method of figuring profits, then all the banks have the wrong method of figuring interest.

For instance, if anybody deposits \$1,000 in the savings department of any bank paying 3 per cent. interest, at the expiration of the year the depositor would be entitled to \$30.90 interest and if he were to draw both capital and interest he should get a total of \$1,060.90. I do not see why it should not be equally as correct a statement to say, a merchant has in stock ten bags of beans and employs eighteen men. This is 72 per cent. of his investment, which equals twenty-eight men or, on the other hand, twenty-eight bags of beans.

G. A. Meyer.

### Thinks War Must Go to a Finish.

Grand Rapids, Jan. 12.—It is plain that if the great European war is not fought to a decisive finish there can be no prospect of a lasting peace. It is also plain that both sides must expand to their maximum military strength before the issue can be tried out decisively. Anything short of this would be recognized as abortive. Economic strength claims and ought to have the right to make itself felt in war as well as mere military preparedness.

Witness our own present condition; of all the great nations we are the most unprepared from a purely military standpoint. If civilization depended on guns, soldiers, and ammunitions, rather than on men and money, civilization should be counted more secure in Mexico than with us. In other words, the world, if it would retain civilization, must needs be reduced at all times to an armed camp. But the nation that follows the arts of peace, and seeks its triumphs in the competition of business, rather than in military glory, should not and happily is not for that reason the weaker in a trial of the brute energies of war.

Yet the opposite results is aimed at by Senator Gilbert M. Hitchcock, who, by a bill in Congress proposes to shut off the right of the warring nations to buy materials of war in the United States. He thinks it would tend to prolong the war if these nations are permitted to continue to buy arms and equipment from us.

But would not such proposed restrictive legislation have the contrary effect of actually prolonging the struggle? At the outbreak of this war, one side was fully prepared. But, notwithstanding this perfect preparation of many years maturing, that side has not been able to reduce its opponents after five months of supreme effort. In all that time the unprepared nations have waged their defensive war on their own resources, as American military materials have not as yet crossed the ocean in sufficient quantities to appreciably affect results. Yet there are nations are better organized and stronger, from a military standpoint, than when the war began. That is, of course, because they have economic resources, this is, men and money.

We may, by legislation closing our markets to buyers of war material, retard, in a measure, the full military development of these buying nations, but we cannot stop it, because if we won't sell, others will.

It seems a fair conclusion that to exclude all military buyers from our markets, besides being bad for business and an act, under present circumstances, positively unneutral, would have a strong tendency to postpone the final and telling trial of strength that must come before we can have a lasting peace. W. A. P.

### Bankruptcy Matters in Southwestern Michigan.

St. Joseph, Jan. 4.—In the matter of the Poultry Pointers Publishing Co., Kalamazoo, the trustee filed his supplemental report and vouchers, showing the distribution of all the money in the estate and an order was made by the referee closing the estate and recommending the bankrupt's discharge.

Jan. 5.—In the matter of the H. A. Fisher Co., bankrupt, Kalamazoo, an order was entered by the referee confirming the compromise made with Benjamin Shapiro and the Fisher Brothers for the return of certain property upon the payment of \$65.

Jan. 6.—In the matter of the Ross Cabinet Co., bankrupt, Otsego, E. W. Sherwood declined the appointment of receiver, whereupon the referee made an order appointing A. B. Tucker, of Otsego, with power to continue the business until the first creditor's meeting. The bankrupt by its President, George Bardeen, filed a petition praying that the first creditor's meeting be held at the plant of the bankrupt. The petition was granted by the referee and an order was made calling the first creditors' meeting at Otsego on Jan. 20, for the purpose of proving claims, the election of a trustee, the examination of the officers of the bankrupt and the transaction of such other business as may properly come before the meeting.

Jan. 7.—In the matter of the Michigan Buggy Co., bankrupt, Kalamazoo, an order was made by the referee for a final hearing on all claims to which objections had been filed by the trustee, the hearing to be held at Kalamazoo on Jan. 26.

In the matter of Albert Hinrichs, bankrupt, Kalamazoo, the trustee filed his final report and account, showing total receipts of \$15,571.86 and disbursements of \$12,564.49, leaving a balance on hand of \$3,007.37, whereupon an order was made by the referee for the final meeting of creditors to be held Jan. 25, for the purpose of passing upon the trustee's final report and account and the declaration and payment of a final dividend. Creditors were directed to show cause if any they had why a certificate should not be made by the referee recommending the bankrupt's discharge.

Jan. 8.—In the matter of William Dannenberg, bankrupt, Allegan, the final meeting of creditors was held. The trustee's final report and account was considered, and it appearing objections were filed to its allowance the trustee was directed to show cause on or before Jan. 19, why such report should not be allowed. Certain administration expenses were ordered paid and the final meeting adjourned to Jan. 9.

Jan. 9.—In the matter of the Tiffany Decorating Co., bankrupt, Kalamazoo, the first meeting of creditors was held at the latter place. Stephen G. Earl was elected trustee, his bond being fixed at the sum of \$1,000. Rufus C. Saunders, Harrison Merrill and I. M. Stimpson, of Kalamazoo, were appointed appraisers. The receiver's report was accepted by the creditors and the receiver discharged upon the qualification of the trustee and turning over the assets. The trustee was authorized and directed to sell the entire assets at private sale. The President of the bankrupt was examined and the meeting adjourned for three weeks.

An involuntary petition was filed against the Hickory Grove Distilling Co., a corporation engaged in the wholesaling and distilling of liquors near Kalamazoo, and the corporation was adjudged bankrupt, whereupon the matter was referred to Referee Banyon, who entered an order for the bankrupt, by its President, to prepare and file its schedules. Michael M. Kennedy, of Kalamazoo, was appointed receiver, pending the election of a trustee.

# QUALITY SHOWS WHERE NEDROW GOES

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E. A. STOWE, Editor.

January 13, 1915.

## LEWIS H. WITHEY.

The Tradesman devotes much space this week to the silver anniversary of a man who has never either courted or shunned public recognition. The affair was so notable in many respects that the Tradesman departs from its usual custom by publishing a verbatim report of the proceedings.

No one can speak or write understandingly of Mr. Withey without being compelled to recognize the tremendous energy of the man. From young manhood on he has made himself felt as a power in whatever circle he touched. He has not the fascinating talent, but he is surcharged with the driving quality. His lucid intellect is backed by a resolute will and he has that ineffable thing which we call personal dominance. The net result is an application of pure individual force to the business life of Grand Rapids and Michigan almost without parallel in this generation.

It is not easy to draw a picture in words of one who possesses such commanding qualities as he has. His greatness rests not alone upon the many clear and rare traits of mind and character with which we are all familiar, but also in large measure upon the very unusual blending of those qualities. While Mr. Withey is austere and capable of great severity, he is also capable of great tenderness of feeling. His sympathies are stirred readily by the misfortunes of others. His charities are unobtrusive as they are extensive. He has high moral courage as well as incorruptible integrity. Possessing an unusually keen mind, with seemingly tireless mental and physical energy, he is ever ready to engage in new work or to assume additional responsibilities. Great sagacity and unflinching fidelity to every trust are among his notable attributes.

## WILL SCIENCE END THE WAR?

Nikola Tesla has recently written for a Sunday newspaper supplement an article on science and the present war, in which he expresses the belief that science will be utilized by one or another of the belligerents in some new and terribly deadly way in order to bring the war to an end. Otherwise, he predicts the European conflict will not end short of five years nor extend beyond ten years. The article is characteristically fanciful and fantastic of Sunday supplement

literature. Tesla is prominent as a scientist, but in this particular article he seems the highly imaginative romancer of the Jules Verne or H. G. Wells type, than the man of science dealing with the cold, hard facts of his specialty. He represents the expert electricians, chemists and inventors of the world as feverishly at work seeking some new force or agent so deadly in its nature that the nation which first employs it will be able to annihilate its enemy or enemies and bring the war to an end. It may all come true, and when a man, a scientist especially, turns his imagination loose in this field, in view of the marvels science has accomplished and is accomplishing, he can go as far as he pleases and his fantastic conceptions and conclusions will be accepted as plausible, at any rate by readers of Sunday supplements.

Predicted discoveries or inventions of such deadly sort as Tesla regards as possible or even probable in this war, are not original with him. There are legends that some of the nations have had for many years some secret agent or plan by which the nation possessing it can totally destroy its enemy's fleets and fortresses and forces. There is a more or less authentic story, that Thomas Cochrane, tenth Earl of Dundonald, one of Britain's admirals, famous for his daring and resourcefulness, who destroyed the French fleet in Basque Roads in 1809, perfected such plan for ending a war easily and speedily. According to the story or legend the plan was laid before committees of Parliament, made up of leading statesmen and scientists, one during the Napoleonic wars, and the other during the Crimean war. Both declared the plan all that Dundonald claimed for it, but each refused to advise its use because it was so inhumanly terrible and destructive. The reputed plan is said still to be hidden in the official archives. It is also asserted a British scientist of this decade claimed to have found a means of ending war by exterminating the enemy, but it was too appalling in its destructiveness of life to be disclosed at this time. It is said the scientist deposited in the government archives a sealed description of his secret with instructions that it should not be opened for a hundred years, when in his opinion humanity might be civilized enough to be entrusted with it. Perhaps two such secrets exist in the British archives and possibly other nations have similar secrets hidden away. It is quite easy to have built legends about rumors of such discoveries, so that now they may be conveniently referred to as facts. Science has made war the deadly thing it is and may make it impossible by discoveries that may make it inconceivably more deadly. Still there is one thing obvious to-day, that horribly destructive as man has made war for those engaged, man faces and stands up before the murderous weapons he has contrived without apparently sustaining any greater shock than when hostile forces armed with bows and arrows faced each other and fought.

## FIGURING THE RESULTS.

With stock taking completed or nearing conclusion in most stores, a brief outline of the method of calculating the year's profit will prove of interest.

To begin with, the summing up after the year's business should include on the one hand the various assets of the business. These include stock in hand, which will presumably be taken at invoice price plus freight or handling costs; cash in hand and on deposit in the bank; accounts due to the business from credit customers; and the amount invested in real estate and buildings (if these are owned by the business) in store fixtures and other incidentals.

On the other hand, a summing up of liabilities will include outstanding accounts against the business; chattel mortgages, if any, against the stock; mortgages against the real estate, if any, owned by the business; and the amount originally invested when the business was started.

The difference between the total assets and the total liabilities will show the extent of the profit made; or, if it is on the wrong side of the ledger the loss incurred.

Where stock was taken a year ago, the net profits for the intervening year can be determined by a comparison of last year's summing up with the figures for this year.

As an example, Jones starts the year with \$7,000 stock, against which there is an indebtedness amounting to \$2,200. This, by the way, is more indebtedness than he ought to have to go through the year in comfort. He has \$400 in the bank and accounts on his books amounting to, say, \$650. Leaving out of the question, for the moment, his investment in buildings fixtures and incidentals, which will be fairly stationary, he is found to be worth, at the commencement of the year, \$5,850.

At the end of the year his stock on hand totals \$8,800, against which, however, there are current accounts of \$1,900 outstanding. He has \$300 in the bank and on hand and accounts due the business amounting to \$810. A summing up of these figures, as in the first instance, show that he is worth at the end of the year \$8,010.

At the end of the year he is worth \$8,010; at the beginning of the year he was worth \$5,850. His net profit during the twelve months just closed will be the difference, \$2,160.

This is, however, a rough or surface calculation. To be conservative, he must take into account other items, such as the item of depreciation on building and fixtures; or on fixtures alone, if he is renting. This depreciation would have to be subtracted from the profits as shown. In some instances, depreciation is figured in with overhead expenses, a certain percentage being, as a rule, reckoned in making the estimate.

The annual summing up and comparison of figures is valuable. It indicates to the merchant whether he is going behind or going ahead. If he is going behind, or if his progress is not what it should be, it is up to him

to enquire more closely, to find where the leak is, and to apply the remedy. In such a case it might be worth while to institute a system of stock records, and to take monthly balances. The stock record system when properly kept up enables the merchant to tell, almost at a moment's glance, the amount of stock carried and the amount of business being done. Moreover, it is a helpful protection against running out of some quick-selling article, while it also shows what goods are slow to move and need pushing. To carry out a system of stock records requires some extra work on the part of merchants and clerks; for this purpose a card system is advisable, a debit entry being made when stock comes in and a credit entry for each sale. These records make the taking of a monthly balance an easy matter; and facilitate the task of the merchant in keeping close tab on his business progress.

## THE FINGER OF FATE.

The Danbury Hatters case has, throughout its history, been the object of unusual interest. It was through the first decision rendered by the Supreme Court relating to the case, now nearly seven years ago, that an authoritative expression was obtained from the highest court in the land to the effect that a labor-union boycott of the kind here involved—a standard form of "unfairlist" boycott—is a violation of the Sherman Anti-trust act, being a restraint of interstate commerce in the sense contemplated by that act. The final decision of the Supreme Court is not only reaffirmation of that judgment in point of principle, but is important as settling the question of the responsibility of members of labor unions for acts done by the union, of a nature that must of necessity be within the knowledge of the members. "It is a tax upon credulity," said Justice Holmes, in handing down the Court's decision, "to ask any one to believe that members of labor unions of that kind did not know that the primary and secondary boycott and the use of 'we don't patronize' or the 'unfair' list were expected to be employed in the effort to unionize these shops." That no opinion was filed expressing dissent from the strong language used by Justice Holmes is significant, because it indicates that the day of the boycott has passed into history.

If all ex-Presidents were like Mr. Taft, the old question, What shall we do with them? would soon cease to be asked. What better use can an ex-President make of his time, after laying down the grievous load of Presidential responsibility, than to touch upon all sorts of public questions in a spirit of free and shrewd judgment and of genial humor. The humorous sallies that he used to essay while still in the White House were apt to be somewhat heavy-footed; but he has evidently doffed something more than physical avoirdupois since the days of Ballinger and the Payne-Aldrich tariff.



## GETTING THE MONEY.

## Successful Collecting the Cornerstone of business.

Written for the Tradesman.

Whatever else he may do the merchant who is conducting a successful business is getting the money for what he sells. This is certain. Collections form the cornerstone of any business. However good a merchant's affairs may look to him on the books, his profits are not made until he has collected the money coming to him. If he chances to be ideally situated with a bustling cash business, his is a different proposition but, the country over, retail business, just as wholesale business, is conducted along credit lines.

Ever since men began to sell their wares "on time" they have been looking for an unfailing method of collecting what is owing to them. In the words of the skeptic, "There ain't no such animal." Credit extensions are matters of judgment as well of fact and human merchants, just as anybody else who is human, are prone to make mistakes. With the best intentions in the world customers who buy on credit are liable to any number of mishaps and the road to business failure is paved very largely with good intentions, just as the road to a certain other uncomfortable place.

Having extended credit, however, the retail merchant has a proposition to handle that is hot on both sides. In the first place he must get the money and, in the second, he wants to keep the good will of the customer. In fact he has got to do both. A strange commentary on human nature is the fact that when a customer owes a long overdue bill he not only is averse to coming near the merchant but he actually avoids him and avoids his store. Probably most of the retailers in the country can count on their fingers the number of customers who have come to them and said:

"I have so much money and I want such and such. Let me pay you cash for it while the other bill runs on for a few weeks."

Indeed that customer, ten to one, will go to a competitor's store. But, on the other hand the merchant who gets the money gets more than the money because the customer he collects from feels virtuous about squaring up and soon "opens an account." It is only when credit accounts are kept clean that the store advancing credit is profiting by that means of doing business. When the merchant is running on a strictly cash basis and his customers have no money they do not buy; when he is doing a credit business and his customers do not pay up they do not buy, either, but the merchant is already out what he has sold.

"There is no magical way to get money owing to you," said a successful hardware retailer who had stopped selling and had turned his attention to getting the money. "The only way to make collections is to keep after them and there is no necessity of giving offense by so doing."

This merchant has a system which

could be widely adopted, or adapted, and which ought to make it easier for many other retailers to turn their book accounts into cash. In the first place his system of credit rating weeds out the impossible accounts before they are made, the merchant keeping a record of his dealings with his regular customers having them set down in black and white as to the amount of the bill they will be allowed to run up. Now, whether the merchant keep this accounts in his head or whether he have a card index or credit rating book, this is the first thing to attend to. It is the heart of the whole proposition. Warned against those people who are not at least nominally "good for" the amount they have been "trusted" for, a retailer is going to save himself a lot of future trouble.

This dealer's records of sales are kept in a cabinet file. They could as well be kept in a letter file or an envelope file, but this system has worked out to his satisfaction. At the end of each month, all items charged against a customer are made out in duplicates on the store's bill heads. One copy goes to the customer in arrears, the other goes into the file, where it is classified alphabetically with the statements of other debtors of the store. On each statement is made a notation as to special terms, etc., whether the purchaser has been given a credit of thirty or sixty days, whether he has given a note to carry the obligation until he can realize on his crops, etc. In any event all the data the dealer needs to know about the obligation is contained on this statement.

Every item purchased, the price, etc., are shown. When the first statement goes out the merchant or his book-keeper uses a rubber stamp showing the date when the statement was rendered on the bill. If payment is not received by the time the next statement is due to go out another similar stamp entry is made, also note is made by long hand as to whatever report may have been received on the account, for instance that the customer had promised to call on the fifteenth of the following month and settle up. With this data in a small cabinet this dealer has a complete record of the credit side of his business. At regular intervals he makes up from this file, or the book-keeper makes up, a statement as to the overdue accounts, the names of the customers who owe them and their amounts.

Here is something tangible for the merchant to take hold of. He can concentrate on those accounts which he sees should have the most attention paid to them and he can be sure that as long as they remain unpaid he is selling to a market reduced by just the number of possible purchasers whose names appear on this overdue list. The longer he lets them go the harder will it be to collect. The personal element enters into the case very largely. The longer a man owes a bill the greater will be his reluctance to face the merchant and the more will he think the merchant is ac-

quiring an aversion to him. The merchant must keep in touch with those who owe overdue accounts.

The merchant referred to, whose customers are farmers for the most part, does this. If a personal letter will bring the man who owes the bill to the store the dealer leads him back to the office, saying:

"I have a picture back here with your name on it I want you to see."

Then he picks the customer's record out of the file and shows it to him. A recent case showed that on June 3 there was a charge of \$6.50, on June 14 another charge of \$5.80 and on two other dates in the month there were other charges, bringing the total up to \$35. A note on the statement was to the effect that the customer had agreed to make the payment on the first of August and the rubber stamp entry showed that a statement had gone out to him. Another note showed he had asked for an extension to the last of the month, which was granted, and there were two more rubber stamp entries showing that repeated statements brought no response.

Now this is putting it right up to the customer and in most cases, according to this dealer's experience, it gets results or at least establishes a clear understanding between the merchant and the man who owes him. The case is a clear one. The merchant has done his part and the customer has failed to live up to his side of the agreement. The interview gets right down to brass tacks and the merchant and his customer can reorganize their relations and get the way cleared for settlement of the account. If the customer does not come into the store this dealer goes after him to show him his picture in his own home, or place of business.

He doesn't let the account get cold. He doesn't give the customer time to let his own sense of having wronged the merchant develop into a grudge against the merchant. He keeps in touch with his customers who owe him and gives and asks for frank, fair and open treatment. When he collects he sells his customers their self-respect and by these means he gets the money. The same or a similar course is open to other merchants the smaller the merchant's field the more intimate his relations with his customers and the greater the need for plain dealing. G. D. Crain, Jr.

## "Horse Sense."

Asa Dart was one of the "odd sticks" of a New England rural community. It was his boast that he wa'n't no fool even if he didn't know nothin'." One time a valuable horse belonging to a farmer in the community went astray, and a liberal reward was offered for its return. Most of the men and boys went in search of the horse, but it was left for half-witted Asa to discover and return the horse and capture the reward. When some one asked him how he happened to discover the horse he said:

"Wal, I said to myself where would I go was I a hoss, an' I went there an' it had."

## How It's Done in New York.

How a New York bank was swindled by a raised check scheme is told of in a recent issue of a New York paper.

A check for \$34 issued to Frank Whalen in payment for labor was lost by the superintendent of the job on which Whalen was working.

It was on that same day that a dark man of medium height entered a Brooklyn trust company's office and said he wanted to open an account. He remarked that he had not been taken care of by another bank in the neighborhood and he wanted to make a change. He presented a card bearing the name of Frank Whalenoff, with an East New York address on it. When the bank decided to take his account, he deposited \$110. He said he was a builder and was about to start operations in the suburbs.

On the morning of November 27 he deposited a check for \$3,400. This check was the one made out to Frank Whalen by the Ocean Parkway Building Company. The depositor added two ciphers to the original amount and the suffix "off" to Whalen's name, making the payee "Whalenoff." The check was credited to his account, and he went away. A few days later "Whalenoff" rushed to the bank and said he had almost forgotten his "payroll" and drew out nearly the full amount of his deposit. The bank regarded the check as secure, for it bore the certification of another well-known bank. It proved to be Frank Whalen's \$34 check, neatly raised to \$3,400.

## The Fatal Third Hour.

Detroit, Jan. 11.—In the editorial appearing in your issue of January 6, concerning the Ohio Industrial Commission, you raise the question why most accidents occur in the forenoon about 10 o'clock, and in the afternoon about 3 o'clock. Perhaps the following paragraph, appearing on page 69 of "The Liquor Problem," by Prof. Norman E. Richardson, contains the answer to this question:

"The Fatal Third Hour—The effect of even small quantities of alcohol is to make it impossible to concentrate one's mind upon the task in hand as closely as when one is free from alcohol. Grebaut, a well-known French scientist, has shown that after alcohol has been taken into the stomach, the percentage of it in the blood that supplies the brain increases gradually from two and one-half to three hours, when the maximum amount is reached. Detailed and independent studies of industrial accidents in two states have been made by the Massachusetts Industrial Accident Board and the Bureau of Labor of Minnesota. Both reports state that the greatest number of such accidents occur at 10 o'clock in the morning and 3 o'clock in the afternoon. If fatigue were the cause, the fatal hours would be just before noon, from 11:30 to 12 o'clock and just before quitting time at night. But between 11:30 and 12 o'clock in the morning there are only about one-third as many accidents as occur at 10 o'clock and at 5 in the afternoon about one-fourth as many as at 3 o'clock. Alcohol taken on the way to work—just before 7 and 1 o'clock—shows its greatest injury about three hours later."

Arthur R. Stevens.

No man's education is complete until he can tell when a woman's hat is on straight.





### Resume of the Clothing Market for 1914.

A resume of the past year in the clothing field discloses an irregularity in operations which has not been entirely to the benefit of the business. A canvass of the principal markets would seem to indicate that manufacturers have not maintained the mark which they set during 1913. Reluctantly many of them admit a slight falling off in the total volume of their sales. Others assert that they have equaled past performances, while there are a few who say they have made slight gains, but there is a total lack of exuberance about these statements. The causes are obvious—that the foreign war has seriously interfered with the business of the past season cannot be denied. Linked with this, and arising from it, is the question of the unemployed, whose purchases have naturally been curtailed. The cotton situation in the South has also had a damaging effect. Had these not been offset by agricultural conditions of the most favorable nature, coupled with the high prices that have been paid for agricultural products, the volume of sales might not have nearly equaled previous years. Irregular weather conditions also upset calculations, and failure to adjust manufacturing operations to the changing conditions in the merchandising of clothing are said to have been factors which brought about a short business.

Retail conditions are said to be a reflection of the wholesale situation which has just been related, with the exception that retailers have adjusted their merchandising to the conditions locally, and are in better position to calculate for the future. Buying throughout the past year has been conservative, by which is not meant that they have under-bought, nor have they over-bought, except in rare instances, but have endeavored to operate along conservative yet constructive lines. Immediately following the outbreak of the war the advice was sent out to economize, to cut overhead expenses without injury to facilities, and this advice where followed resulted in greater solidity and brought stocks to a safer and saner state. Retailers thus are operating more closely to the manufacturer, although some manufacturers have not adjusted themselves to the changed conditions.

Referring particularly to the fall and winter business, it may be said that this failure on the part of the manufacturers to adjust their operations to conditions resulted in their manufac-

turing a surplus of stock. In most parts of the country there was no prolonged early cold weather, and the result was that earlier than usual makers' surplus stocks appeared upon the retail market, and offerings at unusually low prices became the rule. This continued in some larger markets up to the close of the year, and it is now predicted that January will witness unprecedented offerings. After special purchases had been offered during the months of October and November, when the cold weather finally came, and came with a vengeance, in December some merchants had a large part of their original stock on hand with the season over and the consumer demand supplied. Throughout the whole industry predictions are to the effect that the forthcoming year will witness a different method of operation on the part of both manufacturer and distributor, and forecasts are that prosperity can only be brought about in the clothing industry by that means.

While spring orders did not measure up to the increase hoped for, subsequent filling in orders will, it is expected, bring up the total. The styles have also been affected by this conservative tendency in merchandising in that the more staple types of styles have led in amount of business produced. Probably the most radical style which has gained the interest of the trade is a one-button sack, semi-English style. Spring styles, with possibly the exception of this model, are being made with slightly more padding and a little more stiffening in the front. The war abroad has had no effect upon colors. Battleship gray and Napoleon blue, the latter not unlike the military blue of France, are expected to be popular. Battleship gray is nearer a lead color than anything else. A story that aroused considerable interest in the clothing trade in the past month is to the effect that one large Western market had 50,000 overcoats on hand in the wholesale trade. This however, was proven to be somewhat exaggerated, and those who are close to the industry in the market referred to do not regard this as an alarming state nor one which is without precedent. Within the past month a more settled state of feeling has taken possession of the clothing industry throughout the entire country, and hope has been inspired, and not without logical basis, that the forthcoming year will be a healthy one for the clothing trade.

It has been stated that retailers are more and more using fabric brands to help sell ready-to-wear garments.

There are certain fabrics which, through the time element and their worth, have become known to the public, and the names of these fabrics seem to serve a good purpose in advertising clothing made from them. —Apparel Gazette.

### Better Methods.

[Every country merchant should request his local editor to print this.]

Two words may be used to sum up all the needs of rural communities: "Better Methods." Better business methods for merchants, better agricultural methods for the farmers, better teaching for the schools, better preaching in the churches and better management by municipal authorities. Rural communities do not oftener lack these betterments than do urban communities, but as the tide of trade and population has set away from the rural communities they are bound to increase their attractiveness in every possible way in order to recover and retain their population, wealth, power and prestige.

Just as the needs of each rural community touch the interests and activities of all classes of citizens, so all classes must unite and cooperate in taking the steps that are essential to the community's rejuvenation and preservation.

The job is too big for the merchants or for any other single class of citizens to undertake to perform. Moreover, when any one class carries on development work it is likely to become narrowed until the rest of the community acquire the notion that their interests are being disregarded if not deliberately opposed.

In fact publicity of the kind that can be given only by participation is indispensable to success in community development. At the first sign of secrecy in the conduct of a develop-

ment club those not participating in its work become suspicious and any considerable suspicion is fatal to community co-operation.

Perhaps the allaying of suspicion should have been included among the primary needs of a community. At any rate it is so important that development work can not be carried on successfully where it exists.

Except for his big ears, a donkey could not appreciate his own music.



## DEFENDING The American Home

Every American grocer, who believes in protecting the American home from danger and making it a safer place to live in, should forthwith quit selling ordinary and inferior matches and hereafter push the BEST. There never was a match as good as the



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**Germans to Be Freed by the War.**

The German people did not want this war any more than France wanted it. They were misled into thinking it necessary by the writings of the Prussian Junkers. They were blinded by all this talk of divine right, a place in the sun, of enemies being on all sides, of shining armor of Prussian supremacy, right of might and the sacred duty of Germany spreading her culture over all the earth. The real German has been lulled to sleep by all these things although his belief in them is purely superficial.

The awakening of the German people is at hand. Of necessity it will be sad although wholesome. Very soon they will know the truth; that the empire has led them away from their true destiny; that it has treated them badly. Their moral courage, which they have not used for some time, now will reassert itself and the empire will disappear as will the Kaiser, the crown prince and the Prussian military aristocracy, whose influence upon the Germanic race has been so baleful.

I foresee for the German empire just such fate as the French empire met in 1870. France to-day is a far better nation and her people are greater people than would have been the case had Napoleon remained. Frenchmen woke up under the influence of the new democracy. History will now repeat itself. Germany will be democratized; the people will no longer permit the Prussian to consider himself a sort of demi-god or superman and the Germans themselves merely docile barnyard animals. They will wake up, and the empire and the Hohenzollerns and the Junkers will have to do. The empire and the rest have already dug their grave in Belgium.

Out of this war will come great good to the entire world. France will draw great profit from it, first because she is fighting for the right each individual has to peace and prosperity and the pursuit of happiness as he sees it, as you Americans put it. Secondly, because no man can come back from this war and do little things. He has done his part in something big and he has seen too much that is noble. Whatever his walk in life, whatever the task he may have to perform, and however humble, he will put something of the noble in it. He can't help it. The race will be uplifted.

Civilization will draw a lesson from the war, and profit by it. Right will be respected as right has never been. The strong right arm will count for less and the brain will count for more. The world will become less materialistic. I won't say I believe this will mark the end of all wars, but certainly Europe will not see another for a long time to come.

Charles Wagner.

Cold cash melts away faster than most of us can freeze to it.

Critics and cranks are not always synonymous—but they usually are.

**Misinformed Reformers.**

The plague from which the country is suffering is the multiplicity of "reformers" and "uplift" enthusiasts who wish to enact everything they call "social justice" into the laws. In their eagerness to bring about the millennium in a week they refuse to take the trouble to learn anything of existing conditions. As a result, they upset business without compensating advantage, either in justice or in uplift. If sincere lawmakers will begin their work with the belief that business is lawful and the average business men are honest, it does not matter much whether they had their preliminary training in the counting room the law school or the newspaper office. They will accept the honest advice of the men whose occupation they propose to regulate and refrain of penalizing the innocent and long-standing customs of trade simply because some abuse occasionally arises under them, or on account of a perfervid desire to force a change.

**Boomlets From Bay City.**

Bay City, Jan. 11.—Bromfield & Colvin, of this city, last Thursday shipped a carload of oats to Europe via Freeport, Pa., and several cars of rye have been sold to exporters also destined for the war zone.

The Chatfield Milling Co. is also shipping carloads of grain abroad. An enormous amount of grain and other produce is raised in Bay county. The soil is very productive and well adapted to the raising of cereals.

One of our leading business men returned Saturday morning from a week's business trip to Cleveland and Chicago and stated that he was impressed with the feeling of optimism which prevails in both of those cities over the business outlook.

One of the most enterprising towns in Northeastern Michigan is Johannesburg. The Johannesburg Manufacturing Co. operates large mills which employ a large number of men. This company also conducts a department store. The town is located in the center of a large area of good farming land which is being settled by farmers.

The records of the police department show that our city was comparatively free from the operations of crooks during the year 1914. This proves that Bay City is a good spot to live in.

Four former business men who were attracted to Detroit at the opening of the automobile boom returned to Bay City recently and stated that they are back to stay.

Lapeer was fire swept last Tuesday and several stores were destroyed.

Mr. Gartner, senior member of the firm of Gartner & Long, Wyandotte, is dead. Mr. Gartner was the pioneer shoe merchant of Wyandotte and was held in high esteem by his customers and by traveling salesmen. The business will probably be continued by Mr. Long.

Bay Council, No. 51, initiated three candidates last Saturday evening. Just watch our Council grow.

The U. C. T. annual ball will be held at the armory late in January. Date not yet selected. We have been assured by the entertainment committee that this will be the greatest event in the history of Bay City's U. C. T.s.

John Rouse, of our city, has signed a contract with the Blackney Cigar Co., Saginaw. Mr. Rouse is one of the best known tobacco salesmen in Michigan and has been very successful as a business getter.

Pub. Com.

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

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 Vice-President—J. W. Lyons, Jackson.  
 Secretary and Treasurer—D. A. Bentley, Saginaw.  
 Executive Committee—F. A. Johnson, Detroit; Frank P. Van Buren, Williams-ton; C. J. Chandler, Detroit.

#### Violations of the Moisture Law.

Four years have rolled by since I left the Internal Revenue Service after three years' work as butter inspector. To-day I met an old fellow officer, one with whom I had been associated in many cases of violation of the moisture law.

"Well," said I, "how's the gumshoe business? Are you still hounding the poor dairymen for sloppy butter?"

"Still at it," smiled the inspector. "We buy the butter in the open market or test it at the wholesalers. When we find a shipment running over 16 per cent. moisture we trace it to the creamery where it was made and the person or firm responsible is heavily fined."

"Just the way we did seven years ago when you and I first worked together on butter cases," I rejoined. "Do you find as many cases as we used to in those days?"

The inspector started to reply, then hesitated. "You know very well," he said finally, "that the regulations forbid me answering such a question. But the reports of the Commissioner of Internal Revenue are public documents and they show that there has been no noticeable decrease in the number of violations reported."

I knew that was true, but I had never seen it quite in the same light before. Now, as I began to take note of the flight of time, I was puzzled to account for the continued violation of the moisture law. Notwithstanding the repeated warnings given in the columns of the dairy journals, and in spite of the frequent visits of the inspectors and the heavy fines levied, buttermakers were still releasing their product with more than 16 per cent. moisture in it and were suffering the humiliation of being prosecuted and fined as lawbreakers. And why? The risk is too big and the penalty too severe to make it a paying proposition financially. That left ignorance of the law as the only excuse, and surely after all these years during which the "Treasury Watch-dogs" have so zealously enforced the regulations, there can hardly be any dairymen who do not know it is unlawful to manufacture, and offer for sale, butter containing in excess of 16 per cent. moisture without first qualifying, and paying a tax as a "Manufacturer of Adulterated Butter."

"How do you account for that?" I asked the inspector. "It would seem that by this time all the buttermakers would know the law and would be careful not to run over the limit."

"Well, they do and they don't. In the last few years there has been quite a change in the creamery business in California. The little fellows are learning that the big creameries can afford to pay more for cream and yet sell butter for less. The big plant with all modern facilities is fast becoming the main factor in the butter business. The smaller concerns are either going out of business entirely, or are merely buying up cream and selling to the larger creamery.

"The result of that has been that we do not find so many cases of violation of the moisture law among the smaller creamerymen but another factor has entered the business which tends to keep the number of violations about the same from year to year. Competition is so keen between the big fellows and the margin of profit is, at times so small, that they try to incorporate as much water as possible without running over. Of course, quality is the first essential for butter buyers are mighty finical; but it seems to be just as easy to make a good flavored butter containing 15.99 per cent. moisture as to make one containing only 14 per cent. So the buttermakers keep around the 15.90 mark; and it is inevitable that once in a while the butter maker nods and we find his product on the market containing 16.50 instead of 15.50 as he thought."

"Then I don't suppose you find any real wet butter any more like that 15,000 pounds we seized several years ago which contained from 30 to 45 per cent. water?"

"No, we don't find any such stuff these days. That was certainly wet, wasn't it. I remember you figured up at the time that the buttermaker was getting rich just from the water he sold at the price of butter.

"Yes, and his employers knew he was a clever fellow for they had a contract with him whereby he was to furnish butter containing a certain per cent. of water, I've forgotten just what it was, but I know we found many thousands of pounds that ran around 35 and quite a bit tested 45."

"Well, the nearest we find the buttermakers coming to such stunts now-a-days," smiled the inspector, "is when they get a grudge against the creamery owner and purposely run the moisture content up to about 20 per cent. so that the boss will get stuck."

"Indeed, do they do that?"

"Yes, we occasionally find such cases. I believe, however, that failure on the part of the buttermaker to keep the moisture tester in good condition causes more trouble than anything else. The tester is neglected until the scales become rusty and the whole outfit entirely unreliable. I would advise the buttermakers to be very careful to secure a representative sample of butter from the churn for the test, see that the outfit is in good condition, make several careful tests, and be certain that the butter is below 16 per cent. before it leaves the creamery premises. It never pays to take a chance. And, moreover, the creamery owner or manager should watch the testing occasionally and not leave everything to the butter-



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maker."—S. P. Keyes in Pacific Dairy Review.

**Establishment of General Standards.**

General standards would vastly simplify the enforcement of food and drug laws. Most prosecutions would be reduced in the main to questions of chemical analysis, that is to questions of exact science. Exact science to be sure is far from being as exact as it pretends and it has a way, when scrutinized in a court of law, of becoming vague like a dissolving view. Nevertheless, it is perfectly obvious that issues of pure fact are simple as compared with the perplexing mixed issues of fact and judgment that so often befog the issues in our courts to-day.

Standards would lessen the cost of administering the law very greatly. There would be fewer expensive trials with scores of high-priced experts on both sides. Consequently, a given appropriation would go further. Where, however, no standards have been fixed, it is necessary to try the issue on scientific opinion before a jury. It results in the costly arraying of sets of experts against each other, each trying to prove that the opinion of the other side is wrong. The jury then must attempt to weight the tremendous volume of testimony, much of which is apt to confuse a layman. The issues can not be clearly drawn or made absolutely plain to the jury, and the decision may well do injustice to either side. Whatever the outcome the process, in the absence of standards, is an expensive, long-drawn out and troublesome one for both sides.

Even this might not be so unsatisfactory if such a battle of experts settled anything. As a matter of fact it settles nothing by the case litigated. It may be necessary to fight the whole campaign over again every time a similar alleged violation is brought into court. And so on without end.

General standards would very largely eliminate the very human bias of the official. The elimination of the personal equation is an end to be striven for in matters of this kind. The advantage to the official, although not so patent, is equally great. It lightens official responsibility and protects the official from any suspicion of unfairness.

It must, therefore, be quite evident to any one who will give the situation serious consideration that the enactment of standards will make it possible to give the consumer the maximum of protection at the minimum cost.

Let us next consider the principles that must be followed in shaping standards. There are three that seem absolutely essential:

The standards should permit no unwholesome or deleterious food to reach the consumer.

The standards should allow no form of deception to be practiced upon the consumer.

The standards should deprive the consumer of no wholesome food, however cheap.

In these days of keen competition and high prices the establishment of standards based upon luxury or un-

usual quality would be a doubtful service to the people. There is a place and a level for every wholesome food. It must be our duty to see that each article finds its proper commercial level. This can be attained only by preventing every form of misrepresentation.

However, we must not merely be on guard that standards do not exclude any wholesome food from commerce, but we must also take care that the standards when established do not become rigid and inflexible. They should be easy to modify and to change. Rigid standards may not merely work injustice; but they may also hamper progress in the manufacture of foods. This is really a serious danger. With our population concentrating in large cities, our food industries must change to meet the demands of a civilization based no longer on agriculture alone. If our people in our great cities are to be fed our standards must not hamper progress in the food industries, provided such progress does not result in deception, fraud, or danger to the public health. Therefore the interests of the consumer demand that in the enactment of standards some simple machinery be provided for their modification to meet new and improved conditions.

Still another factor that must be considered is that certain types of foods can not be easily standardized with any great exactness. These are the foods in which the personal taste and preference of the consumer dictate the composition. For them we must content ourselves with establishing general principles which will leave sufficient latitude for the full exercise of individual tastes. If we were to do otherwise our standards would degenerate into a compilation of cook book receipts.

I believe the time has come when a sincere effort to establish standards will meet with but little opposition. The honest manufacturer as well as the consumer will be protected by proper standards. The manufacturer will have a firm and known basis on which to do business. At present all is confusion. Uncertainty will largely disappear and uncertainty is the death of trade. Uniformity will grow out of the existing chaos. The honest manufacturer knows well that his interests and those of the consumer are identical.

Carl L. Alsberg,  
Chief Bureau of Chemistry.

AS SURE AS THE  
SUN RISES

**Voigt's  
CRESCENT  
FLOUR**

**Makes Best Bread  
and Pastry**

**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.

**Watson-Higgins Milling Co.**

Merchant Millers

Grand Rapids :: Michigan

**Geo. L. Collins & Co.**

Wholesale Live and Dressed Poultry, Calves, Butter, Eggs and Country Produce.

29 Woodbridge St. West  
DETROIT, MICH.

**Satisfy and Multiply**

Flour Trade with

**"Purity Patent" Flour**

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

**Prevent Breakage by Using  
Egg Case Cushions**

We Have Them. Do You Want Them?



The above cut shows, first, the former method of packing Eggs—with a simple hard board at top and bottom of cases, resulting in a great deal of breakage before reaching destination.

The second cut shows Eggs packed in case with an elastic Excelsior cushion in top and bottom of case to absorb the jar—thus carrying contents safely to destination. These cushions are constructed from Odorless, Basswood Excelsior and enclosed in the best quality of manila paper the exact size of case. They supplant the loose excelsior formerly scattered unevenly between the board and outside of case. Our cushions are well filled with excelsior, evenly distributed throughout the cushion we now offer, which assures safety in shipping.

One egg saved in each case will pay for the packing, and, as they can be used several times, by careful handling, the economy is immediately demonstrated. This, in addition to time saved in packing. A number of large egg packers have already adopted their use.

Being inexpensive, most effective and insuring safe delivery to customer, why not ask for enough samples to pack a case and see for yourself?

Samples and prices can be obtained from any of the following addresses:

- Excelsior Wrapper Co. - - - - - Grand Rapids, Mich.
- Excelsior Wrapper Co. - - - - - Sheboygan, Wis.
- Excelsior Wrapper Co. - - - - - 224 West Kinzie St., Chicago, Ill.

Our Facilities are such that Promptness is our slogan.



**For Buckwheat Cakes**

**UNCLE SAM  
BUCKWHEAT  
COMPOUND**

For Sale by All Jobbers

**SAGINAW MILLING CO.  
MANUFACTURERS**

**If You Have  
GOOD POTATOES**

to offer let us hear from you.

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

**H. E. MOSELEY CO.**  
F. T. MILLER, Gen. Manager

30 Ionia Avenue

Grand Rapids





### SILVER CELEBRATION.

(continued from page three)

vation and transportation to market of his crops. If you want to know how they have learned to use wealth, consider the great improvement in the life of the common people, the things that a few years ago were luxuries and that have now become common necessities, the improvement in our public roads and in our buildings, the tremendous development of our industries, the fact that our people are investing in our railroads and municipal enterprise, so that they own a very large interest in them, with the probability that they may ultimately own the majority of interest in them. If you want to consider the higher uses, look at the growth of our schools and colleges, our churches and hospitals, in all the means by which a people show that they really desire to do what is right.

With this growth of financial faculty, there has been a great growth and development in the institutions necessary to carry on this finance, and in the character of those institutions. The financial machinery of twenty-five years ago would be utterly inadequate to-day. The institutions of today occupy a broader field, are far more efficient. They are a monument of the thought and the efficient action of the American people. I desire to-night to call your attention to an illustration of what I have been saying.

The Michigan Trust Company was organized twenty-five years ago. It has become a great clearing house for legitimate business transactions. By reason of the confidence which exists in the community, and by reason of experience and judgment in management, it has become the depository of a large clientage of people who have entrusted to it their money for investment and through it legitimate enterprises throughout the entire district have been benefited. It is like the reservoir out in the irrigating country; the streams that alone would have wasted themselves in the desert have been gathered up into a reservoir and constitute a prominent source of power and strength in the community.

It has been one of the means—and I think the most efficient element—in the making of Grand Rapids the financial center of the district where it is located. When you add to Grand Rapids the fact that it is the center of industrial enterprises and commercial enterprises, that other fact that it is the center of financial enterprises, you give your industrial enterprises or your commercial enterprises a wider field and a greater opportunity.

You say, "How has this been done?" Corporate form is only machinery. There have been other trust companies formed which have never been of benefit to the communities where they existed, because they have been the clearing houses of illegitimate business and the instrument of the promoter. The same machinery which furnishes an opportunity for good work furnishes also an opportunity for poor work. Back of the machinery there must be the men. What has made the Michigan Trust Company what it is is the character of

the men behind it. When it started twenty-five years ago I think there were very few men in this community who had any very definite idea of what a trust company was to do, or what it was to be. They knew the men who founded it, especially they knew the man who was to be its President. He had grown up in this community and the community at large knew him from boyhood. Those who did not know him personally knew him as a high-minded business man. Those who did not know him as a business man knew him as a man who had given much of his time and influence and most efficient service to one of the boards of this city—the Board of Police and Fire Commissioners—at a time when it was an honor for the best man of the city to belong to that Board. There were a great many people who had entire confidence in his energy and in his judgment, and in his indomitable will, and he had a great lot of personal friends who so thoroughly believed in him that if he had told them he was going to build a railroad to the moon they would have bought tickets and expected to arrive on the first train. The greatest endowment of the Michigan Trust Company when it was formed was not its capital. It was the confidence of the community in the men who formed that company and who were going to manage it. After twenty-five years of experience, we know to-night that that trust has not been betrayed, that the wisdom and the energy and the financial skill which they expected have been surpassed in the actual life of the institution. The President of the Company has held that office for twenty-five years. He has become so thoroughly identified with it that if we speak of the Michigan Trust Company we think of Mr. Withey, and if we speak of Mr. Withey we think of the Michigan Trust Company. It has not been the case of a man who has given to the institution of which he was the head a divided interest. Its prosperity has been the one great purpose and interest of his life. Did you ever think how rare it is that there comes to a man what has come to him, the opportunity to manage an institution for twenty-five years, and do you think how rare a thing it is that a management of twenty-five years shall be marked with such results? As he looks upon the result of his labors to-night he sees an institution which has grown not only in resources, not only in the strength and efficiency of its organization, but what is far more important still, in the confidence which the community reposes in it and the people who manage it, and this is the greatest reward that can come to a man in such a position. It not infrequently happens that the officers of the Company can hold meetings to celebrate its anniversaries, because they are the only persons whom the corporation has benefited at all. They are the only ones who get anything out of the company that is worthy of congratulation. It is common, but not so frequent for stockholders to have anniversaries, because it sometimes happens that the stockholders and the officers are the only ones who have gotten anything out of the corpora-

tion. What has happened to-night is a more rare event, for to-night we have gathered together not only officers and stockholders, but representatives of the community at large who have received the final ultimate benefit of the organization, and we all gather to-night to congratulate the President of the Michigan Trust Company on the crowning work of his life in the twenty-five years that have been given to service, formally private, but, judging by the benefits accomplished, actually public. We rejoice to-night, that he stands before us so little worn by the marks of the long journey. We offer to him our

most profound congratulations. We express toward him, not only as stockholders and citizens, but as friends, our hope for a long continuance of his life and a long continuance of his authority. However great his authority or his efficiency, the President of the corporation cannot alone make the corporation of which he may be the guiding and inspiring spirit. Around this table there are also other men who have been instrumental in the development of this Company. We extend to them our congratulations. We express to them our hopes for their future in connection with this corporation. We hope that they

## City Bank Officers

offer their personal services in the advice and purchase of securities, for banks, bankers and private investors, and the absolute security of the City Bank vaults for the protection of valuables.

Resources Over  
Eleven Million Dollars



GRAND RAPIDS  
NATIONAL CITY  
AND CITY TRUST & SAVINGS BANKS

### THE PREFERRED LIFE INSURANCE CO. OF AMERICA OFFERS

OLD LINE INSURANCE AT LOWEST NET COST  
WHAT ARE YOU WORTH TO YOUR FAMILY?  
LET US PROTECT YOU FOR THAT SUM

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

4% the first year

5% a year for four years more, on real estate bonds secured by a first mortgage on one of the best located business blocks in Grand Rapids.

\$100.00, \$500.00 or \$1,000.00

Guaranteed by two wealthy responsible men.

Property worth twice the loan. Free from state, county and local taxes. Telephone or write, or better still, call on

The Michigan Trust Co.



will continue the traditions which have thus far been maintained, the tradition of honesty, the tradition of regard for the public interest, the tradition that the Trust Company shall never enter the arena of business as a mere promotor. We hope from them that these conditions may be maintained and that thus the corporation may be able to continue in the future, as in the past, a help to the community and a source of pride to every well meaning citizen.

I am afraid that I shall seem to you all like a preacher who became so interested in his sermon that he has forgotten his text. Indeed, I am reminded of the story of the darky's criticism of his pastor, that if his text had had the small-pox his sermon would not have caught it.

I started to-night with the suggestion that our politics and our legislation were comparatively inefficient and that our business management as a people was very efficient. I have given what I regarded as a pre-eminent, but by no means a solitary instance of business efficiency. There are many others in the life of American people. I draw as a conclusion, and I have no doubt that you all feel that the conclusion of the sermon is frequently the most interesting part of it, that the American people have put a great deal of brains and a great deal of efficiency into their business and that they have not put very much brains or very much efficiency into their politics or legislation, and if they feel disappointed in the matter of their politics and legislation they ought also to feel the necessity of putting into it the same brains and efficiency that they put into their business.

The Toastmaster: Gentlemen, we all of us have been indebted in the past to the advice, the eloquence, the information that is always to be expected when the gentleman who has just taken his seat consented to take a part in any company of gentlemen together. This is another illustration of his worth in this community. I hope that he may long live to address other people at other banquets and that he may continue in vigor for many a day. (Applause.)

I propose the health of Mr. Butterfield.

By the way, what he has said as to the origin and commencement of this organization has been brought to my mind, although it is twenty-five or twenty-six years ago by the coming to me of Mr. Hodenpyl with the proposition that he and Mr. Withey had considered and studied over, to wit: the founding of a trust company in this city.

The most of you will remember that no such thing had been heard of outside of the great cities, and there was a certain degree of suspicion surrounding the name of trust. It will be no secret if I now tell you that Mr. Butterfield consented to draw the law, to prepare the bill to be submitted to the Legislature then in session authorizing the formation of trust companies in Michigan, for up to that time there had been no law.

Mr. Butterfield performed his part well and the bill was afterwards introduced and referred to the Committee of the Judiciary. So hostile was the former sentiment in the Legislature that even with a committee made up of lawyers, they were afraid to recommend the passage of the bill because the word "trust" appeared in it. It took a good deal of trouble to convince them that it was a most innocent word and its purposes really were innocent, that the State had arrived at a point where such an organization was of immense value; that the plan of leaving estates and properties to individuals had broken down and proved a failure, as many could testify, and that there was no evil intended. They were finally willing to recommend the enactment of the bill

and it was done. There was much trouble, which I need not go into, jealousies among the Detroit bankers, and what-not, but it was finally made a law, and in the simple way that has been referred to here to-night the Michigan Trust Company was launched to do business.

Its success had been referred to and I sincerely thank Mr. Butterfield for saying in such a beautiful way all that may be said as to who have made it what it is. They have given luster to the word trust and now, in all this section of the State at least and indeed far outside its bounds, "trust" is a literal word in connection with that enterprise, which means that they may confide business to it with confidence, and that is all that we mean by the word.

I have here a telegram which I desire to read. It is from Mr. Hodenpyl himself, whom I regret sincerely is not able to be present. Dated at New York, yesterday.

"Kindly convey to Mr. Withey and your associates my feeling of keen regret at being unable to join in doing honor to Mr. Withey on Saturday evening on the occasion of the celebration of his twenty-five years' service as President of the Michigan Trust Company. This regret is most genuine, as I think you will comprehend, for I have a sincere affection for the man with whom I served for more than thirty years continuously, first as book-keeper and traveling man, and then in numerous capacities of close business relationship, and finally for about twelve years as Secretary and Vice-President of the Michigan Trust Company, of which Company he was and still is the President. During that long period our desks were never more than twenty feet apart, the companionship was close and I am happy to be able to say that during these thirty odd years together there never was exchanged between us a cross or unpleasant or impatient word. (That speaks well for Mr. Hodenpyl.) (Laughter.) "Under these circumstances is it surprising that I am fond of this fine man whom you and I and everyone in my native city looks up to and honors; I wish him for the future a long and happy life, with continued honors, and for our baby, the Trust Company, many years of continued success with Lew Withey at its head in the combined capacity of President and watch dog as in the past." (Applause.)

The regular programme is finished and the telegrams have been read. I don't know what you anticipate, but (continued on page thirty-two)

# Fourth National Bank

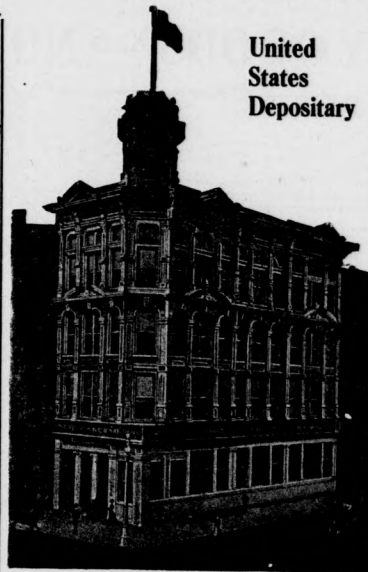
Savings Deposits

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.

*This company will act for individual trustees. It will care for trust property, assist in making instruments and in selling securities, collect the income, and pay it over as directed and will render accounts in the form required by the courts.*

Correspondence and interviews  
Invited

**GRAND RAPIDS TRUST COMPANY**

123 Ottawa Avenue, N. W.

Both Phones 4391

## Kent State Bank

Main Office Fountain St. Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000

Surplus and Profits - \$400,000

Resources

8 Million Dollars

3 1/2 Per Cent.

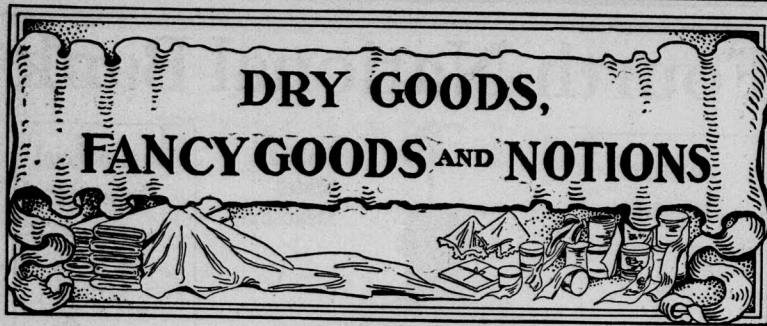
Paid on Certificates

Largest State and Savings Bank in Western Michigan

Ask for our Coupon Certificates of Deposit Assets over \$4,500,000

**GRAND RAPIDS SAVINGS BANK**





### Make Every Piece of Advertising Fit the Case.

Written for the Tradesman.

You want results. They are what you would aim at and work for. You haven't any money to throw away on resultless advertising. You haven't any advertising space to waste nor any advertising power of any kind to squander.

Stop the leakage of advertising force. When you spend your time (which should be valuable) in writing an advertisement, and your money which you know is valuable, in placing it, it should make the wheels of business go round for you. If it fails to do this the chances are that it isn't the right kind of an advertisement.

Make your advertising fit the case. You of course aim to have it a suitable exponent of your store and your stock and your business policy. If you are an upright man trying to build up a permanent business on the firm basis of integrity and square dealing, then you do not resort to fire sale methods to draw patronage. But mere consistency is not enough. Every advertisement should be a well directed appeal to your customers and the people whom you reasonably can hope to make your customers—an appeal having a definite and clear-cut purpose.

Take "Make your advertising fit the case," as your general rule. Then specifically try to make every separate piece of advertising fit the particular case for which it is intended. Talk to your own people and in a language they can understand. Talk to them about goods in which they already are interested or in which you can interest them. If you are doing business in Indiana, don't attempt to use just the kind of advertising that might be best in Montana or in New York City. Your appeals should be shaped and modified by local conditions and circumstances.

Sam McKellar, who kept a general store at Richfield Crossroads and sold goods to the farmers for miles around, on one of his trips to the city where he bought his merchandise, purchased a dozen or more large printed cards, each bearing some business slogan, such as "Cash To-day, Credit To-morrow." "If You Are Pleased with a Purchase, Tell Others; If Not, Tell Us." etc. These were put up in sets and supposed to be suited to the needs of all retail dealers.

In due time after Sam's return the cards came and he tacked them in conspicuous places in his store. The one which first caught the eye of

every person entering the place read thus: "We shall deem it a Favor if Customers will report to the Management all Discourtesies on the part of our Employees." Now Sam's sole helper was one Jimmy Denman, who acted as his general factotum, was a most amiable and obliging chap and was regarded by all patrons of the establishment as a warm personal friend. Sam himself, of an irritable temperament and sometimes gruff and surly, was not nearly so popular. Naturally the placard became a joke with the farmers of the vicinity, who poked all kinds of fun at Sam for trying to put on city airs.

The fact that this attracted so much attention and consequent ridicule proves that the idea of posting up cards about a store is a good one. The right kind of a card in place of this absurdity—a card changed every few days and calling attention to some fresh attraction—would have done Sam a lot of good. It has been said many times but will bear repeating that all the advertising power inherent in the store itself, should be utilized. Every store should be fairly dynamic with business-getting force. And every card to which space is given, and every other form of with-in-the-store advertising that is made use of, should fit the case and be adapted to the end to be accomplished in order that none of this precious force may be lost.

While on this phase of the subject it may be well to cite another example of a most malapropos card and one which it is believed has found quite extended use among grocers with a mistaken idea of humor. This is, "Don't growl at the Butter; you may be old yourself some day." By a circus clown who was hard pressed for fun-making material, this ancient and pirated joke might be made to serve a useful purpose; but it has no proper place in a grocery store. If his butter is good, then the dealer should aim to associate it in the minds of his customers with clover fields and sparkling brooks and exquisitely clean and fresh and sanitary dairies, and should keep from their thoughts all suggestion of age and staleness. If he happens to have on hand any that is air-struck or off in flavor, the fact should be mentioned only with bated breath and urgent steps should be taken to work off the undesirable stuff at a greatly reduced price, to customers who are known to be not overfastidious. But it is farthest from what he ought to do to blazon forth an appeal, which if it accomplishes anything, surely will

give the impression that the best butter that the shop affords has to be apologized for, and is not up to the requirements of the critical palate.

The writer yesterday ran across an advertisement that seems unusually well fitted to the case. It is in a trade paper and is about a certain make of popular-priced hosiery. The advertisement is evidently being run by the manufacturers. Its theme is "The Bedroom Inspection." It sets forth in plain simple fashion the fact that the hosiery you sell is judged in the homes of your customers and on its real merit or lack of real merit. Beautiful packing, fine mercerizing, and, it might be added, persuasive salesmanship, count for nothing there. There, the hose that shows a hole too soon, bags at the ankle, or fades from perspiration, knocks your store. The main theme is emphasized and made vivid by a cut of a man dressed only in his underwear and looking critically at his stockings. He is making the bedroom inspection. The advertisement goes on to say that this make of hosiery will stand the test of wear and the test of soapsuds. It tells of the excellent cotton used and the antiseptic dye with which every pair is colored. It tells how these hose are knit to fit close around the ankles and how the heels and toes have extraordinary reinforcement. It speaks of the makers' desire to send samples and to furnish advertising matter to retailers, and how they stand back of the goods.

In some respects there is nothing at all remarkable in all this—not one flowery or high-sounding sentence in the whole, nor one extravagant claim. But it is an advertisement that convinces. It is calculated to make every merchant who sees it want to try out that make of hosiery in his trade. He will think to himself, "Well, those people wouldn't talk in that plain, matter-of-fact way unless they were prepared to make good."

Now isn't that just the result these manufacturers desired to produce? And can't this result be accomplished better by plain, straight talk than by flights of rhetoric or by statements that pass the bounds of belief? So isn't this an advertisement that fits the case admirably?

And if a retailer is carrying this brand of hosiery or some other of especial practical merit, wouldn't an advertisement written along much the same lines, but adapted of course to the point of view of the buyer at retail—wouldn't such an advertisement fit the case with his customers. Wouldn't it make them want to try the goods?

Good advertising ideas may be culled from any and every source where you find them, but limit your selections to such as are adapted to your

We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

**CORL, KNOTT & CO., Ltd.**  
Corner Commerce Ave. and Island St.  
Grand Rapids, Mich.

## New Washgoods and Whitegoods

Of the latest weaves and colorings are now on display on our sales floors. The styles are beautiful and the variety is large.

Our traveling salesmen are out with the entire new line, and we thank you in advance for the courtesy you will extend them by looking over this very handsome selection.

### Grand Rapids Dry Goods Co.

Exclusively Wholesale  
Grand Rapids, Michigan



needs. Because an idea or expression is novel and striking does not make it always either appropriate or convincing. An incongruous phrase grafted on merely because it is something different, is likely to show plainly that it is not original but borrowed. On the other hand an idea that is suggested to you by some other man's advertising, you may be able to work out in a way that has an individuality and flavor that is your very own.

Decide definitely just what you wish to accomplish with any proposed piece of advertising. Then set yourself to get up an advertisement that will compass this end. This is making your advertisement fit the case.

Fabrix.

**Business Must Be Taken Out of Politics.**

Written for the Tradesman.

This has been the slogan of some of the reformers for some time past. It has a mighty taking ring, and appeals to the dear people. Business is the bogie man of the demagogues who roam about the country setting one class against another, seeking to create a war between capital and labor. It is apparent to the dullest intellect that war between the above mentioned means utter ruin for the man who labors.

These would-be reformers convey the idea that a man who has amassed a competence is one grand scoundrel, that the only truly good citizen is he who has been either shiftless or unfortunate enough to keep him in the ranks of labor. Labor is honorable only insofar as it is carried on in an honest effort to better one's condition and treat with fairness every other competitor in the race for home, family and good government.

"We must drive the business man out of politics." What does this whine of the reformer mean? By what right has he or any class of citizens to denounce business as an enemy of good government? What sort of country would we have with the business man eliminated? I was never more disgusted in my life than when I heard this cry go up from political nonentities who traversed the country appealing to the prejudices of the farmer and laboring man as against the business part of the community.

Eliminate business and you wipe out civilization. The only difference between the savagery of the Indian tribes and civilized communities is the fact that we are a community of business men and women, effecting by trade and industry a division of products, offering the humblest citizen an opportunity to make the best of life.

"Business must be eliminated from politics."

What sort of government would we have with business men and women wholly ousted, leaving things of governmental concern wholly to the theoretical reformers, loud-mouthed itinerants who go about the country railing at the "trusts," harping continually on the string that business rascality is ruining our institutions? Who if not business men are entitled to a

hand in making the laws by which they are governed?

To eliminate the business man from politics would be to deny the most vigorous portion of our citizenship from the right of self government. To deny the least of our people from the right to have a say in the making of the laws is to take a step backward into the dark ages.

Business men must have a say in making the laws that govern them. If you deny it to them you set up a despotism that would in a short time drive prosperity from the country and make of the United States of America a trackless waste. War on any citizen is war on the whole body politic. You cannot tear down capitalism and continue the laborer in the enjoyment of his weekly wage. When a man seeks to embroil capital and labor, spot that man as an enemy to his kind.

However honest and worthy the laborer may be, with capital banished what could he do to build a home and better his condition in the world? There has been altogether too much denunciation of the employer in this hurdy-gurdy race for reformation. Lobbying at the National capital has been denounced by some of our most prominent men, but by what right can we deny the business man the opportunity to appeal to his representative when he honestly believes the Congress is about to pass an unjust law, one that discriminates against himself? The Constitution grants the right of petition. Why then such an outcry against the business man for exercising his constitutional rights?

It will be a sad day for America when the business man is eliminated from politics. We place him in offices of public trust in our cities and towns, yet he must have nothing to say as to how the government of the Nation, with a big N, is run, lest he bring destruction upon our free institutions. May not a Wanamaker or a Marshall Field have something to say in politics when we permit a schoolmaster to take the reins of government for the whole United States?

This is not intended as a diatribe against any political party. All parties have wild-eyed reformers who go about denouncing business and business men, denominating them the "capitalistic class!" These same mouthy frothers pretend to feel most deeply the wrongs of down trodden labor, as if there was any such class in this great, free republic of ours.

Business out of politics?

No, a thousand times no! Every man has a right to say how the Government shall be run. He has a right to bore congress on that question; has a right in politics, and to capital labor is indebted for life, liberty and the pursuit of happiness.

Old Timer.

**The Way to Fame.**

A certain citizen being elected to Congress at once perceived that the fierce white light of publicity beats upon nobody quite so little as the ordinary member.

"A fellow might as well be married to a famous novelist!" he remarked, disgustedly, and being in nowise disposed to submit quietly to so degrading a condition, he rose in his place and offered these resolutions:

"Whereas—Red ants are said to keep cows, and

"Whereas—Anything new about the dairy business will be welcomed by the farmers of the Middle West, be it therefore

"Resolved—That the Speaker appoint a committee of five members, with power to summon persons and papers, the duty of said committee being to investigate red ants and report their findings to the House; and be it further

"Resolved—That the sum of \$100,-

000 is hereby set aside to defray the expenses of said committee."

The resolutions prevailing and the committee being duly appointed, the citizen, in accordance with the usages, was made chairman, so that when they proceeded to sit in all the principal cities, his name was in the newspapers a great deal. And when it appeared that, although the subject of their investigations was red ants, the chairman knew how to drag in white slavery, the high cost of living, and other popular concerns, it was the general view that his parts were such as justly to entitle him to the fame he was winning.

Go to the ant, thou sluggard; you will find many of her at any basket picnic.

**Ha-Ka-Rac**



MADE IN MICHIGAN  
BY MICHIGAN WORKMEN  
FOR MICHIGAN PEOPLE

**Our Goods are Standard  
Our Brand is a Guaranty  
Our Prices are Right**

Drop us a card and we will very soon convince you that our goods are fast sellers



**The Perry Glove and Mitten Co.**  
PERRY, MICHIGAN

**ON JANUARY 18th**

Prints advance 1-4 of a cent. Please mail your orders promptly to secure good selection.

**PRESENT PRICES**

American Prints.....	4½ cents	
Simpson Prints.....	4½ "	
Pilgrims.....	4½ "	
Plain Robes.....	5¼ "	
Amer. Print Remnants.....	4 "	
Amer. B Wide heavy Indigos.....	7½ "	
Amer. C Wide heavy Indigos.....	7 "	
SPECIAL {	Penelope blea. 4-4 sheeting.....	5¼ "
	Michigan unblea. 4-4 sheeting.....	5 "
	Dress Gingham Shorts (10 to 20 yds.).....	6½ "

**PAUL STEKETEE & SONS**

Wholesale Dry Goods

Grand Rapids, Mich.





Promoting Sales Through Human Interest Copy.  
Written for the Tradesman.

Clearly, advertising is the key to the shoe retailing situation. No matter who or where he is, the retail shoe dealer who once gets a vision of the tremendous possibilities of shoe distribution along modern lines, will declare the glad tidings of his rebirth in all newspaper announcements and in every piece of printed matter that issues from his store. No longer is he satisfied with the former easy-going way. He now demands colorful strains and brilliant combinations. To revert to former advertising habits would be like the oak attempting to cuddle up in the outgrown shell of the acorn. Par passu with the expansion of his inner grasp of the big ideas of selling there has been an outward and visible enlargement of the entire nature and scope of his publicity. Now he sings and soars like the lark with the spontaneous gladness of all unbound creatures. The sheer bigness of the realm of modern shoe distribution ought to be a challenge to every shoe dealer.

To all of this the prosaic and unimaginative shoe dealer may say, "Shoes are just shoes, and you don't advertise them like you write the poetry stuff." That, of course, would be facetious; and there is nothing in the code to prevent factious dissuasion, if any one cares to indulge in it. But sarcasm, no matter how clever it may be, isn't going to turn back the hands of time. And whether you know it or not, it does pay to put imagination into retail shoe copy. And it can be done all right. Miles and miles of bully good human-interest dope can be reeled off apropos "just shoes."

"Just shoes?" Well, there's a vital story back of every pair of them. It pays to cultivate a nose for the plot. Those shoes didn't just happen, as it were. Every new feature of heel, toe, vamp, and upper; every separate detail of merit in the choice of materials and assemblage of parts, and in the construction and finish of them; every individual touch that helps to make the product a more serviceable, comfortable, stylish and desirable commodity—is a thrilling chapter in a big story that's waiting to be told. Every pair of shoes suggests human-interest features that may be seized upon, skilfully utilized and played up. Back of this pair which we select at random, there was a designer, a last-maker, a pattern-maker, and a small army of skilled operatives. Back of the concrete, tangible commodity,

there was a whole line of "nobly discontented" people — dreamers and workers; executives and operatives—and you plunge into industrial history—a thrill realm of flesh-and-blood facts—if you turn your imagination loose. Back of the factory there are tanners and processes of tannage, accumulated traditions of the tanning business, trade secrets sedulously guarded and handed down from one generation to another; so that whenever you pick up a loose end, you find it running back into the complex skein of industrial history and bringing you face to face with vigorous red-blooded men who have planned and dreamed and struggled and failed and recouped and gone at it again, each contributing his share to the development of American shoemaking.

The American shoe industry is a monumental enterprise. Its foundations were laid long years ago; and skilled hands and masterful brains have co-operated to make it what it is. And the distribution of shoes is a part of the drama of merchandise. Shoes are not prosaic, matter-of-fact commodities to the mind once kindled to the larger possibilities of their exploitation. A representative shoe of a given grade; i. e. a fair, average commodity of its class, is a challenge to the advertiser. It is an achievement. It is a dream come true—materialized in leather. It is a scientific product. Back of it there's the romance of achievement. There's not merely one story in it, but a score of stories—and all surprisingly new, fresh, gripping and illuminative to the man who knows. Back of the merchandise are men, histories, traditions, processes, and humanlike machines performing specialized, wonderful operations, with a delicacy of touch surpassing the genius of the old-time journeyman who wrought at his leisure and mixed philosophy and bonhomie with the product of his hands.

For the man who puts comfort first, select a good-fitting last built on easy lines, and then play up the obvious story. Tell how the manufacturer back of the shoe conceived the idea of a perfect-fitting comfort-imparting shoe—the long-sought boon of those who treke along life's highways with sensitive, aching feet. Tell how this



Part of the Famous  
Herold-Bertsch Out-put  
**The "Bertsch" Shoe**  
Ready for Any Emergency

That's the position of the dealer who has a full stock of BERTSCH shoes. He can satisfy every critic—please every crank—supply every demand.

As a combination of STYLE and QUALITY the BERTSCH are sure winners. Every pair sold means a permanent customer on the BERTSCH shoes, for they always come back when again in need of footwear.

Prepare for spring trade now—by getting your orders in. It will pay you to anticipate your needs a little and ORDER NOW.

**BUILT FOR SERVICE—WEAR LIKE IRON**

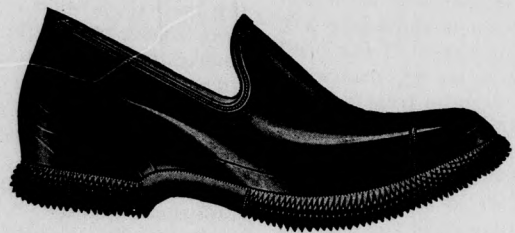
**Herold-Bertsch Shoe Co.**

Mfgs. Serviceable Footwear

GRAND RAPIDS, MICH.

A Great Rubber for the Man Who Works

**Hood's Celebrated  
Plymouth Lines**



	Plymouth Waverley	Plymouth Over
Men's.....6-12.....	\$0.82	\$0.80
Boys'.....2½-6.....	.70	.66
Youths'.....8-2.....	.60	.56
Women's.....2½-8.....	.63	.60
Misses'.....11-2.....	.55	.50
Child's.....4-10½.....	.48	.43

An Extra Quality Compound in the Soles

Extra Wear Where the Wear Comes

Save that 5% Discount

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids



manufacturer took his designers, last-makers and pattern-makers into his fullest confidence; how they caught the spirit of the enterprise; and how, with scientific accuracy and infinite pains, they made measurements, drew diagrams, and experimented with unwearyed patience until the last—the foundation of the shoe building process—was brought to harmonize so skillfully with nature's handiwork in the human foot that the result left nothing to be desired. Tell them the perfect-fitting shoe is no longer a far off, unattained dream, but an actuality.

To the discriminating dressers of either sex, whose finely developed sense of the subtle niceties of vogue demands "atmosphere" in footwear apppareling, your methods and occasions of approach are limited only by the styles and seasons and between-season specials. There are shoes for men customers of different ages, classes and conditions; and footwear for women, misses and children. And every separate line, last, and accentuation of given qualities suggests a host of persuasive appeals. If you carry footwear for little people, whose young and tender feet surely demand nothing less than the best modern shoemaking is able to offer, you should write about this class of goods in a veritable glow of enthusiasm. Why should any retail shoe advertisement be dull? Why shouldn't it be made to take on a sort of largeness, charm of imaginative quality, and compulsion of authority that get attention, beat the down conventional barriers in the public mind and loosen up the strings of the public purse? Does this sound like a visionary and impractical thing under the sun? Not if one considers the extent and variety of materials accessible—materials that may be converted into human-interest copy.

Cid McKay.

**Customers vs. Shoppers.**

A leading department store proprietor not long since, in objecting to the decision of a manufacturer not to sell his store a well-known standard product because he would cut the price, said: "We must cut the price. That is the only way we can get business." He was thinking of the shoppers who throng his store on Saturday afternoons and evenings, many

of them asking questions and buying nothing unless at a bargain. He did not think of the solid buying consumer who measures quality first, buys because it is good and he believes in it, and then comes back again because he has found it as expected.

**The Serpent of the Streets.**

No one more deserves to be branded a murderer than he who mounted on a soap box harangues a crowd of the passersby. No title better befits him than that of Cain, for, jealous of his brother's peace of mind, he slays in his brother's heart the great gift of God, contentment.

That man on the soap box is the one who is envious of another's wealth; who sees oppression in the administration of justice and slavery in the fulfillment of duty. The passions and poisons that fill his heart and mind he seeks to inject into others. He lures them to him with his oratory; he paints for them disproportionate pictures of wealth; he maligns state and church; he pities honorable poverty; he mocks honest labor; he disparages duty; he magnifies rights; he sneers at justice; he nourishes greed; he encourages envy; he deprecates authority; he falsifies truth; he ridicules morality; at times he even preaches sedition and rebellion. He takes the man who had pleasure in his daily occupation, love for his home, pride in his nation and the fear of God in his heart and makes of him a malcontent. He robs the nation of a virile citizen and gives it a disgruntled fault-finder who will eventually terminate his life in a prison or a poor house.

Yet this disruptor of our civic stability is becoming more and more an institution of our cities. He is the subtle poisoner of the peace of men. To close forever one's ears to his rantings alone assures one of happiness. For he who is stung by the venom of this serpent of the streets will be driven on for many a day by the unsatiable passions of greed and envy.

**Make Out Your Bills**

**THE EASIEST WAY**

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

**Michigan Shoe Co.**

**Wholesale**

**Shoes and Rubbers**

146-148 Jefferson Avenue

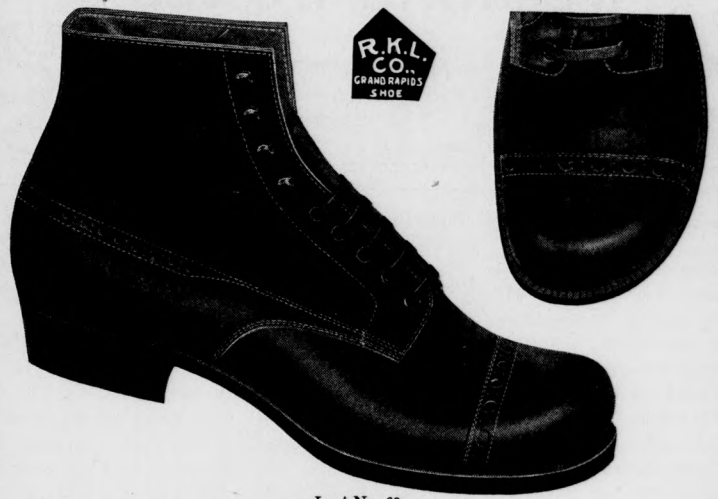
**Detroit**

**Selling Agents Hub Mark and Bay State Rubbers**

**We Solicit a Share of Your Business**

**Promptness Promised**

**MADE IN AMERICA**



Last No. 60

Is the slogan for Americans, and

**MADE IN MICHIGAN**

should be adopted by MICHIGAN PEOPLE.

The above cut represents a fine welt shoe made by this concern in Grand Rapids. Embodied in it are excellent materials, comfortable good looking last, and that substantial workmanship peculiar to all R. K. L. Shoes.

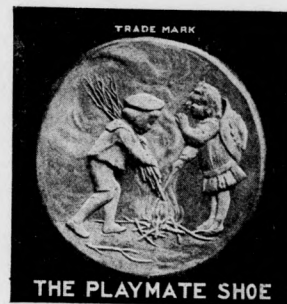
MADE IN ALL GRADES

**Rindge, Kalmbach, Logie Company**

Michigan Shoe Manufacturers

Grand Rapids, Mich.

**The Playmate Line  
Of Children's Shoes**



A splendid line of goods, made to please the parents in style and service, and give the utmost comfort to the wearer.

Carried in turns, sizes 2 to 5½; in turns and McKays in sizes 5 to 8; in McKays and Goodyear Welts in sizes 8½ to 12 and 12½ to 2.

These we have in both button and lace, and in all leathers—vici kid, gun metal, patent leather and tan.

For extreme wear, send for a sample pair of our No. 2354, extra heavy Kangaroo Calf, unlined blucher, double sole, carried in sizes 8½ to 12 at \$1.35 and 12½ to 2 at \$1.55.

**HIRTH-KRAUSE COMPANY**

Tanners and Shoe Manufacturers

Grand Rapids, Michigan





# WOMAN'S WORLD

## Concerning the Hazard of Adopting a Child.

Written for the Tradesman.

The Morgansons have adopted a baby, a tiny morsel of a girl whom they found of a morning recently, warmly wrapped for protection from the cold, in a basket placed on their front porch.

"Literally and actually a waif left on our doorstep," says Mrs. Morganson in her vivacious way. "I wanted to take her as soon as ever I set my eyes on her wee face, and I was awfully afraid that Frederick would think it ill-advised. He's usually so conservative in his ideas. But he felt the appeal of her helplessness as much as I did, and we threw precautions to the winds. There was no clue to her identity, and we didn't try and shan't try to find any. Just as soon as the measures could be taken so that it would all be legal, we had the adoption papers made out. It's fast and solid now—we can't change our minds if we should want to; but then we shan't want to. And perhaps we are not taking any greater chances on her than she is on us"—this last with the smile that is this bright lady's very own.

Thus hastily, and, in the opinion of some of their friends, even recklessly, have the Morgansons decided to give a home and care and rearing to a child of whose antecedents they know nothing; they have bestowed upon the little one their name, which is old and honorable; and in time they doubtless will give much of their wealth as well, to this small beneficiary whose sole claim on them was her compelling need.

Naturally the circumstance has aroused no little comment and some criticism among their many friends and acquaintances, particularly as it is well known that for two or three years past the Morgansons have been wanting to take as their own some bright, promising child of good parentage. They took under consideration and investigated the records of several orphans and half-orphans, but as yet had not found one that seemed to come up to their requirements.

Mr. McDermont, Mrs. Morganson's brother, who is a staunch believer in the merit of ancestry and always is declaring that blood will tell, presumed upon his close relationship to take the Morgansons to task. "How did you ever dare do anything so utterly foolish and rash as to tie yourselves up to raising a poor young one of whom you know absolutely nothing, and of whom the best you can surmise is not to the credit of

either her father or her mother. If this little stray grows up to disgrace you, as there is strong probability that she will, you have only your own unwisdom to thank."

Mrs. Morganson's ready wit always stands her well in hand in an encounter with her brother. The McDermonts have three of the most incorrigible children in the city, children so impudent and ill-mannered as well as utterly disobedient that they are dreaded by all friends of the family. "Well, Jack," Mrs. Morganson replied to her brother's sagely worded rebuke, "I see no reason to fear that our Marjory will cause us any more anxiety or bring upon us any darker dishonor than some of the blue-blooded little reprobates who are the offspring of our acquaintances give promise of doing."

Jack McDermont "shut up" and went home, afterward confiding to his wife that in his opinion "Frederick and Helen are just so pig-headed that they won't listen to common sense and reason."

To some of her friends Mrs. Morganson has let fall remarks which explain her readiness to adopt little Marjory so suddenly and unceremoniously. Some of these are given as throwing new light on certain phases of a problem in which many childless households are interested.

"When we began to think of taking a little one into our home, we wanted, or thought we wanted, a child that embodied all possible points of excellence, a model, a paragon, a child that would greatly surpass any one we reasonably could have expected to have had we been blessed with children of our own." This last laughingly of course. "He or she—we didn't care whether we got a boy or a girl so it measured up in every way—must be of irreproachable lineage; must be physically strong, with no hereditary tendency to any serious malady; must score properly on all the points that now are demanded; and must be bright and good looking and of winsome disposition. We didn't want a child less than two years old, because we desired to know something of the personality, which must be nothing short of charming.

"At first we supposed of course that it was a noble and self-sacrificing thing to do to adopt a homeless child. From nearly three years of considering and comparing we know that such a child as we were looking for can have any number of homes among the best people. The only one we found that we thought would anywhere near answer, had been

promised to a wealthy woman previously. That is, she had been given the refusal, so to speak, on the little fellow, and decided to take him. And there were three others besides ourselves who were 'right after' him. What real benevolence is there in adopting a child that is so pleasing that everybody wants him? Isn't it rather treating oneself to the choicest kind of luxury?

"I confess that I never had any liking to the general run of children whom we found in orphanages and such institutions. Ugh! those places give me a chill. We saw so many just dull commonplace little beings, lacking entirely in being interesting or giving a particle of promise. Then all the poor things with

crippled legs or arms, or squint eyes, or crooked backs, or, worse yet, mentally deficient! We never thought we were quite heroic enough to try any of these—it always seemed such a stiff proposition, we never could quite bring ourselves to tackle it. Still I don't know but one ought—they are the ones that need homes the worst.

"People are selfish about adopting a child the same as everything else. They want one whom they can make a walking embodiment of their ideals and ideas, an exponent of their fads and fancies even. They want or think they want one whom they can bring up by rule and press into a mold. Giving the nature and individuality of the child opportunity to grow and develop according to the



## Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton  
Price \$1.15

Each carton contains a certificate, ten of which entitle the dealer to

**ONE FULL SIZE CARTON FREE**

when returned to us or your jobber properly endorsed

PUTNAM FACTORY, National Candy Co.  
MAKERS  
GRAND RAPIDS, MICH.

# FLOUR

is the cheapest food product on the market



### OUR WELL KNOWN BRANDS

Ceresota—Spring Wheat  
Red Star—Kansas Hard Wheat  
Aristos or Red Turkey  
Fanchon—The Kansas Quality Flour  
Barlow's Best Michigan Winter Wheat  
Barlow's Old Tyme Graham

Call up our Flour Department for some attractive prices.

## Judson Grocer Co.

The Pure Foods House

GRAND RAPIDS

MICHIGAN



laws of its own being, does not enter into their calculations. A child is a great upsetter of preconceived notions; and foster parents do not submit so meekly as real parents to seeing their pet idols smashed.

"One thing I thought of a good deal while we were trying to find a child that would measure up to our rather high standards—how one-sided it all is! What chance did a helpless little orphan have to test us and find out whether we were what it wanted? Of course an immoral or destitute person is not allowed to adopt a child, but who looks beyond these obviously necessary requirements? Who takes the trouble to find out whether the would-be foster parent has that peculiar understanding of and sympathy with the child nature, which, I take it, is the indispensable and crowning trait of the really good father or mother? Unfortunately many exemplary people lack this trait entirely. It is not to be confounded with mere fondness for children. Some who do not understand them at all and do not in the least know how to manage them successfully are still very fond of little folks.

"About heredity—no one can dispute its power. Any sensible person would greatly prefer that a child have all the advantage of good ancestry, and none of the handicap of evil or lawless tendencies on the part of its forebears. But heredity is far from being a sure thing. Either we don't understand its law, or else there are so many exceptions that we can't calculate on them with any certainty. Nature plays us some strange tricks. The child of an infidel becomes a pillar of the church; the son of a thief or a forger may grow up a model of probity and uprightness. On the other hand the sons and daughters of the very salt of the earth sometimes turn out to be scapegraces and ne'er-do-wells if not actual criminals. Nor can all of these strange caprices be laid to environment. When it comes right down to it we don't understand either heredity or environment in the least. Even if we could control the circumstances and influences which will surround a child—and usually we can't in any great degree—but even if we could we don't know at all what sort of a combination would bring the desired results, or whether the results we desire are really for the best. A child, whether it's your own by birth or you take it by adoption, is just a gigantic speculation—a gamble if you want to put it so. Perhaps a wise providence intends it that way. At any rate with the knowledge we have now we just have to take our chances. There isn't any such thing as a child with a dependable guaranty."

There is much of truth in these thoughtful reflections of shrewd Mrs. Morganson. It is so ordered that we can not eliminate risk from any of the great experiences of life, and adopting a child is no exception to the rule. Taking in even a waif left on the doorstep may bring to a home great blessing and happiness; and looked at in the larger view of things,

may not in any event be an unwise proceeding. Quillo.

#### Teaching Children Fire Prevention Principles.

Carelessness of children with fire or matches is one of the important causes of fire and it is of special interest therefore to note the following list of questions to be submitted to school children which were prepared by W. E. Longley, State Fire Marshal of Indiana:

- Do you use safety matches?
- Are floors under stoves protected, and how?
- Are walls, ceilings and partitions protected from overheating of stoves or furnaces?
- How are ashes disposed of?
- Of what material is the house?
- Of what material is the basement?
- Is basement or foundation enclosed?
- Are chimneys built on the ground or on brackets?
- Are chimneys in good repair?
- Do stovepipes pass through attic, closets or unused rooms?
- Do stovepipes pass through partition without metal protectors?
- Do you keep gasoline? Where and how?
- Do you use stoves or furnace? What kind?
- Do you have kerosene?
- Have you any fire extinguishers?
- Are you familiar with the location of the fire alarm box nearest your home? Where is it?
- Do you know how to turn in an alarm?
- Do you know the telephone number of the fire department?
- Name any unsafe conditions that exist in or about your home.

#### A Few Follies of "Free" Delivery.

Mr. Brown stepped into the grocery store about dinner time and said:

"My wife wants you to send out a pound of coffee right away. Can you do it?"

"Certainly," said the obliging grocer, and called to his delivery man, "Joe, take this package of coffee right out to Mrs. Brown."

"Thank you," said Mr. Brown. "And if you don't mind, I'll just get in and ride out with Joe."

"I want," said the man, as he entered the hardware store, "a nickel's worth of shingle nails."

"Yes, sir," said the proprietor, "I'll wrap them up for you."

"Please send them out to 3677 West View avenue."

The proprietor called to a boy who was standing near. "Here son," he said, "take this package out to that address—and here's a dime for you."

"Say," interrupted the customer, "give me the nails free, and a nickel and I'll take the package out myself."

#### A Long Search.

"I've been looking for my husband for the last two hours," said an agitated woman to a calm one.

"Don't be excited, madam," replied the latter. "I've been looking for a husband for the last twenty-five years."



# Karo

(REG. U.S. PAT. OFF.)

## MOVES QUICKLY from your shelves

**Y**OU'LL find Karo listed on the majority of the orders you receive and your customers ask for it because our advertising has taught them its many uses, while its purity and quality bring them back for more. Karo is easy to sell and the demand for it is increasing throughout the entire year. It moves so quickly and gives such perfect satisfaction to your customers that you will find Karo the most profitable syrup you can handle. Display the well known Karo cans where your customers can see them—you'll find that it pays.

Cold weather is the time for griddle cakes and Karo. Place your orders now while the jobbers have good stocks and can deliver promptly. Karo sales mean generous Karo profits—liberal stocks will secure your full share of the profits.

**CORN PRODUCTS REFINING CO.**  
NEW YORK





Michigan Retail Hardware Association.  
 President—C. E. Dickinson, St. Joseph.  
 Vice-President—Frank Strong, Battle Creek.  
 Secretary—A. J. Scott, Marine City.  
 Treasurer—William Moore, Detroit.

### The Only Royal Road to Achievement.

Written for the Tradesman.

Work always comes easier when you are thoroughly interested. The reason is simple. The man interested in his work is keen to know everything that can be learned about it—and knowing everything about one's work lubricates the wheels of activity.

This is just as true in hardware as elsewhere. The beginner who sets forth determined to post himself thoroughly in every detail is setting his feet on the royal road to success. For, although there is no royal road to knowledge, knowledge itself constitutes the royal road to achievement.

The hardware junior at the very outset faces two alternatives. He can aim simply to put in his time, to do "in a sort of a way" whatever task comes to hand, and to make a showing presentable enough to let him pocket his pay envelope with an unworried conscience. This process is called "getting by." It does not contemplate actual failure or downright neglect; it does involve doing just as little as possible short of these things.

Or, on the other hand, the hardware junior can determine to do his work thoroughly, to watch at every turn for opportunities, and to pick up as he goes along every bit of helpful information regarding hardware. The doing of one's work thoroughly and well is a very useful habit to acquire, so that the hardware junior, while in this way doing the fair thing by his employer, is also acquiring a worth while habit for himself. Opportunities are everywhere, and they open the way for development. And information regarding the hardware business is always worth having.

From juniors in this second category are recruited the shining successes among hardwaremen, the A-1 salesmen in the stores or on the road the chaps who become bigger than their business. Men of this type branch into broader activities because they have commenced to develop at the very outset. There is infinite room in this world for any man to expand. Providence merely stipulates: "Don't paralyze your expansion apparatus by failure to use it when you're young."

Just a word about development. There are a lot of people who complain that they cannot develop to their full business stature because of circumstances. "If I were in another

store," says one clerk, "where the boss gives a chap a word of encouragement now and then, I might do something—but here—"

Here, of course, circumstances make development an impossibility.

That is all a colossal mistake. Development depends, not on the circumstances in which a man is placed, but on the man himself. It is quite true that in unsympathetic or discouraging surroundings a man will find it harder to develop than where everybody helps him along; but if he has it in him, he will develop, none the less. He will try, anyway. And when the change comes—when he shifts to surroundings more congenial—he will grow the more rapidly, just because in his earlier, hampered days he has not allowed himself to forget how to grow.

The man who wishes to grow into bigger things looks always on the broader aspects of his business. He is the junior who studies counter arrangement and window display and suggests this or that additional purchase to customers; he is the older salesman who thinks up advertising ideas and schemes to keep the stock moving. The growing man draws lessons from the past, inspiration from the future, and a lot of thoroughgoing enjoyment from the busy present.

You, Friend Junior, in these early days in hardware, with which team do you line up?

You want to be numbered with the chaps who are striving for something bigger. You want to draw a fatter pay envelope a year hence; you hope some day to go into business for yourself; in the still more distant future you expect to widen your activities.

Then start right by commencing your development now.

Study hardware in all its aspects, as opportunity offers. If you have the chance, now or a year from now, get next to the buying end of the business, or the advertising end. Study the store arrangements. Learn tact in the handling of customers. Take stock of yourself from time to time, to see that you are making progress.

Ask yourself questions. Why is it Bill sells more stoves, or Jim leads the list in paint, or that you can't put across as many saws and hammers as Charley?

You are perfectly at home handling farm implements, but the minute a customer mentions anything in building hardware, you feel instinctively that you'd like to switch him to one of the other salesmen.

If you knew as much about locksets and clasps and fasteners as you do

about binders and shockers and separators, couldn't you make the sales just as well?

Of course you could.

Then make it a point to know as much about these lines.

And apply the same lesson throughout. Learn the stock, from tacks to turpentine, from saws to stoves, and learn it thoroughly.

You can learn, too, from your customers—not merely from the people who buy, but likewise from the people who, despite your most diligent efforts, refuse to buy. "That man felt like buying. Why couldn't I close the sale?" is a problem that, now and then, it will pay you to work out in your own mind.

And, incidentally, learn to understand yourself—to know your own capabilities and your own shortcomings. Knowledge of just what you amount to, what constitute your assets and what your liabilities, will help you immensely in your work—will help you, also, to add to the assets and decrease the liabilities as you go along. For to know that a defect exists is the first step toward its correction; and to know that you have a particular talent is the very first thing in the development process.

Keeping your eyes open, observing things, picking up information at every opportunity, can be made a habit, and it will prove a very useful, helpful and remunerative habit.

William Edward Park.

### What He Wanted.

The Boston man entered a hardware store while the clerk was chatting with a drummer from the Middle West.

"What can I do for you?" asked the clerk, as he walked over to meet the customer.

"Sir," replied the Boston man, "I desire to purchase a device in which, by means of a pedal attachment, a fulcrumed lever converts a vertical reciprocating motion into a circular movement. The device contains a huge disc that revolves in a vertical plane, and power is applied through the axis of the disc, and work is done on the periphery, and steel, by mere impact, may be reduced to any desired shape."

"Yes, sir," replied the clerk. "I will send the device to your address."

"What in Sam Hill did that fellow want?" asked the drummer.

"A grindstone," replied the clerk.

### Unanswerable.

Mr. Weatherby: You never kiss me, dear, except when you want money.

Mrs. Weatherby: Good gracious Clarence, isn't that often enough?

## Reynolds Shingles

### Water-proof Fire-resisting

Heavy long fiber felt saturated and coated with asphalt, surfaced with crushed granite and slate in colors—red, green, gray, garnet—welded to body.

Will not fade, crack, split or buckle.

Approved by the National Board of Fire Underwriters.

Samples and details on request.

### H. M. Reynolds Asphalt Shingle Co.

Est. 1868

Grand Rapids, Mich.

## Weed Tire Chains

All the regular sizes carried  
in stock

Write us for the jobbing price

### Sherwood Hall Co., Ltd.

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### OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

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## Foster, Stevens & Co.

### Wholesale Hardware

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

Grand Rapids, Mich.



## THE MEAT MARKET

### Talks by the Butcher Philosopher.

Regarding the trial balance, the letter of enquiry which I am answering say that the proprietor of this market takes inventory only once a year, and that he has always made money. He would like a system to show him exactly how he stood at least once a month.

The request shows that this market man has his doubts that a yearly inventory is sufficient even though he has been successful. I agree with him. A monthly statement of his resources and liabilities is desirable and necessary.

The meat and fish departments could very easily be figured every week. In many meat markets this is done and it is easy, because upon Saturday night when business is over there is not much stock left, or, at least, there should not be much of anything left over if the buying is done intelligently. Then it would not take even a half hour to take stock. The amount of the daily sales can be entered from the sales slips at the close of each day's business; this summary showing the total sales at the end of the week.

On Monday the total sales plus the amount of stock figured at cost can be had almost immediately. Against that you must charge the cost of the goods plus the expenses of running that department, such as help, ice, sundries, and the proper proportion of such expenses as light, rent, delivery, etc.

No one is better able to judge how much expense there is in carrying these departments than yourself, and, whatever it is, they must, of course, be charged with a proper proportion. Even a part of the proprietor's salary goes against the department, just as do the wages of the help that are employed there. And you are entitled to as much as you think you are worth to the business.

A great many men in business do not draw wages but simply take what they need for their living expenses. It is a mistake not to put yourself on salary, as you cannot strike an accurate trial balance if you do not.

Once a month, say a day near the first, if you take an inventory of all your departments, which is a hard proposition unless you maintain a perpetual inventory, you can strike a complete trial balance of the whole business. That is the longest time you should allow to pass without knowing the results of your work. A yearly balance passes over too long a period of time; you have no opportunity to check the leaks.

While I know that a grocery stock

is much harder to inventory than a meat or fish stock, it should not take long if it is properly arranged, so that a clerk or two could do the work within a reasonable length of time.

It will simplify the work very much if you will keep your books up to date, not allowing the work to accumulate. As soon as any merchandise arrives, see that it is checked up and entered in its proper merchandise account, and then file the bill for future reference, if necessary. In remitting for same, take the amounts from the merchandise book. That will safeguard you to a great extent from mistakes of any kind, besides giving you an absolute record.

The same with the daily sales. See that the total amount of the sales in the various departments are totaled and entered in their respective accounts without delay. If this cannot be done at the end of the day's business, it should be attended to not later than the next day, so as to keep the work from accumulating.

It will be an easy matter then to strike an accurate trial balance that will show results weekly or monthly, as you desire.—Butcher's Advocate.

### Defrosting Meats.

If you handle but a small amount of meat in this shape, the best way to defrost it is to place it in a room that is good circulation of air. Here it will thaw slowly, and the air circulation will prevent the frost as it comes out from the meat, condensing the moisture from the air, upon the meat's surface from leaving it wet and turning it dark.

Men who handle a large amount of frozen meat have a special defrosting room for this purpose. The ceiling of this room usually consists of a

brine loft for the refrigerant, whatever it may be. In the room itself is built a skeleton table, the top being composed of galvanized iron. Beneath this table are located pipes through which steam may be emitted. The heat, rising, comes in contact with the metal top of the table, which being an excellent conductor, imparts it to the meat placed thereon. With the refrigeration above and the heat from the steam below, a very rapid circulation of air is produced in the cooler. The warm, moist air rising from the meats deposits its moisture on the pipes, leaving the surface of the meats dry. The room should be held at a temperature of 42 to 46 deg. F. Ribs and loins can be defrosted in a room like this in from eight to twelve hours and will come out looking bright, firm and fresh.

### Coblentz Sausage.

In Coblentz sausage, both veal and pork are used, and it is left to the maker as to how much of each meat is to be put in. Equal parts, however, are usually used. For twenty pounds of meat, equally divided, the following method will do: Let the meat lie in a salt pickle made with twelve ounces of salt and one-half ounce saltpeter for some days. Then chop the veal fine, add the pork and chop altogether, as it is not necessary for the latter to be so fine. Add one ounce white pepper, one-third ounce fine mace, one-third ounce fine white ginger, one-third ounce peppermint, three sticks eschalots, two sticks garlic, and mix well through the meat. Mince until the fat shows through the rest like pinheads; work until stiff, with a small quantity of water, then add four pounds of fresh meat, ready prepared, and work for a quarter of an hour. Fill into narrow pigskins, not too tight, making six sausages to the pound. Let them hang in a fairly warm room to dry; then smoke at a temperature of 100 degrees F. Con-

tinue this until they are a beautifully yellowish red color, which will take about three-quarters of an hour. Then let the sausage simmer six to eight minutes in water before using.

On the other hand, the way of the transgressor frequently seems to be pretty smooth.

### MAAS BROTHERS Wholesale Fish Dealers



Sea Foods and Lake Fish  
of All Kinds

Citizens Phone 2124 Bell Phone M. 1378  
1052 Ottawa Ave., N. W. Grand Rapids, Mich.

THEY ARE GOOD  
OLD STAND-BYS

## Baker's Cocoa and Chocolate



are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Registered U. S. Pat. Off.

Trade-mark on every genuine package

MADE ONLY BY

Walter Baker & Co. Ltd.  
Established 1780 Dorchester, Mass.



## TANGLEFOOT



The Non-Poisonous Fly Destroyer

46 cases of poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914.



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

THE FIRST AND FOREMOST  
BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE  
326 W. MADISON ST. CHICAGO  
ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN





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#### Good Clothes Help to Make a Salesman.

Observers are more impressed by the tidiness of one's clothing than by its expensiveness or variety.

It is said that no one ever notices a man's linen, unless it is soiled; or his hat, unless it is of unusual shape, or dusty, or shabby; or his shoes, unless they are loud, or need blacking, or are worn down at the heel.

True, unpleasant conditions do attract notice, but it is undeniable that the observer is always agreeably impressed by the cleanliness and good style which distinguish the gentleman. Every salesman, therefore, owes it to himself and to his house to be well dressed.

The secret lies more in the choice of clothes and the way they are taken care of than in their expensiveness or variety. Often the man with a modest wardrobe is better dressed than the one with many suits. Naturally the man is light-headed, not to say wicked, who would squander on coats, boots, and neckties an income sufficient to support several families; but the example of the careless, slovenly man is not inviting, and if extravagance is to be deplored, there is merit in good dressing. Strike the happy medium. Be neither a Beau Brummell nor a dust-stained Weary Willie.

Neglect of the clothing is a symptom of slovenliness that is apt to be progressive.

The well-dressed salesman is scrupulously neat, carries himself well, and is alert and active. The salesman who is content with ill-fitting clothes, shabby hat, soiled linen, rusty shoes, and a collar that is a size too large may be a very bright man and representing a first-class house, but he certainly does not look that

way. The first impression the observer forms of him is that he is a "down-and-outer," bordering on a state of collapse. So much depends on first impressions and in keeping up good impressions once formed, that every salesman should regard his personal appearance as important.

Contempt for clothes is too often associated with laziness. The salesmen whom the general trade care to meet are those who "keep up" in every way. In matters like dress, it is a good thing for the salesman to try to get a look at himself "as others see him."

It matters little what your income is or the claims there may be upon it, you can at least afford to patronize a tailor who can give your clothes a stylish cut and a neat fit. Properly selected and adjusted 50 cent neckties look as good as dollar ones; and a hat that becomes you costs no more than a misfit.

Personal appearance in salesmanship counts so much and costs so little, that any salesman can afford the price, and it is money well invested. A man is judged almost as much by his appearance as by his actions or the degree of his sanity in this progressive age. A well-dressed, alert salesman will get a "look in" with a brusque merchant, while his slovenly brother is being waved aside with the busy signal.

Orderliness in dress goes hand in hand with orderliness in the sample room and orderliness in everything else connected with the work of a salesman. Nothing creates in the buyer a desire to buy like stepping into a well-ordered salesroom. The most attractive line of goods will lose out 50 per cent. through ineffective display in a cluttered-up room.

The proper display of samples on the road is a subject worthy of the closest study. Due care should also be given to cleaning up the sample room in general before going out to round up a customer. Waste paper, trays, and empty boxes should be stowed away out of sight, and everything arranged in apple-pie order, if one hopes to conduct a customer through the line without a hitch.

Some salesmen are naturally orderly; others learn to be, by hard knocks taught in the school of experience; and still another class can never learn the lesson. I graduated from the second class during my first year on the road. It happened in this way.

My line was displayed in a large, hustling, Northern Michigan town. Our house had practically no business

there, and my first three visits were devoted largely to an effort to interest the largest concern in the place; but I failed.

On my fourth trip I found the buyer of my line away on sick leave. The head of the house was a crusty, nervous old man; but not wishing to be turned down altogether, I summoned courage enough to approach him.

In place of the curt refusal I expected to receive, to my surprise he asked in a quick, sharp manner if I would be in my room at the hotel at 12 o'clock. Receiving a reply in the affirmative, he promised to meet me there at that hour. With eager expectancy I went back to wait out the interval. I was nervous and dreaded his coming, for that was my first experience face to face with a big merchant.

He was on time to the second. With youthful indiscretion I greeted him rather more effusively than the occasion required, which he failed to notice, however, for he pushed right by me into the room without any ceremony whatever. Before I had discovered my mental equilibrium, he was firing questions at me, two at a time, concerning the value of various items in the line. Without giving me time to answer even his first enquiry, he started for the door, with the remark that he guessed there was not anything he wanted. Stopping on the threshold, he turned and said, "If you have a black silk at—, I can use a few pieces."

"Certainly," I said, "I'm sure we have it," and commenced a search that ended in despair. The piece samples were jumbled in a telescope with two or three other lines, and in spite of desperate efforts to locate that silk sample I couldn't put my hand on the right one, although I knew it was there.

He got impatient, and I got nervous, which gave me blind staggers, and I couldn't have found that sample if it had stood in front of me as large as the statue of Liberty. Muttering something about "disorderly salesmen," he rushed out, banging the door behind him. I dropped into a convenient chair in a cold sweat. Ten minutes later I located the offending sample and started to run over to his store with it, when it struck me that he was probably at luncheon. At 1:30 I found him in his office and hastened to apologize for the delay.

"Never mind troubling yourself, young man," he said, in a rasping tone, "I have just placed an order for twenty pieces of the silk I wanted with a New York salesman who keeps his samples where he can find them." And then to give good measure he added, "If you remain on the road and expect to succeed, you'll have to keep your wits about you."

The loss of that order amounted to four hundred dollars, besides a chance to get an opening wedge in with a gilt edge concern. I didn't need any coaching after that, on how to keep stock in the sample room.

Proper care of samples is as necessary as effective display or orderly arrangement.

The three vital factors in the successful sale of goods from samples are: first, the standing of your house; second, your own power of persuasion; third, the condition of your samples.

The most painstaking salesman will find that with packing and unpacking his trunks every day, his samples soon become worn and unattractive. What then happens to the careless man? Many a time I have seen a line of what had once been choice goods in an utterly shabby condition before they had been out ten days, and for the balance of a trip of several weeks the salesman carrying them was obliged to make the best showing he could with ruined samples.

It is a difficult matter, even for a buyer possessing the keenest imagination, to stretch his fancy from a straw hat sample that looks like a punctured bushel basket to the smart article of headgear it was when it came fresh from the factory.

When a clothing salesman extracts from a pile a garment that resembles a linen duster instead of the snappy, up-to-date coat that it once was, his customer is very likely to class it with the "has been" and ask to be shown something in the prevailing style.

A good looking sample is a sale half made.

When I was in the jobbing business at D—, a prominent straw goods manufacturer called on us, accompanied by his regular salesman.

The occasion of his visit was to introduce a new line. He succeeded in arousing the interest of our hat buyer, who induced me to go along with him to the manufacturer's sample room to look his line over. Picking up a certain block that he thought was destined to have a great run, the manufacturer started to show forth its merits. Stopping suddenly, his eyes riveted on a certain spot on that hat, he called his salesman over to our group, and there in front of us all gave the unlucky fellow the worst "roasting" I ever heard.

"Do you see that dent in the crown of this hat?" he asked.

It was so small that the rest of us had failed to notice it; but his salesman admitted it was there.

"Well," continued the manufacturer, "haven't I told you repeatedly to pack your samples so as to insure them against damage? In another two weeks this sample will be utterly worthless. Do you expect to finish your trip introducing this hat, and to take orders from it in a dilapidated state?"

The manufacturer worked himself

**HOTEL CODY**  
 EUROPEAN  
 GRAND RAPIDS, MICH.  
 Rates \$1 and up. \$1.50 and up bath.

**EAGLE HOTEL**  
 EUROPEAN  
 GRAND RAPIDS, MICHIGAN  
 \$1.00 PER DAY—BATH DETACHED  
 Excellent Restaurant—Moderate Prices



up to a great state, while his salesman stood before him, utterly unable to defend himself. Although he was guilty of carelessness, he was too manly to offer excuses, so said nothing.

"Perhaps you know where another line is coming from; I don't," his employer started in again. "I tell you what it is, I want you to take more care with these samples. If it takes all day to pack up you see to it after this that they are packed to avoid breaking."

The salesman was saved from further reprimand by a telephone call from the office. When he had left the room I asked his employer if he wasn't a little rough on him, and whether such talks were not more effectively conducted in private.

"Perhaps so. No doubt you are right," he answered in a half apologetic manner, "but it is so exasperating. I lost my self control for the moment. Permit me to explain, however, what my salesman knew from long experience, that a new line of samples like these is made ready only after weeks of work and great expense. Our sample line is our stock in trade until the orders are all in and the factory running. A duplicate line could not be had, excepting at great cost and a loss of time. In any event, there is really very little excuse for careless packing. A damaged sample is a poor foundation argument upon which to build a satisfactory business in a new line."

Barring the unpleasantness of the sample room incident, that talk impressed me so, that immediately on returning to my office, I caused to be sent out to our own traveling men a detailed account of what had taken place.

A salesman's duty to his house does not consist alone in reaching a satisfactory figure in volume of sales. Other things require his attention to complete his real worth. Profit, not sales, is the objective point of every house. Chasing sales instead of profits is a disastrous game for either salesman or employer. Wanton extravagance in expense, loss from damage on samples, returned goods, and claims of whatsoever nature, resulting from loose methods in making sales, are all profit drainers. If you wish your sales to increase, and if you have an honest interest in seeing your house make profits see to it that your sample line is kept in the best possible condition.

Again: orderliness plays an important part in the clerical work every salesman is obliged to do each day. Your bad penmanship may be pardoned if you have not had the advantages of thorough training but there can be no possible excuse for you if your orders are so carelessly transcribed as to be incomprehensible.

We had in our employ a man of exceptional ability as a salesman; but in spite of his superior attainments in other respects, it seemed impossible for him to transcribe an order properly. The habit of carelessness had such a hold upon him that, in spite of the repeated efforts of the head of

the house and others, down to the order clerk, he could not be made to reform. He would invariably omit the name of the town, or the customer's name, or neglect to state departments, so that the office was in a constant turmoil when filling his orders. He was great on abbreviating. He would so abbreviate words that only he and a mind-reader could have deciphered them. We never could get him into the habit of being orderly about these things.

Don't let the habit of disorderliness grow upon you if you want to be a help instead of a nuisance to the order filling department, where so much depends upon quick service. Be particular also to see to it that your manager is kept in constant touch with your movements on the road. At times it means much to any business to be able to reach a salesman within a few hours by wire.

Some men travel their itinerary with the precision of an advance agent for a theatrical company. The office can put its finger on them at any time, anywhere around the circuit, almost on the instant. And their return home occurs on the very day and hour of their original schedule left in the office on their departure. Others leave behind a carefully prepared route list, and from the moment their backs are turned on headquarters, they proceed to hop, skip and jump erratically over their territory. They are never to be located, and seldom return within three or four days of scheduled time. When they do come in, it is ten to one that a bee line is made for the manager's office, where they begin to kick about being "neglected" on new samples and other current matter such as was sent out to the men every few weeks.

Keep in touch with the office if you want the office to keep in touch with you.

Be orderly about everything pertaining to your work, and your interests and the interests of your house will move forward with clock-like precision, bringing satisfaction of a triple alliance nature to customers, house, and salesman. W. D. Moody.

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#### Gabby Gleanings From Grand Rapids.

Grand Rapids, Jan. 13.—The A. B. Johnston Company has purchased the general stock of merchandise and store property at Leisure. This is one of the best inland locations in Western Michigan. A. B. Johnston, who successfully conducted this store for years, sold out about a year ago and retired to his farm. A short time ago some of his friends persuaded him to again become associated with the business and as "Dell" seemed glad to get back into the harness, the A. B. Johnston Company took over the property. Knowing, as we do, Mr. Johnston's ability as a buyer and good business man and the pleasing personality of Mr. Riley Overhiser, who is connected with him in the store, we predict for this company a marked success.

Leonard Beekman has organized the Auto Trim Co., which is located at 14 Island street.

Carl I. Spade has resigned his position as sales correspondent for the Nachtgall Manufacturing Co. and has accepted one as Eastern division sales manager with the Grand Rapids Show Case Co.

Louis Richmond has started the

manufacture of rubber stamps at 46 Ionia street after having been twenty-six years with David Forbes.

On January 17 changes in passenger service will be made throughout the Grand Trunk Railway system, the road states, because of low passenger rates, poor business, etc. The fast train leaving here for Detroit at 4 p. m. will be cancelled; also the fast train leaving Detroit at 7:45 a. m. and arriving here at 12:20. Locals will remain about as at present. On the main line two of the local trains will be taken off and two other local trains consolidated.

Corbitt & Vandebosch will manufacture a carburetor, using kerosene instead of gasoline, their plant being located at 506 Oakland avenue.

Salesmen for the Alabastine Co. are starting on their annual trips to all parts of the country. Business the past year has been reported as good as during 1913.

Albert Cook, who was formerly manager of the general store of Schutt & Son, at East Saugatuck, has engaged in the implement business at Holland, being located at 161 River avenue.

The Peoples Savings Bank of Cadillac announces it will pay 4 per cent. to time depositors. The bank does this to stop the sending of money out of town to banks that pay the higher rate.

Whitcomb & Veretsky, proprietors of the Baltimore Lunch on Campau Square, have leased the north store in the new City Trust and Savings Bank, Wealthy street branch, and will open there a new Baltimore lunch.

James J. Howe has resigned his position as city sales manager for the Himes Coal Co. He is succeeded by C. I. Buell.

The Hastings Sporting Goods Works has been incorporated in that city, capitalized at \$10,000. The company manufactures and sells fish baits, reels and braided lines, including the well known Wilson Wabblers, which has a ziz-zag motion in the water resembling a live minnow. Forty-five thousand baits were sold last year.

The Burton Heights Improvement Association will hold a banquet Tuesday evening, January 26, at which time speakers will discuss annexation. Burton Heights has its advocates for and against annexation and each side will be given opportunity at this time to meet and fight it out—verbally.

The village of Fremont has voted to sell its electric lighting plant to the Grand Rapids-Muskegon Power Co., at the same time granting a thirty year franchise. The consideration is \$13,000. The plant is eighteen years old and is badly in need of repairs. Service is poor and something had to be done. The Power Co. will proceed at once to make extensive repairs and improvements costing several thousand dollars.

An editor who started about twenty years ago with only 55 cents is now worth \$100,000. His accumulation of wealth is owing to his frugality, good habits, strict attention to his business, and the fact that an uncle died and left him \$99,999.

The Muskegon Boiler Works has just erected the largest steel smoke stack in the world at Detroit, and we believe she needs it (this is meant for a boost). The stack was built for the Edison Co. and stands 360 feet from the ground. It is 16 feet, 9 inches across the top and 23 feet across the base.

Mr. and Mrs. John Schumacher, 309 Hampton avenue, are the parents of a seven pound baby girl, named Margaret Virginia. The little lady arrived January 4 and John is wearing a happier smile than usual.

The McKinnon Hotel, at Cadillac, is undergoing the usual annual painting and cleaning up.

A traveling man who was trying to clean up in a Michigan hotel remonstrated with the negro porter who

happened to come into the toilet room. He said, "Sam, don't you know roller towels are against the law in this State?" The porter replied, "Yes, boss, but you see this yere towel was put up befo' that law was passed."

The Grand Rapids furniture exhibition season opened last week with a smaller attendance than usual. This week Monday, however, a larger registration than usual occurred. Nearly all the available floor space is occupied by exhibitors in the different buildings and there seems to be the general impression that the buying this season will be heavy in all lines of furniture.

Walter Lawton, who has been enjoying a month's vacation, got into the harness again Monday. His smiling face will be again seen in the familiar haunts of the commercial men.

Lubben & Rankans, Coopersville, have purchased the building occupied by them for the last ten years from the Noble estate. These young men are both hustlers. They have built up a large business in general merchandise and enjoy the confidence of all who do business with them. Now with the purchase of the building they are assured of a permanent home for their increasing business.

Mr. and Mrs. Charles Dolan, 525 Glenwood avenue, entertained a little company at 500 January 7.

Wilbur S. Burns, the State distributor for Oak Leaf soap, who has had a vacation of over a month, started out on his territory again Monday.

Pete Anderson and Frank Eitelbus were on the Elk Rapids train which broke down Friday afternoon. The five hour delay kept them from reaching home until Saturday afternoon. George Clark and Sam Westgate were fortunate in getting an earlier train and reached Grand Rapids about thirty-six hours ahead of their friends.

Ben Weigert, the up-to-date grocer at Douglas, has recently put a new front into his store building which adds greatly to the appearance of the place and makes his stock of goods look better. Mr. Weigert contemplates building an addition on the rear of his store, as his increasing business makes more room imperative.

S. W. Giroux has bought the John A. Benson stock of general merchandise, at Coopersville, and has taken possession.

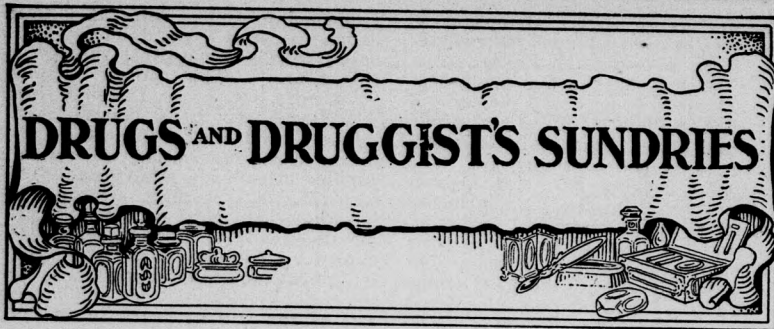
The Four Leaf Clover Club met with Mrs. Wood, 1340 Franklin street, Thursday, January 7. The following won the prizes: First, Mrs. Burr; second, Mrs. Wood; consolation, Mrs. Scott. The Club will meet Thursday January 21, with Mrs. Art Borden, 730 Prince street.

The Muskegon Interurban has announced a change in passenger service from the regular one hour service to a one and one-half hour service. This change took effect January 13. This announcement, coming as it does right on the heels of an increase in the passenger transportation rates, forces us to the belief that the management of the Muskegon Interurban is endeavoring to squeeze as much out of the passengers as possible and in return give as little service as it can, without causing too much adverse comment. With the one hour service the cars early in the day and those early in the evening are often so congested that passengers are not at all comfortable. With cars less frequent, this condition will be worse. The management evidently agrees with certain other transportation companies which boast of the dividends received by charging fares to the passengers who are forced to stand and hang onto the straps.

Don't forget the party at Herald hall next Saturday night. Come and boost and have a good time. The programme is in the hands of the ladies. Enough said. You will have a good time if you come.

William E. Sawyer.





**Michigan Board of Pharmacy.**  
 President—E. T. Boden, Bay City.  
 Secretary—E. E. Faulkner, Delton.  
 Treasurer—Charles S. Koon, Muskegon.  
 Other Members—Will E. Collins,  
 Owosso; Leonard A. Seltzer, Detroit.  
 Next Meeting—Hotel Tuller, Detroit,  
 January 19, 20 and 21.  
 Spring Meeting—Press Hall, Grand  
 Rapids, March 16, 17 and 18.

**Michigan State Pharmaceutical Association.**  
 President—Grant Stevens, Detroit.  
 Secretary—D. D. Alton, Fremont.  
 Treasurer—Ed. C. Varnum, Jonesville.  
 Next Annual Meeting—Grand Rapids,  
 June 9, 10, and 11.

**Michigan Pharmaceutical Travelers' Association.**  
 President—John J. Dooley, Grand Rapids.  
 Secretary and 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.**

#### Suggestions Concerning Cold Weather Fountain.

The "snipes" or stickers one sees scattered so liberally around most soda fountains are apt to lose their effect in time unless changes are introduced. You know how they run—"Hot Chocolate, 10 cents;" "Hot Beef Tea, 10 cents;" "Nut Sundae, 10 cents," and so on. Occasionally there is a new one added, but the line of advertising is too apt to run the same, day after day. Now, it is a good plan to tear down all these stickers once in awhile and post store, fountain and windows with notices devoted to a single drink. These should be printed neatly with a lettering outfit. Suppose tomato bouillous is chosen to feature for the day. Stick to that one drink.

Hot Tomato Bouillon, 10 cents.  
 You'll Like Our Tomato Bouillon, 10 cents.

Hot Tomato Bouillon with Real Tomatoes in It, 10 cents.

Warm Up With Hot Tomato Bouillon, 10 cents.

Godfrey de Bouillon Never Drank Bouillon Like This Tomato Bouillon, 10 Cents.

Bouillon is Only a Society Name for Soup. Try Our Hot Tomato 10 Cents.

If you have these signs plastered over your store people just can't get away from them. Everybody who comes in is bound to notice that something unusual is going on. Take all matter down occasionally from doors and windows and place a single type-written menu in a corner of each window, pasted inside the pane. You will be surprised how people will crowd around to read. Everybody thinks he is going to miss something. These notices can't be read three feet away, but plenty of people will halt

and crowd around. The next day go back to the larger placards and signs.

#### Winter Sundaes.

Winter sundaes, that is, those which include the use of both hot and cold ingredients, are very useful in forming a connecting link between the hot and cold soda-water departments. Anything that will bring these two departments together should be carefully considered, for you want to advertise them both. Here are a few winter sundaes which will serve to illustrate this form of fountain specialty.

**Hot Peanut Sundae**—Over a scoop of ice cream pour a liberal dash of heavy hot chocolate sauce or syrup. Sprinkle this syrup with chopped peanuts. This makes a very appetizing "hot" sundae and one which ought to be popular.

**Hot Coconut Sundae**—Over a scoop of ice cream pour a dash of hot chocolate syrup. Sprinkle this thickly with prepared coconut. In looks this combination cannot be excelled.

**Hot Cranberry Sundae**—Use vanilla ice cream for this, and heavy hot cranberry sauce or syrup. The contrast between the cranberry syrup and the cream is very striking. This makes a timely novelty for Thanksgiving or Christmas.

**Hot Walnut and Hickory Sundae**—Use any kind of ice cream desired and hot chocolate syrup. Sprinkle with mixed walnuts and hickory nuts. A splendid winter sundae.

#### The Fiftieth Customer.

One druggist has made quite a stir by giving a box of candy to every fiftieth customer at his soda counter. The idea is that the customer who buys check No. 50, No. 100, No. 150, and so on, presents this check and gets a box of chocolates or bonbons. This druggist uses numbered checks. There is no drawing and no chance for favoritism. The stock of every drug store comprises numerous articles which might be employed as gifts in this way.

These schemes certainly stimulate a great deal of interest and frequently bring in much business. A customer will frequently argue: "Well, if I am going to buy a glass of soda water, I might as well buy it at Strong's drug store and run the chance of being the fiftieth man. The soda won't cost me any more and I may get a prize." Anything with a "gamble" in it appeals strongly to human nature. We all know that. But "gift enterprises" are against the municipal regulations in many cities, and every druggist should take care not to start anything which will bring him into conflict with

the law. Some druggists have tried the idea of giving a cigar or some other small souvenir to every tenth customer.

Gift propositions which afford the slightest chance of your being accused of favoritism are not good things to try. And any proposition of this sort should be first submitted to your lawyer, or to the city attorney, for an opinion as to whether it will bring you afoul of the law. Those who are not posted will be surprised at the stringency of the regulations in some communities. In other places, however, anything "goes."

W. S. Atkins.

#### The Pharmacist From a Layman's Viewpoint.

Behold the cheerful pharmacist,  
 A man of many parts—  
 Chemist, sage and analyst,  
 Adept in varied arts.

A pill he rolls with fingers deft,  
 And covers it with sweet,  
 So it will down your gullet cleft  
 Slide swift on oval feet.

A powder or a capsule thin  
 He makes, with equal skill;  
 Lotions for mottled skin,  
 A tonic with its thrill.

Mayhap a sedative you need  
 For somnambulist's ills;  
 He brings you sleep or gets you up  
 With just some little pills.

A plaster, salve, or ointment rare  
 Is needed by your skin—  
 You may pay well for expert care  
 Yet he never "rubs it in."

He takes the doctor's written form,  
 Like an ancient hieroglyph,  
 And reads it through without a frown  
 Nor e'en a scornful sniff.

Then straightway he proceeds to make  
 A wondrous combination;  
 What it contains Lord only knows—  
 WE use imagination.

Whate'er we do, where'er we go,  
 How long we care to tarry,  
 We can't escape, in weal or woe,  
 The schrewd Apothecary.  
 Clayton K. Smith.

#### Sweeping Compound.

Sawdust, dry ..... 10 lbs.  
 Paraffin Oil .. ..... ½ pt.  
 Paraffin Wax ..... 2 ozs.  
 Coarse Salt ..... ½ lb.  
 Eucalyptus Oil ..... 2 ozs.  
 Sea Sand ..... 4 lbs

Warm the paraffin oil and mix with the melted wax. Dissolve in the mixture any aniline color desired, add the eucalyptus oil and saturate the sawdust, finally incorporating the mixture with the sand.

#### French Leather Blacking.

Alcohol ..... 12 ozs.  
 Vinegar ..... 5 pts.  
 Gum Senegal ..... ½ lb.  
 Sugar ..... 6 ozs.  
 Powdered Galls ..... 2 ozs.  
 Copperas ..... 4 ozs.

Dissolve the gum and sugar in the water, add the vinegar and copperas and the galls, add the alcohol and mix well and allow to stand twenty-four hours and filter.

#### Poultry Spice.

Powd. Capsicum ..... 2 ozs.  
 Powd. Foenugreek ..... 4 ozs.  
 Powd. Gentian ..... 4 ozs.  
 Powd. Licorice ..... 4 ozs.  
 Powd. Chalk ..... 4 ozs.

Give one teaspoonful for eight to ten fowls in the morning meal. Will be found good to increase egg laying in cold weather or when fowls are kept in confinement.

#### Anti-Freezing Solution for Automobiles.

There are three anti-freezing agencies generally used in the cooling water of car motors—calcium chloride, glycerin and alcohol (both wood and denatured)—each of which is effective, but there is a well-founded preference for alcohol solutions, because alcohol will not damage the metals of the water jacket or the water connections, and it has practically no fault, excepting a tendency to evaporate quickly. The other solutions also have some advantages, and each user may in a measure consult his personal preferences in the selection of a cooling agency. However, a solution of calcium chloride is a very effective cooling agent, but unless the chemically pure salt is used there is danger of corrosion of the metal with which it comes in contact. A solution of five pounds of calcium chloride to each gallon of water will not freeze at any temperature above 35 degrees F. A more convenient way to prepare the solution is to first make a saturated solution of the calcium chloride and water; that is, mix with a quantity of water warmed to 60 degrees F. all the calcium chloride the water will completely dissolve and use equal parts of this saturated solution and pure water in the cooling system of the motor. If chemically pure calcium chloride is used no trouble will result from this solution.

Glycerin works satisfactorily as a cooling agent, and as it will not crystallize in the water jacket it is preferable in this respect to calcium chloride; it has the further merit of not requiring any renewal during the season, as it does not evaporate. It is therefore only necessary to add water to replace that which has evaporated from the mixture. The main fault ascribed to glycerin is its tendency to soften hose connections. Equal parts of glycerin and water are used. In using a glycerin solution care should be taken to thoroughly cleanse the jackets of any residue of crystals from calcium chloride solutions previously used, as this residue will thicken and cloud the glycerin solution.

Alcohol seems to be the best from several points of view, and as denatured alcohol can now be obtained for about 50 cents a gallon its price is no longer against it. Mixtures of one-quarter alcohol and three-quarters water will withstand freezing at 0 degrees F.; mixtures of 3½ parts alcohol and 6½ parts water freeze at 15 degrees F.; mixtures of 4 parts alcohol and 6 parts water at 25 degrees F.

In addition to these straight mixtures of water and one anti-freezing element there are several combinations of three or more elements, such as 1-5 alcohol, 1-5 glycerin and 3-5 water, or 4 parts water, 3 parts potassium carbonate and 2 parts glycerin, etc.

#### Curry Powder.

Mace ..... 1 dr.  
 Allspice ..... 1½ ozs.  
 Cumin Seed ..... ½ lb.  
 Turmeric ..... ½ lb.  
 Coriander Seeds ..... ½ lb.  
 Black Pepper ..... 1 lb.

Reduce all to fine powder, and mix thoroughly, passing through a sieve.



WHOLESALE DRUG PRICE CURRENT

Prices quoted are nominal, based on market the day of issue.

<b>Acids</b>	Acetic ..... 6 @ 8	Boric ..... 10 @ 15	Carbolic ..... 53 @ 60	Citric ..... 68 @ 75	Muriatic ..... 13 @ 5	Nitric ..... 6 1/2 @ 10	Oxalic ..... 20 @ 25	Sulphuric ..... 13 @ 5	Tartaric ..... 55 @ 60	<b>Ammonia</b>	Water, 26 deg. .... 6 1/2 @ 10	Water, 18 deg. .... 4 1/2 @ 8	Water, 14 deg. .... 3 1/2 @ 6	Carbonate ..... 13 @ 16	Chloride ..... 15 @ 30	<b>Balsams</b>	Copaiba ..... 75 @ 1 00	Fir (Canada) .. 1 50 @ 1 75	Fir (Oregon) .. 40 @ 50	Peru ..... 2 50 @ 2 75	Tolu ..... 90 @ 1 20	<b>Berries</b>	Cubeb ..... 85 @ 90	Fish ..... 15 @ 20	Juniper ..... 10 @ 15	Prickley Ash ... @ 50	<b>Barks</b>	Cassia (ordinary) 25 @ 30	Cassia (Saigon) 55 @ 75	Elm (powd. 30c) 25 @ 30	Sassafras (pow. 30c) @ 25	Soap Cut (powd. 25c) 20 @ 25	<b>Extracts</b>	Licorice ..... 27 @ 30	Licorice powdered 30 @ 35	<b>Flowers</b>	Arnica ..... 30 @ 40	Chamomile (Ger.) 55 @ 60	Chamomile (Rom) 55 @ 60	<b>Gums</b>	Arnica ..... 25 @ 30	Acacia, 2nd ..... 45 @ 50	Acacia, 3d ..... 40 @ 45	Acacia, Sorts ..... @ 30	Acacia, powdered 50 @ 55	Aloes (Barb. Pow) 22 @ 25	Aloes (Cape Pow) 20 @ 25	Aloes (Soc. Pow.) 40 @ 50	Asafoetida ..... 75 @ 1 00	Asafoetida, Powd. Pure ..... @ 1 00	U. S. P. Powd. .... @ 1 25	Camphor ..... 56 @ 60	Gualiac ..... 50 @ 55	Gualiac, powdered 55 @ 60	Kino ..... 70 @ 75	Kino, powdered 75 @ 80	Myrrh ..... 40 @ 50	Myrrh, powdered @ 50	Opium ..... 50 @ 11 00	Opium, powd. 13 00 @ 13 20	Opium, gran. 13 50 @ 13 70	Shellac ..... 28 @ 35	Shellac, Bleached 30 @ 35	<b>Tragacanth</b>	No. 1 ..... 2 25 @ 2 50	Tragacanth pow 1 25 @ 1 50	Turpentine ..... 10 @ 15	<b>Leaves</b>	Buchu ..... 2 25 @ 2 50	Buchu, powd. 2 50 @ 2 75	Sage, bulk ..... 25 @ 30	Sage, 1/2 loose .. 30 @ 35	Sage, powdered 30 @ 35	Senna, Alex ..... 30 @ 35	Senna, Tinn. .... 25 @ 30	Senna Tinn powd 25 @ 30	Uva Ursi ..... 18 @ 20	<b>Oils</b>	Almonds, Bitter, true ..... 6 50 @ 7 00	Almonds, Bitter, artificial ..... 1 50 @ 1 75	Almonds, Sweet, true ..... 1 25 @ 1 50	Almonds, Sweet, imitation ..... 50 @ 60	Amber, crude ..... 25 @ 30	Amber, rectified 40 @ 50	Anise ..... 2 25 @ 2 50	Bergamont ..... 5 50 @ 5 75	Cajeput ..... 1 35 @ 1 60	Cassia ..... 1 75 @ 2 00	Castor, bbls. and cans ..... 12 1/2 @ 15	Cedar Leaf ..... 90 @ 1 00	Citronella ..... 1 00 @ 1 10	Cloves ..... 1 60 @ 1 75	Cocoonut ..... 20 @ 25	Cod Liver ..... 1 25 @ 1 50	Cotton Seed ..... 75 @ 90	Croton ..... 2 00 @ 2 25	Cupbebs ..... 4 25 @ 4 50	Rigeron ..... 2 00 @ 2 25	Bucalyptus ..... 1 00 @ 1 20	Hemlock, pure .. @ 1 00	Juniper Berries 2 00 @ 2 25	Juniper Wood .. 70 @ 90	Lard, extra ..... 85 @ 1 00	Lard, No. 1 ..... 75 @ 90	Laven'r Flowers @ 6 00	Lavender, Gar'n 1 25 @ 1 40	Lemon ..... 2 00 @ 2 25	Linseed, boiled, bbl. @ 58	Linseed, bdl. less 62 @ 66	Linseed, raw, bbls. @ 57	Linseed, raw, less 61 @ 65	Mustard, true .. 9 00 @ 9 50	Mustard, artif'l 3 50 @ 3 75	Neatsfoot ..... 80 @ 85	Olive, pure ..... 2 50 @ 3 50	Olive, Malaga, yellow ..... 1 75 @ 2 00	Olive, Malaga, green ..... 1 65 @ 1 90	Orange sweet .. 2 75 @ 3 00	Organum, pure .. @ 2 50	Organum, com'l @ 75	Pennyroyal ..... @ 2 75	Peppermint ..... 2 25 @ 2 50	Rose, pure ..... 14 50 @ 16 00	Rosemary Flowers @ 1 35	Sandalwood, E. I. .... @ 7 00	Sassafras, true @ 1 10	Sassafras, artif'l @ 60	Spearmint ..... 3 25 @ 3 50	Sperm ..... 90 @ 1 00	Tansy ..... 5 00 @ 5 50	Tar, USP ..... 30 @ 40	Turpentine, bbls. @ 50	Turpentine, less 60 @ 65	Wintergreen, true @ 5 00	Wintergreen, sweet birch ..... 3 00 @ 3 25	Wintergreen, art'l 90 @ 1 20	Wormseed ..... 3 50 @ 4 00	Wormwood ..... 4 00 @ 4 25	<b>Potassium</b>	Bicarbonate ..... 30 @ 35	Bichromate ..... 20 @ 25	Bromide ..... @ 94	Carbonate ..... 35 @ 45	Chlorate, xtal and powdered ..... 30 @ 35	Chlorate, granular @ 40	Cyanide ..... 40 @ 50	Iodide ..... @ 3 77	Permanganate .. 25 @ 30	Prussiate, yellow 30 @ 35	Prussiate, red .. 90 @ 1 00	Sulphate ..... 15 @ 20	<b>Roots</b>	Alkanet ..... 30 @ 35	Blood, powdered 20 @ 25	Calamus ..... 50 @ 60	Elecampane, pwd. 15 @ 20	Gentian, powd. 15 @ 25	Ginger, African, powdered ..... 15 @ 20	Ginger, Jamaica 22 @ 25	Ginger, Jamaica, powdered ..... 22 @ 28	Goldenseal pow. 6 50 @ 7 00	Ipecac, powd. .... @ 3 50	Licorice ..... 18 @ 20	Licorice, powd. 12 @ 15	Orris, powdered 30 @ 35	Poke, powdered 20 @ 25	Rhubarb ..... 75 @ 1 09	Rhubarb, powd. 75 @ 1 25	Rosinweed, powd. 25 @ 30	Sarsaparilla, Hond. ground ..... @ 65	Sarsaparilla Mexican, ground ..... 30 @ 35	Squills ..... 20 @ 35	Squills, powdered 40 @ 60	Tumeric, powd. 12 @ 15	Valerian, powd. 25 @ 30	<b>Seeds</b>	Anise ..... 20 @ 25	Anise, powdered @ 25	Bird, 1s ..... @ 12	Canary ..... 12 @ 15	Caraway ..... 15 @ 20	Cardamon ..... 2 25 @ 2 50	Celery ..... @ 30	Coriander ..... @ 25	Dill ..... 20 @ 25	Fennel ..... 25 @ 30	Flax ..... 4 @ 8	Flax, ground .. 4 @ 8	Foenugreek, pow. 8 @ 10	Hemp ..... @ 10	Lobelia ..... @ 50	Mustard, yellow 16 @ 20	Mustard, black 16 @ 20	Mustard, powd. 20 @ 25	Poppy ..... 15 @ 20	Quince ..... @ 1 50	Rape ..... @ 15	Sabadilla ..... @ 35	Sabadilla, powd. @ 40	Sunflower ..... 8 @ 12	Worm American 15 @ 20	Worm Levant .. 75 @ 85	<b>Flinctures</b>	Aconite ..... @ 75	Aloes ..... @ 65	Arnica ..... @ 75	Asafoetida ..... @ 1 35	Belladonna ..... @ 1 65	Benzoin ..... @ 1 00	Benzoin Compo'd @ 1 00	Buchu ..... @ 1 50	Cantharides ..... @ 1 80	Capsicum ..... @ 90	Cardamon ..... @ 1 50	Cardamon, Comp. @ 1 00	Catechu ..... @ 60	Cinchona ..... @ 1 05	Colchicum ..... @ 75	Cubebs ..... @ 1 20	Digitalis ..... @ 80	Gentian ..... @ 75	Ginger ..... @ 95	Gualiac ..... @ 1 05	Gualiac Ammon. @ 80	Iodine ..... @ 2 00	Iodine, Colorless @ 3 00	Ipecac ..... @ 75	Iron, clo. .... @ 60	Kino ..... @ 80	Myrrh ..... @ 1 05	Nux Vomica ..... @ 2 75	Opium ..... @ 2 75	Opium, Capmh. @ 90	Opium, Deodorz'd @ 2 75	Rhubarb ..... @ 70	<b>Paints</b>	Lead, red dry .. 7 @ 8	Lead, white dry 7 @ 8	Lead, white oil 7 @ 8	Ochre, yellow bbl. 2 @ 1 1/2	Ochre, yellow less 2 @ 1 1/2	Putty ..... 2 1/2 @ 5	Red Venet'n bbl. 1 @ 1 1/2	Red Venet'n less 2 @ 5	Vermillion, Eng. 90 @ 1 00	Vermillion, Amer. 15 @ 20	Whiting, bbl. .. 1 1-10 @ 1 1/2	Whiting ..... 2 @ 5	L. H. P. Prepd 1 25 @ 1 35	<b>Insecticides</b>	Arsenic ..... 12 @ 15	Blue Vitrol, bbl. @ 5 1/2	Blue Vitrol less 7 @ 10	Bordeaux Mix Pat 8 @ 15	Helbore, White powdered ..... 20 @ 25	Insect Powder .. 20 @ 35	Lead Arsenate .. 3 @ 16	Lime and Sulphur Solution, gal. .... 15 @ 25	Paris Green .. 15 1/2 @ 20	<b>Miscellaneous</b>	Acetanalid ..... 60 @ 65	Alum ..... 5 @ 8	Alum, powdered and ground ..... 7 @ 10	Bismuth, Subnitrate ..... 2 97 @ 3 00	Borax xtal or powdered ..... 5 @ 12	Cantharides po 4 60 @ 8 00	Calomel ..... 1 20 @ 1 25	Capsicum ..... 30 @ 35	Carmine ..... @ 4 50	Cassia Buds .... @ 40	Cloves ..... 30 @ 35	Chalk Prepared 6 @ 8 1/2	Chalk Precipitated 7 @ 10	Chloroform ..... 37 @ 43	Chloral Hydrate 1 00 @ 1 20	Cocaine ..... 5 10 @ 5 30	Cocoa Butter .. 55 @ 65	Corks, list, less 70% @ 01	Copperas, bbls. ... @ 01	Copperas, less .. 2 @ 5	Copperas, powd. 4 @ 6	Corrosive Sublm. 1 15 @ 1 25	Cream Tartar .. 36 @ 40	Cuttlebone ..... 35 @ 40	Dextrine ..... 7 @ 10	Dover's Powder .. @ 2 50	Emery, all Nos. 6 @ 10	Emery, powdered 5 @ x	Epsom Salts, bbls @ 2	Epsom Salts, less 3 @ 5	Ergot ..... 2 00 @ 2 25	Ergot, powdered 2 75 @ 3 00	Flake White .... 12 @ 15	Formaldehyde lb. 10 @ 15	Gambler ..... 10 @ 15	Gelatine ..... 40 @ 50	Glassware, full cases 80%	Glassware, less 70 & 10%	Glauber Salts bbl. @ 1 1/2	Glauber Salts less 2 @ 5	Glue, brown ..... 11 @ 15	Glue, brown grd. 10 @ 15	Glue, white ..... 15 @ 25	Glue, white grd. 15 @ 20	Glycerine ..... 25 @ 35	Hops ..... 45 @ 60	Indigo ..... 50 @ 1 75	Iodine ..... 4 55 @ 4 80	Iodoform ..... 5 20 @ 5 80	Lead Acetate .. 15 @ 20	Lycopodium ..... 95 @ 1 00	Mace ..... 90 @ 1 00	Mace, powdered 1 00 @ 1 10	Menthol ..... 3 50 @ 3 75	Mercury ..... @ 1 25	Morphine ..... 5 90 @ 6 35	Nux Vomica .... @ 15	Nux Vomica pow @ 20	Pepper, black pow @ 30	Pepper, white .. @ 35	Pitch, Burgundy @ 15	Quassia ..... 10 @ 15	Quinine, all brds 30 @ 40	Rochelle Salts .. 26 @ 30	Saccharine ..... 5 50 @ 6 00	Salt Peter ..... 10 @ 15	Seidlitz Mixture. 25 @ 30	Soap, green ..... 15 @ 20	Soap, mott castile 12 @ 15	Soap, white castile case ..... @ 6 25	Soap, white castile less, per bar .. @ 68	Soda Ash ..... 1 1/2 @ 5	Soda Bicarbonate 1 1/2 @ 5	Soda, Sal ..... 1 @ 4	Spirits Camphor @ 75	Sulphur roll ..... 2 1/2 @ 5	Sulphur Subl. .... 3 @ 5	Tamarinds ..... 10 @ 15	Tartar Emetic .. @ 60	Tartar Emetic .. 40 @ 50	Turpentine Venice 40 @ 50	Vanilla Ex. pure 1 00 @ 1 50	Witch Hazel ... @ 1 00	Zinc Sulphate .. 7 @ 10
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1 9 1 4

Is Now a Matter of History.  
We Have a Running Start for

1 9 1 5

Our sundry salesmen will call in a few days and have with them a superb line of samples. It will be to your advantage to reserve your sorting up order for them.

Yours respectfully,

Hazeltine & Perkins Drug Co.

The way to keep good resolutions for 1915 from rusting is to use them.

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

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

Economic Coupon Books

They save time and expense

They prevent disputes

They put credit transactions on cash basis

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

- Brown Beans
- Farina
- Medium Pickles

### DECLINED

Some Size Prunes

## Index to Markets

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Tea	2
Tobacco	2
Twine	2
Vinegar	2
Wicking	2
Woodenware	2
Wrapping Paper	2
Yeast Cake	2

AMMONIA	12 oz. ovals 2 doz. box 75
AXLE GREASE	1 lb. wood boxes, 4 doz. 3 00
	1 lb. tin boxes, 3 doz. 2 35
	3 1/2 lb. tin boxes, 2 doz. 4 25
	10 lb. palls, per doz. 6 00
	15 lb. palls, per doz. 7 20
	25 lb. palls, per doz. 12 00
BAKED BEANS	No. 1, per doz. 45@ 90
	No. 2, per doz. 75@1 40
	No. 3, per doz. 85@1 75
BATH BRICK	English 95
BLUING	Jennings' Condensed Pearl Bluing Small C P Bluing, doz. 45
	Large C P Bluing, doz. 75
	Folger's Summer Sky, 3 do. cs. 1 20
	Summer Sky, 10 dz bbl 4 00
BREAKFAST FOODS	Apetizo, Biscuits 3 00
	Bear Food, Pettijohns 2 13
	Cracked Wheat, 24-2 2 50
	Cream of Wheat, 36-2 4 50
	Cream of Rye, 24-2 3 00
	Quaker Puffed Rice 4 25
	Quaker Puffed Wheat 2 85
	Quaker Brkfst Biscuit 1 90
	Quaker Corn Flakes 1 75
	Victor Corn Flakes 2 20
	Washington Crisps 1 85
	Wheat Hearts 1 90
	Wheatena 4 50
	Evaporated Sugar Corn 90
	Farinose, 24-2 2 70
	Grape Nuts 2 70
	Grape Sugar Flakes 2 50
	Sugar Corn Flakes 2 50
	Hardy Wheat Food 2 25
	Holland Rusk 2 90
	Krinkle Corn Flakes 2 00
	Mapl-Corn Flakes 2 80
	Minn. Wheat Cereal 3 75
	Ralston Wheat Food 4 50
	Ralston Wheat Food 2 25
	Saxon Wheat Food 2 60
	Shred Wheat Biscuit 3 60
	Triscuit, 13 1 80
	Pillsbury's Best Cer'l 4 25
	Post Toasties, T-2 2 40
	Post Toasties, T-3 2 60
	Post Tavern Porridge 2 80
BROOMS	Fancy Parlor, 25 lb. 4 25
	Parlor, 5 String, 25 lb. 4 00
	Standard Parlor, 23 lb. 3 50
	Common, 23 lb. 3 25
	Special, 23 lb. 2 75
	Warehouse, 33 lb. 4 25
	Common Whisk 1 00
	Fancy Whisk 1 25
BRUSHES	Solid Back, 8 in. 75
	Solid Back, 11 in. 95
	Pointed Ends 85
	Stove No. 2 90
	No. 3 1 25
	No. 1 1 75
	Shoe No. 3 1 00
	No. 7 1 30
	No. 4 1 70
	No. 8 1 90
BUTTER COLOR	Dandelion, 25c size 2 00
CANDLES	Paraffine, 6s 7
	Paraffine, 12s 7 1/2
	Wicking 20
CANNED GOODS	Apples 3 lb. Standards @ 85
	Gallon @ 2 50
	Blackberries 2 lb. 1 50@1 90
	Standard gallons @ 5 00
	Beans Baked 85@1 30
	Bloomington @ 1 3 1/2
	Carson City @ 1 3 1/2
	Wax 75@1 25
	Blueberries Standard 1 80
	Gallon 7 25

Clams	Little Neck, 1 lb. @ 1 00
	Little Neck, 2 lb. @ 1 50
Clam Bouillon	Burnham's 1/2 pt. 2 25
	Burnham's pts. 3 75
	Burnham's qts. 7 50
Corn	Fair 65@ 70
	Good 90@1 00
	Fancy @ 1 30
French Peas	Monbadon (Natural) per doz. 1 75
Gooseberries	No. 2, Fair 1 50
	No. 2, Fancy 2 35
Hominy	Standard 95
Lobster	1/4 lb. 1 85
	1/2 lb. 3 15
Mackerel	Mustard, 1 lb. 1 80
	Mustard, 2 lb. 2 80
	Soused, 1 1/2 lb. 1 60
	Soused, 2 lb. 2 75
	Tomato, 1 lb. 1 50
	Tomato, 2 1/2 2 80
Mushrooms	Buttons, 1/2s @ 15
	Buttons, 1s @ 20
	Hotels, 1s @ 20
Oysters	Cove, 1 lb. @ 85
	Cove, 2 lb. @ 1 60
Plums	90@1 35
Pears in Syrup	No. 3 cans, per doz. 1 50
Peas	Marrowfat 90@1 00
	Early June 1 10@1 25
	Early June siftd 1 45@1 55
Peaches	Ple 1 00@1 25
	No. 10 size can ple @ 25
Pineapple	Grated 1 75@2 10
	Sliced 95@2 60
Pumpkin	Fair 80
	Good 90
	Fancy 1 00
	Gallon 2 40
Raspberries	Standard @
Salmon	Warrens, 1 lb. Tall 2 30
	Warrens, 1 lb. Flat 2 45
	Red Alaska 1 70@1 75
	Med Red Alaska 1 40@1 45
	Pink Alaska @ 1 20
Sardines	Domestic, 1/4s 3 75
	Domestic, 1/2 Mustard 3 75
	Domestic, 3/4 Mustard 3 25
	French, 1/4s 7@14
	French, 1/2s 13@23
Sauer Kraut	No. 3, cans 90
	No. 10, cans 2 40
Shrimps	Dunbar, 1st doz. 1 45
	Dunbar, 1 1/2 doz. 2 50
Succotash	Fair 90
	Good 1 20
	Fancy 1 25@1 40
Strawberries	Standard 95
	Fancy 2 25
Tomatoes	Good 90
	Fancy 1 20
	No. 10 2 90
CARBON OILS	Barrels Perfection 9.4
	D. S. Gasoline 14
	Gas Machine 19.9
	Deodor'd Nap'a 13
	Cylinder 29 @ 34 1/2
	Engine 16 @ 22
	Black, winter 8 @ 10
CATSUP	Snider's pints 2 35
	Snider's 1/2 pints 1 35

Acme	@ 16
Bloomington	@ 16
Carson City	@ 16
Hopkins	@ 16
Leiden	@ 15
Limburger	@ 13
Pineapple	40 @ 60
Edam	@ 85
Sap Sago	@ 24
Swiss, domestic	@ 20
CHEESE	Adams Black Jack 62
	Adams Sappota 59
	Beeman's Pepsin 62
	Beechnut 62
	Chiclets 1 33
	Colgan Violet Chips 65
	Colgan Mint Chips 65
	Dentyne 62
	Flag Spruce 59
	Juicy Fruit 59
	Red Robin 62
	\$2.36 62
	Spearmint, Wrigleys 64
	Spearmint, 5 box jars 20
	Spearmint, 3 box jars 1 92
	Trunk Spruce 59
	Yucatan 62
	Zeno 64
CHEWING GUM	Walter Baker & Co. German's Sweet 22
	Premium 22
	Caracas 28
	Walter M. Lowney Co. Premium, 1/4s 29
	Premium, 1/2s 29
CLOTHES LINE	No. 40 Twisted Cotton 95
	No. 50 Twisted Cotton 1 30
	No. 60 Twisted Cotton 1 70
	No. 60 Braided Cotton 2 00
	No. 60 Braided Cotton 1 25
	No. 60 Braided Cotton 1 25
	No. 60 Braided Cotton 2 55
	No. 60 Sash Cord 2 25
	No. 60 Sash Cord 2 00
	No. 60 Jute 1 10
	No. 72 Jute 1 10
	No. 60 Sisal 1 00
Galvanized Wire	No. 20, each 100ft. long 1 90
	No. 19, each 100ft. long 2 10
	No. 20, each 100ft. long 1 00
	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 30
	Huyler 28
	Lowney, 1/4s 34
	Lowney, 1/2s 34
	Lowney, 3/4s 33
	Lowney, 5 lb. cans 33
	Van Houten, 1/4s 12
	Van Houten, 1/2s 18
	Van Houten, 3/4s 36
	Van Houten, 1s 65
	Wan-Eta 36
	Webb 33
	Wilber, 1/4s 33
	Wilber, 1/2s 32
COCONUT	Dunham's per lb. 1/4s, 5lb. case 30
	1/4s, 5lb. case 29
	1/4s, 15lb. case 29
	1/4s, 15lb. case 28
	1s, 15lb. case 27
	1/4s & 1/2s 15lb. case 28
	Scalloped Gems 10
	1/4s & 1/2s palls 16
	Bulk, palls 13
	Bulk, barrels 12
	Baker's Brazil Shredded 10 5c pkgs., per case 2 60
	26 10c pkgs., per case 2 60
	16 10c and 33 5c pkgs., per case 2 60
COFFEES ROASTED	Common 19
	Fair 19 1/2
	Choice 20
	Fancy 21
	Peaberry 23
Santos	Common 20
	Fair 20 1/2
	Choice 21
	Fancy 23
	Peaberry 23
Maracaibo	Fair 24
	Choice 25
Mexican	Choice 25
	Fancy 26
Guatemala	Fair 25
	Fancy 28
Java	Private Growth 26@30
	Mandling 31@35
	Aukola 30@32
Mocha	Short Bean 25@27
	Long Bean 24@25
	H. L. O. G. 26@28

Bogota	Fair 24
	Fancy 26
Exchange Market, Steady	24
Spot Market, Strong	26
Package	New York Basis 17
Arbuckle	McLaughlin's XXXX 17
	McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago
Extracts	Holland, 1/2 gro. bxs. 95
	Felix, 1/4 gross 1 15
	Hummel's foil, 1/2 gro. 85
	Hummel's tin, 1/2 gro. 1 43
CONFECTIONERY	Stick Candy Falls
	Horehound 9
	Standard 9
	Standard, small 10
	Twist, small 10
	Cases Jumbo 3 1/2
	Jumbo, small 10
	Big Stick 9 1/2
	Boston Sugar Stick 14
Mixed Candy	Broken Falls 3 1/2
	Cut Loaf 10
	French Cream 10
	Fancy 10
	Grocers 7
	Kindergarten 12
	Leader 10
	Majestic 10
	Monarch 10
	Novelty 11
	Paris Creams 11
	Premio Creams 14
	Royal 8
	Special 10
	Valley Creams 13
	X L O 7 1/2
Specialties	Auto Kisses (baskets) Falls 13
	Autumn Leaves 13
	Bonnie Butter Bites 13
	Butter Cream Corn 15
	Caramel Dice 13
	Cocoanut Kraut 13
	Cocoanut Waffles 13
	Coffy Toffy 17
	Dainty Mints 7 lb. tin 14
	Empire Fudge 14
	Fudge, Pineapple 14
	Fudge, Walnut 16
	Fudge, Filbert 15
	Fudge, Choco. Peanut 13
	Fudge, Honey Moon 14
	Fudge, Toasted Cocoa-nut 14
	Fudge, Cherry 15
	Fudge, Cocoanut 14
	Honeycomb Candy 16
	Iced Maroons 14
	Iced Gems 15
	Iced Orange Jellies 13
	Italian Bon Bons 13
	Lozenges, Pep. 11
	Lozenges, Pink 11
	Manchus 14
	Molasses Kisses 10
	1b. box 13
	Nut Butter Puffs 14
	Salted Peanuts 11
Chocolates	Assorted Choc. Falls 16
	Amazon Caramels 16
	Champion 12
	Choc. Chips, Eureka 19
	Climax 14
	Eclipse, Assorted 14
	Ideal Chocolates 14
	Klondike Chocolates 18
	Nabobs 18
	Nibble Sticks 25
	Nut Wafers 18
	Ococo Choc. Caramels 17
	Peanut Clusters 20
	Quintette 16
	Regina 11
	Star Chocolates 13
	Superior Choc. (light) 19
Pop Corn Goods	Cracker Jack with coupon 3 25
	Pop Corn Goods with Prizes 3 50
	Giggles, 5c pkg. cs. 3 50
	Oh My 100s 3 50
	Cracker Jack, with Prize 3 50
	Pop Corn Balls, with ribbon, 200 in cs per cs. 1 40
Cough Drops	Putnam Menthol boxes 1 15
	Smith Bros. 1 25
NUTS—Whole	Almonds, Tarragona lbs. 22
	Almonds, California soft shell Drake @ 22
	Brazils 12@13
	Filberts 12@13
	Cal. No. 1 S. S. @ 22
	Walnuts, Naples 18@19
	Walnuts, Grenoble 17@18
	Table nuts, fancy 14@16
	Pecans, Large @ 13
	Pecans, Ex. Large @ 14
	Hickory Nuts, per bu. 13
	Ohio 13

Cocoanuts	Chestnuts, New York State, per bu. Shelled
No. 1 Spanish Shelled	Peanuts 6 1/2 @ 7
Ex. Lg. Va. Shelled	Peanuts 10 1/2 @ 11
Peanut Halves	@ 55
Walnut Halves	@
Filbert Meats	@ 38
Alicante Almonds	@ 55
Jordan Almonds	Peanuts
Fancy H P Suns	Raw 5 1/2 @ 6
Roasted	6 1/2 @ 7
H. P. Jumbo,	Raw 7 @ 7 1/2
Roasted	8 @ 8 1/2
CRACKERS	National Biscuit Company Brands
Butter	Excelsior Butters boxes 8
	NBC Square Butters 8 1/2
	Seymour Round 6 1/2
Soda	NBC Sodas 6 1/2
	Premium Sodas 7 1/2
	Select Sodas 8 1/2
	Saratoga Flakes 13
	Saltines 13
Oyster	NBC Picnic Oysters 6 1/2
	Gem Oysters 6 1/2
	Shell 5
Sweet Goods	Cans and boxes
	Animals 10
	Atlantics Also Ass'd. 12
	Avena Fruit Cakes 12
	Bonnie Doon Cookies 10
	Bonnie Lassies 10
	Cameo Biscuit 20
	Cecelia Biscuit 16
	Cheese Tid Bits 20
	Chocolate Bar (cans) 18
	Chocolate Drops 17
	Choc. Honey Fingers 16
	Choc. Mint Wafers 14
	Circle Cookies 12
	Cracknels 13
	Cream Fingers 14
	Cocoanut Taffy Bar 13
	Cocoanut Drops 12
	Cocoanut Macaroons 12
	Coconut Honey Fingers 12
	Coconut Honey Jumbles 12
	Coffee Cakes Iced 12
	Dinner Roll Mixed 8 1/2
	Family Cookies 8 1/2
	7 lb. Cakes Ass'd. 12
	Burside Peanut Jumb 10
	Fluted Coot. Bar 11
	Frosted Creams 8 1/2
	Frosted Ginger Cook. 8 1/2
	Frosted Raisin Sqs. 10
	Ginger Gems Plain 8 1/2
	Ginger Gems Iced 8 1/2
	Granam Crackers 8 1/2
	Ginger Snaps Family 8 1/2
	Ginger Snaps R'd 8
	Harlequin Jumbles 12
	Hobnob Cookies 12
	Household Cookies 12
	Household Cks. Iced 9
	Hippodrome Bar 12
	Honey Fingers Ass't 12
	Honey Flakes 12
	Honey Jumbles 12
	Imperial 8 1/2
	Jasmine Cakes 14
	Jubilee Mixed 10
	Kaiser Jumbles 10
	Lady Fingers Sponge 30
	Leap Year Jumbles 20
	Lemon Biscuit Square 9
	Lemon W



6

7

8

9

10

11

Graham Crackers Red Label, 10c size . . . 1 00  
 Kaiser Jumbles . . . 1 00  
 Lemon Snaps . . . 50  
 Mallomars . . . 1 00  
 Oysterettes . . . 50  
 Premium Sodas . . . 1 00  
 Royal Toast . . . 1 00  
 Saratoga Flakes . . . 1 50  
 Social Tea Biscuit . . . 1 00  
 Uneeda Biscuit . . . 50  
 Uneeda Ginger Wafer 1 00  
 Vanilla Wafers . . . 1 00  
 Water Thin Biscuit . . . 1 00  
 Zu Zu Ginger Snaps . . . 50  
 Zwieback . . . 1 00

**Other Package Goods**  
 Barnum's Animals . . . 50  
 Chocolate Tokens . . . 2 50  
 Soda Crackers NBC Family Package . . . 2 50  
 Fruit Cake . . . 3 00

**In Special Tin Packages**  
 Adora, 10c size . . . 1 00  
 Festino . . . 2 50  
 Nabisco, 10c . . . 1 00  
 Nabisco, in bulk, per tin . . . 1 75  
 Festino . . . 1 50  
 Bent's Water Crackers 1 40

**CREAM TARTAR**  
 Barrels or Drums . . . 36  
 Boxes . . . 37  
 Square Cans . . . 39  
 Fancy Caddies . . . 44

**DRIED FRUITS**  
 Apples  
 Evaporated Choice blk 10%  
 Evaporated Fancy pkg.  
 Apricots  
 California . . . 11@14  
 Citron  
 Corsican . . . 16%  
 Currants  
 Imported 1 lb. pkgs. . . 9  
 Imported, bulk . . . 8%  
 Peaches  
 Muirs—Choice, 25lb. . . 6%  
 Muirs—Fancy, 25lb. . . 7%  
 Fancy, Peeled, 25lb. . . 12  
 Peel  
 Lemon, American . . . 12%  
 Orange, American . . . 12%

**Raisins**  
 Cluster, 20 cartons . . . 2 25  
 Loose Muscatels, 4 Cr. 7%  
 Loose Muscatels, 3 Cr. 7%  
 L. M. Seeded, 1 lb. 8%@9

**California Prunes**  
 90-100 25lb. boxes . . . 7%  
 80-90 25lb. boxes . . . 8%  
 70-80 25lb. boxes . . . 9%  
 60-70 25lb. boxes . . . 9%  
 50-60 25lb. boxes . . . 10%  
 40-50 25lb. boxes . . . 11

**FARINACEOUS GOODS**  
 Beans  
 California Limas . . . 7  
 Med. Hand Picked . . . 2 95  
 Brown Holland . . . 2 90

**Farina**  
 25 1 lb. packages . . . 1 50  
 Bulk, per 100 lbs. . . 4 50  
 Original Holland Rusk  
 Packed 12 rolls to container  
 3 containers (40) rolls 3 20

**Hominy**  
 Pearl, 100 lb. sack . . . 2 25  
 Maccaroni and Vermicelli  
 Domestic, 10 lb. box . . . 60  
 Imported, 25 lb. box . . . 2 50

**Pearl Barley**  
 Chester . . . 3 15  
 Empire . . . . .

**Peas**  
 Green, Wisconsin, bu. 2 90  
 Green, Scotch, bu. . . 2 90  
 Split, lb. . . . . 6

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

**Tapioca**  
 Flake, 100 lb sacks . . . 5  
 Pearl, 100 lb sacks . . . 5  
 Pearl, 36 pkgs. . . . 2 25  
 Minute, 36 pkgs. . . . 2 75

**FISHING TACKLE**  
 1/2 to 1 in. . . . . 6  
 1 1/2 to 2 in. . . . . 7  
 1 1/2 to 2 in. . . . . 9  
 1 1/2 to 2 in. . . . . 11  
 3 in. . . . . 15  
 3 in. . . . . 20

**Cotton Lines**  
 No. 1, 10 feet . . . . 5  
 No. 2, 15 feet . . . . 7  
 No. 3, 15 feet . . . . 9  
 No. 4, 15 feet . . . . 10  
 No. 5, 15 feet . . . . 11  
 No. 6, 15 feet . . . . 12  
 No. 7, 15 feet . . . . 15  
 No. 8, 15 feet . . . . 18  
 No. 9, 15 feet . . . . 20

**Poles**  
 Bamboo, 14 ft., per doz. 55  
 Bamboo, 16 ft., per doz. 60  
 Bamboo, 18 ft., per doz. 80

**FLAVORING EXTRACTS**  
 Jennings D C Brand  
 Extract Lemon Terpeneless  
 Extract Vanilla Mexican  
 both at the same price  
 No. 1, F box 1/4 oz. . . 85  
 No. 2, F box, 1 1/4 oz. 1 20  
 No. 4, F box, 2 1/4 oz. 2 00  
 No. 3, 2 1/4 oz. Taper 2 00  
 No. 2, 1 1/2 oz. flat . . . 1 75

**FLOUR AND FEED**  
 Grand Rapids Grain & Milling Co.  
 Winter Wheat  
 Purity Patent . . . 6 35  
 Sunburst . . . . . 7 00  
 Wizard Graham . . . 6 35  
 Matchless . . . . . 6 20  
 Wizard, Gran. Meal . . . 4 60  
 Wizard Buckwht cwt . . . 4 40  
 Rye . . . . . 6 00  
 Valley City Milling Co.  
 Lily White . . . . . 7 00  
 Light Loaf . . . . . 6 50  
 Graham . . . . . 3 00  
 Gramena Health . . . 3 10  
 Gran. Meal . . . . . 2 15  
 Bolted Med. . . . . 2 05

**Worden Grocer Co.**  
 Voigt's Crescent . . . 7 00  
 Voigt's Royal . . . . 7 40  
 Voigt's Flourloigt . . . 7 00  
 Voigt's Hygienic Graham . . . 6 05  
 Watson-Higgins Milling Co.  
 Perfection Buckwheat  
 Flour . . . . . 6 20  
 Perfection Flour . . . 6 85  
 Tip Top Flour . . . . 6 45  
 Golden sneaf Flour . . . 6 00  
 Marshalls Best Flour 7 00

**Worden Grocer Co.**  
 Quaker, paper . . . . 6 40  
 Quaker, cloth . . . . 6 30

**Kansas Hard Wheat**  
 Voigt Milling Co.  
 Calla Lily . . . . . 7 25

**Worden Grocer Co.**  
 American Eagle, 1/2s 7 20  
 American Eagle, 3/4s 7 10  
 American Eagle, 1/2s 7 00

**Spring wheat**  
 Roy Baker  
 Mazepa . . . . . 7 00  
 Golden Horn, bakers 6 90  
 Wisconsin rye . . . . 6 20  
 Boneman rye . . . . . 6 60  
 Jusson Grocer Co.  
 Ceresota, 1/2s . . . . 7 50  
 Ceresota, 3/4s . . . . 7 60  
 Ceresota, 1/2s . . . . 7 70

**Worden Grocer Co.**  
 Columbian . . . . . 7 25

**Worden Grocer Co.**  
 Wingold, 1/2s cloth . . . 8 00  
 Wingold, 3/4s cloth . . . 7 90  
 Wingold, 1/2s cloth . . . 7 80  
 Wingold, 1/2s paper . . . 7 85  
 Wingold, 3/4s paper . . . 7 80

**Meat**  
 Bolted . . . . . 4 40  
 Golden Granulated . . . 4 60

**Wheat**  
 New Red . . . . . 1 25  
 New White . . . . . 1 23

**Oats**  
 Michigan carlots . . . 54  
 Less than carlots . . . 56

**Corn**  
 Carlots . . . . . 75  
 Less than carlots . . . 77

**Hay**  
 Carlots . . . . . 14 00  
 Less than carlots . . . 16 00

**Calfskin, green, No. 1 15**  
 Calfskin, green, No. 2 13%  
 Calfskin, cured, No. 1 16  
 Calfskin, cured, No. 2 14%

**Pelts**  
 Old Wool . . . . . 60@1 25  
 Lambs . . . . . 75@1 00  
 Shearlings . . . . . 75@1 00

**Tallow**  
 No. 1 . . . . . @ 5  
 No. 2 . . . . . @ 4

**Wool**  
 Unwashed, med. . . @20  
 Unwashed, fine. . . @15

**HORSE RADISH**  
 Per doz. . . . . 90

**Jelly**  
 5lb. palls, per doz. . . 2 40  
 15lb. palls, per pall . . 65  
 30lb. palls, per pall . . 1 25

**JELLY GLASSES**  
 1/2 pt. in bbls., per doz. 15  
 1/2 pt. in bbls., per doz. 16  
 8 oz. capped in bbls. . . 18  
 per doz. . . . .

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

**MINCE MEAT**  
 Per case . . . . . 2 85

**MOLASSES**  
 New Orleans  
 Fancy Open Kettle . . . 42  
 Choice . . . . . 35  
 Good . . . . . 22  
 Fair . . . . . 20  
 Half barrels 2c extra  
 Red Hen, No. 2 1/2 . . . 1 75  
 Red Hen, No. 5 . . . . 1 75  
 Red Hen, No. 10 . . . . 1 65

**MUSTARD**  
 1/2 lb. 6 lb. box . . . . 16

**OLIVES**  
 Bulk, 1 gal. kegs 1 00@1 10  
 Bulk, 2 gal. kegs 95@1 05  
 Bulk, 5 gal. kegs 90@1 00  
 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

**PICKLES**  
 Medium  
 Barrels, 1,200 count . . 7 50  
 Half bbls., 600 count 4 25  
 5 gallon kegs . . . . 1 90

**Small**  
 Barrels . . . . . 9 50  
 Half barrels . . . . . 5 25  
 5 gallon kegs . . . . 2 25

**Gherkins**  
 Barrels . . . . . 13 00  
 Half barrels . . . . . 6 25  
 5 gallon kegs . . . . 2 50

**Sweet Small**  
 Barrels . . . . . 16 00  
 Half barrels . . . . . 8 50  
 5 gallon kegs . . . . 3 20

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

**PLAYING CARDS**  
 No. 90, Steamboat . . . 75  
 No. 15, Rival assorted 1 25  
 No. 20, Rover, enam'd 1 50  
 No. 572, Special . . . 1 75  
 No. 98 Golf, satin fin. 2 00  
 No. 802, Bicycle . . . . 2 00  
 No. 632 Tourn't whist 2 25

**POTASH**  
 Babbitt's, 2 doz. . . . 1 75

**PROVISIONS**  
 Barreled Pork  
 Clear Back . . . . . 22 00@23 00  
 Short Cut Clr 21 00@22 00  
 Bean . . . . . 18 00@19 00  
 Brisket, Clear 27 00@28 00  
 Pig . . . . .  
 Clear Family . . . . . 26 00

**Sausages**  
 Bologna . . . . . 10%@11  
 Liver . . . . . 9%@10  
 Frankfort . . . . . 12%@12 1/2  
 Pork . . . . . 11 @12  
 Veal . . . . . 11  
 Tongue . . . . . 11  
 Headcheese . . . . . 10

**Beef**  
 Boneless . . . . . 20 00@20 50  
 Rump, new . . . . . 24 50@25 00

**Pig's Feet**  
 1/2 bbls. . . . . 1 05  
 3/4 bbls., 40 lbs. . . . 2 10  
 1/2 bbls. . . . . 4 25  
 1 bbl. . . . . 8 50

**Tripe**  
 Kits, 15 lbs. . . . . 90  
 1/2 bbls., 40 lbs. . . . 1 60  
 3/4 bbls., 80 lbs. . . . 3 00

**Casings**  
 Hogs, per 1/2 . . . . . 35  
 Beef, rounds, set . . . 24@25  
 Beef, middles, set . . . 80@85  
 Sheep, per bundle . . . 85

**Uncolored Butterline**  
 Solid Dairy . . . . . 12%@16%  
 Country Rolls . . . 13 @19 1/2

**Canned Meats**  
 Corned beef, 2 lb. . . . 4 80  
 Corned beef, 1 lb. . . . 2 70  
 Roast beef, 2 lb. . . . 4 80  
 Roast beef, 1 lb. . . . 2 70

**Potted Meat, Ham**  
 Flavor, 1/4s . . . . . 55  
 Potted Meat, Ham  
 Flavor, 1/4s . . . . . 95  
 Deviled Meat, Ham  
 Flavor, 1/4s . . . . . 55  
 Deviled Meat, Ham  
 Flavor, 1/4s . . . . . 95

**Potted Tongue, 1/4s . . . 55**  
 Potted Tongue, 1/4s . . . 95

**RICE**  
 Fancy . . . . . 7 @7 1/2  
 Japan Style . . . . . 5 @5 1/2  
 Broken . . . . . 3%@4 1/4

**ROLLED OATS**  
 Rolled Avena, bbls. . . 6 00  
 Steel Cut, 100 lb. sks 3 10  
 Monarch, bbls. . . . . 5 75  
 Monarch, 90 lb. sks. 2 75  
 Quaker, 18 Regular . . 1 45  
 Quaker, 20 Family . . 4 50

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

**SALERATUS**  
 Packed 60 lbs. in box  
 Arm and Hammer . . 3 00  
 Wandotte, 100 lbs . . 3 00

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

**SALT**  
 Common Grades  
 100 3 lb. sacks . . . . 2 60  
 70 4 lb. sacks . . . . 2 40  
 60 5 lb. sacks . . . . 2 40  
 28 10 lb. sacks . . . . 2 25  
 56 lb. sacks . . . . . 40  
 28 lb. sacks . . . . . 20

**Warsaw**  
 56 lb. sacks . . . . . 26  
 28 lb. dairy in drill bags 20  
 Solar Rock  
 56 lb. sacks . . . . . 26

**Common**  
 Granulated, Fine . . . 1 10  
 Medium, Fine . . . . 1 15

**SALT FISH**  
 Cod  
 Large, whole . . . . . @ 8  
 Small, whole . . . . . @ 7 1/2  
 Strips or bricks . . . 9@13  
 Pollock . . . . . @ 5 1/2

**Smoked Salmon**  
 Strips . . . . . 9  
 Halibut  
 Chunks . . . . . 18  
 19

**SEEDS**  
 Anise . . . . . 20  
 Canary, Smyrna . . . 8 1/2  
 Caraway . . . . . 15  
 Cardomom, Malabar 1 20  
 Celery . . . . . 45  
 Hemp, Russian . . . . 5  
 Mixed Bird . . . . . 9  
 Mustard, white . . . . 12  
 Poppy . . . . . 16  
 Rape . . . . . 10

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

**SCOTCH, in bladders . . . 37**  
 Maccaboy, in jars . . . 35  
 French Rapple in jars . . 43

**SODA**  
 Boxes, English . . . . 5 1/4  
 Kegs, English . . . . 4 1/4

**SPICES**  
 Whole Spices  
 Allspice, Jamaica . . . 9@10  
 Allspice, lg Garden . . @11  
 Cloves, Zanzibar . . . @22  
 Cassia, Canton . . . . 14@15  
 Cassia, 5c pkg. dz. . . @25  
 Ginger, African . . . @9 1/2  
 Ginger, Cochin . . . @14%  
 Mace, Penang . . . . . @70  
 Mixed, No. 1 . . . . . @17  
 Mixed, No. 2 . . . . . @16  
 Mixed, 5c pkgs. dz. . . @45  
 Nutmegs, 70180 . . . @30  
 Nutmegs, 105-110 . . . @25  
 Pepper, Black . . . . . @15  
 Pepper, White . . . . . @25  
 Pepper, Cayenne . . . @22

**Paprika, Hungarian**  
 Pure Ground in Bulk  
 Allspice, Jamaica . . @15  
 Cloves, Zanzibar . . . @23  
 Cassia, Canton . . . . @22  
 Ginger, African . . . @18  
 Mace, Penang . . . . . @75  
 Nutmegs . . . . . @35  
 Pepper, Black . . . . . @18  
 Pepper, White . . . . . @32  
 Pepper, Cayenne . . . @24  
 Paprika, Hungarian . . @45

**STARCH**  
 Kingsford, 40 lbs. . . . 7 1/4  
 Muzzy, 20 1lb. pkgs. . . 5 1/4

**Kingsford**  
 Silver Gloss, 40 1lb. . . 5  
 Muzzy, 40 1lb. pkgs. . . 7%  
 Glass  
 Argo, 24 5c pkgs. . . . 90  
 Silver Gloss, 16 3lbs . . 6%  
 Silver Gloss, 12 6lbs. . . 8 1/4

**Muzzy**  
 48 1lb. packages . . . . 5  
 16 3lb. packages . . . . 4%  
 12 6lb. packages . . . . 6  
 50lb. boxes . . . . . 3%

**SYRUPS**  
 Corn  
 Barrels . . . . . 28  
 Half barrels . . . . . 30  
 Blue Karo, No. 1 1/2,  
 4 doz. . . . . 3 45  
 Blue Karo, No. 2, 2 dz. 1 95  
 Blue Karo, No. 2 1/2,  
 doz. . . . . 2 30  
 Blue Karo, No. 5, 1 dz. 2 25  
 Blue Karo, No. 10, 1/2  
 doz. . . . . 2 15  
 Red Karo, No. 1 1/2, 4  
 doz. . . . . 4 00  
 Red Karo, No. 2, 2 dz. 2 30  
 Red Karo, No. 2 1/2, 2 dz 2 70  
 Red Karo, No. 5, 1 dz. 2 65  
 Red Karo, No. 10, 1/2  
 doz. . . . . 2 55

**Pure Cane**  
 Fair . . . . . 16  
 Good . . . . . 20  
 Choice . . . . . 25  
 Folger's Grape Punch  
 Quarts, doz. case . . . 6 00

**TABLE SAUCES**  
 Halford, large . . . . 3 75  
 Halford, small . . . . 2 25

**TEA**  
 Uncolored Japan  
 Medium . . . . . 20@25  
 Choice . . . . . 25@33  
 Fancy . . . . . 35@45  
 Basket-fired Med'm 23@30  
 Basket-fired, Choice 35@37  
 Basket-fired, Fancy 33@45  
 No. 1 Nibs . . . . . 30@32  
 Siftings, bulk . . . . . 9@10  
 Siftings, 1 lb. pkgs. 12@14

**Gunpowder**  
 Moyune, Medium . . . 23@33  
 Moyune, Choice . . . 35@40  
 Moyune, Fancy . . . . 50@60  
 Ping Suey, Medium 25@30  
 Ping Suey, Choice 35@40  
 Ping Suey, Fancy . . . 45@50

**Young Hyson**  
 Choice . . . . . 28@30  
 Fancy . . . . . 45@55

**Oolong**  
 Formosa, Medium . . . 25@28  
 Formosa, Choice . . . 32@35  
 Formosa, Fancy . . . 50@63

**English Breakfast**  
 Congou, Medium . . . 25@30  
 Congou, Choice . . . 30@35  
 Congou, Fancy . . . . 40@60  
 Congou, Ex. Fancy 60@80

**Ceylon**  
 Pekoe, Medium . . . 28@30  
 Dr. Pekoe, Choice . . . 30@35  
 Flowery O. P. Fancy 40@50

**TOBACCO**  
 Fine Cut  
 Blot . . . . . 1 45  
 Bugle, 16 oz. . . . . 3 84  
 Bugle, 10c . . . . . 11 00  
 Dan Patch, 8 and 16 oz. 32  
 Dan Patch, 4 oz. . . . 11 52  
 Dan Patch, 2 oz. . . . 5 76  
 Fast Mail, 16 oz. . . . 7 80  
 Hiawatha, 16 oz. . . . 60  
 Hiawatha, 5c . . . . . 5 40  
 May Flower, 16 oz. . . 9 36  
 No Limit, 8 oz. . . . . 1 80  
 No Limit, 16 oz. . . . 3 60  
 Ojibwa, 8 and 16 oz. . . 40  
 Ojibwa, 10c . . . . . 11 10  
 Ojibwa, 5c . . . . . 1 85  
 Petoskey Chief, 7 oz. 2 00  
 Petoskey Chief, 14 oz. 4 00  
 Peach and Honey, 5c 5 76  
 Red Bell, 16 oz. . . . . 3 96  
 Red Bell, 8 foil . . . . 1 98  
 Sterling, J & D 5c . . 5 76  
 Sweet Cuba, canister 9 16  
 Sweet Cuba, 5c . . . . 5 76  
 Sweet Cuba, 10c . . . . 95  
 Sweet Cuba, 1 lb. tin 4 50  
 Sweet Cuba, 1/2 lb. foil 2 25  
 Sweet Burley, 5c L&D 5 76  
 Sweet Burley, 8 oz. . . 2 45  
 Sweet Burley, 16 oz. . . 4 90  
 Sweet Mist, 1/2 gro. . . 5 70  
 Sweet Mist, 8 oz. . . . 11 10  
 Telegram, 5c . . . . . 5 76  
 Tiger, 5c . . . . . 6 00  
 Tiger, 25c cans . . . . 2 40  
 Uncle Daniel, 1 lb. . . . 60  
 Uncle Daniel, 1 oz. . . 5 22

**Plug**  
 Am. Navy, 16 oz. . . . 32  
 Apple, 10 lb. butt . . . 38  
 Drummond Nat. Leaf, 2  
 and 5 lb. . . . . 60  
 Drummond Nat. Leaf  
 per doz. . . . . 96  
 Battle Ax . . . . . 32  
 Bracer, 6 and 12 lb. . . 30  
 Big Foot, 6 and 12 lb. 30  
 Boot Jack, 2 lb. . . . 90  
 Boot Jack, per doz. . . 96  
 Bullion, 16 oz. . . . . 46  
 Climax Golden Twins . . 48  
 Climax, 14% oz. . . . . 44  
 Climax, 7 oz. . . . . 44  
 Days' Work, 7 & 14 lb. 38  
 Creme de Menthe, lb. . 32  
 Derby, 5 lb. boxes . . . 28  
 5 Bros., 4 lb. . . . . 66  
 Four Roses, 10c . . . . 90  
 Gilt Edge, 2 lb. . . . . 50  
 Gold Rope, 6 & 12 lb. 53  
 Gold Rope, 4 & 8 lb. . . 53  
 G. O. P., 12 & 24 lb. . . 40  
 Granger Twist, 6 lb. . . 46  
 G. T. W., 10 lb. & 21 lb. 36  
 Horse Shoe, 6 & 12 lb. 43  
 Honey Dip Twist, 5&10 45  
 Jolly Tar, 5 & 8 lb. . . 40  
 J. T., 5 1/2 & 11 lb. . . 40  
 J. T., 5 1/2 & 11 lb. . . 35  
 Keystone Twist, 6 lb. . . 45  
 Kismet, 6 lb. . . . . 48  
 Merry Dip, 20 oz. . . . 28  
 Merry Widow, 12 lb. . 32  
 Parrot, 12 lb. . . . . 32  
 Patterson's Nat. Leaf 98  
 Peachey, 6-12 & 24 lb. 41  
 Picnic Twist, 5 lb. . . . 45  
 Piper Heldsick, 4 & 7 lb. 69  
 Piper Heldsick, per doz. 96  
 Polo, 3 doz., per doz. 48  
 Redcut, 1 1/2 oz. . . . 38  
 Scapple, 2 & 4 doz. . . 48  
 Sherry Cobbler, 8 oz. . 32  
 Spear Head, 12 oz. . . 44  
 Spear Head, 14 oz. . . 44  
 Spear Head, 7 oz. . . . 47  
 Sq. Deal, 7, 14 & 28 lb. 30  
 Star, 6, 12 & 24 lb. . . 43  
 Standard Navy, 7 1/2, 15  
 & 30 lb. . . . . 34  
 Ten Penny, 6 & 12 lb. 35  
 Town Talk, 14 oz. . . . 31  
 Yankee Girl, 12 & 24 lb. 31

**Smoking**  
 All Leaf, 2 1/2 & 7 oz. . . 30  
 BB, 3 1/2 oz. . . . . 6 00  
 BB, 7 oz. . . . . 12 00  
 BB, 14 oz. . . . . 24 00  
 Bagdad, 10c tins . . . 11 52  
 Badger, 3 oz. . . . . 5 04  
 Badger, 7 oz. . . . . 11 52  
 Banner, 5c . . . . . 5 76  
 Banner, 20c . . . . . 1 60  
 Banner, 40c . . . . . 3 20  
 Belwood, Mixture, 10c 94  
 Big Chief, 2 1/2 oz. . . . 6 00  
 Big Chief, 16 oz. . . . 30

**TEA**  
 Uncolored Japan  
 Medium . . . . . 20@25  
 Choice . . . . . 25@33  
 Fancy . . . . . 35@45  
 Basket-fired Med'm 23@30  
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 Formosa, Fancy . . . 50@63

**English Breakfast**  
 Congou, Medium . . . 25@30  
 Congou, Choice . . . 30@35  
 Congou, Fancy . . . . 40



SPECIAL PRICE CURRENT

15

16

17

12

13

14

Table with 2 columns: Item Name and Price. Includes categories like Smoking, Brotherlyhood, Cigar, and various tobacco products.

Table with 2 columns: Item Name and Price. Includes categories like Pilot, Soldier Boy, Sweet Caporal, and various food items.

Table with 2 columns: Item Name and Price. Includes categories like Faucets, Mop Sticks, Palls, Toothpicks, Traps, and various household goods.

BAKING POWDER

Table with 2 columns: Item Name and Price. Lists various sizes and brands of baking powder.

ROYAL

Table with 2 columns: Item Name and Price. Lists various sizes of Royal brand products.

CIGARS

Table with 2 columns: Item Name and Price. Lists various brands and types of cigars.

COFFEE

Table with 2 columns: Item Name and Price. Lists various brands and types of coffee.

WOOD BOWLS

Table with 2 columns: Item Name and Price. Lists various sizes and types of wood bowls.

WRAPPING PAPER

Table with 2 columns: Item Name and Price. Lists various brands and types of wrapping paper.

YEAST CAKE

Table with 2 columns: Item Name and Price. Lists various brands and types of yeast cake.

YOURS TRULY LINES

Table with 2 columns: Item Name and Price. Lists various food items under the 'Yours Truly' brand.

AXLE GREASE

Table with 2 columns: Item Name and Price. Lists various brands and types of axle grease.

Roasted Dwinell-Wright Co's B'ds



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



Royal Garden Tea, pkgs. 40 THE BOUR CO., TOLEDO, OHIO.

SOAP

Table with 2 columns: Item Name and Price. Lists various brands and types of soap.

FITZPATRICK BROTHERS' SOAP CHIPS

Table with 2 columns: Item Name and Price. Lists various brands and types of soap chips.

German Mottled, 25 b. 3 05

Table with 2 columns: Item Name and Price. Lists various brands and types of soap.

Swift & Company

Table with 2 columns: Item Name and Price. Lists various brands and types of soap.

Tradesman Co's Brand

Table with 2 columns: Item Name and Price. Lists various brands and types of soap.

Scouring

Table with 2 columns: Item Name and Price. Lists various brands and types of scouring products.

Soap Compounds

Table with 2 columns: Item Name and Price. Lists various brands and types of soap compounds.

Washing Powders

Table with 2 columns: Item Name and Price. Lists various brands and types of washing powders.

The only 5c Cleanser

Table with 2 columns: Item Name and Price. Lists various brands and types of cleansers.

Advertisement for 'AMERICAN BEAUTY' Display Case No. 412, featuring a large image of the display case and descriptive text about its features and availability.



MICA GREASE. Car lots or local shipments, bulk or sacked in paper or jute. Poultry and stock charcoal. M. O. DEWEY CO., Jackson, Mich.

CHARCOAL

Car lots or local shipments, bulk or sacked in paper or jute. Poultry and stock charcoal. M. O. DEWEY CO., Jackson, Mich.



# 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.

Wanted—Established business. Must stand rigid investigation. Will not invest over \$3,000. C. R., care Tradesman. 793

Wanted—Stock of merchandise about \$20,000. Will exchange fine, well improved Illinois farm. Address Box 222, Greenup, Ill. 795

For Sale—80 acre farm in Southern Michigan. Good buildings and fences. Address Lock Box 282, Pellston, Mich. 796

Eighty acre farm ten miles west of Kalamazoo, for sale or will exchange for general merchandise stock in good condition. Address H. E. McComb, Mattawan, Mich. 797

For Sale—General stock, invoicing \$4,000. Last year's sales \$15,000. Progressive town of 2,000 population in Southern Michigan. Wish to retire from mercantile business. Can make good proposition. Address Lock Box 188, Union City, Michigan. 798

For Sale—120 acres, good eight-room house, small barn. One-half mile from railroad. Joins two beautiful lakes. Ideal location for resort. Price right. Easy payments. Address J. H. Mowers, Fennville, Michigan. 799

Hotel DeHaas, a thirty-five room brick hotel, fifteen other rooms available, on main corner in Fremont, a live growing town of 2,500 in the fruit belt of Western Michigan; this is a money maker, as it is the only first-class hotel here; cost \$30,000; will sell for \$15,000; easy terms; will not rent; reason, age. No license and four sub-rentals. Address Dr. N. DeHaas, Fremont, Michigan. 801

For Sale—Only millinery store in town of 1,000 population. Established twenty-five years. Good reasons for selling. Address 342 N. Liberty St., Marshall, Michigan. 802

For Sale—Clean, up-to-date dry goods, clothing, shoe and furnishing store. Located in Northern Michigan, on the main line of the G. R. & I. railroad. Invoice \$9,000 to \$10,000. Good reason for selling. Address No. 803, care Tradesman. 803

General merchandise with dwelling attached, invoice \$6,000; monthly sales \$1,500. Part cash or trade for farm. No. 804, care Tradesman. 804

For Sale—Royal meat chopper. Practically unused. 1/2 h. p. alternating current. Will ship subject to approval. Rhineland Creamery & Produce Co., Rhineland, Wis. 805

Will exchange only opera house in live town, fixtures, piano and picture machine, for general merchandise stock. No. 807, care Tradesman. 807

For Sale—New York racket store, full line of bazaar goods, in enterprising town near Grand Rapids. Reason for selling, illness. Address No. 808, care Tradesman. 808

Wanted—To purchase bazaar and dry goods stock in Central or Southern Michigan. Address No. 809, care Tradesman. 809

All Wool dress goods, flannels and jeans; about 1,100 yards. Will sell cheap. Guyandotte Woolen Mills, 222 Main St., Guyandotte, W. Va. 778

For Sale—Good clean stock of groceries and fixtures. Invoice about \$4,000. Doing \$30,000 business a year, cheap rent. Located in a thickly settled suburb. Write or enquire, Vernon & Son, Emporia, Kansas. 779

Administratrix's Sale in Bulk. Men's and boys' clothing and furnishing business of E. Smith & Co. Chance to buy established business for years. Good location. Good town. Prosperous country. Address if interested, Maude C. Harrison, Paw Paw, Michigan. 780

For Sale—Up-to-date paying restaurant, marble fittings; best location; cause, retiring from business. Address Lock Box 382, Erie, Pa. 782

Let an expert auctioneer reduce or close out your stock entirely by a retail auction sale in your store to your old customers. It is a quick, sure and satisfactory method and you realize more this way than by any other. I have conducted successful sales for the past twenty years, and have been employed as instructor and lecturer in the leading leading school of auctioneering in the world for ten years. My terms are low compared with service rendered. Address A. W. Thomas, 14 N. Sacramento boulevard, Chicago. 783

Will pay cash for any kind of merchandise or any amount of it if cheap enough. Harold Goldstrom, 65 Smith Ave., Detroit, Michigan. 788

For Sale—First-class clothing and furnishing stock cheap. Fixtures at one-half original cost. This is a fine chance for a live man to start in business in a growing town of 30,000, with fine established trade of ten years. Only reliable makes, such as Atterbury System, Robert-Wicks for men and Widow Jones for boys. Address P. O. Box 344, Battle Creek, Michigan. 784

For Sale—The plant of the Savidge Brothers Lumber Co., at Klamath Falls, Oregon. Fine buildings, equipped with machinery for the manufacture of box shoo, sash and doors and all kinds of mill work. Retail yard with good live business. Four and one-half acres of ground. Best site in Klamath Falls. Price \$35,000. Terms if desired. For particulars address O. E. Willey, Trustee, Klamath Falls, Oregon. 787

For Sale—Grocery stock and fixtures, inventorying about two thousand. Brick building and cheap rent. Have other business. Write or phone, R. D. Miller, Fremont, Michigan. 723

For Sale—Drug store. Only drug store in small town in Southwestern Michigan. Good surrounding country. Ten miles to nearest competition. Invoice about \$1,400. Address Drugs, care Michigan Tradesman. 788

For Sale—Store building with dwelling house and barn on same premises, located in hustling town in Upper Peninsula, surrounded by excellent farming country. Good opening for any kind of business. Has been general store for ten years; but closed out to attend to other business. Address N, care Michigan Tradesman. 790

Wanted—Clothing, furnishings, shoes. Cheap for cash. E. C. Greene, Jackson, Michigan. 775

\$1,200 in men's and boys' clothing to close at a great bargain. Must sell. R. J. Lyon, Brighton, Mich. 771

For Sale—Shoe stock and fixtures in excellent shape, doing good business. Invoice about \$3,500. Can be reduced. Good opening for live man. Sam Miller, Keokuk, Iowa. 753

For Sale—Stock of groceries, china, bazaar goods and ladies' and gent's furnishings. Only store of the kind this side of Detroit or Pontiac. Reason for selling—have decided to go out of the mercantile business. For particulars address M. Brock & Co., Northville, Mich. 732

Wanted—Clothing Salesman—To open an office and solicit orders for Merchant Tailoring. Full sample equipment is free. Start now and get into business "on your own hook." We build to order the best clothes in America. If you have faith in your ability to do things, you are the fellow we are looking for! Full details will be supplied on request and I can call and talk it over if you are interested. E. L. Moon, General Agent, Columbus, Ohio. 707

Large catalogue Farms and Business Chances, or \$50 selling proposition free. Pardee, Traverse City, Michigan. 519

For Sale—A well located stock of general merchandise in town 1,500. Doing good business. About \$5,000 invested. No agencies. Address No. 712, care Tradesman. 712

Move your dead stock. For closing out or reducing stocks, get in touch with us. Merchant's Auction Co., Reedsburg, Wis. 725

For Rent—Store building. Good location for clothing or department store, in a live Michigan town. Address No. 328, care Tradesman. 328

We buy and sell second-hand store fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 204

If you are interested in selling or buying a grocery or general stock, call or write E. Krulsenga, c-o Musseiman Grocer Company, Grand Rapids, Michigan. 154

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

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. 659

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. John B. Wright, successor to Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

Do you want to sell your business or farm for cash? Our charges are less than 1 per cent. We advertise each individual sale. Our System long established means quick results. Augsburg Co., Kenton, Ohio, Dept. 5. 723

We pay CASH for merchandise stock and fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 203

## PRINTING.

1,000 bill heads, envelopes, statements or bond letter heads, \$2.50. 1,000 letter circulars and your letter head on bond paper, \$2.50, 10,000 \$15.75. Copper Journal, Hancock, Michigan. 785

## HELP WANTED.

Wanted—Sideline salesmen for a new "business getting" proposition without cost to the merchant. Allan Company, Joplin, Mo. 794

Salesmen Wanted—We have openings for several side line salesmen on a commission basis to handle a well known line of automobile gloves to the jobbing and retail trade. Give references and lines now carrying in the first letter. Address P. O. Box M 665, La Crosse, Wis. 756

## SITUATIONS WANTED.

Wanted—Situation in dry goods or department store by all around man. Can trim windows. G. W. Grove, Toledo, Ohio. 786

Position Wanted—Plumber and steam-fitter. Young married man. Six years' experience. No. 800, care Tradesman. 800

Wanted—Position in an up-to-date grocery store as manager or clerk. Five years' experience. Can dress grocery windows that will pull business. Address No. 806, care Michigan Tradesman. 806

**Conservative  
Investors  
Patronize  
Tradesman  
Advertisers**

**ENGRAVING  
& WOODCUTTING**

*For many subjects of a mechanical nature wood engravings are not only better for printing and for making electrotypes but are cheaper than halftones. Both are made by*

**TRADESMAN COMPANY**  
GRAND RAPIDS, MICHIGAN.

## Economic Coupon Books

They save time and expense.  
They prevent disputes.  
They put credit transactions on cash basis.  
Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.



## SILVER CELEBRATION.

(continued from page fifteen)

I am confident you will be glad at the end of this most delightful occasion if our guest of the evening should consent to at least stand up and say a few words.

Voices: Hear, hear.

Mr. Lewis H. Withey: My friends, I never wished more that I could make a speech than I do to-night. I have always found that whenever I tried all my ideas seemed to flit away. If I have any when I am sitting down, when I get up they are all gone. So I can not make a speech, much to my regret.

When I drove up here this morning and saw through the windows a large party of gentlemen at the table, I thought to myself, well, there is another dinner party here, and a party of Mr. Lowe is going to be in the other room on the other side. When I came in I couldn't quite understand why everybody wanted to shake hands with me. I had forgotten if I ever knew that the Trust Company had been organized twenty-five years and that this was the anniversary of my election as President, and I don't think anybody else had any idea of it. It must have been that Hamilton dug that thing up in the vaults, because if anyone had asked me how long the Trust Company had been organized, I should have said I think about twenty-six or twenty-seven years. I had no idea of its being the twenty-fifth anniversary. It is a peculiar thing that this should have been brought about without my knowing anything about it or having any suspicion about it.

Mr. Hamilton: Our desks are less than twenty feet apart.

Mr. Withey: I asked Boyd Pantlind last night if he was coming out to this dinner and he said "Yes." He didn't volunteer any more information. I have seen quite a number, but I didn't know that anybody else was coming. And really this is the greatest surprise party that I have ever had in my life.

We see in the papers every few days about some one being murdered, and if you happen to see in the papers sometime this winter that Ed. Lowe has been murdered out in the country, you might just as well come and arrest me, because I think I will take it out of him.

Mr. White: I will protect you.

Mr. Withey: My friend White over here will protect anybody. He has never protected anybody. He has always been scrapping around with everybody that I have ever known, but, my friends, I can not say anything, it is too great a surprise and I can not talk. If I could talk like the rest of you gentlemen that have been speaking to-night I should feel very much gratified, but there is no use talking about it. A man that has kind of scrapped around in the lumber business and the trust business has no business talking. (Applause.)

"For he is a jolly good fellow" was here sung by all the guests.

Mr. White: Gentlemen, Mr. Withey says he can't talk. You ought to hear what he says to me, and if I do any scrapping, just ask him what he does. I want to explain about that brewery stock now. I have some myself. When Charlie Kusterer organized here, a good deal as they organized the Trust Company, we all went in. In those days straight whisky was the thing and we were moral reform people, wanted to make it as dry as we could, and we all took stock, quite a large number of people. When their wives heard of it, there was no peace at home until they had gotten rid of that stock. Mr. Withey and myself stood pat and we always have.

A Voice: You each sold to the other.

The Toastmaster: I apologize for having in my pocket a letter of high

importance which I had forgotten, but you won't object if I read it now. "Dear Mr. Withey: Heartiest congratulations. Should have been glad to be present at the dinner in your honor, but must decline any invitation to be with you as long as you continue to sell gas bonds at the same old stand. George Ellis."

A Voice: No rake off for George.

The Toastmaster: I don't wonder that you gentlemen are loath to leave the dining room. I hate to leave it myself. We might with great propriety and with great pleasure vary the entertainment of the evening by music. We heard something towards the other end of the table that was passed off for music, but it really was not, but one of our guests to-night can sing and when one can sing at such a place as this he should be made to do it. I call upon Mr. John Duffy. (Applause.)

Mr. Duffy: I am very sorry, Mr. Toastmaster, that I did not come prepared to sing, I just left a rehearsal of the choir to get out here a little late.

The Toastmaster: Give us what you rehearsed.

Mr. Duffy: You will have to come in the morning and put a little something in the plate.

"Should auld acquaintance be forgot" was here sung by all the guests.

## Large Plans For Hardware Convention at Saginaw.

Marine City, Jan. 12—It looks now as though our annual convention, which will be held in the Auditorium at Saginaw, February 9, 10, 11 and 12 and the exhibit which will be held at the same time, will set a new high record for meetings of this character.

When the last convention closed it was decided to try and bring the membership up to 1,000 by the time of our 1915 convention and with the co-operation of our good friends, the traveling men, we have almost reached that figure and hope to do so by the date of the convention.

In addition to the great many benefits which members have always derived in the past, we this year in augmented a Freight Auditing Bureau, which carefully checks over our freight bills for our members to detect weight or rate errors. Absolutely no charge is made for this service unless claims are filed and the money collected from the railroads. Then the member pays to the Association a small percentage on the amount recovered.

Conditions undoubtedly have been more favorable in Michigan than in a great many other states for the past year and the retail hardware man has reason to look forward to 1915 with a feeling that it will be a good year for him.

The price question is one which we all are very much interested in and at our Saginaw convention officers of the National Association will be present to lead in the discussion of this subject.

H. Leslie Wildey, of Graettinger, Iowa, has agreed to talk on "Catalogue Competition." Frank Stockdale, of Chicago, will talk on "Keeping Up with Rising Costs." Edward F. Trefz of Chicago will take for his subject "Selling Efficiency." C. M. Alden, of Grand Rapids, will deliver an address on some subject of practical interest to the retailer and T. J. Burton, of Detroit, will talk on the "Traveling Man and the Merchant." Richard Talbot and N. B. Hutton are on the programme for addresses during the hour devoted to the traveling men.

The hardware dealer who attends this 1915 convention may rest assured that the programme will be unusually interesting and instructive and every minute of the four days spent in Saginaw will be profitably employed.

As members of the Association are taking more interest in the exhibits

each year and with a view to encouraging this feeling, a buyers' contest will be conducted. Everybody who purchases goods from three or four more exhibitors at the convention will receive prizes according to the number of orders placed. Suit cases, handsome umbrellas, cuff links and leather pocket memorandum pads have been selected as the prizes in this contest.

The question box will be one of the big features of the convention this year and the committee in charge of it will be composed of Fred A. Rechlin, of Bay City, chairman; P. A. Wright, of Holly and Arthur D. Moore, of South Haven.

The following committees have been appointed to handle the convention:

Nominations—Chas. H. Miller, Flint; C. M. Alden, Grand Rapids; E. S. Roe, Buchanan; James W. Tyre, Detroit; Ernest Wise, Kalamazoo; G. B. Towner, Muskegon; John Kerr, Coldwater.

Auditing—Frank E. Strong, Battle Creek; John C. Fischer, Ann Arbor; J. J. Vander Meer, Grand Rapids.

Press—Chas. A. Ireland, Ionia; Frank Brockett, Battle Creek; A. J. Scott, Marine City.

Resolution—Fred F. Ireland, Belding; H. H. Freitag, St. Joseph; Wm. Goodes, Flint.

Exhibit—Ernest L. Reichle, Saginaw; Paul H. Juengel, Saginaw; Geo. Walz, Jr., Saginaw; Chas. Janke, Saginaw; Norman Popp, Saginaw; Arthur J. Scott, Marine City; J. Charles Ross, Kalamazoo.

Programme—C. E. Dickinson, St. Joseph; Wm. Moore, Detroit; James W. Tyre, Detroit; Alex Lemke, Detroit; Arthur J. Scott, Marine City.

Constitution and By-Laws—J. G. Patterson, Detroit; L. J. Cortenhof, Grand Rapids; E. J. Morgan, Cadillac.

Place of Meeting—O. H. Gale, Albion; Chas. A. Sturmer, Port Huron; Wm. DeKruif, Levering.

Question Box—Fred A. Rechlin, Bay City; P. A. Wright, Holly, Arthur D. Moore, South Haven.

Sergeant-at-Arms—M. A. Benson, Saranac.

Assistant Sergeant-at-Arms—Chas. Gartner, Wyandotte.

Entertainment—Burt Saylor, John Popp, V. I. Wiedman, Gust Jochen, Jr., Wm. Seyffardt, R. C. Morley, John W. Hall, all of Saginaw.

Trade Relations—Chas. A. Ireland, Ionia; Fred Rechlin, Bay City; A. J. Scott, Marine City.

Legislative—J. H. Whitney, Merrill; A. Harshaw, Detroit; C. L. Glasgow, Nashville.

Arthur J. Scott, Sec'y Michigan Retail Hardware Association.

## Responsibility For Taxes in Event of Sale.

Lansing, Jan. 12.—Would you favor me with your opinion as to whether I am legally liable for personal taxes

assessed on my stock of merchandise in Muskegon last April, which stock I entirely disposed of in September last, at which time the taxes were not due. Am I liable for these taxes or my successors? A. E. Childs.

December 1 is made the dividing line for State, county and township taxes. Transfers of merchandise before December 1 throw these taxes on the successor. Transfers after December 1 throw the payment of these taxes on the seller. City taxes depend on the wording of the city charter. The Tradesman has not a copy of the Muskegon charter handy, so as to be able to pass on this point.

## Manufacturing Matters.

Port Huron—The Port Huron Water Motor Co. has been incorporated with an authorized capital stock of \$7,000, all of which has been subscribed and \$850 paid in in cash and \$3,600 in property.

Hastings—The Hastings Sporting Goods Works has been incorporated with an authorized capital stock of \$10,000 for the purpose of manufacturing and selling fish baits, reels and braided lines.

Bay City—George S. Dilas & Co., manufacturer and dealer in ices, ice creams, soft drinks, etc., has been incorporated with an authorized capital stock of \$22,000, all of which has been subscribed and paid in in property.

Detroit—The Illinois Manufacturing Co., manufacturer of boxes, cases, fixtures, etc., has been incorporated with an authorized capital stock of \$2,000, of which amount \$1,500 has been subscribed, \$730 paid in in cash and \$350 in property.

Grand Ledge—The Bay Clay Co., manufacturer and dealer in clay products and all appliances used in the clay or silo business, has been incorporated with an authorized capital stock of \$150,000, (\$100,000 common and \$50,000 preferred) all of which has been subscribed and \$29,000 paid in in cash.

Henry J. Vinkemulder is in Detroit this week attending the annual meeting of the National League of Commission Merchants.

## BUSINESS CHANCES.

For Sale—Small general stock merchandise and fixtures around \$2,000. Doing a good all cash business, in best village of its size in Michigan. A big trade can be done here. Stock yards, elevator and produce dealers, all doing big trade. A splendid chance for a hustler. Box 68, Fenwick, Michigan. 810

Farm—For exchange for merchandise, 640 acres, bottom farm, close in, clear, \$25 per acre. Leslie Land Co., Leslie, Ark. 811

# Cash Registers and Account Registers

Let us quote you on either "New" or "Used"

Grand Rapids Merchandise & Fixture Co.

803-805 Monroe Ave.

Grand Rapids, Michigan





*Telephone Trade*

is always pleased  
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**Franklin  
Carton Sugar**



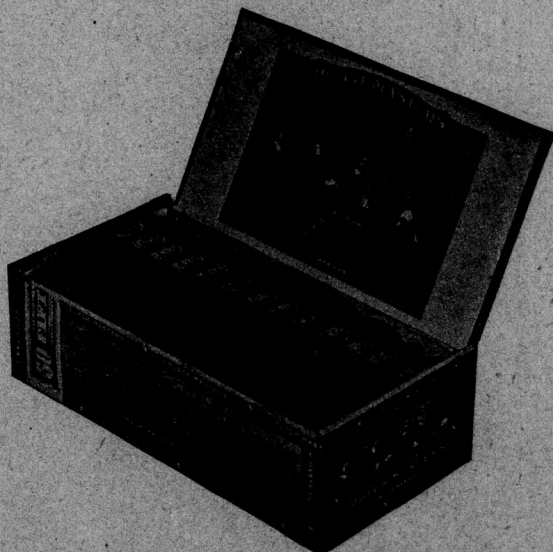
When a customer calls you up and orders sugar send her FRANKLIN CARTON SUGAR. You won't make any mistake—she'll be perfectly satisfied. Clear, pure sugar, made from sugar cane and packed in sealed, dust-proof cartons is sure to satisfy the most discriminating housewife.

You'll make a profit by selling FRANKLIN CARTON SUGAR because the handy cartons that come to you "ready to sell" save the cost of bags, string and overweight. Incidentally your time is too valuable to waste in this way, when our process of packing sugar in cartons saves you "the factory work." Get behind the Franklin line consisting of Granulated, Powdered, Dessert and Table and Cube Sugars. Tell your customers "over the 'phone" and "over the counter" how much better FRANKLIN CARTON SUGAR is than ordinary bulk sugar. It will save you work and make you a profit.

You can buy FRANKLIN CARTON SUGAR in original containers of 24, 48, 60 and 120 lbs.

THE FRANKLIN SUGAR REFINING CO.  
PHILADELPHIA

## DUTCH MASTERS CIGARS



Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers

G. J. JOHNSON CIGAR CO., Makers  
GRAND RAPIDS

## We, The Manufacturers

would not *make* a baking powder which was illegal under the pure food laws.

## You—Mr. Dealer

do not want to *sell* a baking powder which is illegal under the pure food laws.

## And You—Mrs. Housewife

do not want to *use* a baking powder which is illegal under the pure food laws.

Some Baking Powders  
Are Illegal

## KC Baking Powder

Is Legal

under all pure food laws, state and national.

It Contains No Albumen

(sometimes called white of egg)

and we have never used the fraudulent "water glass test."

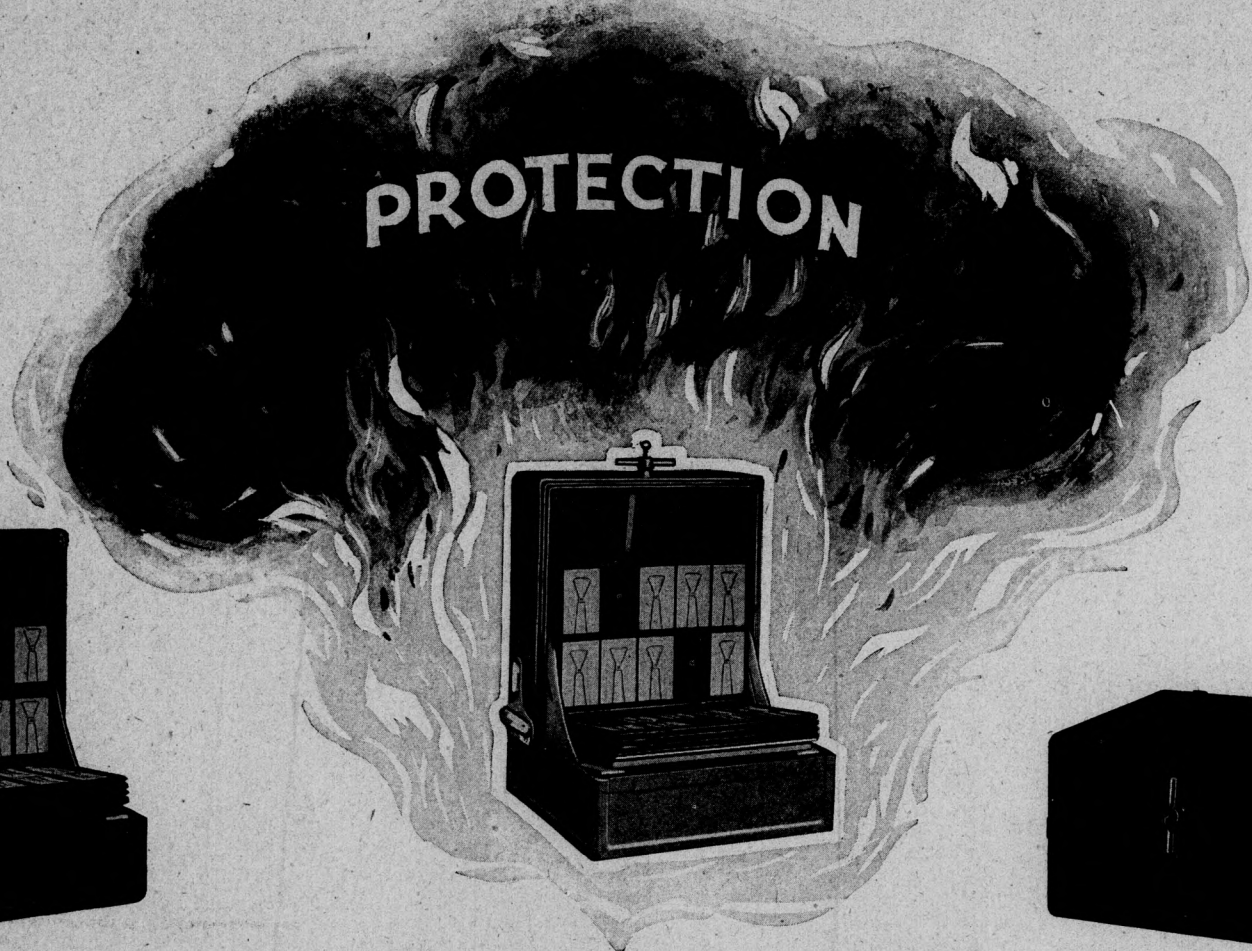
**25 Ounces for 25c**  
(More than a pound  
and a half for a quarter)

At all grocers, who sell and guarantee it to you to be pure, legal and to please you or will refund your money.

Jaques Mfg. Company, Chicago



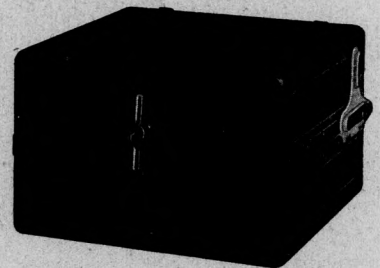
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The McCaskey Safe Register—OPEN  
Minimum capacity 130 accounts—can be expanded to 330 accounts.

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Your accounts and business records are absolutely protected if you install



The McCaskey Safe Register—CLOSED  
Perfect insulation makes the METAL CABINET air tight and fire resisting. Perfected after years of costly experimenting.



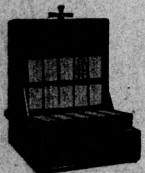
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CLOSED



OPEN



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The jointless metal cabinet is so constructed as to exclude air and fire.

Records, sales slips, paper money (U. S. Legal Tender) will not scorch within this cabinet and this has been proved by severe fire tests.

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Before it is Too  
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More than 125,000 merchants are using *The McCaskey System*. It saves them time, labor, worry and money by cutting out useless book-keeping. With *only one writing* they obtain better and, of course, quicker results than under their old three to five writing method.

McCaskey Gravity Expansion Register (wooden cabinet) housing

### The McCaskey System

This style holds a minimum of 240 accounts and can be expanded to 440 accounts. Manufactured in various styles and sizes.

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*With Only One Writing* **The McCASKEY SYSTEM** *The End of Drudgery*  
**First and Still the Best**

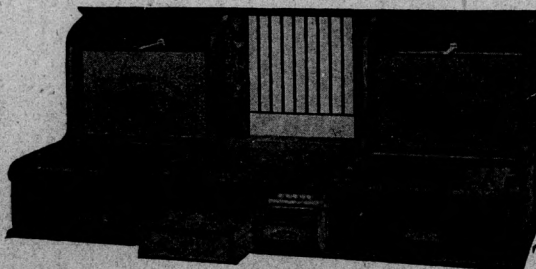
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## The McCaskey System

will more than pay for itself in your business in the course of the first year it is installed and will continue to earn profits for you year after year.

Write for further particulars.

Our nearest representative will gladly call.

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