

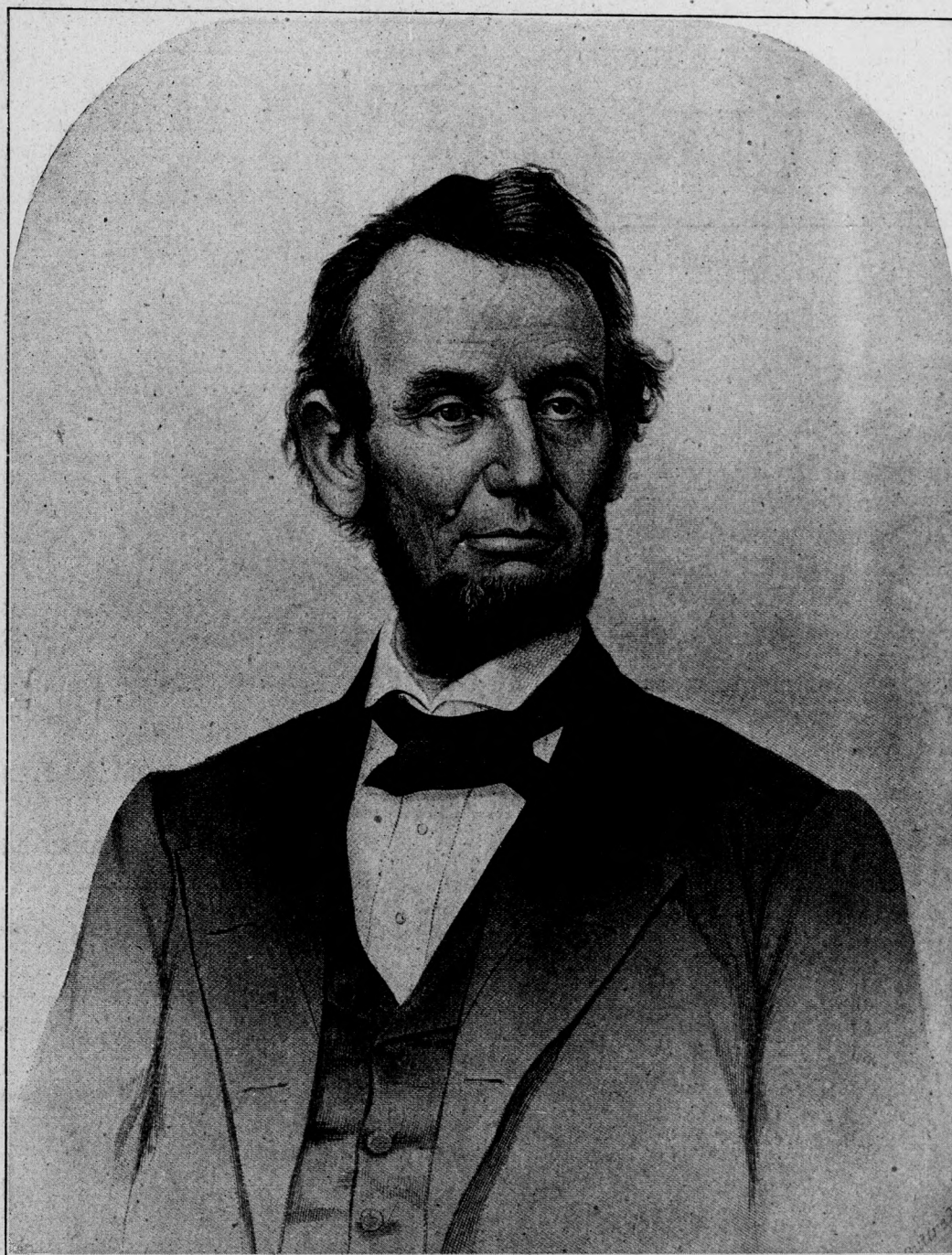
MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 10, 1915

Number 1638



Born—February 12, 1809. Died—April 15, 1865.

*“As, in Spite of Some Rudeness, Republicanism is the Sole Hope of a Sick World, so Lincoln, With All His Foibles, is the Greatest Character Since Christ.”—
John Hay.*

Good Yeast
 Good Bread
 Good Health

Sell Your Customers
FLEISCHMANN'S
YEAST

We Will
Buy—Your "Used" Fixtures or
Exchange—Your discarded fixtures for "New"
 or "Used" but up-to-date fixtures
 or
Sell—"New" or "Used" Store and Office Fixtures,
 Furniture and Appliances at a saving of from
 30 to 50%.

Grand Rapids Merchandise & Fixtures Co.
 803-805 Monroe Ave. 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.

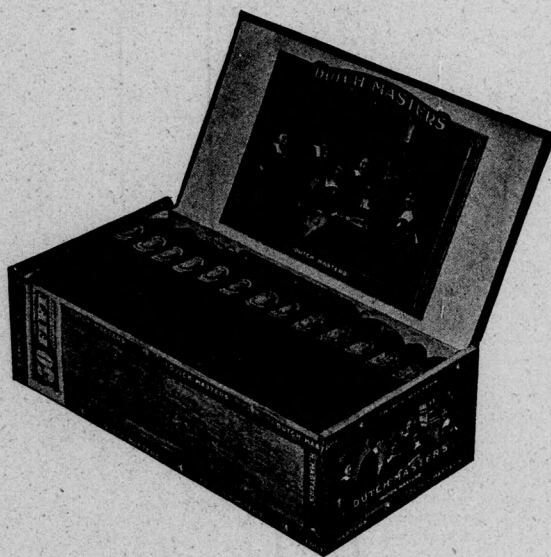
Judson Grocer Co.

The Pure Foods House

GRAND RAPIDS

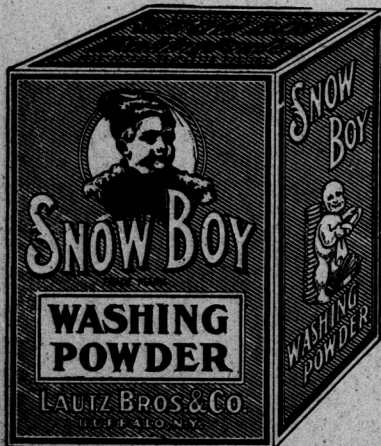
MICHIGAN

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



SNOW BOY FREE!

For a limited time and subject to withdrawal without advance notice, we offer
SNOW BOY WASHING POWDER 24s FAMILY SIZE

through the jobber—to Retail Grocers

25 boxes @ \$3.60—5 boxes FREE
 10 boxes @ 3.60—2 boxes FREE
 5 boxes @ 3.65—1 box FREE
 2½ boxes @ 3.75—¼ box FREE

F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots not less than 5 boxes.

All Orders at above prices must be for immediate delivery.

This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

Order from your Jobber at once or send your order to us giving name of Jobber through
 whom order is to be filled.

Yours very truly,

Lautz Bros. & Co.

BUFFALO, N. Y., January 2, 1914.
 DEAL NO. 1402.

MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 10, 1915

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DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Feb. 9.—Learn one thing each week about Detroit: One factory in Detroit used over 16,000 tons of paper last year in the manufacture of corrugated paper shipping cases.

Ours is delivered in the good old wooden cases each week, however. In fact, if it were not for the wooden cases the balance of the groceries would crush the 40 cent eggs.

Thomas H. Rason, known to grocers in all parts of the country and to nearly every grocery merchant in Detroit, died suddenly at his home, 439 Trumbull avenue, last Wednesday. The news will be received with a shock by Mr. Rason's many friends, although to his immediate family the end, while sudden, was not unlooked for. For thirty-five years he was connected with the Fleishmann Yeast Co. and at the time of his retirement one year ago on account of ill health, was general sales agent. To those who knew him, both in a business and personal way, Mr. Rason was respected and beloved. His loss will be felt both by the community and his family alike. He was 62 years of age and upon his retirement was pensioned by the Fleishmann Co. Surviving him are his widow, three daughters and a son, all of Detroit.

F. D. Scherer, of Springport, well known clothier, was a business visitor in Detroit last week.

With the advent of annual ground hog fairy tale comes the announcement of the evacuation of Michigan for the milder weather of the Sunny South by the prosperous merchants of the State. The first news of the season to reach us was that of J. H. Parks, well known to the local jobbers who, accompanied by his wife, has already gone to Florida for a month's stay. Mr. Parks is a merchant of Eaton Rapids.

The newspapers last week mentioned the application for a divorce by a California woman because her husband refused to listen to her home made poems. If she had submitted the poems to the Tradesman her husband's treatment would undoubtedly have proved mild.

At a meeting of the stockholders of the Detroit Sulphite and Paper Co. last Wednesday, T. W. Dunn, who was superintendent, was elected Vice-President and superintendent of production. One of the pleasing features of the meeting was the annual report which showed one of the most prosperous years in the existence of the organization.

I. S. Berman, general merchant of Kingston, was in Detroit last week on a combined business and pleas-

ure trip. Mr. Berman's son conducts a shoe store on Mack avenue.

No matter, says G. Young, of A. Krolik & Co., how little confidence we have in another's veracity, we are always willing to believe what he says when he speaks disparagingly about some one we dislike.

E. Mack Morris, former assistant sales manager of the E-M-F Motor Car Co., and at one time Secretary of the Northern Motor Car Co., has returned to Detroit from Peru, Ind., where he has recently been general manager of the Great Western Automobile Co. and has purchased the store formerly conducted by McLean & Freeman, at 1575 Woodward avenue. Mr. Morris will deal in automobile accessories.

British pottery exports, says a report, show a steady increase. Evidently pottery exports do not come under the war censor's supervision.

We wish to congratulate our old friend, Harry McCall for his presence of mind in a railroad accident near Edmore last week when a passenger was cut by broken glass. Harry applied a tourniquet made of a belt rope, staunching the flow of blood, preventing the victim, a Detroit, from bleeding to death. Seldom are the services of a traveling man needed but what some of them are ready to step forward and prove that they are ready for any emergency.

George W. Paldie, general merchant of Snover, was a business visitor in Detroit last week.

A U. P. judge wrote a poem, but ye editor claims to be some judge himself—the poem appeared in ghost form, all decked out in plain white.

A. Moss, head of the grocery firm of Moss Bros., was entertained last week by a stranger with a gun. Although the entertainment was far from pleasing to Mr. Moss, the stranger collected the contents of the cash draw for his part in the programme. From the description the bandit was the same man who held up Joseph Elder, who conducts a confectionery store at 581 Greenwood avenue.

"Bill" Foley, who was the hero of a story in these columns last week, writes to tell us that the only correct part of the story was his name. However, we will have to announce ourselves strictly pro-Foley and we dare Bill to force us to prove the story.

J. N. Shaw, general merchant of Pigeon, was in Detroit last week on a business trip.

B. W. Collins, former assistant to the President of the Lozier Motor Co., has accepted a position as sales manager of the Campbell, Wyant & Cannon Foundry Co., of Muskegon.

Charles Klaffke, representative for Burnham, Stoepel & Co., was quietly married last Saturday to Miss Loretta O'Connor, well known young lady of this city. Mr. Klaffke, although having had but two years' experience on the road, has made many friends and is rapidly forging to the front row of the profession. Mrs. Klaffke was a school teacher and was also very popular among the younger set. Our congratulations are extended to the happy couple with the best wishes for a long and happy wedded life.

"Sleeper may run for Governor," reads the headlines in a local newspaper. We thought all the sleepers were on the pardon board.

George A. Janes, head of the grocery firm of G. A. Janes & Sons, 1121 Third avenue, died on February 1. His death was the result of an operation a year before. The body was taken to Hillsdale for interment. A widow and three sons survive.

During 1914 the tobacco factories in Detroit paid the Government \$2,348,150.96 for revenue stamps. Detroit is one of the leading cigar manufacturing cities in the country.

President Wilson asks all Americans to observe strict neutrality. Dr. Bernhart Dernberg, who is an official of the German Empire, goes from one end of the country to the other vilifying the Allies in language that is so vulgar and untruthful that no American newspaper will print it and leaves no stone unturned in his effort to stir up discontent in this country by saying that England is our enemy. It worked out nicely in Turkey.

M. Glazer, of Dighton, was in Detroit last week in the interests of his general store.

After many years in the grocery business William B. Weitzel, manager for the past five years of Peter Smith & Sons Grocery Co., has announced his retirement from the grocery business. Mr. Weitzel was connected with C. H. Michell for ten years, leaving there to accept a position with O'Brien & Co., where he also remained for ten years, leaving there to join forces with Peter Smith & Sons. It is Mr. Weitzel's intention to engage in the real estate and brokerage business after taking a well-earned vacation.

England can now have one advantage over the United States. She can now blame the submarine for any advance in prices.

The Michigan Vulcanizing Co. celebrated the fifth anniversary of its existence by a banquet for the employees and their families at the plant on Jefferson avenue on February 2. The officers of the company discussed freely the plans and policies and asked the employees for any suggestions that might add to the betterment of conditions or improvements that might facilitate matters in any way. The affair was so successful that the banquet may become an annual affair.

W. W. Herson, for years in charge of the cake department at J. L. Hudson's and who for the past ten months has conducted a store in the Grindley arcade, has opened a new store known as the Herson Cake Shop at 18 John R street. Associated with Mr. Herson is his brother, Harry S. Herson, who has had a wide experience in the bakery business.

The days are getting longer. So is the distance from the ceiling to the floor in the coal bin.

Detroiters—that is some Detroiters—feeling that the D. U. R. is overcharging them in giving seven rides for a quarter, retaliate by patronizing the jitney busses. Five cents for a short ride and no transfers.

Word was received in Detroit last week of the death of William Northmore at his home near Elkhorn, Wis. Until about a year ago Mr. Northmore conducted a lace and trimming store at 124 Farmer street. He was very well known and was a member of the Fellowcraft Club. He is survived by his widow and a daughter.

Friends of Charles W. Bieber, for many years connected with the El-

liott, Taylor, Woolfenden department store, gave him a pleasant surprise last Friday evening at his home. The occasion was the 48th anniversary of his birth.

Over the store of Mrs. Lillian Schulte, 1544 Gratiot avenue, a sign reading "Where Optimism Reigns" would not come amiss. Mrs. Schulte started in business at the present location about two years ago and, largely through her optimism, coupled with natural merchandising ability, has built up a most lucrative business. Hard times have no place in her thoughts. Already this year her business has shown a most pleasing gain over that of the same period in 1914. She carries a stock of dry goods and ladies' ready to wear goods.

Joe Hirschman, for a number of years in the mercantile business in Mesick, has sold his stock and at present is in Detroit. Unless all signs fail, Joe will again be at the head of a nice little business and right here in Detroit, where a nice little business pays best. His family is still in Mesick.

Life in the navy is one darn sink after another.

The men's furnishing goods store of Hughes & Hatcher, 333-335 Woodward avenue was entered by burglars on Saturday night, and judging from the loot carried off, one might be led to believe they intend opening a store of their own. Merchandise to the value of \$1,500 and \$60 in cash were taken.

E. R. Carley, general merchant of Munith, has moved into a new store recently completed "and," said our informant, "it is a store that Munith should be proud of." Said informant is a good judge, too.

C. D. Hamilton, who makes frequent trips to Detroit in the interests of his dry goods store at Fowlerville, has just recovered from a severe attack of the grip. One of the meanest things about the grip is that it keeps people from visiting Detroit when they are in its grasp.

England substituted the American flag for her own last week. Commodore Perry did the same thing a hundred years ago.

However, the war reports that really aim to be perfect—

Come from the guns.
James M. Goldstein.

Not a Candidate for Re-election.

Fred W. Fuller, of Grand Rapids, announces that he is not a candidate for re-election as Secretary of the Retail Grocers and General Merchants' Association of Michigan. This leaves the field open for some man who has had long and varied experience in association work. Of course, there will be many aspirants; in fact, a number have already entered the list who have no particular fitness for the position, actuated solely by their own ambition. It is to be hoped the convention will act wisely in the selection of this important officer.

Julius Bohr is succeeded in the grocery business by Bohr & Heyman at 901 Bridge street.

But many a man is unable to hold an opportunity after grasping it.

CAUTION ADVISED.

Legal Opinion on a Questionable Collection Method.

Sheridan, Feb. 4.—Enclosed find two forms, on which our Prosecuting Attorney fails to give us a definite opinion.

He simply says he would be afraid to use them as they might get us into a slander case, but they might be all right.

Will you kindly tell us if we can legally use them?

They certainly have been a winner. Still we want no lawsuits.

Also could we do what we have said we would do in case we had to get judgment?

We will thank you for an early reply. Lower & Taylor.

The printed blank enclosed is as follows:

Sheridan, Mich191..
Mr.
In account with

There is duewhich must be paid by.....or your name will appear in the place of John Doe in the notice below which will be printed in the newspapers nearest you. Do you realize how many people are going to read this Judgment Sale? Your account has run longer than reasonable and will be gotten into a judgment and advertised like below. Yours respectfully,

Judgment for Sale.

Oct. 12, 1914, Judgment against
.....
in favor of
forand..... costs.
Total Judgment
Judgment entered and docketed
Oct. 12, 1914.

Justice of the Peace.

We will also run in the local paper, and post in all public places an advertisement like the following:

Judgments for Sale.

John Doe, \$6.95 at one-half price
Earl Hurd, \$4.80 at one-half price.
Frank Bahl, \$5.40 at one-half price.
.....\$...at one-half price.

I have made arrangements for space for advertising judgments, once every three weeks.

Do you want us to add your name to this list.

The printed handbill is as follows:

JUDGMENT FOR SALE!

Richard Roe, Judgment \$51.32, Costs, \$3.72, Total, \$55.04.
For Sale at Half Price.
LOWER & TAYLOR.

These forms were submitted to the legal adviser of the Michigan Tradesman—ex-Judge Hatch—who submitted the following brief on the subject:

Grand Rapids, Feb. 8.—Regarding the question submitted by Lower & Taylor in their letter to you of the 4th instant, I have this to say. A statute of this State provides that

"If any person shall either orally or by written or printed communication maliciously threaten to accuse another of any crime or offense, or shall orally or by any written or printed communication maliciously threaten any injury to the person or property of another with intent thereby to extort money, or any pecuniary advantage whatever, or with intent to compel the person so threatened, to do or refrain from doing any act against his will, he shall be punished by imprisonment in the State prison or in the county jail not more than two years or by a fine not exceeding one thousand dollars, in the discretion of the court."

Under a somewhat similar statute in Missouri it was at one time held that the sending of a letter threat-

ening to publish a person's name in the "dead-beat" book, whereby his credit would be ruined, was not an offense. After that decision the statute of that State was amended so as to make it an offense to knowingly send or deliver any letter, writing, printing, circular or card to another threatening to accuse the person to whom it was sent with a crime, etc., * * * or to do any injury to the person, property, credit or reputation of another, etc.

Under the statute as amended some persons carrying on a collection agency, who attempted to make collections in substantially the way proposed by Lower & Taylor, were arrested and the Supreme Court of that State held that what they proposed to do would be injurious to the credit and reputation of the debtor and that therefore their case was within the statute. In rendering this decision the court said

"They" (the accused) "assert that conceding that they did threaten to ruin the credit and reputation of the prosecuting witness as a business man, they were guilty of no offense under the laws of this State, because they say they had a right to do so. Let us examine this contention. Can it be maintained that the guaranty in the Federal and state constitutions of life, liberty and property justifies any citizen in threatening to destroy the credit or reputation of another citizen? If it can, then it amounts to this: that not only are the courts open to him to obtain a judgment for any sum due him, and the process of the law is awarded him to enforce that judgment, but in addition thereto he has the right to threaten the publication of a criminal libel whereby he may destroy his debtor's credit and reputation. More than this, he may avoid the courts altogether, deprive his debtor of all just credits and set off, all lawful pleas in defense, and, through fear of the ruin of his credit, he may even collect an unjust debt, or obtain an unconscionable advantage. The law will not countenance or tolerate this method of collecting debts. The State has provided every needed remedy, both ordinary and extraordinary, to enforce the payment of all just debts through the agency of her courts of justice, and among these remedies is not included the right to threaten to destroy credit and reputation. Such a course is well calculated to produce a breach of the peace. If once permitted and sanctioned by the courts, it will soon degenerate into an intolerable and oppressive wrong. Unjust claims will be extorted from timid debtors. Honest and deserving men will be held up to scorn, and published as dishonest, merely because they have not the means with which to meet their obligations. The position of counsel that, because a man is too poor or unable to meet all his obligations as soon as due, no wrong can come to him by publishing his inability to do, so in the most offensive manner, can not be countenanced by this court. It is alike unsound in law and morals. The law does not authorize the collection of just debts even by the malicious threatening to injure the debtor in his person, property, credit or reputation."

While the Michigan statute does not contain the words injury to the "credit or reputation" of another, and technically the acts which Lower & Taylor propose doing may not be within the strict letter of the statute, yet that method of collecting debts is very plainly censured by the Supreme Court of Missouri in the above quotation from the opinion of the Court. I think what the Court says there is sound in principal and would be very generally sanctioned by the courts.

There is no Michigan decision on the subject. Reuben Hatch.

Side Lights From the University City.

Ann Arbor, Feb. 8.—It would seem sometimes as if Ann Arbor could properly be called the ever changing city, for here it is that people constantly take up their abode and then make their departure. Of course, every now and then we find one who is interested in an ideal place to live, having passed successfully through that part of life which provides a competence, and he looks no further, but stays right here. But out of 23,000 people, between 6,000 and 7,000 change each year. Then too, there are those who come and go to the hospital, the U. of M. Hospital alone housing 600 to 700 people most of the time from all parts of the country, which is a changing population of itself of no small numbers. The athletic and social events draw others, for at the "J Hop" given last Friday night the city had for its guests visitors from Maine to California, some fraternities entertaining visitors whose aggregate mileage totaled 8,000 and 9,000 miles. But in this constant change, the spirit is young, the average age never grows old and it is this young and optimistic spirit that pervades throughout the entire city. For Ann Arbor is not known wholly as a place of learning and culture, since it has business concerns of large proportions and men of capital who undertake and accomplish big things.

One of the big business men here is W. C. Mack, President and sole manager of the department stores of Mack & Co. This institution was founded years ago by his father, Christian Mack and has made an enviable record from the beginning. Christian Mack, built on sound business principles which upon his death have been continued by his son, W. C., who is ever adding to those principles the spirit of conservative enterprise and push. The store is now one of the largest in Southern Michigan and fully up to metropolitan ideas of successful department stores. With all this, Mr. Mack is somewhat modest and it is not easy to obtain a personal statement in an interview for publication that would do him justice. The stores now employ anywhere from 150 to 200 salesmen and buyers, has erected a large addition the past year and closed the books for 1914 on the largest business of its history. Mr. Mack is also interested and a director in our largest banking institution. He is one of the heaviest buyers of wool in Michigan and is generally identified in the growth and welfare of Ann Arbor.

H. L. Kendrick, Secretary-Treasurer Washtenaw Council, U. C. T., is around again after a short illness, which confined him to his home.

Harry Bacher, 516 East Madison, a U. C. T. booster and life insurance seller, is spending one-half his time in Detroit and you can rest assured that some Detroit citizens will take medical examinations and sign the "dotted line" after listening to Harry's line of talk.

J. J. Evans, 718 Arbor street, is one of the veteran and pioneer U. C. T. men of the State. He has retired from traveling, but whenever it is possible, he travels down to attend the meeting of his Council and is much missed when not there.

Charles R. Rash, wholesale paper dealer, now works the city trade every week.

It only took Albert Basso, wholesale fruit and commission merchant, two days to unload onto Ann Arbor merchants one carload of oranges.

At the annual meeting of the Merchants' Delivery Co., Jacob Schultz, of the firm of Schultz Bros., was re-elected President. Jake has made a good officer and he enjoys the confidence of all the stockholders.

If roast beef is more than you can afford, try codfish balls. The fish can be bought at all grocers. Its merits

were discussed at the retail grocers' meeting in Lansing last week.

Joe Scoville, manager of Dean & Co., wholesale grocers, has returned from New York, where, with Mrs. Scoville, he spent two weeks. The first thing he did was to reduce the wholesale price of his Senior brand of coffee 2 cents per pound, which was the result of getting next to the market while in the city. This shows that it pays to stir around.

Russ Spencer, hardware dealer of Charlotte, brought his family to Ann Arbor to visit at the home of his brother, Louis M. Spencer, of the firm of Spencer & Ganiard, last week.

Probably few men are more systematic in the conduct of their business than J. Fred Staebler, of Staebler & Co., Washington street grocers. He is one of the few grocers who keeps a want list that is right up-to-the-minute. He does not overbuy. He is seldom out of an article, yet his stock is well balanced. This is what I call doing the thing right. It would be good for the business of some merchants to attend the same school that Fred did. Spurgeon.

Lansing Grocers and Meat Dealers' Association Alive.

Lansing, Feb. 3.—At our meeting last night we had another record-breaking attendance. The meeting opened with various committee reports.

The Pure Food Show Committee, which consists of O. H. Bailey, M. C. Bowdish, D. Glenn, M. C. Goosen and myself, reported that all booths have been sold. We originally planned on twenty-eight booths, but after receiving so many requests for booths we finally decided to make thirty instead, all of which are now sold, and we have sold two floor spaces outside of regular booths, with several more applications for space which we are forced to turn away.

The Committee has contracted with the F. N. Arbaugh Co. of Lansing, to decorate the hall, which will be the finest decoration ever put in the State Armory. All booths are to be decorated by exhibitors who have assured me very elaborate decorations, which convinces me that we will undoubtedly have the finest Pure Food Show ever held in the State of Michigan.

Our programme, which will consist of 100 pages, is now in the hands of the printers. This book will be a very elaborate one, one which every delegate will be proud to take home with him, to remember the greatest and most successful convention and show ever held by the State Association.

In the last few weeks, Lansing has been overrun by house-to-house canvassers which is causing a great deal of trouble among merchants, because they call on the housewives and take orders for goods on their grocermen and sell them articles less than the grocers' retail price by 3 and 4 cents. Therefore, last night, we went on record as "being opposed to all house-to-house canvassers unless the jobbers agree to redeem all unsold goods." By advertising same in our local papers, and your journal, we hope to eliminate some of this abuse.

The President appointed a committee of four, consisting of F. C. Wilder, M. C. Goosen, Chas. Fitch, and O. H. Bailey to confer with the State Legislature, relative to changing the garnishment law now in effect.

Delegates as follows were appointed to attend the convention: W. H. Fast, E. Clapham, Chas. Fitch, F. McConnell, W. B. Eldred, O. H. Bailey, Chas. Sheldon, Tom Smith, A. Fry, M. C. Goosen, N. Blake, A. P. Walker, F. L. Hoff, M. C. Bowdish and John Affeldt, Jr.

The Association voted unanimously to support M. C. Bowdish for Second Vice-President and we are very confident of placing him in that office. John Affeldt, Jr., Sec'y.

Sparks From the Electric City.

Muskegon, Feb. 9.—Chapman & Duvall have purchased the stock of S. S. Skelton, at Hart, and intend to conduct the store as a first-class grocery store. Both of these young men have had experience in the grocery business and have already made quite a few friends in Hart. Their popularity, plus their experience, we think will make these boys successful merchants.

S. S. Skelton, formerly of Hart, has assumed the management of the grocery department of W. J. Carl, of Muskegon Heights.

Mayor Ellis, of Grand Rapids, is spending quite a good deal of money to find out how to manufacture cheap gas. We know of some travelers who would furnish it very cheaply.

A crew of fourteen men are now engaged in laying 6,000 feet of water main for Muskegon.

The election of a Secretary for the Muskegon Chamber of Commerce has got to be quite a task. Mr. Schnorbach, the postmaster, divided honors with the present Secretary, Louis Conger, the vote standing 7 and 7 after three ballots were taken.

D. Christie, one of the directors who did not vote on account of being ill, refused to break the tie, so the question of the hour is, Who will be the next Secretary of the Muskegon Chamber of Commerce.

Will Sawyer's kicking on the interurban schedule did some good, as the Muskegon interurban will hereafter be run on the hourly schedule, as heretofore.

Richard Herlein, of Muskegon, is contemplating on making a trip to the Panama-Pacific exposition with a motor canoe boat. The outfit will be on display at the National Motor Boat Show, to be held in Chicago. Immediately at the close of the Show Herlein, who is an experienced canoeist, will start on his trip.

Muskegon Heights merchants are

organizing a Heights Board of Trade. Signatures of forty of the leading business men have been secured.

George W. Dixon, who traveled Western Michigan for the Badger Candy Co., of Milwaukee, has resigned and accepted a position with the Bunte Bros. Co., of Chicago. He intends to cover the same territory as he has in the past.

Monday, February 1, will be long remembered by several travelers who were on the train going to Pentwater that night. The train was held in a snowdrift for several hours about a mile and a half from New Era. Most of the boys tried to walk, but after going a few rods returned to the warm coaches. The braver element, Gardner T. Sands, of Pentwater, and Al. Windt, the coffee man, managed somehow to arrive at New Era and ask the hotel man to go to the train and get the boys. August L. Van Dyke, proprietor of the New Era Hotel, hitched up his team and took away sixteen weary boys who were stranded. When he yelled all aboard for the Hotel, Chas. Corey, that good-natured fat boy who gets a salary because he knows how to smile, howled, "Please go away and let me sleep."

We take this means of thanking Mr. Van Dyke and ask all the boys who can to patronize Van, for he will treat you all right. Van knows a traveler's needs—a good bed—and has put in new beds in all the rooms, besides a hot air furnace. His meals are fine. Ask the boys if you do not want to take the writer's word.

Ches Brubaker promised us a news item regarding the Booster's Club prize fight which will soon be held in Mears.

A new candidate for that afternoon meeting to be held Saturday, February 20, will be greatly appreciated by our Senior Counselor. Remember this will perhaps be the last time E. P. will preside over our meetings, as the election of officers will occur at

the March meeting. Turn out and show E. P. Munroe how much we appreciate his efforts in behalf of our Council.

It has been quite a while since some of the boys has given the writer any news. Our address is 142 Western avenue or 59 Fourth street. Yes, you can phone items if you do not care to write. Either way will be appreciated. Milton Steindler.

Honks From Auto City Council.

Lansing, Feb. 8.—James F. Ham-mell, Jr., formerly branch house manager for the S. S. Kresge Co., at Zanesville, Ohio, has been transferred to the management of the Port Huron store and will now be in position to visit his parents more frequently.

Really, we didn't suppose that Prince of Kidders would get sore when someone else tried the kidding game just the least little bit.

Wrook & Wemple have opened an up-to-date grocery and meat market in the new cement block just recently completed at Holt. As usual, Fred Mott, of the National Grocer Co., secured the stock order of groceries.

It is, of course, possible for misguided people to refer to our fair city as a tomb, but Lansing is the fourth city in the United States relative to lowest per capita indebtedness, according to U. S. Government report.

Several carloads of machinery have arrived for the E. S. Gough & Son's factory, one of Lansing's recently acquired industries. Hardware specialties will be the product and many skilled workmen will be employed.

We have never boasted of the amount of wit carried around under our two year old hat, but we are quite confident that if the extent of it lay in our ability to "kid" the Detroit correspondent, that good-warm-room at the county house would be much

nearer than it appears to be at this writing.

F. H. Hastings writes from Peoria, Ill., that he has experienced all the sensation of a head-on collision, but escaped with a few minor bruises. In the same letter he tells of lame arms as a result of lugging samples around by hand which he formerly carried in his rough rider. He is not alone, however, in wishing for roads suitable for traveling by the gasoline and rubber route.

The annual meeting of our Council, which is to be held March 6, will be preceded by an oyster supper given by the members of our Council, to which our Ladies' Auxiliary and several candidates for initiation are invited. M. E. Sherwood, Stuart Harrison and E. D. Glancy are the committee on arrangements which ensures the success of this social event. L. L. Colton (Schust Baking Co.) will furnish the baked goods.

Charles Nesen (National Grocer Co.) has been a member of our Council several years, but has never shown symptoms of oratorical efficiency. Now comes the report from Detroit that at the recent banquet given by the directors of the above named company at one of the leading hotels in that city, he won first honors in a wit dispensing contest with more than a score of old timers. His speech was not only delivered in greater eloquence, but contained so many practical ideas pertaining to the business that the management has decided to furnish each of its salesmen with a printed copy. H. D. Bullen.

Herman Reichart, the well known hardware salesman, representing Standart Bros., of Detroit, says business is good with him.

There's no such word as failure in connection with the forbidden fruit crop.

Benefit Your Customers and Yourself

Suggest to your dairymen customers the use of

Dandelion Brand Butter Color

Tell them it gives butter the true June shade, and makes it bring the highest price.

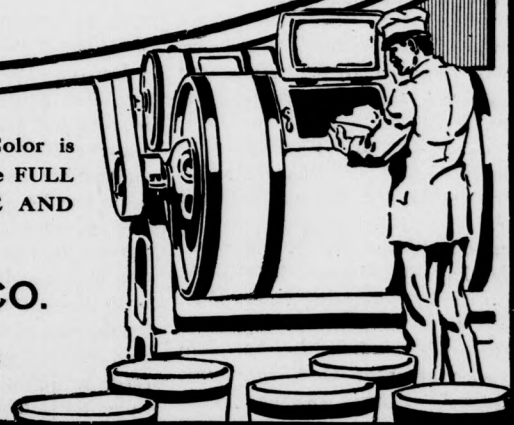
It holds good profits for you.



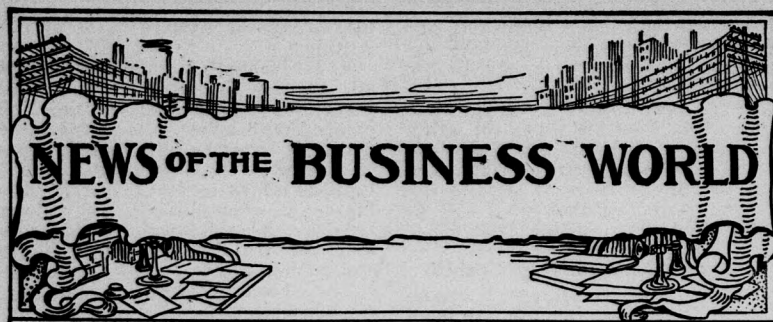
We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

Manufacturers of Dandelion Brand Butter Color



Dandelion Brand Butter Color
The color with  the golden shade



Movements of Merchants.

Shelby—R. H. Moore has engaged in the plumbing business.

Plainwell—James Little has opened a second-hand store here.

Petoskey—V. J. Kahler has engaged in the grocery business.

Pellston—Roy A. Darling succeeds J. R. Brower in the lumber business.

Concord—G. J. Dunn is closing out his stock of dry goods, shoes and groceries.

Detroit—Blackman, Glass & Cook has changed its name to Glass, Cook & Atkinson.

Waldron—Maurice Rowland succeeds C. H. Gorsuch in the grocery and drug business.

Vicksburg—J. L. Borhite succeeds A. B. Kingsburg in the agricultural implement business.

Pentwater—Edward Hughes has purchased the Fuller meat stock and has taken possession.

Grand Ledge—George Thomas has opened a confectionery and ice cream store in the Alexander block.

Houghton—Armour & Co., of Chicago, will erect a meat warehouse on Dodge street, costing \$25,000.

Charlotte—William Goldring & Son have opened a paint and wall paper store in the J. M. C. Smith block.

Lapeer—Norman Crain will open a men's furnishings and clothing store in the Opera House block March 1.

Grand Ledge—T. G. Townsend is succeeded in the cigar and tobacco business by his son, Bert Townsend.

Woodland—Miss Leta Barnes is closing out her stock of millinery goods and will retire from business.

Benton Harbor—The Hogue Hardware Co. has sold its stock to J. D. Puturbaugh, who has taken possession.

Detroit—The Arcade Hardware Co. has removed to its new store building at 1156-1158 Grand River avenue.

Plymouth—O. M. Rockwell has purchased the J. W. Blickenstaff & Co. drug stock and will continue the business.

Portland—Byron Beebe and son, Claude, have purchased the W. A. Spore grocery stock and have taken possession.

Owosso—E. L. Bunting has sold his grocery stock on Exchange street to Elmer G. Howe, who has taken possession.

Carlton Center—Jay G. Carpenter has sold his stock of general merchandise to Archie R. Wilson, who has taken possession.

Bailey—The C. W. Gould Co. has taken over the R. T. Neilson pro-

duce stock at Newaygo, and will consolidate it with its own.

Hart—L. S. Platt has purchased the M. M. Hunkins & Co. stock of shoes and men's furnishing goods and will continue the business.

Ann Arbor—Fire destroyed the Koch & Henne store building and furniture stock February 4. The loss was covered by insurance.

Kalamazoo—Michael Hennes, recently of St. Joseph, has purchased the R. I. Parrish Drug Co. stock and will continue the business.

Batavia—Dovey Bros. have sold their store building and stock of agricultural implements to Reuben R. Tenner & Son, recently of Bethel.

Howell—H. O. Parker has sold an interest in his grocery store to Thomas Martin and the business will be continued under the style of Parker & Martin.

Detroit—The M. H. B. Roofing Tile Co. has been incorporated with an authorized capital stock of \$2,000, all of which has been subscribed and paid in in cash.

Muskegon—T. B. Davis has purchased the Hagberg Grocery Co. stock and will continue the business at the same address, 482 Washington avenue.

Manistee—Clark D. Gardner, who conducted a jewelry store here for nearly half a century, died at his home February 6 as the result of a seizure of heart disease.

Sherman—C. L. Ferguson has sold his stock of groceries to G. A. Lake and Joseph Harbeck, who will continue the business under the style of Lake & Harbeck.

Ovid—F. A. Marshall has sold a half interest in his hardware stock to Fred O. Olson and the business will be continued under the style of Marshall & Olson.

Detroit—The Craig Electrical Co. has been incorporated with an authorized capital stock of \$3,000, of which amount \$1,650 has been subscribed and paid in in cash.

Pottersville—L. F. Breitenwischer has purchased the interest of his partner in the grocery stock of Kernan & Co. and will continue the business in his own name.

Ishpeming—Victor Anderson has sold his confectionery stock and fixtures to John Larson, who will continue the business at the same location on Canda street.

Pontiac—O'Connor Bros., grocers at 30 East Pike street, have sold the stock of their branch store at 265 Auburn avenue to James Pierce, who will continue the business.

Detroit—The Frazer and Puffer Co.

has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,600 has been subscribed and \$2,500 paid in in cash.

Lansing—Owing to ill health, David Glenn has sold his grocery stock to J. P. Schafer, who will continue the business at the same location, 328 South Washington avenue.

Coldwater—Mrs. Hannah Smith who has conducted the City Bakery for a number of years, has sold it to C. Arnold, who will continue the business under the same style.

Vriesland—John G. De Jonge and Henry Meengs have formed a copartnership and purchased the Henry Roek stock of general merchandise and will continue the business.

Freeport—P. M. Blake & Co. have sold their stock of general merchandise to Bert Long, recently engaged in the grocery business at Mendon, who will continue the business.

Ludington—E. Reber, who purchased the G. Arnold bakery, on West Ludington avenue, about five months ago, lost it by fire Feb. 8. The loss was fully covered by insurance.

Ludington—Frank Nordine and Austin Houk have formed a copartnership under the style of Nordine & Houk and engaged in the grocery business in the Wangen building.

Ovid—The Thomas Canning Co., of Grand Rapids is planning to open a branch pickle station here in the near future. The company has buying stations at Elsie and Laingsburg.

Detroit—The Mutual Builders' Supply Co. has been incorporated with an authorized capital stock of \$60,000, of which amount \$39,700 has been subscribed and \$30,000 paid in in property.

Williamston—F. Mixture and Glen Spears have formed a copartnership to purchase the George W. Dunn grocery stock. They will continue the business under the style of Mixture & Spears.

Vestaburg—Roy McGillvary, bookkeeper and assistant manager of the Elkton Elevator Co. plant, has been promoted to the position of general manager of the Vestaburg Elevator Co. plant.

Manistee—The Manistee Cloak and Fur Co. has been incorporated with an authorized capital stock of \$6,000, of which amount \$3,000 has been subscribed, \$250 paid in in cash and \$750 in property.

Ionia—Willis Brooks, who conducts a general store in Orleans township, lost his store building and stock by fire Feb. 6. The loss was partially covered by insurance. Mr. Brooks will rebuild at once.

Battle Creek—F. E. Giekesson has purchased the John Ederle cigar stock and will continue the business at the same location, 18 South Jefferson street, under the style of the Empire Cigar Store.

Detroit—The Davis 5 & 10c Stores Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$9,000 has been subscribed, \$5,576.83 paid in in cash and \$5,423.17 in property.

Fowlerville—The C. S. Teel Co., dealer in dry goods and general mer-

chandise, has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—Swift & Markham Co., dealer in all kinds of glassware, china ware, silverware, jewelry, etc., has been incorporated with an authorized capital stock of \$5,000, all of which has been subscribed and \$2,100 paid in in cash.

Jackson—Wright & Tyler, Incorporated, retail furniture dealer, has been incorporated with an authorized capital stock of \$30,000, of which amount \$18,990 has been subscribed, \$608.34 paid in in cash and \$18,381.66 paid in in property.

Stanton—Shepard & Bachman, who have conducted a drug store here for the past thirty years, have dissolved partnership and the business will be continued by M. H. Bachman, who has taken over the interest of Mrs. Nora Shepard.

Dowagiac—Karl H. Nelson has sold a half interest in his drug stock to James W. Pemberton, who has been associated with the business for the past five years and the business will be continued under the style of the Nelson Drug Co.

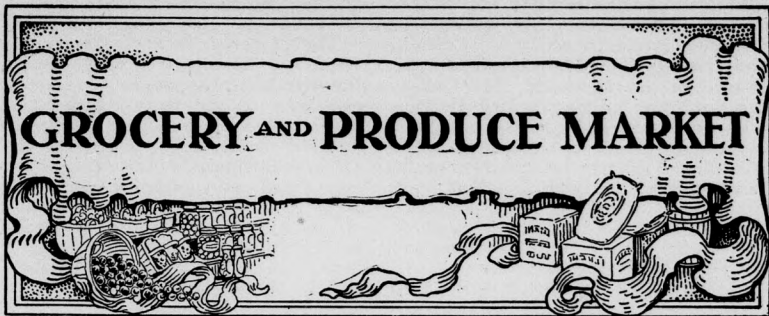
Owosso—The jury in the case of the Greenhut Cloak Co., of Cleveland against Ferris Brothers, Owosso merchants, returned a verdict of no cause of action in the Circuit Court. Suit had been brought to collect \$400 on a consignment of ladies' suits which was refused by the Ferris concern.

Bancroft—Fire destroyed the store buildings and stocks of Frank De-Rosa, fruit dealer; William F. Simonson & Son, clothiers; B. D. Rathburn, grocer; E. C. Bolt, harness; M. Randall & Son, grocers. The loss was partially covered by insurance.

Highland Park—The Highland Park Paint and Glass Co., dealer in all kinds of paints, varnishes, wall paper, glass, hardware, etc., has been incorporated with an authorized capital stock of \$15,000, of which amount \$13,500 has been subscribed, \$5,500 paid in in cash and \$7,800 in property.

Detroit—H. C. Weber & Co. have taken a short term lease of the five-story and basement brick store building at 161 Jefferson avenue, just west of Woodward, pending the finding of a permanent location. The concern's lease on its former location at 10-12 Gratiot avenue expired Feb. 1. The Kern store obtained a long term lease on that property about a year ago and will begin to remodel at once, adding the floor space to its store at Woodward and Gratiot avenues.

Stanton—Following an investigation started last September, Omar Norris and Howard Forbush, have confessed that they burned their general store at Maple Hill, with intent to collect \$2,100 insurance. The fire occurred July 9 last and the men, who are now in jail at this place, admit that they set fire to the building three times that night. Forbush's home is in Grand Rapids and Norris formerly resided in Sunfield, where he has always borne a good reputation.



Review of the Grand Rapids Produce Market.

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

Bananas—The price is steady at \$3 per hundred pounds. The price per bunch is \$1.25@2.

Beets—60c per bu.

Butter—The market is steady and unchanged. There is some question whether the market can hold to present prices for 31c on creamery extra as against 25c a year ago for the same grade of goods. The only reason for the hold up of the market is the demand for shipments from across the water. Buyers have been out after butter and cheese in various parts of the country for shipment to New York, with Europe as the eventual destination. While this condition prevails the demand will hold up where it is. Fancy creamery is now quoted at 31@32c in tubs and 33@34c in prints. Local dealers pay 22c for No. 1 dairy, 16c for packing stock.

Cabbage—60c per bu.

Celery—\$1.25 per box of 3 to 4 doz. Celery Cabbage—\$2.50 per dozen packages.

Cocoanuts—\$4 per sack containing 100.

Cranberries—Cape Cod Late Howes have declined to \$5.50 per bbl.

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

Eggs—The market is 3c lower than a week ago. Receipts are exceeding the demand and until the consumer becomes aware of the low price and excellent quality, there will not be much new demand. Local dealers pay 25c for case count, selling candled at 28c. Storage eggs are weak and without any demand to speak of.

Fresh Pork—Local dealers pay 8c for hogs ranging from 125 to 200 lbs. and 7½c for heavier.

Grape Fruit—\$2@2.50 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, \$3.25@3.50.

Lettuce—Southern head, \$2.25 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 has declined to \$1.25 per 100 lbs. for red and yellow and \$1.50 for white; Spanish, \$1.50 per crate.

Oranges—California Navels are in large demand at \$2.50@3 per box for all sizes. Floridas fetch \$2.25@2.50.

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

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

Poultry—Local dealers pay 12@13c for springs and fowls; 8c for old roosters; 10c for geese; 12c for ducks; 12@15c for No. 1 turkeys and 10c for old toms. These prices are 2c a pound more than live weight.

Radishes—30c per doz. bunches for round or long, hot house grown.

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

Strawberries—35c per qt. for Florida.

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

Turnips—50c per bu.

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

The Windsor Upholstering Co. has been incorporated with an authorized capital stock of \$5,000, of which \$2,500 is claimed subscribed and \$1,500 paid in in cash. E. S. Brouwer is President, W. A. Hoult Vice-President and W. E. Miles Secretary and Treasurer. The company succeeds to the business which was started early in December by Hoult & Brouwer, both of whom are employed by the Luce Furniture Co., of this city. They still retain their positions with this company.

William Judson, President of the Judson Grocer Company, leaves tomorrow for New York, whence he sails Saturday on the Oceana for Bermuda, where he will be a guest at the Princess Hotel. He will remain there until March 9, when he returns on the Oceana, reaching New York, March 11, and arriving home about March 15. The Tradesman joins Mr. Judson's many friends in wishing him bon voyage!

Edward Frick (Judson Grocer Company) is still confined to his home on Lafayette avenue by an attack of kidney stones. He has suffered much pain during the past three weeks, but is now convalescent and hopes to acquire sufficient strength to enable him to resume his duties at the office next Monday.

C. H. Haskins, manager of the Detroit branch of the Walker Bin Co., of Penn Yan, N. Y., was a Grand Rapids visitor two or three days this week. It was his first experience in Grand Rapids.

J. P. Garrison has succeeded Chr's Johnson in the grocery business at 463 North College avenue.

The Grocery Market.

Sugar—The sugar market has advanced 60 points during the past week—from 5.15c to 5¾c basis f. o. b. New York. Three of the New York refiners have advanced quotations to 6c, but are still accepting orders at 5¾c. On the basis of the lower figure granulated has advanced 80 points—within three weeks—a movement foreshadowed and predicted in the Tradesman of Jan. 20.

Tea—While the trading in tea is light and only for immediate wants, the market holds firm and even further advances are expected. Japans are all bought up from first hands and medium and low grades not to be had, as stock of leaf is exhausted. Latest market letter says, "We have never seen the market so well cleaned." Ceylons, Indias and Javas are particularly strong and recent public Condon sales were made at ½ to 1c in advance.

Coffee—The market is rather dull and heavy. This refers to all grades of Rio and Santos coffee with the possible exception of Rio No. 7's, which are scarce and firm. Mild grades are still maintained on the basis of a week ago.

Canned Fruits—Nothing of importance is being done in any line, but holdings are not being urged for sale and the market is generally firm in all lines of California, Southern and Western fruits. A better feeling was noted in No. 10 apples of strictly fancy grade, but there was no quotable change in prices and no important transactions for immediate or forward delivery were noted. Holders seemed to be trying to get better prices, based on the cost of packing the finer goods.

Canned Vegetables—There has been no change in tomatoes during the week. Prices are exactly where they were a week ago, and the market is inclined to be strong. A new factor in the situation is some demand for export to Great Britain. This is not a factor yet so far as quantity is concerned, but might easily become so. No future tomatoes are offered as yet except a few special marks, which are offered at last year's prices. Corn is unchanged, both spot and future. Peas are quiet, but desirable stock in standard grades, which is most wanted, is in limited supply and the market for such goods as well as the fancy grades, which are in limited supply, is firm. String beans are steady to firm, as to quality, fine grades, according to current report, being scarce. Spinach is in rather small supply for immediate delivery and the market has a firm tone.

Canned Fish—In domestic as well as in imported sardines the movement is slow, but the tone of the market is firm as a consequence of limited supplies. Coast advices indicate that export buying of salmon is still active, but locally trade is slow and prices nominal, although there is no pressure to sell. A moderately active jobbing demand and a firm market for tuna fish is reported. Shrimp is dull and unsettled under active competition, although advices from the

Gulf Coast report a short pack and a very uncertain outlook for supplies at the canneries for the spring season.

Dried Fruits—There is little movement in seeded or seedless raisins here, but the tone of the market is firm. Currants are quiet but firm. Recent arrivals have been small and most of these went immediately into consumption. Prunes are quite dull and nobody seems very much interested. Prices are firm and about unchanged for the week. Peaches and apricots both dull, with no particular change in quotation.

Rice—Brokers report that mills are turning down bids, and in some cases full list is refused with the remark that the goods have already been sold to other section. New York is showing more interest, however, and distributors seem inclined to take hold. The planters are getting the full minimum for rough from the mills.

Cheese—The consumptive demand is increasing considerably, and the market is firm at ½c advance. The advance is caused largely by the very heavy demand for export. It is reported that 48,000 cheese went out of New York last week, consigned to European points. The market is firm throughout, and further slight advances are more likely than any decline.

Provisions—Smoked meats are steady at unchanged prices. Pure lard is ¼c higher. The demand is moderate. Canned meats and barreled pork are in light demand at unchanged prices. Dried beef seasonably active at unchanged prices.

Salt Fish—Mackerel shows no change for the week. The near approach of the Lenten season has had no effect in improving the demand, which is still rather quiet. There seems to be plenty of mackerel—more in fact than the every-day demand will take care of. Cod, hake and haddock are unchanged on last week's basis, but the feeling is not very strong.

Beware of Fraudulent Postoffice Orders.

The Tradesman is authorized by the postoffice officials to warn merchants against counterfeit money orders which are now being circulated in this part of the country. The fraudulent orders were printed in Baltimore, Md., and bear the number 5511. Some of these orders were passed in Chicago January 23.

The fake orders can easily be distinguished from the customary Government forms, being slightly larger, printed on thicker and darker paper and containing printing at a variance with the Federal orders. The serial numbers of the fake forms are 604, 107. The M. O. B. date stamps in 1-16.

If uncertain whether an order presented is genuine, refuse to cash same and notify the police and nearest Federal postal official.

The fact that Mary had a little lamb shows conclusively that the high cost of living couldn't have been then what it is now.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Feb. 8.—James Cohen, proprietor of one of our leading cigar factories, has placed a new 10c cigar on the market which he expects will be very popular. The new cigar is known as the City Hall. The first box was presented to members of the Common Council.

Ishpeming, one of the hustling cities of the copper country, is the first to report a smallpox case this winter. but the officials are getting right after the case and hope to keep the disease from spreading further.

Our telephone girls are coming to the front to a marked degree and gave their first dancing party last week. There was a large crowd present and all report a splendid time. The young ladies felt so elated over their success that they are planning to start a social welfare movement of their own initiative and benefit. The proceeds from these parties will go toward furnishing what is known as their rest room, so as to make the rooms homelike and cheerful, and if they meet with as much success in their other parties arranged for this winter, they anticipate taking up charity work, as there is much that can be done in this line during the summer months. The community is heartily in sympathy with the girls and is giving them every encouragement. We are getting the best telephone service here now that we have enjoyed for years and knockers are scarcer than hen's teeth.

I. B. Jefferson, formerly in the employ of A. H. Eddy, has gone in business for himself, handling apples and fruits in carload lots, and reports good success since going into his new venture.

John H. Roe, one of our leading meat merchants, left last week for Harriston, Ont., to attend the funeral of his mother, Mrs. A. E. Roe, of Winnipeg, whence the body was shipped to Harriston. Mr. Roe and his brother, Herman, have the sympathy of their many friends here.

A. H. Eddy, proprietor of the Eddy Food Emporium, is taking in the sights at Chicago this week. It is possible that he will invest in a new touring car while at Chicago. His store here is in charge of Ben Rothwell, who will see that business is not neglected during Mr. Eddy's absence.

A. Nicholas, wholesale fruit and produce dealer, has outgrown his present quarters on Ashmun street and has leased more commodious quarters in the Cracknell block on Portage avenue, where he is arranging a grand opening. "Nick" is one of the busy men of the Soo, having worked up from a small grocery store in Algonquin.

Fred Shaw, member of the produce firm of Gamble-Robinson &

Shaw Co., believes that "all work and no play, makes Jack a dull boy."

While Fred has been one of the never tiring kind for the past eight years, he saw an opportunity this winter during the slackness in business to break away for a few weeks and dispense with some of his excess accumulations and left last week for Minneapolis and Chicago. At the latter place he will meet Mrs. Shaw, whence they will depart for California on a special train arranged by the fruit jobbers, going by way of Colorado and Arizona. They will be met by California members at San Bernardino and given an automobile drive through the orange groves and will also take in other sights in the Golden Gate district. Mr. and Mrs. Shaw will be back on the job again before the spring rush.

Daniel McLeod, of Garnet, one of the popular lumbermen in Cloverland, paid us a visit last week and his many friends were more than pleased to see him and greet him with that ever cheerful smile. Dan is a man who never registers a kick about hard times.

Robert Purvis, superintendent of the Northern Michigan Terminal Railway Company, and also chief engineer of the locomotive department, has made a reputation as an alderman which would be hard to beat. He has been one of the city fathers for the past eight years and, from present indications, he will be there eight years more, as his good judgment in municipal affairs has made a deep impression in this community.

Mrs. R. McDonald, wife of R. McDonald, one of De Tour's leading citizens, who has been at the hospital here for the past four weeks, having undergone a serious operation, is reported as getting along very nicely and her many friends are pleased to note that her chances for recovery are most favorable.

E. J. Hallman, superintendent of the office department of the Chicago Mill & Lumber Co., at Thorice, for the past season, departed quietly for Chicago last week, and if the rumor is true—and we have every reason to believe it is—he will be accompanied on his return by a bride and add one more to the list of newly weds. They will be accorded an appropriate reception by their many friends upon their arrival here, as Mr. Hallman is one of our most popular young men.

Judge L. C. Holden, our esteemed poet, informs us that the space devoted to his latest poem in the Tradesman, entitled "Cloverland"—which was conspicuous by its absence in the Tradesman last week—was one of the best ever, and he has not yet discovered whether the joke was on him or on the correspondent; but as there was nothing wrong with the poetry as published it squares the Tradesman and Cloverland will be out the verse.

C. C. Collins, our candy kid, is taking in the country this week. He attended the auto show at Chicago and visited Toledo, Cleveland and Detroit on his way back. Mr. Collins has not only built up a large wholesale confectionery business here, but is increasing his automobile business as well. This is the third year he has handled autos and, so far as he is concerned, he doesn't care whether there is any more ford cars sold or not, as he is devoting his time and energy to other makes.

E. S. Royce, Cloverland's leading auctioneer, left last week for Detroit, and some of his friends have urged him to try and act as referee between the German and British sea battles, as we do not think he would have any difficulty in bringing about a peaceful end if it were left to him.

The town of Strong's, on the D., S. & A. between the Soo and Soo Junction, is one of the busiest places on the South Shore this winter. The Michigan Forest Products Co. is operating its mill every day and employing from thirty-five to forty men, and its logging contractor, Wm. Keelean, also employs about the same number of men, which enables him to send in a train load of logs, as well as a train load of chemical wood, every day. E. Turner also reports a splendid business this winter, having five teams drawing logs to his mill, where he employs a large number of men, as well as William Johnston and Harry Schmidt, who are doing a rushing business in their lumbering operations at Strong's.

The St. Ignace papers are working in the right direction in the good road campaign. They believe that the supervisors of the various counties should get together relative to the proposed plans of the new trunk road systems. If the newspapers would take an active part in these matters, also the commissioners of the two counties, have a friendly understanding and work together, instead of pulling in opposite directions, it would help considerable, as the good road proposition is one of the most important topics to be considered and much benefit is to be derived by all of the counties in question. Let us all boost for the good roads proposition at every opportunity.

We are advised that spring duck and geese shooting is prohibited this year. The local sportsmen who have been interested in the controversy over the conflicting State and National laws in regard to shooting the birds will be disappointed to learn that the question will not be settled in time for the spring shooting this year. Last year the Michigan hunters took a chance on the State law making an open season until April 30 and hunted ducks and geese in the spring. Now the Federal authorities have issued a warning that it is the purpose of the Government to strictly

enforce the Federal act and prosecute all violation.

The Algoma Steel Company, of Soo, Ont., has received an order from the British government to start immediately on the manufacture of steel bullet metal on an unlimited contract until advised to stop. This will probably mean that an additional force of men will find employment. The amount of metal to be rolled out was not stipulated in the contract. This seems like further evidence that the "war will start in the spring," but it will be good news to the army of unemployed who were thrown out of work a few months ago by the closing down of the plant. With the regular payroll of the steel company again in force it will mean much to the merchants of the Canadian Soo.

The Common Council is preparing plans for stricter building rules. All the new buildings located in the business section must be erected according to fire restrictions. The walls will have to be a certain thickness in proportion to the height and the uprights and girders must be of cast iron and steel. These restrictions should have been adopted long ago.

Our Country Treasurer, Byron C. Campbell, also proprietor of one of our leading music houses, has interested himself in having the Carnegie Hero Medal Commission, of Pittsburgh, award medals to Captain Robert Carlson, light keeper, and Mike Nolan and Fred Kinnear, two sailors and fishermen, of Whitefish Point, who participated in the heroic rescue of the crew and passengers of the launch, Ora Endress, last fall when the little boat capsized. Mr. Campbell was one of the passengers aboard the boat and an eye witness to the courageous work of the three men. Mention of the disaster was noted in the Tradesman at the time and the rescuing of the passengers and crew was one of the most daring that was ever attempted in the Great Lakes. Mr. Campbell is having ample support in his undertaking and it is hoped that his efforts will not be in vain.

The new town of Ewen is to have a new school, which will be erected at an approximate cost of \$30,000. Like everything else in this hustling town it will be an up-to-date structure, containing a gymnasium, manual training department, a kindergarten room and modern baths. On the second floor will be the girls' play rooms, class rooms, domestic science department, dining rooms, library and office. On the third floor will be a large assembly room with a seating capacity of 150, four recitation rooms, laboratories, wardrobes and the superintendent's office. A fan system for heating will also be installed and artesian well will furnish the water supply. A modern ventilating apparatus will be provided.

Peter Apostle, for the past eight years one of the leading confection-

When Orders Show Shipments Go

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

THE PROMPT SHIPPERS

ers of Soo, Ont., has sold his stock to Tony Miller. Mr. Miller is a man of experience in the confectionery line with a large acquaintance and his success in the new venture will undoubtedly be assured. Mr. Apostle has not as yet decided on what his future plans will be.

Thomas A. Leigh, salesman for the Cornwell Beef Co., has been laid up for the past week with lagrippe, but is on deck again this week. Tommy expects to enter into the lumber business as a side line this winter.

William G. Tapert.

Boomlets From Bay City.

Bay City, Feb. 8.—The West Bay City Sugar Co. has ordered the material and will soon begin the erection of a large concrete and steel warehouse and bins for the storage of beets to replace the wooden beet sheds which were constructed at the time the plant was built.

Bay City manufacturers have adopted the slogan, "Made in Bay City."

One concern in our city turns out 1,000,000 tubs and 1,500,000 wooden pails annually, valued at \$500,000.

Traveling men had a strenuous time in the Thumb district last week. Trains were delayed from six hours to three days on account of the snow blockade. Seven salesmen, including the writer, were snowbound at Port Austin from Monday evening until Thursday morning. Ten others were held at Deckerville until Thursday morning.

The World's Star Knitting Co., of this city, has closed a contract to deliver 1,000,000 pairs of socks to one of the warring European nations before August 1, 1915. The contracts involves an expenditure of \$250,000. Still there are people who contend that there is a business depression in the United States.

If all the kickers in our great Nation were confined on an island of

the sea, what a relief it would be to business interests.

L. B. Wooley, Saginaw, who has covered Eastern Michigan seven years for Geo. C. Wetherbee & Co., Detroit, has signed a contract with A. Robachick, Saginaw, and is now in his territory. L. B. is a genial gentleman and a hustler for business.

Michael Schmidt, who opened a general store at Ubly last December, reports that his business is satisfactory.

Pub. Com.

In and Around Little Traverse Bay.

Petoskey, Feb. 8.—Burt Sible, who for a number of years has been in charge of the grocery department for the Temple Manufacturing Co., while it was located at Temple and at Carp Lake, has been promoted to the position of book-keeper. Mr. Sible is an enterprising young man and worthy of this advanced position. We believe that better things yet are in store for him.

W. R. Cole, who for a number of years has been deputy sheriff at Cross Village, has resigned and John Ransom has been named as his successor. Mr. Cole is a prosperous farmer and a prominent citizen, and has been interested in politics for a great many years. Mr. Ransom, his successor, is also a prominent man and in his care the affairs of Cross Village will be properly handled.

Petoskey Lodge, No. 629, B. P. O. E., has purchased the property known to the residents of Petoskey and summer visitors as the Hub. The purchase price of this property was \$10,000 and Petoskey Lodge can feel that it has made a wonderful bargain. The building cost \$29,000 and the site \$13,000, making an investment of \$42,000. The building was erected by Mr. Olson, of Muskegon, and is a work of art. Under the able management of Lou Darling, the Exalted Ruler, Petoskey Lodge has enjoyed a wonderful increase in membership. John Nyman and W. A. Martin, the House

Committee, have made the club room a profitable proposition and success. Credit is given these men for their untiring efforts and we predict a bright future for this organization.

J. A. Cheney, of Traverse City, representing Straub Bros. & Aniotte, has been making the territory for R. A. Williams. Mrs. Williams died in Rochester, Minn., while undergoing an operation. The traveling fraternity extend to Mr. Williams their heartfelt sympathy. Mr. Cheney represents Straub Bros. & Aniotte on another territory but for the past two weeks has been making his own territory together with Mr. Williams' territory.

M. C. Crandall of Levering, says that business is good. Everybody is busy putting up ice and getting in stove wood. Mr. Crandall is a pioneer of Emmet county. He has one son, John, who is in the service of the U. S. as a dentist. In conversation with Mr. Crandall he stated that John is enjoying good health and likes his position.

John Maurts, a popular shoe man of Grand Rapids, is making the territory in and around Traverse Bay this week. John is looking well and says business is good.

F. W. Collard, one of Alba's prominent merchants, has become an accomplished horticulturist. A look at the plants in the window of his store is proof. Mr. Collard is also a good farmer. He grows every year a large amount of beans and potatoes and is authority on the bean growing proposition.

E. W. Beck, district agent for the Holland Furnace Co., has located in Petoskey and is going to make his home with us in the future. Mr. Beck is an enterprising young man and has a field of labor which promises grand success. Petoskey welcomes him with open arms and we trust he will be with us for many years.

V. C. Schrider, representative of the Standard Oil Company upon the

G. R. & I. territory, has decided to make his home in Petoskey. We are glad to have him with us. Mr. Schrider is a veteran traveling man, congenial and openhearted. He is familiarly known as John D. Petoskey has room for a few more like him.

Arthur Nyman, one of Petoskey's own boys and a representative of a large shoe concern in the East, paid a flying visit to Chicago to visit an aunt. We are informed that Mr. Nyman mailed cards from Chicago to him numerous friends in Petoskey, but arrived in Petoskey ahead of the mail. This led to an enquiry and a prominent detective was employed. After diligent searching it was found that Mr. Nyman had really gone to Traverse City to visit with a lady friend. Why this secrecy?

S. B. Chamberlin, the pioneer grocer of Mackinaw City, is contemplating a trip through the West. We understand that he will take in the exposition at San Francisco and will also visit the Panama Canal. On his way he will stop and visit at Rochester, Minn. Mr. Chamberlin is familiarly known to the traveling public as Uncle Same. H. Agans.

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

Buffalo, Feb. 10.—Creamery butter, fresh, 28@34c; dairy, 22@28c; poor to good, all kinds, 18@22c.

Cheese—New fancy, 15c; new choice, 14½@15c; held fancy 16½@17c.

Eggs—Choice fresh, 26@27c; cold storage candled, 24@25c.

Poultry (live)—Cox, 12c; fowls, 16@18c; geese, 15@16c; turkeys, 18@21c; chicks, 16@18c; ducks, 16@18c.

Poultry (dressed)—Turkeys, 20@24c; chicks, 16@19c; fowls, 16@18c; ducks, 18@20c; geese 14@15c.

Beans—Medium, new, \$3.50; pea, \$3.40; Red Kidney, \$3.50@3.65; White Kidney, \$3.50@3.75; Marrow, \$4.

Potatoes—30@35c per bu. Rea & Witzig.

Beginning February 8th and continuing until March 20th we will make a special display of **READY TRIMMED HATS** especially adapted for the general store trade.



Prices \$2, \$3, \$4 and \$5 each and upwards.

When in Grand Rapids we will be pleased to have you call and inspect our stock. Special attention given to mail orders.

CORL, KNOTT & CO., Ltd.

Commercial Ave. and Island St.

Grand Rapids, Michigan



(Unlike any other paper.)

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OF BUSINESS MEN.

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E. A. STOWE, Editor.

February 10, 1915.

IFS ABOUT LINCOLN.

For years the country has had more than a surfeit of assertions that Abraham Lincoln would have been or have done this, that, or the other, if he had then been alive. If Lincoln should come back, it is pretty certain that he would dispose of these various hypotheses with some kindly-shrewd epigram or story. He might adopt the remark of Samuel J. Tilden, reported by Mr. Stetson: "You cannot state the consequences of what never happened."

In all the imaginary resurrections of the great men of the past, there is always one singular assumption. It is not only that they would be in fullest sympathy with the best movements of the present, but that they would have discarded all the errors and defects which clung to them during their actual lives. Washington was a slave-owner, but those who passionately wish him back again in the war against human oppression always conveniently forget his slaves. Lincoln followed the spoils system. Civil-service reform had not dawned upon the political life of his day. For this he is not to be blamed. No public man can be held guilty of sins that were not accounted sins in his lifetime. But it is plain that if the actual Lincoln were to come back after fifty years, he would have many things to learn, and some things to abandon, before he could become the ideal and infallible leader whose endorsement everybody was so anxious to get a little time since. We allude to this aspect of the matter only to show that it is not so simple and at the same time so powerful an argument as some suppose, merely to exclaim: "If only Lincoln were here, he would agree with me in every particular!"

It is plainly not a subject on which to be dogmatic; yet there is a sense in which we may profitably ask what would be the spirit of Abraham Lincoln in facing present-day questions. The particular decision he would come to, no man can say; but how he would attack our problems we may be pretty confident, for we know what his methods were. He was patient and he was thorough. His first business he made it to ascertain all the facts in all their bearings. Im-

proved remedies and patent cures were never to his mind. In the presence of men who professed to have skeleton keys wherewith to unlock every political difficulty, his attitude was one of amused distrust. When asked to pass upon the dreams of enthusiasts and the nostrums of half-baked theorists, he always acted upon that wise injunction of the Greek philosopher, "Remember to disbelieve."

We may, therefore, be very sure that if Abraham Lincoln were with us to-day he would not be found in the ranks of the hurricane reformers. He would not expect to make this tough old world all over in a day. His advice would be, rather, to look every matter carefully over; to consider the remote consequences of any proposed action before jumping at its supposed immediate benefits; to try out thoroughly the laws we have before rushing to the enactment of new ones; and to remind us that substantial progress is more apt to be achieved by painful inches than by great leaps. Thus it is safe to conclude that many of the precipitate reformers of our time who so confidently seek to shelter themselves behind Lincoln's name would be disappointed to find him, if he really could appear in answer to their invocation, a good deal of a slow-coach, according to their impatient standards, if not an outright reactionary.

But, on one point all may agree. If Lincoln were here again, he would exhibit that wonderful sympathy with all sorts and conditions of men, and that marvellous understanding of their several interests and points of views, which steadily marked his public career. This was among his highest gifts as a statesman, and it is one which every striver in our public life might well covet. The clash of classes in the United States has become more intense and formidable than it was fifty years ago. How to arrive at a just reconciliation of conflicting interests, how to attain a broad National policy out of all the demands of localities and separate interests—that is our great task. And to it we should be thrice fortunate if our political leaders could bring even a small portion of Lincoln's spirit. There is nothing hypothetical about that. His entire sanity, his instinctive and never-failing humaneness, his ability to look before and after with large reason and his willingness to wait for the full ripening of opportunity—these qualities of the statesman are not so abundant at present as to make recurrence to the Lincoln model seem pointless on his birthday. He was sympathetic, but he did not take it out in mere sentiment. Feeling in him always led to action; and in any large measure of progress he knew that some of the people, some sections, would have to make sacrifice of their special interests. He would have been ready to take as his motto, and so should those who are in the thick of work for progress to-day, the saying of George Bancroft: "The fears of one class are not a just measure of the rights of another."

BRAGGADOCIO OR BRUTALITY

There is no occasion for getting excited over the new German Admiralty order. It is three-quarters bluff. What it undertakes to do, it is not within the physical power of Germany to do. We have heard of "paper" blockades, which international law does not recognize; now we are to have an under-water blockade. That this can be made effective is unthinkable. The threat of it may have a certain military value for Germany. It will cause new anxieties in England about food supplies and may easily push higher the already high rates of marine insurance. But that a few roving submarines can destroy the sea power of a country that itself has twice as many submarines as the German navy possesses, it is preposterous to imagine. Not even the German Chancellor could believe it. If the German cruisers and battleships dare not come out to contest the command of the sea, it is ridiculous to suppose that England can be blockaded and starved out in the way threatened.

The serious aspect is not military, but legal and humane. The order avows the determination to sink "every enemy merchant ship," without regard to the safety of "the crew and passengers." No one knows better than the German government that this would be a clear violation of the rules of war and sea. These have been, until now, scrupulously observed by German cruisers, and even submarines. The captains of both the Emden and the Karlsruhe were exceptionally careful in their treatment of the crews and passengers of the merchant vessels which they captured. In a few instances, when there was no way of providing for the non-combatants, the German officers let the ships go. But now it is proposed to launch a torpedo at a merchant vessel as ruthlessly as if she were a warship. And it is even intimated that the same thing will be done to neutral ships on their way to English ports. The Berlin Post goes beyond the exact terms of the government order, and declares that, after the date notified, February 18, "men and freight not only on British ships, but under a neutral flag, are doomed to sink." If this is not braggadocio, it is brutality. It is also arrant stupidity, for, if it were not held to be sheer piracy, it would be an act of war against neutrals—or, at least, an act which, if not instantly apologized for, with an indemnity offered, would lead straight to war. And even in their maddest moments of exaltation and recklessness, German rulers can hardly wish their country to be regarded as *hostis generis humani*.

WAR AGAINST WAR.

It has been suggested that the entrance of Italy and other European countries into the war might be a potent influence for peace; since even the mighty German military machine would be unable to hold out against such a combination.

If it is true that even Germany

could not long withstand a combination of the present Allies with Italy and minor nations, each seeking first its own particular national ends, where would Germany be when confronted by the united armed forces of civilization, united for a single purpose, and that the forcible and final suppression of the military world-nuisance?

Let the United States, now, and without increasing her armament, insist upon the immediate formation of a World Union for Universal Disarmament by Armed Force, pledging herself to furnish, not to this or that nation or group of nations, but to this World Union, such quota of men and armament as the Union might find proper; and let it be understood everywhere that the whole material and moral, military and civil, support of this World Union, including the United States, was immediately available for the defence of every nation joining the World Union. How long would it be before such World Union became irresistible?

Although it will be a war backed by warlike force, the war against war will be a bloodless war.

It cannot too soon be declared.

Federal laws regulating railway equipment have been few. A statute enforcing the use of automatic couplers and other safety devices, enacted in 1893, has been supplemented by laws of 1903 and 1910; and in 1911 carriers were compelled to equip locomotives with Government-approved boilers. A bill passed by the Senate and reported in the House now proposes to extend National inspection of boilers to inspection of engines in their entirety. The reason alleged is the variations in state regulation of mechanical details, extending even to ashpans. Georgia and South Carolina have conflicting laws on headlights, causing endless bother at the state line. That such Congressional legislation is a necessity is not clear. It is not argued that it would increase railroad safety; and just as sidings, stations, and in many respects train service are matters for local regulation, it may be that a mountain state actually requires rules about headlights and other things differing from a prairie state's. But the bill serves to call attention to the unnecessary and foolish divergences in local control of railway details. State legislation on motor vehicles is as absurdly lacking in uniformity, and as one result Congress has now before it a bill for National motor-car registration.

Old Luke Bonesteel says there's nothing to the saying that "'Tis better to have loved and lost than never to have loved a tall," as his fourth wife is six foot two and everybody knows how he loves her.

Some people are so unfortunate in life that if a chicken had as many legs as a centipede they would get the neck.

Birds of a feather have reason to be thankful to the Audubon people.

LINCOLN THE IMMORTAL.

Most Priceless Heritage of the American People.

Written for the Tradesman.
Anent the approaching anniversary of the birth of our American man of sorrows, considering the many banquets to convene in honor of that event, it might be well enough to take into account the manner of man he was, and why the strong hold his memory has upon the hearts of a great people.

To the black slave of the South he was indeed a savior; to the white laborer of the North an equal benefactor in that he redeemed him from the blight cast by slavery upon free labor. A man enslaved, however black his skin, aided in dragging down to a low level the white workman who toiled beneath the folds of the same starry flag.

Lincoln was greater than other men of his generation; greater in the humanity of his gentle soul, in the throb of his sympathetic heart which made him brother to all humanity. Far wiser than those contemporary with him, the ideal leader of a great cause; far seeing, keen of wit, a leader whom his party honored in the day of his great deeds, whom the opposition libelled and harrassed most vindictively.

It seems strange to us of the present day that men were found mean enough during the woeful, tearful, bleeding days of our Civil War to spat venomous epithets upon the noble, kindly soul occupying the Presidential chair. Such men there were, editors of newspapers, who never referred to Abraham Lincoln in other terms than those of contumely and disrespect.

I have before me as I pen these lines an editorial encolumned in one of our State papers referring to Lincoln as a self-seeking demagogue. "More of Lincoln's managing the election in his own way," writes this editor, seeking to convey the idea that the man would stop at nothing, however heinous, in order to perpetuate himself in the chair of state. This however, is mild language compared with much of that day's diatribes picturing "Old Abe" as a marplot, a disunionist, with neither character nor brains.

That which we read now of the great Kentuckian, born in humble surroundings, is so flattering one can scarcely believe that he was not honored in his own time as the greatest man of the age.

But he was not "a buffoon, a smutty old tyrant," whose thoughts were not above telling a bad story when the Nation was in tears mourning for its thousands slain on a score of battle fields. No man was more meanly befouled with unjust and stinging epithets than was Abraham Lincoln in the days of his ascendancy, the days when he was making a name for himself and wonderful history for the Nation of which he was a part.

The whole South and nearly one-half of the North viewed him with hatred and alarm. His was not plain sailing down the river of political

life. Instead his was a couch of thorns, thickly strewn with petty, vindictive thrusts from those who ought to have been his friends.

Lincoln was a minority President. He won his spurs at a time when not one-half the people of his own America regarded him with the least favor, much less as a hero.

Everything has come to this man since that fateful April day in 1865 when an assassin's bullet cut him down at the zenith of his splendid usefulness. A Nation wept beside his bier, his cruel taking off awakening many to the fact that the man was indeed great, that he had been wickedly maligned. Even the scurrilous English Punch, which had cruelly lampooned him when alive, became a loving mourner beside his bloody grave.

The passing of time dispelled the animosities of his day; even the South learned in the sorrow of her ruined homes, the dust and ashes of a lost cause, the true greatness and gentleness of the noble Lincoln. He had never been their enemy and they realized it now.

In these later days none are too lofty or too wise to do him honor. Political parties may come and go, but the name of Abraham Lincoln, in the words of the immortal Stanton, while the latter stood beside his dying bed, "is with the gaze," growing brighter and brighter with the passage of time. Old Timer.

Bankruptcy Proceedings in Western District of Michigan.

Grand Rapids, Jan. 13—In the matter of I. N. Hilliard & Son, Kaleva, the trustee has filed his final report and account and the final meeting of creditors has been called for Jan. 21. The account shows the following: Total receipts, \$386.73, disbursements, \$188.61, balance on hand, \$198.12. It is reasonable sure that there are not sufficient assets to pay the administration expenses in full and no dividend can be expected in the matter.

In the matter of John E. Rennles, E. Bert Potter and DeWitt-Potter o., a copartnership, the adjourned first meeting of creditors was held this date. Claims were allowed. Each of the bankrupts was sworn and examined by attorneys. The trustee reports that the inventory will be taken at once and sale of the assets made without delay.

In the matter of Oscar L. Mayo, bankrupt, Holland, first meeting of creditors held this date. It appearing from an examination of the schedules of the bankrupt and from his examination in open court that there are no assets not claimed as exempt it was accordingly determined that no trustee be appointed. The estate will be closed at the expiration of the time for rapeal on exemptions.

Jan. 15—In the matter of William A. Reynolds, formerly doing business as the Independent Plumbing Co., Grand Rapids, final meeting of creditors held to-day. Final report and account, showing receipts \$439.85, disbursements \$3.60 and balance \$436.25 considered and allowed. Allowance made as follows: Hondelink & Luther, for testimony, \$20.00; David W. Boyes, receiver, \$50, bankrupt for his exemptions, \$205. Not sufficient assets to pay balance of administration expenses and no dividend for general creditors. Preferred claims paid in full.

Adrian De Young, doing a meat market business on Coit avenue, Grand Rapids, this day filed his voluntary petition in bankruptcy, adjudication made and matter referred to Referee Wicks. Kirk E. Wicks is temporary receiver and George S. Norcross is custodian. The first meeting of creditors has been called for Feb. 3, at which time creditors may appear, prove their claims and transact such further business as may come before the meeting. An inventory has been made by appraisers appointed by the court which shows as follows: fixtures, \$428.50; stock, \$131.59. The schedules show a liability of \$1,802.39 and the following are listed as creditors:
City of Grand Rapids\$26.44
Patrick Grant, Grand Rapids 100.00
Dr. W. Ardle, Grand Rapids 45.50
Dr. J. D. Campbell, Grand Rapids 16.00

Wm. Frost, Grand Rapids	12.59
Citizens Telephone Co., Grand Rapids	3.00
Bell Telephone Co., Grand Rapids	3.00
J. A. Rysdorph, Grand Rapids ..	266.00
Chas. Quain, Grand Rapids	36.00
Swift & Co., Grand Rapids	138.24
Lockwood & Co., Grand Rapids ..	7.50
Continental Illustrating Co., N. Y.	9.50
Crohon & Roden, Grand Rapids ..	18.94
Creston Fuel Co., Grand Rapids ..	5.50
J. McCraig, Hastings	7.42
G. R. Butchers Supply Co.	22.69
Armour & o., Grand Rapids	56.23
Finch Bros., Rockford	23.73
Christansen Ice & Coal Co., Grand	
Rapids	83.15
Morris Co., Grand Rapids	202.52
Mills Paper Co., Grand Rapids ..	20.52
G. R.-Muskegon Power Co., Grand	
Rapids	1.75
Reid-Murdock Co., Chicago	63.40
Sulzburger & Son, Grand Rapids ..	125.55
Worden Grocer Co., Grand Rapids	62.23
J. Smallegan, Forest Grove	308.97
Gas Co., Grand Rapids	9.78
Creston News, Grand Rapids	19.00
D. Buth, Grand Rapids	7.14
Kent State Bank	100.00

An offer for the assets has been received, order to show cause issued and the assets will be sold at the date of the first meeting of creditors.

Jan. 18—In the matter of the Valley City Candy Co., Grand Rapids, first meeting of creditors held to-day. Claims allowed. The schedules of the bankrupt company amended to show additional creditors. Report of trustee under trust mortgage and receiver in bankruptcy filed and decision as to them reserved until notice can be given creditors. By vote of creditors John Snitseler, Grand Rapids, was elected trustee and bond fixed at \$1,000. The assets are very small, liabilities large and the chances for substantial dividends very remote.

Jan. 19—In the matter of John J. Thompson, tailor, Grand Rapids, first meeting of creditors held this date. Claims allowed. Bankrupt's schedules amended by the addition of further creditors. Kirk E. Wicks, receiver, made verbal report of condition of the estate, which was approved. By vote of creditors Charles H. Lillie, Grand Rapids, was elected trustee.

In the matter of the Empire Cloak and Suit Co., bankrupt, Grand Rapids, the special meeting was held to further consider the offer of the bankrupt for composition at 20 per cent. It appearing that the majority in number and amount had not accepted the offer, it was determined to return files to the clerk of the court, with recommendation that the composition be not confirmed. This was done and formal adjudication in bankruptcy entered by the judge and files and all records returned to Kirk E. Wicks, referee. The first meeting of creditors has now been called for Feb. 4, at which time creditors may appear, prove their claims, elect a trustee and transact such further business as may properly come before the meeting. The receiver has sold the assets, consisting of ladies' ready-to-wear garments to John N. Trompen, for 25 per cent. of the cost price. It is expected that the balance of the assets will soon be sold. A first dividend to creditors will, no doubt, be declared at the date of the first meeting of creditors.

Jan. 20—In the matter of Martin J. Vanden Berge and Sargent-Vanden Berge Basket Co., Grand Rapids, the first meeting of creditors was held this date. Claims were allowed and the schedules of the individual bankrupt amended showing the listing of certain real estate as an asset of the estate. The referee appointed John W. Hilding, of Grand Rapids, trustee and fixed his bond at \$600. Appraisers were appointed. The asset consists solely of equity in real estate over and above mortgages and some difficulty is expected in realizing for the creditors.

Jan. 21—In the matter of the Handy Things Company, bankrupt, Ludington, the referee has this day filed his findings and order allowing the petition of Messrs. Cleland & Heald \$5,000 attorney fees as special attorneys in the matter of suit against the Stearns Salt & Lumber Co., for the recovery of a preferential payment aggregating about \$22,000. The petition was warmly contested by the Stearns Salt & Lumber Co. and petition for review of the referee's order and findings has been filed. The matter will be reviewed by the District Judge. This will delay the closing of the estate some time, but a first dividend to general creditors will be declared within a few days.

In the matter of William F. Eyles, bankrupt, Grand Rapids, special meeting of creditors held this date. Trustee's first report and account considered and allowed. It was determined that the funds in the hands of the trustee were not sufficient to warrant the payment of a first dividend at this time and the matter will, accordingly, be held open until the time for filing claims has elapsed.

In the matter of the Central Foundry, Muskegon, a special hearing on the trustee's report of offer for the assets was held this date. Several additional offers were received, the highest of which was

from S. P. Bacon, of Cincinnati, in the sum of \$4,500, which was approved and the sale confirmed at that price. The trustee has been directed to file his first report and account and a special meeting for the declaration and payment of the first dividend will then be called.

Jan. 22—In the matter of Harry J. Moore, bankrupt, Howard City, an order confirming sale of the balance of the assets were entered. The trustee has been directed to file his first report and account and the first dividend will then be declared.

In the matter of Valley City Candy Co., an adjourned meeting of creditors and examination of the officers of the bankrupt was held this date.

Irving F. Rogers, of Grand Rapids, has this day filed his voluntary petition in bankruptcy, adjudication had been made and the matter referred to Referee Wicks. The first meeting of creditors has been called for Feb. 8, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may properly come before the meeting. The schedules show assets listed at \$392.50 and liabilities of \$1,927.51. The following are shown as creditors:

Secured.	
Friedrich Music House	\$10.50
Chattel Loan Co.	190.00
Wegner Bros.	71.00
Wm. H. Tell	40.00
Unsecured.	
Etheridge Printing Co.	\$133.00
Dr. A. Noordewier	11.00
Dr. J. R. Montgomery	23.00
Dr. H. S. Collisi	4.50
Dr. W. H. Thwaites	25.00
Valley City Ice & Coal Co.	25.65
J. N. Trompen	29.93
C. J. Worfel	209.00
John C. Loucks, Administrator ..	62.00
Schmidt Bros.	38.93
F. A. Scroby	345.00
E. F. Gary, Saginaw	270.00
G. L. Ludwig	50.00
S. M. Wright	70.00
C. Anderson	230.00

George B. Farmer and Clyde F. Farmer, individually and as copartners as Geo. B. Farmer & Son, Lake City, have this day filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks, who has also been appointed temporary receiver. F. B. McGregor, of Lake City, is in charge as custodian for the receiver. The first meeting of creditors has been called for Feb. 8, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before the meeting. The schedules show assets listed at \$4,385.05 and liabilities at \$4,988.56. The following are listed as creditors:

Preferred.	
Taxes due township	\$124.00
May Farmer, labor	4.00
Lake City State Bank	1,450.00
Unsecured.	
Harold-Bertsch Shoe Co., Grand	
Rapids	\$ 629.76
G. R. Dry Goods Co.	1,307.15
Worden Grocer Co., Grand Rapids	595.44
National Grocer Co., Cadillac ..	209.73
Mfg. & Retailers Co., Chicago ..	210.78
Butler Bros., Chicago	27.83
Gasser Coffee Co., Detroit	49.32
National Biscuit Co., Grand Rapids	67.32
Darrah Milling Co., Big Rapids ..	32.90
Voist Milling Co., Grand Rapids	70.04
C. W. Mills Paper Co., Grand Rapids	32.46
Badger Candy Co., Milwaukee ..	187.43
Lexington Mills, Lexington, Neb.	63.00
Iverson Glove Co., Lake City	39.03
Armour & Co., Chicago	61.19
M. Plowaty & Sons, Grand Rapids	35.25
Vinkemulder Co., Grand Rapids ..	27.48
Robinson & Son, Lake City	22.20
Hammond, Standish & Co., Saginaw	43.59
Nystrom & Son, Cadillac	49.16
F. D. McGregor, Lake City	25.50
Orville Dennis, Lake City	10.00
Plain Dealer, Lake City	10.00

Try This Some Time.

The man with the St. Vitus' dance and the man who stammered went out to shoot sparrows. The man who stammered had the first shot, but failed to bring down a single bird. He handed the gun to his companion, saying:

"You t-r-try your l-l-luck."

With many contortions and spasmodic movements the nervous one took aim and, to the utter astonishment of both, brought down a bird. The stammerer gazed at him in silence for a minute and then remarked:

"N-n-n-no w-wonder you k-k-killed a s-s-parrow. Y-you aimed all o-o-over the whole b-b-blamed t-t-tree!"

It isn't necessary to acquire an automobile in order to run into debt.



Earl F. Johnson, formerly deputy collector of internal revenue in the Detroit district, has been named business agent of the Union Trust & Savings Bank of Flint. The position has just been created to facilitate the handling of the growing business which the Bank does outside of the actual banking business. Mr. Johnson served a term as Treasurer of Genesee county, and was appointed deputy revenue collector in 1903, retiring last October. He is Vice-President of the National Association of Revenue Collectors.

The directors of the German-American Bank of Detroit, which recently voted to increase its capital to \$500,000, have decided to declare a stock dividend of 60 per cent. or \$150,000 par value. The present capital is \$250,000, with a surplus of \$100,000 and undivided profits of approximately \$65,000. Additional stock to the value of \$100,000 par will be sold at \$200 per share. The \$200,000 thus realized will give the bank a capital of \$500,000 and a surplus of \$115,000.

No objections were made in the Oakland Circuit Court to the allowance of the second accounting of Receiver E. R. Webster of the Jossman State Bank of Clarkston. The court placed its approval on the accounting and on the declaring of a second dividend. The dividend amounts to 15 per cent. and approximately \$34,000 is to be distributed among the creditors. Receiver Webster says the checks have all been drawn but they cannot be cashed for possibly ten days.

Assets of the Michigan Mutual Life Insurance Co. increased over \$200,000 during the last year, reaching a total of \$12,000,000. The surplus was increased over \$50,000, totaling \$1,004,000. Total insurance in force equals \$55,000,000. In the forty-seven years that the company has been in existence it has paid to its policy holders \$24,722,000.

One can see at various points in the international field signs that the thought of peace is struggling into existence. The conflict in Europe and its effects on the minds of neutral people has passed the stage of frenzy or extreme nervous tension. It has become a problem instead of a conflagration. We are inured to the idea of slaughter, suffering, and waste of the resources of the world, but all appreciate that eventually exhaustion may force the belligerents to take another attitude toward one another. Even in the case of the two belligerents

which, have free access to other parts of the world there are evils and burdens which in time must become intolerable, and still worse must it be to the two powers whose means of obtaining supplies and munitions are closely restricted. While one must be on his guard against reports ostensibly coming from Germany, it still appears to be true that the military authorities of that country have commandeered all metals which are contributory to the waging of war and that a pretty general control of food supplies has been held by the government for a long time past. Meanwhile Great Britain is exhausting every device to prevent supplies reaching its adversaries and Great Britain itself is suffering much from shortage of food, while it is by no means inconceivable that the campaign of the submarines against that country's merchant ships will have a large success. The British government has ordered its fleet to treat cargoes of grain or flour destined for Germany or Austria as conditional contraband. Vessels flying our flag now upon the seas are subject to seizure. Bread riots are breaking out in various parts of Germany it is said, and Italy has had a similar experience, while in Austria there is said to be a great agitation among the people, who are evidently tired of being exploited by their rulers, or rather by the rulers of a neighboring power. Excellent British authorities estimate the cost of the war to the five principal powers for the six months to the close of January at \$8,575,000,000. Thus exhaustion is going on at a rapid rate, and from time to time, one hears an outcry for peace even among those who have been most pugnaciously disposed heretofore. The opening of the spring will naturally expedite the military operations, and to judge from appearances there will be a grand forward movement of the Allies, with whom will co-operate Italy, Roumania and possibly Greece. The modern device of "digging in" however renders inapplicable the old principles of the rapid action of large masses of troops. The trench, while not a new device, has been used to such an extent as to subvert many of the old ideas.

The talk of peace is only a whisper now, or perhaps in some instances the invention of some market manipulator, but after an effort on the part of all the belligerents greater even than any student of the subject would have thought possible (measuring by financial resources) it would seem that the end ought to be within a period

shorter than that which has elapsed since the war began.

The problems of peace may be as difficult of solution as the problems with which the world has had to deal in the past six months, but they will not impose on the soul of the world the awful apprehension and the de-thronement of judgment and self control which came with the advent of the war. The question will be one of rehabilitation in Europe and readjustment in this country to the chang-

ed conditions. Europe will take hold of the enormous task of re-creation but no prudent man dares undertake to state the problems in detail—what powers will dominate, what recastings of the map will be necessary, what penalties a given nation may have to pay in addition to the penalty of being whipped, or how much the affairs of the world will have been set back by this enormous waste of life and capital. Some authorities have tried to forecast what will happen to America as a part of this drama, whether our

Affairs of concerns temporarily embarrassed are ably administered by this company, and the business of insolvent corporations or individuals is operated with due regard to all interests involved. It has a fine record of successful receiverships.

Consultation Invited.



THE MICHIGAN TRUST Co.

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**



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.

commercial affairs will be prosperous or prostrate, whether the interest rate will be high or low and what will be the effect on our political position in the world. But here prudence is in the highest degree necessary to anybody who wishes to maintain a reputation for good judgment.

For the present leaders in business, while they may be talking cheerfully, are not acting aggressively. The disposition is to take as little risk as possible. It has been found, however, in the case of the Pennsylvania Railroad loan and other issues that the investing class has more spirit than had been supposed. The demand for investment securities is moderately good but speculative issues tempt comparatively few. Yet the breakdown of the United States Steel Corporation has produced far less effect on the public mind than would naturally have been expected. The rest of the market pursues its independent course. It is believed that the collapse in Steel stock would have been still worse but for the private purchase of a large quantity by a syndicate. A compilation of new issues last month discloses a total of \$127,606,400 against \$130,203,300 in January 1914. The small decrease is explained by an unusual output of railroad bonds, including \$49,000,000 Pennsylvania 4½s. The total of railroad bonds last month was \$63,850,000 against \$31,438,000 in January 1914 but meanwhile stocks fell from \$33,323,600 to \$2,200,000. There was also a much larger output of notes by both railroad and industrial corporations although bonds of industrial corporations were only \$30,398,000 against \$44,879,000 in January 1914.

In industry and merchandising the changes are moderate and the bank clearings are below those of the corresponding time last year—20 per cent for the whole country and 6 per cent outside the city of New York. The railroads of the West are still gaining and the trunk line business eastward from Chicago is showing some improvement. The President of the United States continues to pat business gently on the back.

The aspect of the grain market is a warning to small speculators to keep off. There is a possibility any day of a big profit or a big loss which ever side the speculator may take, and, while the situation still looks strong, a suggestion of peace in Europe or any one of a dozen other incidents might force a break of 25 cents a bushel in wheat in one day. The more experienced Chicago Board of Trade men are urging caution, and a number of the most successful speculators of former years are unquestionably out of the market.

Cotton has cured its own ills, or at least made much progress toward cure, and that on a perfectly legitimate basis. Sales for export are on a large scale and American spinners

are buying more liberally than heretofore. The word given out from certain Southern brokerage houses right in the midst of the bad times last year that cotton was a good purchase has been amply justified. That this commodity is righting itself so handsomely is the most important event in our commerce and finance since the money market was restored to a tolerable condition. Middling uplands has sold in New York this week at 8.50 to 8.70, which is slightly above the average of last week, in spite of the tendency of the speculators to slacken their purchases. The market for fabrics has improved further, and sheetings have advanced slightly while other items are stronger than heretofore. The export trade is seriously embarrassed by high ocean freights. Deliveries of wool are small and both in this country and in the United Kingdom there is a comparative quietude in the fabric market barring those things that are required for military use. The American Woolen Company has advanced prices for fall delivery 7½ to 25 cents a yard.—Economist.

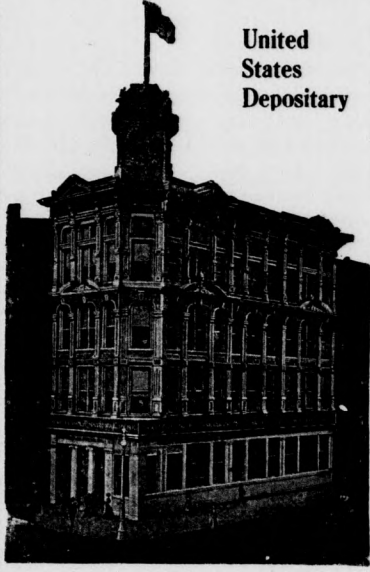
We are warned that the love of money is the root of evil, but it is passing strange that the love of money will cause a person to go hungry and ragged and be uncomfortable. A woman who had lived practically on the bounty of neighbors for years died in New York City a day or two since. Because she pleaded poverty her landlord let her have two rooms for \$7 a month. She was 75 years old and was found dead on a bed with no covers, only the mattress covering the slats. The woman's clothing was covered with patches, she had no fire and there was not so much as a crust of bread in her two rooms, but a policeman, poking around, found five bank books, showing deposits of \$12,500 in her name. The woman had no joy in life, unless it was joy to her to know she had the money and that she spent little of it.

Kent State Bank
 Main Office Fountain St.
 Facing Monroe
 Grand Rapids, Mich.
 Capital - - - - \$500,000
 Surplus and Profits - \$500,000
 Resources Over
 8 Million Dollars
 3½ 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

We offer
 a limited amount
City of Muskegon
 4½% School Bonds—due 1919
 to net 4¼%
GRAND RAPIDS TRUST COMPANY
 Ottawa Avenue and Fountain Street
 Grand Rapids, Mich.

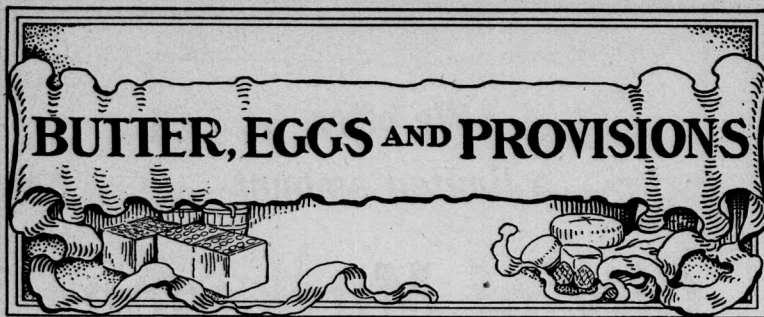
Fourth National Bank

Savings Deposits		Commercial Deposits
3 Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually		3½ Per Cent Interest Paid on Certificates of Deposit Left One Year
Wm. H. Anderson, President John W. Blodgett, Vice President L. Z. Caukin, Cashier J. C. Bishop, Assistant Cashier		Capital Stock and Surplus \$580,000

United States Depository

The Old National Bank
 GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3½ % if left a year.



Michigan Poultry, Butter and Egg Association.

President—H. L. Williams, Howell.
 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.

Buys and Fattens Geese on a Big Scale.

They call him the goose king. And he seems to be entitled to the name—does W. H. Firke, banker, farmer and goose handler at Mansfield, Ill. His farm is in Pratt county, Illinois, and the geese are busy all winter consuming the corn grown on the farm in summer. When the ordinary grain farmer is through for the year Mr. Firke is just beginning. Along with his farming and general live stock operations Mr. Firke fattens 10,000 geese or more each fall and winter. The demand for geese has made possible Mr. Firke's goose farm and his unique methods have made him the goose king.

Mr. Firke does not grow the geese. He used to send his son down into Tennessee for them, where the negro and poor white families kept small flocks. The geese were stringy and self-reliant with foraging. They had to be bought by the head instead of the pound, as the natives had no scales and no trust in those of a stranger. The purchaser would drive them in, perhaps fifty or sixty miles, to the nearest railroad.

One year a son traveled 28,000 miles collecting and later marketing geese. It is the longest goose chase on record.

This year Mr. Firke bought practically all his geese in a Pollock neighborhood south of Mt. Vernon, Ill. He buys from produce dealers in these later days, no longer from individual growers. The profits are sure, as the mortality among the geese is so slight as to be negligible, not more than two or three being lost out of a shipment of 2,000.

The cost of a goose from purchase to market is said by Mr. Firke to be about \$1.20. This includes original cost, freight to Mansfield, corn for fattening, and cost of marketing. When ready for market they average about ten pounds each and sell for from 15 to 20c a pound. The geese are sent to New York chiefly.

The big feeding shed where all of the feeding operations are carried on is an example of what intelligence can accomplish when applied to a problem. The object has been to omit no detail that will hasten the laying on of the pound of flesh. Consequently plenty of money has been spent on

the feeding shed. The water is pumped by motor into tanks with troughs about them so constructed that they cannot overflow. Suppose the motor gets out of order and will not pump, will the geese then be let into the lot for water, there to flap and squawk and chill and run off the fat made from a day on high priced corn? It costs \$80 a day to feed 10,000 geese, even though a single fattening goose does eat but half a pint in that time. Eighty dollars a day is too much to lose, therefore an emergency pump has been placed at the rear of the shed, so, by means of a lead pipe, the geese can at all times be watered inside the shed. Once they are taken into the shed for their four weeks of fattening, there is no more running about for them.

The geese are fed corn from self-feeders that hold from 80 to 100 bushels each. These self-feeders are large boxes without bottoms, set up from the floor a few inches on bricks. In front is a 2 by 6 board placed too near the box to allow the geese to squeeze between the board and the box. They eat over this board, being able to stuff but not to soil or waste the food. After they have eaten all they can hold they take a drink and then they sit down. They are kept clean, warm, comfortable and healthy, for the production of goose flesh calls for unworried geese. They are given clean bedding each day in the form of a thin layer of oat straw, which they also eat between meals, thus obtaining valuable roughage.

The floor of the feeding shed is made of concrete, therefore no manure is lost. The windows are as tight as in a house and so arranged that good ventilation is secured without drafts. The shed, like all the buildings of the farm, is equipped with electric lights, hence the boys can take care of the creatures after school hours. Whatever Mr. Firke does, he thinks out all the conditions before hand and then meets them so far as he is able. This summer he most successfully fattened a bunch of young cows in this shed. They might have sold for hat racks when he bought them, and he put them into condition during the heated term when the neighbor's cattle were losing flesh fighting flies, and suffering from the sun in pasture and lot. In the cool, clean, high ceiled feeding shed, Mr. Firke's cows lived in that happy state of content that makes for laying on of flesh.

But, to get back to the geese. It is surely a victorious 10,000 fowls that can show a net profit of from 30 to 80c each, and the shipment of the 10-

000 represents what applied intelligence can crowd into a month that is ordinarily profit-barren. Perhaps it explains why this gentleman from Indiana didn't remain a grain farmer on his first forty acres that cost him so much effort to acquire. He has 2,000 fertile acres now, and a bank and other pleasant means of passing time, all because he would not let his farm be any lazier than he is himself.

The season runs from October to January.

Once landed at the goose farm the task becomes a simple one. Geese are little subject to disease. They can be herded many hundred in small quarters and need only to be confined—to be kept quiet—to be well fed and watered. They take on flesh rapidly

AS SURE AS THE
SUN RISES

Voigt's
CRESCENT
FLOUR

Makes Best Bread
and Pastry

The Vinkemulder Company

Jobbers and Shippers of
Everything in

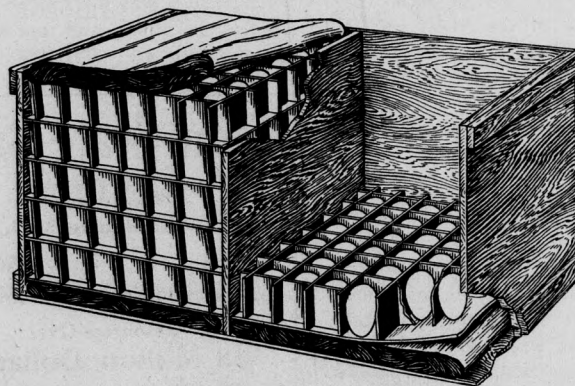
Fruits and Produce

Grand Rapids, Mich.

Endorsed by the Railroads

The Official Classification Committee of the Transcontinental Railroads has issued the following order, effective Feb. 1, requiring the use of a dividing board in egg cases—"except that when an excelsior packing mat or cushion (made of excelsior covered with paper) not less than eleven inches square, of uniform thickness and weighing not less than 2½ ounces is used, dividing board will not be required next to eggs at top."

In the wording of these specifications there is an evident testimonial to Excelsior Egg Case Cushions in preventing breakage. It means that the experimental stage of these cushions is passed. They have been tried, tested and now are approved as the best.



The above illustration shows very plainly just how Excelsior Egg Case Cushions are used. From this it will at once be seen that when they are used there is a great saving in time in packing, over the usual manner of distributing loose excelsior at top and bottom of the crate. This, combined with the practically absolute assurance against breakage (one egg saved in each crate will pay for the packing), puts the egg packing situation into a place where it is scarcely an economy not to use Excelsior Egg Case Cushion and a very distinct economy to use them.

They may be used repeatedly with ordinarily careful handling, as they are made from odorless basswood excelsior, evenly distributed throughout the cushion, enclosed in the best quality of manila paper, thus reducing their cost to a minimum. You really can't afford to take the chances necessary, on other methods of packing. Let us give you prices and samples.

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.

and in from three to four weeks are ready for market. At the height of the season from the middle of November to the end of December. Mr. Firke has on feed from 8,000 to 12,000 geese. When the birds first arrive they are herded in the orchard. As fast as a lot are "finished" and shipped to market, a like number are moved from orchard to the feeding pens.

Up to this season it has been customary for Mr. Firke's son to accompany the car to New York and there sell the geese. This season, however, buyers are coming from the city dealers to Mansfield.

The most impressive thing about the whole enterprise is that without any help, aside from that of his 19 year old son and one other, this man takes care of these thousands of geese, reducing the actual expenditure of upkeep almost to the item of feed alone. There are other goose farms in the country, but it is doubtful if anywhere else the labor has been reduced to such a system as here, and it is all so simple you are amazed that others have not long ago seen its feasibility and undertaken what Mr. Firke has done.

Mr. Firke has already fed, so far this season 20,000 geese, and expects to get in and feed out at least 6,000 more.

Gives the Retail Trade a Weekly Message.

Grand Rapids, Feb. 6—I note with pleasure the custom of the Tradesman to give the retail trade a message of some kind every week, such as the editorial on "Winter Hints for Grocers" on page 9 of this week's issue and the excellent contribution on "Telephone Salesmanship" on page 35. I realize, of course, that the Michigan Tradesman is probably the only trade journal in the mercantile line in the United States that pursues the policy of taking up one or more live subjects every week and discussing them carefully, educationally and thoroughly. Instead of being edited with the scissors, as is the case with your competitors, I note that the Tradesman is made up almost exclusively of original matter, written especially for it by merchants, clerks and traveling salesmen.

I would like to see the Lansing convention of the Retail Grocers and General Merchants' Association different than any preceding meeting in that it might have a complete and comprehensive programme arranged several weeks in advance of the meeting. I would like to see at least ten topics vital to the retail merchant discussed by men who have had ample time beforehand to go over the subjects carefully and commit their best thoughts to paper. The introduction of subjects unexpectedly at a convention lets loose a lot of slipshod talk which takes time and results only in hasty and illy-timed action, whereas a topic assigned to a man who is a specialist in that particular line ensures the best thought the writer can give the subject and launches the topic before the convention under the most favorable circumstances. I hope that a programme of this kind may be prepared and promulgated long enough in advance of the convention so that every man who attends may have had time to think over every subject that will come before the meeting, so that when he goes to Lansing his ideas on each topic to be presented will be carefully crystallized.

As an illustration of what I have in mind in this connection, permit me to call attention to the skeleton programme of the Grocers' convention in the Tradesman last week and the completed

programme of the Hardware convention published in the Tradesman this week.

Is it possible that one reason why the Hardware Association is so strong and the Grocers and General Merchants' Association has not accomplished more is because the officers of the Grocers' Association have not heretofore given the members enough to think about and discuss at the annual meetings and also not given notice of the topics long enough before the meetings to enable the delegates to post themselves? To me it seems little less than reprehensible to bring so many business men together from all over the State at heavy expense of both time and money and then not give them more to think about, to discuss and to take home with them.

Retail Grocer.

The Michigan Food Commissioner rules that syrups-labelled in terms of weight as to their contents are illegal. In the last issue of the Commissioner's bulletin, appears this statement from the State Analyst: "Two samples of corn syrup that were examined formed the basis of the Department's stand that the labeling of cans of syrup should be in pints, quarts, etc., instead of pounds or fractions thereof. In other words, syrup and like commodities are commonly bought by volume rather than by weight. Therefore, it is the contention of this department that the net volume should be stated on the label instead of the net weight."

Adam Bede says it has gotten so that people don't care whether a hen sits or sets or whether she lies or lays, so long as she performs. Adam is about right. The non-performing hen is excess baggage on the farm and had better be dropped off at the nearest meat market.

New families in town mean new business for somebody. What are you doing to bring that business to your store?

Watson-Higgins Milling Co.
Merchant Millers
Grand Rapids :: Michigan

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.

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products



NOT A LUXURY

The many uses and economy of

Mapleine

classify it as a necessity that goes far and costs little. As a flavoring it is very popular.

Order from
Louis Hiltner Co.
4 Dock St., Chicago, Ill.

Crescent Mfg. Co., Seattle, Wash.

Safety First in Buying

SAFETY in Buying means getting the goods and the quantities of goods YOU can sell at a profit. It means knowing what to buy and getting it at the right price.

You can be safe in buying when you buy from "Our Drummer." If you haven't the current issue handy, write for it.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

Rea & Witzig

PRODUCE COMMISSION MERCHANTS

104-106 West Market St.
Buffalo, N. Y.

Established 1873

Liberal shipments of Live and Dressed Poultry wanted, and good prices are being obtained. Fresh eggs plenty and selling slow at quotation.

Dairy and Creamery Butter of all grades in demand. We solicit your consignments, and promise prompt returns.

Send for our weekly price current or wire for special quotations.

Refer you to The Peoples Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.

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.

Michigan Beans and Potatoes

If you are in the market ask for prices.

Bell Phone 14 Farmers Elevator & Produce Co. Bad Axe, Mich.

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



For Buckwheat Cakes

UNCLE SAM BUCKWHEAT COMPOUND

For Sale by All Jobbers

SAGINAW MILLING CO.

MANUFACTURERS

BEANS

Pea Beans, Red Kidney, Brown Swedish. Send us samples of what you have for sale. Write or telephone. Always in the market to buy beans, clover seed.

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.



Getting Away From the Premium Plan.

There was once a store in a good sized city, dealing in men's and boys' clothing, which, after mature consideration, adopted the device of giving away premiums of various sorts as a means of stimulating business. The store still exists and prospers, but it no longer gives premiums, nor does any other of the better concerns in the city. The reason can be told in three words, or thereabouts: The premiums became burdensome to the extent of threatening profits seriously, and they went, after running their course to the finish.

The arguments in favor of the system are, superficially viewed, convincing, and, as a matter of fact, the plan proved to be an efficient business-getter for the store, especially in its juvenile department, where it handled a full line of goods for boys of all ages, including hats and shoes, as well as clothing. In this department were given away baseball goods, watches, cameras and other goods highly attractive to the youthful eye; and it soon came about that this big store seemed to be getting nearly all of the trade.

And right there began the decline of the premium system, although at first it seemed that its rise was just beginning. As a matter of fact it reached the zenith of efficiency in this store, because no other store was using it, and the pioneer in the use of the plan naturally found it a business-getter of high value. That is why it is strictly true to say that, although other stores inevitably and naturally took it up, it began to decline in efficiency as soon as they did so.

There were a good many other clothing concerns in the city, and, of course, they were not inclined to stand idly by and see their business flow smoothly away to the enterprising concern which had hit upon the plan of using novelty goods of various sorts as additional inducements to get business. Therefore, as indicated, they, too, immediately got into the game, which was the obvious thing to do.

Moreover, in order to overcome the advantage possessed by the first store by reason of being the first, as well as the biggest, its competitors found it necessary to give more attractive and more valuable premiums; and when the trade responded to these the big store had to see the raise, as it were, and come back with another. In the end, as already stated, the merchants in that city found themselves engaged in a frenzied competition to

see which could give away most of his profits in the shape of premiums.

The thing had to stop somewhere. The clothing men began to understand that. They were in business for the purpose of making money, and that object was being defeated by the condition which had grown out of the innocent looking premium plan. Something had to be done, although nobody knew just what that something was, nor just how it was to be accomplished. All they knew was that unless premiums were eliminated, and the trade got back to solid earth and sane competition on the usual standards of quality and price, there would be a high proportion of bankruptcies within a very few months among them.

The merchants all knew that this was so, and, this being the case, one would say that the easy and natural solution of the whole difficulty would have been simply to drop premiums. As any merchant will realize, however, this was a good deal more easy to say than to do, and to imagine than to accomplish. This was explained, with some asperity, by one of the trade, in reply to the suggestion of a friend.

"Just answer me one question!" he retorted. "What would happen to me, for instance, if to-morrow I should announce in my advertising and tell to customers coming to the store, that I would no longer give premiums with boys' goods? You know, and I know that it would mean that the business which I am now getting would, for the most part, immediately go to the other stores, and the chances are that nobody else, seeing my loss and their own gain, would find it advisable to follow my example.

"Get together? That's the answer, of course; but everybody seems to hate to take the first step—it's amazing how we chumps distrust each other—and there the matter hangs. Everybody is waiting for somebody else to do something, and losing money in the meantime. The trade is completely demoralized, as far as that part of it affected by this premium craze is concerned, and it is showing every indication of spreading until all lines will be affected."

That was one of the greatest dangers apparent in the whole thing—that little by little, all of the departments of the clothing trade would be invaded by the disease, until it would be ineradicable. The tendency to permit quality to deteriorate had also been pronounced, and the better merchants, realizing that this, too, was an all but inseparable ac-

Kimmel, Rogers Millinery Co.

Spring Opening

February 8 to March 6 inclusive

Special Showing } Trimmed
Kimmel Hats } Tailored
Ready to Wear

For the Milliner and
The General Store Department.

It will pay you to see our line at \$18,
\$24, \$30 and \$36 per doz.



Kimmel, Rogers Millinery Co.

26-28-30-32 So. Division Ave.

Grand Rapids, Mich.

Civilization permits us through the making of a will to create and provide a law for the distribution of our property after death. In that instrument we legislate for the good or ill of our families and estates.

As much care should be taken in the selection of an executor as is exercised in other important business transactions. Protection and safety are both assured by naming this company, the oldest trust company in Michigan, as executor or administrator.

Send for blank form of will and booklet on
descent and distribution of property.

THE MICHIGAN TRUST Co.

Michigan Trust Building

Grand Rapids, Mich.

companiment of the increasing use of premiums, were more worried on this account than any other.

It was finally the merchant who had started the whole thing who crossed the Rubicon and frankly confessed that he had been wrong, from the best standards of merchandising, when he started the thing. He admitted this fully and freely, at a little meeting of the members of the trade which he had called; and the manner in which they responded, by their attendance and by their fervent indorsement of what he said on the subject, indicated that they were ready for the move back to safe and sane methods.

In other words, they got together—first in an actual, personal sense, then mentally, by free discussion of the trouble and its one and only obvious remedy, and, finally, by organizing. They formed the Merchants' Association before they separated, and the first tenet of their creed, unanimously agreed upon, was that thereafter no member should give any premium or gratuity of any sort for the purpose of gaining business.

The matter created quite a little stir at first. People were highly indignant over the announcement that the leading merchants had united in deciding that it was bad business to give premiums, because, as is usually the case, they had come to regard the premiums as their right. Still, the indignation died down presently, and the merchants found that their customers came back to them. In fact, no other result could reasonably have been anticipated, in view of the fact that the organization comprised all of the merchants of any account in the trade.

The organization was gradually expanded and perfected, until it included merchants in practically every line in the city, and its constitution and by-laws covered the premiums matter very thoroughly.

"It was just as simple as anything could be when we finally got our nerve up," said one of the clothing men, after a few months of experience in the workings of the organization, and of his own business, without the aid—or handicap, rather—of premiums. "We all realized vaguely that if we could manage to act together as a unit—in fact, as we certainly were in interest, we could put an end to the trouble—but I don't think any of us quite understood how easy it would be."

Like the man who, after a hot pursuit, had caught the bear he was after the merchants in that town wanted somebody to help them let go, ignoring the obvious fact that all that was necessary was to resolve to do the thing, and then do it. Of course if one or more of the influential among them had refused to join the movement it would have collapsed, because all would then have continued in the same old way; but, as it happened, all were wise enough to see just where their course was leading, and therefore did the only thing possible under the circumstances.

This is a matter for organization, as in the case described. It is a mat-

ter for united action, because only by united action can the natural suspicions which will arise, that somebody or other is going to be given an unfair advantage, be allayed.—Apparel Gazette.

Retail Merchants Protest Profit-Sharing Scheme.

The National Dry Goods Association, comprising a number of the leading department stores throughout the country, and the Retail Dry Goods Association, whose membership includes the representative department stores of Greater New York, have decided to take immediate action to stop manufacturers from giving profit sharing coupons, which they claim will result in the demoralization of the retail trade if not summarily uprooted. F. Colburn Pinkham, manager of the National Retail Dry Goods Association, believes that the giving of coupons by manufacturers is detrimental to the interests of the retailer, the manufacturer and the consumer for the following reasons:

1. To the extent of the cost of the coupons the practice adds to the cost without adding to the value of the merchandise.
2. It injects a new interest between the manufacturer and the consumer, the coupon company drawing a profit out of a transaction to which it does not contribute.
3. It creates a competition between articles of the same sort, artificially stimulating the sale of goods which it may not be advantageous to encourage. It is rumored that several firms are considering the advantages of the coupons, and it is hoped that a general objection, if made known, will prevent their adoption.

Men who take things easy are apt to let them slide the same way.



To our Customers and the Trade:

A disastrous fire destroyed our entire stock and buildings, but we wish to inform you that we have already found a temporary location to continue business and will have a complete stock in the near future with which to serve you with our usual promptness.

All future orders placed with us such as farm implements, harness and collars, summer goods, orders for winter goods, samples of which our salesmen are now showing the trade, will be delivered promptly and on time.

Our salesmen will continue their canvass without interruption and we will appreciate your hearty approval.

BROWN & SEHLER CO.

WHITE HOUSE BRAND

"WHITE HOUSE" is a TRUE coffee—typical in its absolute honesty of that "Auld Lang Syne" when folks bought coffee in good faith and never a thought of being imposed upon entered their heads.

Distributed at Wholesale by
Judson Grocer Co., Grand Rapids

Telephone Trade

is always pleased with
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



The Undisputed Sovereignty of King Cotton.

Written for the Tradesman.

That this will be an unprecedented year for cotton dress fabrics is the assured feeling in the air in dry goods circles. This is not due to sympathy for the Southern growers with their big crop and curtailed market. The war really has nothing to do with it. Dame Fashion is not an enthusiastic charity worker. Her dictum as to this season's modes was determined upon before the present lamentable conflict began. This however will not prevent the Southern farmer from reaping a substantial advantage from the favor of the capricious goddess.

The real novelties, the smartest things, the latest things now shown, are of cotton. Last year and the year previous were great silk years. The reaction has come and the pendulum swings to what has hitherto been regarded as the humblest of the great textile materials, which now is receiving a recognition never before accorded it—a recognition which has, however, been well earned.

"What next in cotton?" and "Where will be the end?" are questions that thrust themselves upon the mind when one gives even passing attention to the vast and varied array of fabrics that are now offered under the general name of wash dress goods. Indeed "The Possibilities of Cotton" would make a fitting theme for the pen of a poet-prophet.

Taking a backward glance we find that the plant of the mallow tribe, whose seeds bear threads of a fine white woolly lint which make it the chief fiber plant of the world, was comparatively late in coming into prominence. True, cotton has a history. It has been grown in India for thirty centuries. It formed mummy wrappings that are found in Peruvian tombs, and when Columbus discovered America it was used to some extent for clothing by the natives. But it held no such place of honor in the ancient world as either silk or linen or wool. When wool was "the flower and strength and revenue and blood" of England, cotton manufacture was only in its slow beginnings there. It made some development during the eighteenth century, but the making of cotton cloth, excepting in a domestic way or on a small scale, can not be said to have really begun until the invention of the cotton gin in 1793. The separation of the seeds from the lint by hand was so slow and laborious a process that previous to this but little of the plant was grown.

But cotton had only to be given an opportunity. Its fiber is distinguished by a peculiar twist that makes it exceedingly valuable for spinning. From the start it proved itself wonderfully amenable to machine processes. In a single day a machine can remove the seeds from an amount that would require the constant labor of one person for several years.

Cotton has been a usurper of irresistible power. The encroachments of this newcomer or upstart, as it may almost be called, in the fields of the other three great textile materials, silk, linen and wool, are little short of marvelous. The place which it has made for itself in less than a century and a quarter, can be realized only by trying to imagine what it would be like to get along without it; if some terrible blight or the ravages of some insect pest were to annihilate the crop for a number of consecutive seasons.

Cotton has certain strong points of advantage that have made it a winner. It can be grown over wide areas of land, so that the supply need be limited only by the demand. It can be raised and manufactured more cheaply than any other textile material that can compare with it in merit. It is more durable than silk, more cleanly and for most wearing purposes far more comfortable than wool, it takes dyes much better than linen, and has a broad availability to which no one of its outstripped rivals can lay any possible claim. From being the least of all fibers, with almost incredible swiftness this low-priced, democratic cotton has come to take rank as indisputably the greatest in general utility. It has become so indispensable that if the race had to choose one textile fiber and discard the others, there could be no hesitancy in making choice of cotton.

In view of what already has been done, it seems not improbable that cotton may still further trench on the ground of the other textile materials, in the peculiar domains in which those others hitherto have been regarded as supreme. From the beautiful and delicate shades now seen in the better grades of cotton dress goods, and the brilliant and at the same time durable colorings shown in gingham of Scotch plaid and Roman stripe patterns, it would seem that very soon cotton will be made to take dye equal to wool and silk, if indeed this feat has not already been accomplished. Some improved method of mercerizing may yet impart to cotton all the lasting luster of silk, while some other ingeniously devised

process may give it the warmth-retaining, water-resisting properties of wool.

To those readers who can look back forty or fifty years and recall the limited variety of cotton fabrics at that time, these suggestions will not seem visionary. While cottons were then in great use, thin stuffs, common calicoes and gingham, with muslins, sheetings, tickings and the like, and the cotton flannel of that day (not the nice outings we have now), about covered the ground in an ordinary store. For most purposes, cotton was selected only on account of its cheapness, and worn with a feeling of apology. A mixture of cotton threads with silk, wool or linen was something to be concealed. Unless for a very thin summer gown, as a mull, an organdy or a lawn, no woman thought of buying a cotton fabric for a good dress. Like almost everything else, cotton had to begin by filling humble, homely utilities. Its artistic possibilities except in the line of the sheer cloths already referred to, had not yet been dreamed of.

Some years ago at a state fair in Florida there was exhibited a bale of Sea Island cotton valued at \$100. On a cleverly devised card there was shown in rising scale some of the purposes to which this long, strong, fine silky fiber, this queen of all cottons, is devoted, and its value when manufactured. Made into sewing thread it would be worth \$2,500. Woven into fine handkerchiefs it would sell for \$5,000. The acme would be

reached by making the bale up into No. 400 yarn, which the nuns in the Austrian convents would convert into lace valued at \$50,000. This was a good illustration of the possibilities of cotton in one direction—possibilities already attained. The practical perfection of underwear fabrics now in common use shows its possibilities in an entirely different direction. Possibilities in the way of artistic excellence are now demonstrated by the exquisitely fine and beautiful offerings in voiles, crepes, louisines, marquissettes—some of these all cotton, some cotton and silk mixtures—and by the smartness and style of the latest cotton suitings.

It seems not at all unlikely that this most versatile of all fabric materials will find a still wider range of utilities, and that the present remarkable achievements will in the near future be greatly surpassed. The end is not yet, and the imagination hardly can conceive what the cottons of fifty years hence will be like. It may come to be that the fastidious and exacting customer, in requiring a guaranty, will demand an assurance, not that a fabric is all silk or all linen or all wool, but that it is all cotton. Fabrix.

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

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

Before Placing Your 1915 Fall
Order for

Underwear and Hosiery

You will profit by thoroughly investigating the "Lincoln Mills" line, which contains some wonderful values for the coming season. A card will bring our representative to you.

Sold exclusively by the Grand Rapids Dry Goods Co., Grand Rapids, Mich.

Grand Rapids Dry Goods Co.
Grand Rapids, Mich.

TWENTY YEARS OLD.

Official Review of the Work of Two Decades.*

I feel that in the beginning an apology is due to every member who shall be so unfortunate as to have to listen to my poor efforts, which the Programme Committee is pleased to call the President's address, but it seems to be a part of the order of business and what must be, must be, and I am compelled by force of Association habits, to inflict myself upon you, no matter how incompetent I may be.

I look back upon my duties as your executive as one of the greatest pleasures of my life and, could I feel that they had been discharged in a more helpful way and that I had rendered any special service to our Association, I should be more than amply repaid. Fortunate, indeed, is the executive who can devote much of the time during his incumbency to the duties of his office for in so doing lies the pleasure of devoted service and the benefit to the Association by constant contact with officers and members.

We are gathered together for the twenty-first annual convention, twenty-one years old—an anniversary looked forward to by men as the most important period of life. It may be well, on the occasion, to take a glance backward at the past which is history, and into the future which is prophetic. Not all records are so clean and satisfactory at twenty-one—certainly a record in which we may take a just pride. Look at the record! I see it printed on our souvenir programme. Are we not proud of it?

In 1895 from a membership of only nineteen to a membership of 1,000 in twenty years. About 80 per cent. of the entire dealers of the State are within the fold.

I am sure it would be a pleasure to this assembly to know how many of the old officers from 1895 to 1914 are with us to-day—Presidents, Vice-Presidents, Secretaries and Treasurers and those who have served on Executive Board. I ask all of these to stand.

This record, of which we feel so proud, has been made possible by the loyalty of these men, ever ready to sacrifice some of their time to the good of the cause. They are here today, plugging as hard as ever for the benefit of all.

Such is the past! How about the future? With such a past, is there any doubt that the future will be cared for?

There is much to be done by association efforts for the betterment of conditions. Every state organization is in the midst of more problems which compass it round about than ever before and there is much strenuous work to do, for every lay member as well as those at the helm. These problems are being solved slowly but surely. We are urged by the constant admonition of our secretaries and by the National Association through the Bulletin and otherwise, to a closer co-operation, more intimate relation between members and their state officers and also with the National organization. Accomplishment is only effort in suspension, so let our efforts for our future be redoubled so that our accomplishments may have the reward of highest count.

Our Association has been full of activities during the past year and much has been accomplished.

The Kalamazoo convention of last winter set a new pace for us all and, I am sure, stimulated us into action. Our Secretary's report will give us detailed account of what has been doing.

With pride for, and courtesy to, the National President, our own C. A. Ireland, Michigan sent its full

*Annual address of C. E. Dickinson, President Michigan Retail Hardware Association, presented at Saginaw convention.

delegation to the National convention at Indianapolis—fourteen strong—and was honored by appointments on two important committees, Resolution and Nominations. Two sessions of your Executive Committee were held at Indianapolis during the convention and the work of the Board for the year greatly facilitated.

The Local Associations Committee was called to Grand Rapids in August and, assisted by a representative from the National Association and some of our own officers, accomplished some good for the local organization of that city.

In October it was the pleasure of your President to attend, in company with Secretary Scott, the annual conference of State Secretaries in Chicago, but was denied the privilege (by stress of own business) of remaining throughout the session of three days. In our opinion this conference is one of the most important of the year. Problems of utmost importance to the state associations are dwelt upon at length by the secretaries who are the mainsprings of our organizations. Let us heartily support their work.

We responded to a call to Grand Rapids from the Secretary of the Michigan Federation of Retail Merchants and, with our Secretary, attended this conference. We are not affiliated with this organization, but if reorganized along lines proposed at this conference, would recommend that our Association become a party to, and affiliate with this new movement. The proposition may come before this convention for action.

We have signed many vouchers from our Freight Auditing Department showing that this department is active and doing good work. Some checks are small and others of goodly amounts. It is certainly a work worth while, for it is something gained for our members.

Some most startling developments in parcel post results are noted during the past year and those who have read the Bulletin article in the January number are questioning the wisdom of the system, even at large, to say nothing from a merchant's standpoint.

The one paramount question before us to-day is the same old question of price. It is the one most important question before every state organization, as well as the National. All are fighting for a "fair show." We are advised of how important this question is from the fact that during the past year ways of accomplishing to some extent, at least, the end in view, have been conceived and actually put into practice.

"Co-operative Buying," Buyers' Association, "United Hardware Companies" and our own "National Price and Service Bureau," are all working to assist us in right buying. In getting the price, it seems to me that it is up to us.

While service is an important factor in your and my business, the price is the all important factor, for the service goes with the price, whether it be a low or high price. Our customer expects the service just the same and it is his due. We could not—nor would we if we could—withdraw the service we render, for it is the mark of a good merchant and a true gentleman.

The recent investigation of the National Price and Service Bureau on the price situation as related to mail orders is certainly an eye opener and admonishes each and every one of us to better post ourselves on this price question and to become more careful buyers. Such investigations cannot fail to be of great benefit. Conducted as they are in all fairness and the results submitted, means a getting together and a proper adjustment of such differences. We are to be congratulated that the National Association "Price and Service Department" is doing such meritorious work in our behalf.

At peace with all nations! Think of it! With nearly all of Europe at war and troubles on our own South-western border, we are at peace! This Nation is free to exercise and plan its material benefits. While we deplore the strife among the nations and the fearful devastating effects of this war, it becomes our duty and privilege to assist to mitigate these awful conditions. It is also our duty and privilege as a Nation to take fair advantage of conditions (for which we are in no way responsible) for our material welfare.

It is with pleasure that we note the adoption of a resolution by the Farm Press excluding from the columns of their publications unfair advertising and any copy attacking or reflecting upon the retail trade. I would recommend some acknowledgment signifying our approval of their action.

I would further recommend the discouragement of the manufacture of merchandise by state's prisons as having a tendency to depress labor to the confusion of wages and legitimate retail prices.

The work of the National Association is so important to us all that it should not be necessary to urge us to co-operate and keep in constant touch with the work going on. It was my pleasure to pay a visit to the National office at Argos in November and to learn more of the good work they are doing. One has only to read his Bulletin to fully appreciate the extent of their efforts. I am pleased to recommend to the Resolution Committee earnest approval of the untiring efforts and accomplishments of the National Association and its organ, the Bulletin.

In conclusion, I wish to refer to the untiring and sacrificing labors of our Secretary, Arthur J. Scott. No lay member of this Association will ever know the ever and constant watchfulness he exerts in our behalf. He is a veritable sleuth, for nothing

ever escapes him. I would urge the members to closer co-operation with him. It would be good for us and a proud day for him if every request from him would meet with prompt and willing response from us.

To our associate members is due much of the credit of our healthy membership, for they are ever on the job, pleading with a prospective member until his application has been secured. We have them to thank for many hours of pleasant entertainment and royal fellowship, as well as valuable pointers in our business.

As I pass into the ranks of the "has beens" I wish to thank the members of my official staff for their loyal support and consideration. My labors with you have been a constant pleasure and I congratulate my successor, whoever he may be, upon the pleasure which lies before him of the service he is to render.

I wish to make special mention of our Exhibit Committee and manager, Charles J. Ross. His splendid work, so thoroughly systemized, relieves the detail of committee work, and makes the handling of the convention much less arduous. The result of their efforts is the splendid exhibit in this splendid building.

The work of the Programme and Entertainment Committee will speak for themselves and I am sure we shall be both instructed and entertained right royally.

Treasurer Moore is with us again, ever ready with his service of song and story, and the record of work well done. Let us honor him.

I thank you all for the honor conferred upon me and for your kind attention.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

New Spring Goods



We are showing the best line of wash fabrics in the history of our business. It is carefully selected from the lines of the largest manufacturers in the United States and is comprised of all the new desirable fabrics.

Your inspection is cordially invited.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

Use

Citizens Long Distance Service



To Detroit, Lansing, Jackson, Holland, Muskegon, Ludington, Traverse City, Petoskey, Saginaw, Grand Rapids; also to all intermediate and connecting points.

Connection with 200,000 telephones in Michigan

Citizens Telephone Company



Prosperity Coming to Shoe and Leather Trade.

The business man who has been constantly hopeful, cheerful and contented during 1914 deserves a degree as a Master of Optimism, for his trials have been numerous, perplexing and persistent. Enough of calamity was crowded into the past year to make it memorable to mankind generally and to the business man in particular.

We can find hope in the thought that we are at the lowest depths of the business depression and that better things must come.

During the last six months the shoe manufacturing business of the country was about 60 per cent. of normal. The leather business was not much better, although helped in places by demand for army materials. It is doubtful if the shoe or leather manufacturing industries of this country show a volume of business equal to 75 per cent. of normal during the first half of 1915. I look for a great improvement during the last half of the year.

It is a most difficult time to expand, but a splendid opportunity for introspection, elimination of waste; improvement of methods; plans for future development, so as to be in readiness for the great revival of business activity that is sure to follow the present depression.

Just now we are giving most of our time to fighting the expense account; within a few months we will be hustling to fill our orders.

With the oceans open to our commerce; railroad earnings improved and the companies purchasing equipment; cotton and other crops finding satisfactory markets, our unemployed will be again at work and the purchasing power of the people renewed.

If the manufacturing industries of our country are to grow and prosper they must find a market for a substantial part of their production beyond the confines of our own country. Our home market is our best market, but it is not enough to absorb all we can make if the ambitions and energy of our manufacturers is to have full swing and our workmen unlimited opportunity.

Foreign trade is not alone desirable, it is necessary and should be cultivated intelligently, actively and untiringly.

We have done well in the past dozen years, but the next few years will, in my opinion, show a marvelous growth in American export trade.

We need accurate, complete and quickly available information concerning opportunities in foreign trade

through the many avenues that have recently been opened for the American manufacturer.

Our own Association has a wealth of information on the subject and our Secretary is particularly well qualified to speak with authority on such matters.

The banks are co-operating with our business men to provide proper facilities for the transaction of foreign business, and if effort for more and better steamship lines are successful a wonderful impetus will be given this important branch of business.

The future of South America as a market for goods made in the United States of America cannot be overestimated. There is every reason why the people of these countries should be our friends and customers. We must, however, be patient and await the development of the demand which will grow steadily if we give it the same attention we devote to our domestic trade.

Employer and employe will learn to stand together for improvement of business conditions, for what is good for one is good for the other. Each should prosper when the interests of industries and commerce are protected by wise laws and honest and intelligent public officials.

Sound politics is as necessary for good business as easy money and good crops.

I believe it is the employer's duty to co-operate with his employes to ameliorate these unfortunate conditions insofar as is possible. To distribute the work so that the greatest number may share in the earnings and to do everything possible to increase the volume of business, even though it must be done at a nominal profit. The question of continuous employment for labor is one of the important subjects that employers must consider when business is normal again.

Manufacturing systems must be improved and business practice changed to allow more regular employment of workmen in our great industries. Co-operation of retailers and manufacturers might make the business of shoe production less of a demand by seasons and thus effect economy of operation, steady employment and the prompt delivery of goods.

The ethics of business include the ordinary rules of honesty, fair dealing and personal morality. Business does not thrive upon misrepresentation or sharp practice of any kind. Leather prices are the highest ever known and the tendency is still upward.

No man can deny this statement. In the face of the fact, how can any

Quality is Always Recognized

in whatever form it may be expressed. No person can fail to see in the

Bertsch and H. B. Hard Pan Shoes

all that the art of good shoe making can put into a shoe to form that unusual combination of **STYLE** and **WEAR RESISTING QUALITIES** which these lines possess.

You simply cannot go wrong on the **BERTSCH** (dress) and **H. B. HARD PAN** (service) Shoes, Mr. Dealer. Every shoe must measure up to the high standard of quality set for our goods. That's why there is such a tremendous volume of sales on shoes which bear our name.

Get started on these lines. You'll find them all high class, honest money makers.

BUILT FOR SERVICE—WEAR LIKE IRON

Herold-Bertsch Shoe Co.

Mfgs. of Serviceable Footwear

GRAND RAPIDS, MICH.

It Takes Less Argument to Sell



Rouge Rex Shoes

They Speak for Themselves

They are dependable. They please the wearer in service and enhance the profits of the dealer in repeated sales.

We tan our own leather and make the shoes, insuring uniformity of stock and workmanship which is unexcelled.

Spring business and profits will go to the merchant who has anticipated his wants, and is prepared to best serve his customers. Order now. A card will bring our salesmen with samples.

HIRTH-KRAUSE COMPANY

Hide to Shoe
Tanners and Shoe Manufacturers
Grand Rapids, Michigan

manufacturer pretend that his shoes have not increased in cost since last season, and that old prices and values can be preserved? Statements of this kind deceive no one and only tend to discredit the industry. One of two courses must be chosen by the shoe manufacturer in selling his product the coming season; old prices and poor quality, or higher prices and former standards maintained.

The wise manufacturer will find safety in quality first.

The business man's motto for today should be "in times of War prepare for Peace."

Nothing is surer than the end of the European conflict. When, or how, we cannot tell. But the end will come, and then, as sure as the sun rises, will come a revival of hope and cheer and prosperity in every land on earth. Business relieved of its incubus, freed from its limitations, encouraged by capital and labor alike will once more develop and expand and furnish employment and reward to all our people. No country is so favorably situated as ours for this great revival. No other nation will have such a chance as ours to leap forward to the commercial and industrial leadership of the world.

Our success will not be at the expense of any other nation but because of the encouragement we can give and the service we can perform for our friends and customers in foreign lands that much be rehabilitated and reorganized after the men of the armies and navies have gone back again to peaceful pursuits.

John S. Kent.

Playing into the Hands of Mail Order Houses.

We have been passing through a period of retrenchment, which will be remembered for many years by everyone, especially those connected in any way with the mercantile world.

The retailer has been working on the policy of buying only just what he needed and buying it only as he needed it. So extremely careful has many a merchant been to keep from over-buying that in many cases stocks have been held at such a low point that many sales have been lost because of the inability of the merchant to satisfy at once the wants of his customers in even staple goods, such as they have been accustomed to looking to him to supply. This is shown by the experience of the wholesaler during the past year since the installation of the parcel post. The orders for single pairs of shoes and small quantities of merchandise that have been poured into the offices of the wholesale merchant have been in such volume as to seriously affect the efficient handling of the regular wholesale business, for it takes as long to put up and get ready for shipment an order for one pair of shoes or one piece of cloth or other merchandise, and wrap carefully for parcel post shipment, as it does to fill an order for many times that amount, and the proportionate expense is no small item to be considered when the profit on the sale is figured. In fact, the expense

has been so great in proportion to the amount of the sale that it is conceded that the times are not few when the profits of the sale are entirely consumed in the expense of handling the order.

That it is a questionable practice for the retailer to depend so largely upon the wholesale merchant and manufacturer to carry his stock and care for his retail trade in handling these small orders is becoming the prevalent conviction among those who have studied the matter carefully. Is not the retailer by this very practice educating his customers to patronize the mail order house? When he comes into the retail store and finds that he cannot get what he wants, but will have to wait until the next day or the next Saturday for the merchant to write to the wholesaler and get the goods for him, will he not, if he is a man who thinks at all, come to the conclusion that he himself can just as well order from a Chicago mail order house and get what he wants in as short a time and at as low a price, when he figures that it must cost him just as much to satisfy his wants through the retailer ordering for him as when he orders for himself? This is a phase of the question which it is feared that the retailer has overlooked in his endeavor to keep his stock at a minimum point and make a retail house out of the wholesaler, jobber or manufacturer from whom he buys.

Then, again, who is going to pay the extra expense caused by these small quantity shipments? There is no gain-saying that they must be paid by some one. It is known that some wholesalers and manufacturers have begun the practice of establishing a minimum sum to which a shipment must amount, without extra charge for handling, and that a certain fee shall then be charged on all shipments of a lesser sum to cover the disproportionate expense of the small shipment. Other wholesale merchants have not yet adopted this plan, but when the year's business is figured and the expense of doing business is computed, it is an assured fact that a readjustment of selling prices will necessarily be made in order that the business shall show a legitimate profit.

It is readily seen, therefore, that either the dealer or the ultimate consumer must eventually pay the extra cost of this hand-to-mouth mail order business.

In this day of resentment against the advancing costs of living, would it not be well for the retailer to anticipate a little more freely what his requirements are to be? His orders will then be such as to entail no extra charge for handling, and of still greater importance, he will be able to serve his customers far more promptly and satisfactorily, without resorting to the mail order habit which he so deprecates on the part of his customers.

John E. Wilder.

People may speak well of the dead—because they had spoken otherwise while they were living.

? What Boys' Shoe?



No. 839.



Our Star Line Shoes

For Boys, Youths and Little Gents solves this question for the shoe dealer. Boys' shoes receive more abuse and harder wear than any other line of footwear.

If you want satisfied customers sell them

R. K. L. Star Line Shoes

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

You are advised to familiarize yourself thoroughly as to our 1915 proposition on

Hood Rubbers

Before you contract on rubber footwear

Remember This: That we SAVE you 5% on your rubber business.

Don't let anybody "put it over" on you.

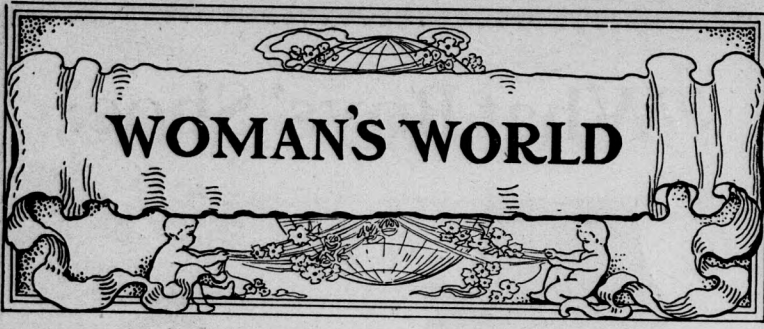
Save money by writing us.

Our salesman will call.

Grand Rapids Shoe & Rubber Co.

Largest Dealers in Michigan

Grand Rapids



WOMAN'S WORLD

Advantages and Disadvantages of the Pedagogue.

Written for the Tradesman.

Elaine Goodsole is a bright, promising girl, this year finishing high school, where she has made an unusual record. This is the more remarkable because her father and mother are both uneducated, and her older brother and sister were not gifted as students.

As she will need to earn, her own thoughts and those of her friends for her are turning to the question of what is the most suitable occupation.

Her instructors have suggested teaching and her family, who are very ambitious for Elaine, are strongly in favor of it. Her father and her brothers, although they are poor men and earn their money by hard manual labor, are willing to sacrifice themselves and furnish the means for her to take a complete course in professional training at a normal school, or even go through college.

At it happens, another and a very different line of work is open to this energetic and capable graduate of a few months hence. Mrs. Yeomans, a sister of Mr. Goodsole, younger than himself and mentally his superior, has for years been conducting a small but successful dry goods business. "Aunt Luella" as they call her, gladly will give Elaine a position as soon as she is out of school. The pay would not be very high at first, but it would be something, and as she becomes more proficient her salary would be advanced. "In time I would take her into partnership," declares this enthusiastic well-wisher. "Or if she should prefer to work in a larger store than mine, a few years training with me would put her in a way to become a buyer or the head of a department in some big concern. I have nothing to say against the teaching, but it will be a heavy expense to prepare her for anything like a good position, and I believe in the long run the store work has more clear money in it."

Elaine herself halts between the two opposing ways which those who have her interests most at heart have marked out for her. Eager for knowledge and a broader intellectual horizon, a normal college or a university course looks to her young eyes very alluring. On the other hand she feels that her father has already been to considerable expense for her education, and she knows that it would ease up greatly on the family finances if she could begin to take in even a few dollars a week. Moreover, she is half convinced that there is a good deal of sound logic in Aunt Luella's arguments.

We will not at present go into a dis-

ussion of the pros and cons of store work for young women. But a brief presentation of the advantages and disadvantages of teaching as a calling, may be of interest; for in almost all families where there are educated daughters making choice of a vocation, teaching sooner or later comes up for consideration.

The profession of the teacher as an occupation for women, stands very high in popular favor. It is not the one and only employment for the intellectual girl as it was forty or fifty years ago. Fortunately other avenues have opened up. But teaching maintains its former rank in public estimation. Considered as to physical conditions it is nice clean work. One can do it and wear good clothes—in fact good dressing really is demanded of the teacher. Teachers are looked up to. While not "in society" as are the wealthy and fashionable, teachers hold an unquestionable place in all "highbrow" circles, and may be said to have a social position perhaps higher than any other class of women workers. When they marry, many teachers become the wives of bankers, merchants, physicians and lawyers. The culture and even the professional training which they acquired in preparation for their calling, stand them in good stead in their home life and in any work they may undertake for the community in which they live.

The teacher's pay—or at least so it appears on the face of it—is good. Allowing for all exceptions and variation, it is safe to say that, speaking in a general way, the weekly or monthly wage received is full higher than that of stenographers or saleswomen, and considerably above what most women factory operatives receive.

Moreover, to the person who never has done it, the work looks easy. Short hours—at least in the schoolroom—only five days in the week, and no muscular labor. To a mechanic like Mr. Goodsole, who toils from seven in the morning until half past five at night, with only time off for lunch, and to his not less hard-working wife, who has raised a large family and when the factory was shut down frequently had pieced out her husband's scanty income by taking in washing and doing sewing for the neighbors—to them and to many like them it seems that if they can place their daughter where she will receive fifty, sixty, seventy-five or a hundred dollars a month and be a lady and do no real work, they are ready to make any sacrifice.

There is another side to teaching, and a vastly different one from that which appeals with such force to Mr. and Mrs. Goodsole.

The teacher's hours are not short. So much outside work now is required, there are so many lessons to prepare, there are such interminable numbers of written exercises to be looked over and marked, that the factory worker or the saleswoman who gets off with nine hours has a short day compared to the teacher's. Looking at the calling in its financial aspects, the teacher's salary is not quite all it appears to be, or at least it does not go so far as it would seem that it ought to go. Often to secure a position the teacher must accept one in some distant town or city and pay for board and transportation. She must dress stylishly. She must attend a summer school "to keep up." She must take two or three months vacation, during which time she is spending and not earning. Many outlays large and small are demanded by the place she occupies. As a rule teachers earn considerable money, but their bank balances are small. They have little left after meeting all expenses.

The work is not easy. Those who are best adapted to it work hard, and to some natures it is especially exhausting. Toilers in the schoolroom are more liable to nervous prostration and kindred dreaded ailments than are those engaged in most other lines of work.

It is not a good business to get old in. Unless she is an expert, the teacher who is past middle-age is not sought after by superintendents and school boards. The girl who spends a few years in the schoolroom previous to her marriage, may, if the work is congenial, find in it enjoyment and great development as well. But the old teacher who has stayed by the profession, even though she has been counted successful, not infrequently presents the unhappy spectacle of a person too worn out and broken down to fill a position if she could obtain one, without money enough to keep her in comfort, and at the same time with tastes and habits that make a fairly expensive style of living almost imperative.

It may be argued that all other vocations have their drawbacks, which doubtless is true. But this does not make it any less urgent that those who are contemplating preparation for teaching should know the dark as well as the bright side which the profession presents.

With Elaine—with every such girl—it is an individual question. If she has

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

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SAFETY FIRST

SIGN IN ROOFING—

REYNOLDS
SHINGLES



The three new homes at the corner of Fulton street and Union avenue are each covered with Reynolds Shingles.

Reynolds Shingles make beautiful roofs, give longest service for anything like the same cost, and for twelve years have been recognized as the very best roof for the home builder to use. There are thousands of Reynolds roofs in Grand Rapids.

Fire-resisting, guaranteed for ten years, and are supplied in four durable mineral surfaced colors—natural and practically non-fading. Sold by all lumber dealers.

H. M. Reynolds
Asphalt Shingle Co.
Grand Rapids, Mich.

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

Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton
Price \$1.00

Note reduction in price

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.



it in her to be a really excellent teacher, if it is the thing for which Nature intended her, then without doubt she will find in that work a happiness and a satisfaction she is not likely to find in any other. But if she is not cut out for it, then she may better take up with Aunt Luella's proposition or enter some other field of effort, because all the seeming advantages which the profession of teaching presents will prove Dead Sea apples.

Teaching presents a peculiar difficulty in that nowadays a girl has no chance to try it out before making thorough preparation for the work. Even the country districts demand teachers with professional training. In order to get a position, a girl must make quite an expenditure of both time and money to fit herself for the work. Then if teaching does not prove to be the right thing for her, this training, while not exactly lost, will not help her greatly in getting into any other kind of paying employment.

All which forcibly points the moral that what young people most need is not more colleges nor what we may style larger educational opportunities, but rather some reliable system of tests by which it may accurately be determined what they best can do. When we have this, then training can be entered upon intelligently. Quillo.

"Hello" News of Interest.

Written for the Tradesman.

The great event in telephone circles during the past month was the opening of the new transcontinental line between Boston and San Francisco, a distance of 3,505 miles over mountain, valley and plain, also an additional lines of 1,200 miles down the Atlantic Coast to Georgia. It is the Bell system and will be open for public service about March 1, and it is estimated a transcontinental talk of three minutes will cost \$21, with \$7 for each additional minute. It was thirty-nine years ago that Dr. Bell in his telephonic experiments was able to talk with a friend over a wire that extended from one room to another.

A bill has been introduced in the Michigan House in the interests of the farmer lines. It provides that mutual companies, not organized for pecuniary profit, but incorporated under laws of the State, may own, control, operate, construct and extend lines without receiving the sanction of the Michigan State Railway Commission.

Recent events in the Saginaw-Bay City district do not point toward one telephone system right away in that section of Michigan. The Valley Home Co. has arranged for new equipment at its Bay City exchange and is going out after at least 1,000 new subscribers. New and larger switch boards have been added at Caro and extensions will be made at Saginaw. During the past year the company has added to its independent system the exchanges at Fairgrove, Gagetown, Owendale and Birch Run, with more than 650 subscribers, while substantial growth is reported at other places. Clyde O. Trask is the new President of the company and

Wm. B. Serviss is general manager. Four members of the board of directors resigned at the recent annual meeting—H. R. Martini of Sebewaing, and C. B. Curtiss, O. J. Porteus, and J. C. McCabe, of Bay City, the last named having been President of the company for the past three years. The competing company, the Michigan State Telephone Co., has set aside \$50,000 for improving and enlarging its Bay City equipment and has solicitors at work there it is stated, not so much in search of new business as to protect what it already has and to urge upon telephone customers the uselessness and waste of a double system. The independent company is charged with having broken off negotiations looking toward an amicable division of territory, while the independents make the counter charge of having received only one proposition, that of purchase outright by the Bell people at a value far below its real worth. Meantime the competition goes on merrily, with both sides "successful."

The Clinton Telephone Co. held its annual meeting at St. Johns and reports showed nearly 1,000 phones in operation and net earnings for the year of \$1,344.10. L. G. Brown was re-elected President and general manager. The company was organized three years ago and now has \$48,814.39 invested in its plant.

L. H. Stacy, of Honor, is the new manager of the Benzie County Telephone Co., succeeding F. A. Alvord, who returns to the Michigan State Co.

The United Telephone Co. held its annual meeting at Fremont and re-elected John Dobben as President and John Inman as Secretary-Treasurer. The company has 520 subscribers and owns nearly 300 miles of rural lines, including about thirty lines out of Fremont. Some of the members favor an independent switchboard and management, at present the telephones being rented from the Citizens' Company and \$5 a year is paid by each member for the service. Subscribers pay about \$3,640 annually for the use of their phones and for the service.

The school board at Marquette appeals to the State Railway Commission with reference to rates charged by the Michigan State Company for telephones used in the schools. A monthly rate of \$2, or the regular charge for business phones, is made, while the school board insists that the rate charged for residence phones is more equitable, since the schools are open only five days per week, eight hours a day and ten months in the year.

A new switchboard double the size of the old one is being installed at Fennville by the Saugatuck and Ganges Company. Subscribers are given free service to Douglas, Saugatuck, Ganges Glenn, New Richmond, Fennville and several exchanges farther south.

Almond Griffen.

Advertising that does nothing more than tell people that you have the goods, falls far short of its opportunities.



Karo

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

MOVES QUICKLY from your shelves

YOU'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 Ideal of Excellence in the Hardware Trade.*

When our worthy Secretary invited me to take part in this programme I was very much surprised, and wondered what this Association had done to him that he should impose such an infliction upon us. However, after thinking it over about two weeks, I concluded that if you could stand it I would suffer the calamity with you.

In the selection of my topic I encountered, a problem, Parcel Post, Catalogue Houses, Profits, Local Organization and every subject pertaining to the hardware business had already been threshed out and lambasted from Coast to Coast and Lakes to Gulf by our best hardware orators.

I have read several splendid articles and listened to some very able addresses on subjects, intelligently suggestive of model methods that would place our business on a stronger basis and in better position to make easy money.

It has been my privilege in life to attend meetings of various kinds and in many of them we have resolved and resolved and adjourned with an "idea" but the idea never materialized.

The question occurred to me, How many of us, after attending our conventions from year to year, have carried these ideas and suggestions home with us and actually put them into practice that we may profit by them?

This "easy money appetite" seems to prevail in some characters and is a good trait if well regulated, but if it is not, it tends much to the hindrance of an upward growth, and I wondered how many hardware merchants ever put side by side with this appetite, those methods that invariably prompt a higher standard of business morals.

Our business has definite ethical principles that demand of us ideal methods which, if understood and utilized, are bound to bring beneficial results. If our business could speak for itself, these principles would predominate at any sacrifice.

The greatest of our successful men are those who have sought and found and comprehended the meaning of the highest demands of their calling or profession or the enterprise which they have adopted for a life work. We may then ask ourselves:

For what are we in business? The more pertinent question would be, For what are we on earth? By digging down to the concrete of essential conditions you will find the answer expressed in the cold fact, that we are nothing more than intelligent implements of a higher or lower power for good or evil for the uplift and edification or degradation of mankind.

The study of commercial history would little deserve our serious attention and any length of time devoted to it, if it were confined to the bare knowledge, acquainting us with the existence of enormous institutions of business or of men of

*Paper read at annual convention Michigan Retail Hardware Association by Charles M. Alden, of Grand Rapids.

wealth or transactions and events productive of money or material wealth, only. But it does highly concern us to know, by what methods these men succeeded, by what steps they arose to that eminence of wealth, which we cannot help but admire, and what constitutes their true glory and felicity or happiness.

It is also more important to study attentively, the nature of a commercial enterprise or trade, and also the genius, habits, and customs, and especially to acquaint ourselves with, the character and disposition, talents, virtues and even the vices of the men so engaged, in order to comprehend more fully how their good or bad qualities contributed to the grandeur or decay of a commercial undertaking or business life.

Confident, therefore, that the presentation of the ethical side of the hardware business would be profitable, I chose for my topic "The Ideal of Excellence" and trust it will prove to be nothing more than a heart to heart talk.

The ideal of excellence is attained by selection and assembling in one the best and most perfect of the many thus forming a type or model.

We will succeed in our business just in proportion as we hold in view and seek to realize "The Ideal of Excellence" that our business requires. If in our business life, we have no ideal, no goal of glory, we become nothing more than weary, lonely plodders.

The problem then which confronts every hardware dealer is, whether he is an idealist or a plodder?

Our business is subjected to public criticism and judgment, just the same as is our personal character, and handled from the same points of contact, namely, the physical, the intellectual, the moral and the religious. These four sides form the component features of our business structure, and it will be my aim at this time so to analyze them in their respective attitudes, that we may grasp the ideal of excellence required of us as merchants and thereby recognize a new light upon the pathway of our business career.

If we are sick we call a physician. He diagnoses, and prescribes, but if our business is in an unhealthy condition it takes some of us a long time to wake up and seek a remedy in a substantial tonic.

Let us now consider the physical side of a business. What do we mean by it? It is that side which first attracts the attention of the public. It pertains to the ownership, location, building and general arrangement and management of a store.

Our first impression of a person is governed very much by his physique or outward appearance. If he is poorly but neatly and cleanly dressed, you are more favorably attracted to him than if he is richly attired, but untidy and unclean. In this respect our business will attract or detract positively.

Mr. Proprietor, how do you appear before the public? Did you ever take notice in a public assembly of the peculiar unpleasant and grouchy expression on some faces and question if they ever cracked a smile? Possibly you are one of them. Does it not pay to get the smile habit? I don't mean the silly half witted or monkey

grin, but the "smile that never comes off." Believe me, that pleasant expression which is always there with the intelligent twinkle of the eye that says "come hither" is a valuable asset to our personal appearance and if we do not possess it time will be well spent if we stand before the mirror and practice until we have succeeded in wiping the frown off from our phiz.

In passing along the street the question may be asked, Who is that old grouchy who just passed us? Why that is old Giblet; he runs a freak hardware store around the corner. Would we not be better satisfied and prouder if the question was asked, Who is the distinguished gentleman who addressed us so pleasantly? Why, that is Mr. Anvil, our leading hardware merchant.

Again, I say, use the mirror occasionally and then some, but after leaving the mirror forget yourself and attend unselfishly and pleasantly to the wants of the other fellow.

Personal appearance speaks louder to the public than the most elaborate sign we can hang over our door, for, generally speaking, our sign is so high the people never see it, while we are in constant personal touch with the individual. Therefore, our facial expression, the spirit of the handshake, the tone of our vocabulary, the gracefulness and ease with which we walk about, the kind and style of clothing we wear and many other qualifications that might be mentioned either act as a running sore or prove to be a vitalizing force to the physical side of our business.

I will not go into details concerning the store, its location and arrangement, and trust that it will only be necessary to call attention to the many trade magazines whose pages contain elaborate details, both in written and pictorial articles, illustrating the latest and most modern methods and designs which in themselves present the ideal of excellence and should be so thoroughly appreciated that the estimable characteristics of the proprietor may prevail in his place of business and permeate every department to the extent that the public may not meet with disappointment when brought into commercial intercourse. It is possible for us to be rated in our social and public functions as par excellence, while in our business obligations we may be found wanting.

Therefore, Mr. Hardwareman, after we get back home let us walk down the opposite side of the street and take a look at our store front and see if there is any attraction there that would induce you to come across.

In considering the intellectual side of our business, the fact is at once revealed that the hardware stock consists principally of articles of diversified mechanical utility that are in demand in kitchen, garden, factory, field and forest. Mechanics, artisans and engineers are equipped

complete study of the best methods of intelligently conducting a business.

It is, therefore, important that we seriously recognize the intellectual side of our business, because it is that feature which should be constantly on the job. It brings us into contact with the construction, quality and from the hardware stock and the destination of each article is a position of practical service.

This feature characterizes the hardware business as one of particular distinction and intelligence not found in many other stores, and brings us in contact with all classes of people in such a way that we are forced into touch and become familiar with many kinds of mechanical and engineering problems.

We deal with the butcher, the baker and grocer because we are obliged to, but if obliged to we could do without hardware. Then "Why is hardware?" It is because intelligence is awakened, is at work, and some ingenious and conceptive mind has been inspired to do something, to construct something outside of himself, to build, expand and make greater and more beautiful existing conditions, whether it is cultivating on the farm, manufacturing machinery or constructing a building or bridge, and thus unconsciously yet intuitively hardware is sought for supplies.

We hear so much to-day of the specialist that we are not surprised at the story of the doctor when his friend asked what his business was. He said, "Why, you know, I am a doctor." "Yes," said the friend, "I know that but what particular branch do you pursue?" "Why," said the doctor, "I thought you knew that it was the nose." "Yes, yes, doctor, but which nostril?" Thus it is with not only the profession, but all branches of industry are specializing to the extent that to-day it is difficult to find the "all around man" of the olden days so necessary in the hardware store and shop. I do not mean to contradict the system of placing the responsibility of a department or line of merchandise upon a certain person, but the system fails when the efficient paint department clerk who can tell you all about color is so dense in the builders' hardware department that he undertakes to open a lock with a cork screw. This crude and overdrawn illustration will serve to impress us with the importance of taking each one of our employes into our confidence and together make a

Weed Tire Chains

All the regular sizes carried
in stock

Write us for the jobbing price

Sherwood Hall Co., Ltd.

30-32 Ionia St. Grand Rapids, Mich.

Foster, Stevens & Co.

Wholesale Hardware

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

Grand Rapids, Mich.

value of our goods, the method of receiving and disposing of them. It also acquaints and harmonizes us with the manufacturers, jobbers, our associate dealers and customers. Therefore, taking into consideration this essential and many other minor attributes of the hardware business, it is very necessary to be prepared with the proper education, and we are exceptionally fortunate if we are endowed with the natural talents, to so understand the teaching our business that we may be able to handle with intelligence the problems that its different phases bring to us.

What can we say for the moral side of a business? Unless it be that feature which indicates in our minds and presents to us the opportunity to put into practice, the existing principles of morality characteristic of the hardware business.

I do not refer to the possibility of a man moralizing his business, but to the fact, that a business stands upon its own merits and is independent of the morals of the individual. Understand me correctly, no person, however moral he may be, can infuse his morality into gambling and this class of business and make them moral, but every business has its particular characteristics which—recognized, pursued and put into practice,—either makes the person moral or immoral.

Time will not permit us to enter into detail along this line and I will refer only to a few of its phases. We compete with the commercial imbecile in the hardware business, who offers for sale at a cut price some staple articles "as long as they last," with the false idea in his head that he has struck the gait of real business.

The disgusting system of bribery prevails in the methods of some merchants, which tends much to under-rate the standard of their business misguide the public and weaken their own strength and that of their clerks

in the art of salesmanship. I refer not only to the useless superfluity of giving drinks, cigars, pocket knives, etc., but to that disreputable practice of buying a customer with trading stamps and discount tickets.

I refer also to the commercial pirate who, devoid of honor, sails the sea of commerce, preying upon those articles of merchandise which afford profit to his fellow merchant in other trades, offers them to his trade at prices sometimes below cost, as a means of advertisement to attract the public to his place of business. These abominable customs demonstrate how immorality will exist, not in the business, but in the person who does not possess the business integrity and moral courage to stand upon the principles of the morality existing and offered him in the higher conception of his own trade.

The morals of our business prompt us to deal as much as possible through the legitimate channels, giving preference to our home jobbers, to be considerate in the adjustment of claims, bearing in mind that "honesty is the best policy."

It also impresses us with a deeper conception of the dignity and ideal of excellence which our business requires.

Our business not only deals with material problems, but problems of life and this leads us to the religious side of our business. Religion is an inspiration of a power greater than self. It is an influence high and holy and if our business fails to present to us that ethical power, which alone will inspire us with aspiration to reach out and upward and attain the highest development of a commercial prince, then there is something questionable with our business and the sooner we get rid of it the better. Again we claim that hardware, as compared with other lines of trade, stands among the foremost in an ethical influence and without a doubt

provides more avenues by which this uplifting and ethical influence reaches and regulates the commercial life than any other line of business.

The religious side of our business will be appreciated the more as the intellectual and moral side of the individual predominates and will be considered as a factor in our dealings with the public from an impersonal standpoint. It is calculating and exacting. Its aim is to bring results by established irreversible methods, and herein is found the secret that has brought us profit or loss. That when we try to make ten by adding five to four or endeavor to establish any result either in ignorance or false methods, the religious side of our business will sooner or later reveal the true answer on the correct side of the balance sheet of our experience.

The religion of our business compares with that of our life. It does not prompt us to be narrow and miserly or resort to unnecessary hardship of self denial. It means, however, a lessening of extravagance, the cutting of useless expenditures and the cultivating of a saving habit for the inevitable hour of need.

In conclusion, What is our business proving to us? Is it costing us too much by depriving us of the home ties, the fellowship of our friends and everything sacred in life. We talk about "The man making the business." We, of course, built our stores and stocked them, but we must not forget that the great principles which first presented the opportunity to the man and the recognition of these principles develops the man and brings the success and it is just as true that their abuse brings failures. It pays to study and practice hardware religion that it may develop in us a good character in that we have heeded the appeal and appreciated the influence of the highest and noblest feature, that of the religious side of our business. And so we come back to one

of the questions a man may well ask himself, whether his work looks interesting and inviting, when it seems to beckon him on to greater efforts, develops deeper enthusiasms and a better sustained energy. And should we be favored with the years of three score and ten, and when our hands are loosening their grip on the helm that has steered the old bark thus far on the tide of commerce, and finally, as we feel the firm and steady hand of our successor relieving us, we can then with confidence "let go" our hold.

With great satisfaction we turn and look back over the years of our commercial life and, summing it all up, with its adversities and triumphs, it has been nothing more than the threshold to a larger life. The responsibilities of a life have been spread before us and we have held in view and realized the ideal of excellence that our business required. Hence the trials and mysteries of our discipline have been our text books as stepping stones to a boundless expanse of possibilities.

Did you ever think what a lot of good you might have done had you begun yesterday instead of waiting until to-morrow?

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

ECONOMY OF SAFETY FOR THE GROCER

This statement from a well known Grocery Trade paper used to be true of ALL matches and it may be true of SOME matches to-day.



But—

It isn't true nowadays of this match—the best match ever produced—anywhere or at any price ::



"We are assured on the very highest authority in the State of Massachusetts that a very great many fires are caused by rats and matches, matches having a particular attraction for rats because of the phosphorus. Phosphorus has a sweetish taste which attracts rats. Rats will gnaw the matches and thus ignite them. Furthermore, rats will carry small articles to their nests, and in doing this they frequently ignite matches."

The only match ever awarded a Grand Prize and Medal for being truly safe. :: :: :: ::

Rats or Mice Won't Eat "Safe Home" Matches

There's no "White phosphorus" in them, but there are some perfectly harmless ingredients that RATS DON'T LIKE and can't be made to eat—it's been tried in a large number of tests covering 6 months time. Besides, they only ignite when you ignite them, no spontaneous combustion and stay out when you put them out—instantly.

It doesn't pay a grocer to run risks—for himself or his customers—by selling cheap and questionable matches just because they are cheap. Why not carry the best and sleep nights?

THE DIAMOND MATCH COMPANY



Grand Council of Michigan U. C. T.
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Essential Elements of Successful Salesmanship.

[Continued from last week.]

I was fortunate in securing a little business in my first town, and when I had finished writing and mailing the order to the house that night, I went up to my room and literally threw up my hat in giving vent to my feelings. I regarded my subsequent sales for weeks as cornerstones in the superstructure of my building toward success, and the final results of each month, whether large or small, as filling-in stones to its completion.

My salary contract for one year was at six hundred dollars. The salesman ahead of me was getting one thousand, and I said to myself I must have that much next year. It seemed a fortune, and the thought was ever with me that if I could earn one thousand dollars per year I would have reached the end of the rainbow. Having secured that, I wanted fifteen hundred, then eighteen hundred. Finally arriving at two thousand five hundred, I paused and looked back over the six preceding years in an effort to measure the future by the past. The thought, occurred to me that but one-third of my life had been spent in climbing, figuring it from the usual estimate of "threescore years and ten;" and why stop there? The mountain was high, and the distance to the top yet a long way up.

That was years ago, and I expect to keep on climbing until I die. But I have not engaged to write a history of my life. In passing, I wish merely to emphasize the words of James Allen in his most excellent little book, *As a Man Thinketh*;

"Into your hands will be placed the

exact results of your efforts. You will receive that which you earn—no more, no less. Whatever your present circumstances might be, you will fall, remain, or rise with your efforts, your visions, your aim.

"To desire is to obtain; to aspire is to achieve. The thoughtless, the ignorant, and the indolent, seeing only the apparent effect of things, and not the things themselves, talk of luck, of fortune, and of chance. Seeing a man grow rich, they say, 'How lucky he is!' Observing another becoming intelligent, they exclaim, 'How highly fortunate he is!'

"They do not see the trials, the failures, the struggles which these have encountered; have no knowledge of the sacrifices they have made, of the undaunted efforts they have put forth that they may overcome the apparently insurmountable, and realize the goal of their ambition. They do not know the darkness and the heartaches; only see the light and joy, and call it 'luck;' do not see the long and arduous journey, but only the pleasant goal, and call it "good fortune;" do not understand the process, but only perceive the result, and call it 'chance.'"

Successful salesmanship is the product of intelligent, earnest effort. There is no serving two masters, Indolence and Industry. It is climb, climb, climb, all the way, exercising watchful care; but the summit of the mountain is your reward. The pleasure is not all in winning, by any means; the real exhilarating fun, or two-thirds of it, is in the climbing.

Self-deception is responsible for more than three-fourths of the so-called "unexplained failures" in salesmanship. Many salesmen in the race for success explain their shortcomings as they do in a game of tennis. If they fail to win, something is wrong with the alley, or the pins are not spotted, or their arm is out of whack. The trouble is never with themselves.

You cannot afford to fool yourself. Your success depends absolutely upon the amount of skill and energy you throw into your work.

If you are always on the anxious seat about your position, the fault is with yourself, not with your house, your territory, or your line. Just as the poor workman always finds fault with his tools, so does the poor salesman complain of his surroundings.

Your light will not be hid under a bushel, your capabilities will be recognized. The good salesman will succeed with a weak line and a poor territory, and then hunt around for something better with which to fit the

growth of his expanding powers; but the poor salesman is a poor salesman still. The best line in the universe cannot supply the missing link in his negative make-up.

Don't imagine you are kept down by lack of your employer's appreciation. If you do, you fool yourself, and will remain a dwarf forever.

Of all the disgruntled failures, those who deserve the least sympathy are the ones who gather in foolish little cliques, praise each other, deceive each other, and fool themselves. It is a great thing to know yourself and acknowledge your mistakes.

Have faith in your own ability to win. Cut loose from the weakness that prompts you to say:

"I am not appreciated;" "I have had bad luck all my life;" "Others have had a better chance;" "I wish I could have the good fortune of Jones or Smith or Brown."

Remember that there may be undiscovered diamonds in your own back yard.

Determine that in your case you will not recognize failure, and that "explanation is damnation."

Success lies in your ability to discover and apply your own powers. Excuses and the admission of failure are the thieves that rob you of your strength, causing you to play against yourself and fool yourself in the bargain.

A salesman is what his spirit and his determination are. Nothing hurts except that which weakens our minds by weakening our courage.

The salesman should say, "I will stand what comes, I won't give in. No matter what the discouragements, I am going to climb this mountain Success, from the bottom up, just as well as I know how. No matter what happens, I am going to reach the top, if possible, with just as much Pure Grit as I had when I began to journey."

The Chicago Examiner, in an editorial on Courage, related the following story:

In this the street of Life walking in the darkness of the shadow, hungry old Satan was out hunting with his dogs, the little imps of human weakness.

A man came walking through Life's street.

Satan said to the little devil, with a bitter face, "Go, get him for me."

Quickly the imp crossed the street, silently and lightly hopped to the man's shoulder. Close in his ear he whispered:

"You are discouraged."

"No," said the man, "I am not discouraged."

"You are discouraged."

The man replied this time, "I do not think I am."

Louder and more decidedly the little imp said again: "I tell you you are discouraged."

The man dropped his head and replied: "Well, I suppose I am."

The imp hopped back to Satan, and said proudly: "I have got him, he's discouraged."

Another man passed. Again old Satan said, "Get him for me."

The proud little demon of discouragement repeated his tactics.

The first time that he said, "You are discouraged," the man replied emphatically, "No."

The second time the man replied "I tell you I am not discouraged."

The third time he said: "I am not discouraged. You lie."

The man walked down the street his head up, going toward the light.

The imp of discouragement returned to his master crestfallen.

"I couldn't get him. Three times I told him he was discouraged. The third time he called me a liar, and that discouraged me."

Make up your mind, Mr. Salesman, that the little demon whispering discouragement in your ear shall always get from you the answer, "You lie."

Temporary reverses are good for the spirit, strengthening to the mind; not calamities, but real benefits, if we receive them in the proper spirit.

A certain business man told the following story of a clerk in his establishment. The clerk was asked why he remained in a poorly paid position when, by working a little harder and taking a little more interest in the business, he might get into a place that would lead to a salary three or four times as large as he was receiving.

"Oh," he said, "there's no chance for a fellow to make a hit here; all the good positions are taken, and whenever there's a prospective vacancy there are three or four fellows waiting to step into it. No; it's a poor chance a fellow has here; so what's the use of killing yourself? I'm not such a fool; I'm just hanging on here until I get something better. I've got my lines out in two or three places, places where there are plenty of good chances for a fellow to start in and dig his way up. Just as soon as I get answers to my applications you'll see me get out of here so quickly that it'll make your head swim to watch me. When I get into a good job in one of these other places is when I'll begin to work. What's the use killing yourself here? There's no chance for you."

What a delusion! Poor dunce, playing against yourself and fooling yourself! Employers are not looking for professional floaters; and if you cannot succeed where you are, you will never succeed anywhere. The place you are in right now is just the place for you, if you mean business. If you don't, you will not be wanted long anywhere. From this

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

very class of young men is recruited the vast army of ne'er-do-wells. You must first prove to your own satisfaction and that of your employer that you are a success at what you are doing, before you can hope for something better.

The salesmen who are traveling on limited trains, making large cities, living in first-class hotels, and drawing monthly pay checks beginning with the figure 3 and ending with two ciphers, started where you are and stuck to it.

Where are you on the mountain, reader? If you have climbed for all you are worth and feel tired and a trifle discouraged, look up, safety is there. Remember when on an eminence there is danger in looking down. If the way is more rugged than you thought, do not give up. You may still have reserve strength that you know not of. No man can tell what he can do until he tries. And it is a moral certainty that "the reason why most men do not accomplish more is because they do not attempt more."

Cast off the dead weight that is dragging you down; throw overboard every pound of unnecessary ballast; let yourself soar in the thought that you possess powers that are yet undiscovered. Make a draft on your reserve force. Exercise new faith in yourself and your surroundings. You cannot navigate far without faith, and some of the best of salesmen have gone down for lack of it. Cut away from the influences and the company that can do you no good. Seek only the approval of those above you in authority, and you will surely win success. W. D. Moody.

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Gabby Gleanings From Grand Rapids.

Grand Rapids, Feb. 9.—Learn one thing about Grand Rapids this week: Grand Rapids has the lowest tax rate of any city in Michigan with a population of 15,000 or over.

George Clark, popularly known as the Candy Kid, also as Little Jeff, evidently has not been bothered by the high cost of living. We understood he has used his commissions in the purchase of a new Studebaker car.

G. K. Coffey, of Crown Baking Powder fame, was laid up at his home 349 Hollister avenue, for several days last week with a severe attack of rheumatism. G. K. was so much better that he was able to be at the last Council meeting Saturday night and perform his duties as Official Squirt of the order.

J. J. Dooley, 311 Auburn avenue, was confined to the house last week with the grip. The grip mentioned is one that Mr. Dooley insists he has never become attached to. He was so far recovered Sunday that he was able to act as host at one of those delightful Sunday evening luncheons for which Mrs. Dooley is so justly famed.

J. I. Wernette, 509 Crescent avenue, inventor and manufacturer of the Wernette pump governor, was home over Sunday.

Mrs. William Francke, 501 Scribner avenue, was very ill last week and the doctor was fearful that pneumonia would develop. We are glad to hear she is somewhat improved this week.

Fred E. Stocking, formerly with the Judson Grocer Co. who moved to St. Louis Mo., about three years ago, has returned to Grand Rapids. He

now represents the Toledo Scale Co. and has established an office at 95 and 97 Monroe avenue. Fred will look after Grand Rapids and surrounding territory and says he is glad to get back to God's country once more. He is a member of Grand Rapids Council.

Tom Keaveney, who represents the Liggett & Meyers Tobacco Co., was taken sick with pneumonia last week. His condition was so serious that he was removed to the U. B. A. hospital.

Last Wednesday night two cars were derailed on the eastbound P. M. train near Edmore. Harry C. McCall, a member of Grand Rapids Council, displayed great presence of mind and the action he took probably was the means of saving the life of Alvin Plumley, of Detroit. As the two rear coaches rolled over into the ditch, flying glass severed one of the arteries in Mr. Plumley's left leg. Owing to the loss of blood, Mr. Plumley was fast sinking into unconsciousness. Mr. McCall, noticing the serious condition of Mr. Plumley, determined that something should be done at once. He climbed into the engine cab, cut off a piece of the bell rope and using it and a broom stick to for a tourniquet, stopped the flow of blood. Mr. Plumley was removed to Edmore and at last report was on the road to recovery. Again we say, "In every emergency, 'Grand Rapids knows how.'"

Walter Lawton met with a painful accident just as he was leaving the house a week ago Sunday. He slipped on the icy sidewalk and was so badly shaken up that he was unable to leave the house for a week afterwards. We are pleased to note that he is again able to resume his work on the road.

Some fellows who do not object to spending five dollars in a "runner" game balk at spending three dollars for the privilege of showing their wives a good time at the annual banquet. Tickets may be procured by writing or phoning any member of the banquet committee.

We are glad to note that the Muskegon interurban has resumed the one hour service. With the fine patronage this line enjoys there is no excuse for a less frequent passenger service.

The experience of the Soo correspondent in the Tradesman last week places Mr. Tapert in the same class with Goldstein, Ganiard, Belknap and the writer. We all join hands in declaring that the editor of the Tradesman is entitled to severe censure because he does not have sufficient appreciation of traveling men's poetry to print it in the Tradesman. The writer suggests that the traveling men revolt from the arbitrary ruling of Mr. Stowe and take an appeal from the Tradesman by sending all our poetry to the Bungtown Bugle. This will cause Mr. Stowe to be filled with remorse to such an extent that he may relent.

Nothing is so infinitely sad as death and when it comes early in life, withering the hopes and fond ambitions of a loving companion, it is indeed difficult to feel that meek submission that says: "Thy will be done." No heart can be free from anguish and sorrow, and there are trials in life that human strength could not endure without the faith that enables us to see in the dark gloom that surrounds us the bright star of hope that guides to the portals of immortality. The angel of death has again visited the domain of our associates and again our hearts have been saddened by the sorrow that darkened the home of our esteemed co-worker, Thomas B. Carlile, one of the buyers of the Worden Grocer Co. Mrs. Carlile was taken ill with malignant diphtheria a week ago Sunday and died at the family residence, 230 Cal-

kins avenue, the following Friday. The funeral was held at the Carlile home the following day, Rev. E. W. Bishop officiating. The interment was in Oakhills. Deceased leaves two sturdy sons—one 2 years old and the other about 6 months old—to whom she was devotedly attached. Her last words to her husband were an injunction to take good care of the boys. Mrs. Carlile was a daughter of Mr. and Mrs. F. H. Emery and was highly esteemed by all who knew her. In strength of character and beauty of mind she was one in whose earnest eyes and queenly grace one could not fail to note the noble traits of young womanhood. The sorrowing husband has the sympathy of all who know him and we humbly and trustfully direct his aching heart to Him who doeth all things well and who has promised when life's troubles and heartaches are over to wipe away all tears from our eyes in a home where there shall be no more death, neither sorrow nor pain.

John J. Dooley went to Lansing on purpose to invite Governor Ferris to the annual banquet of Grand Rapids Council. The "Good Gray Governor" had told his Secretary to turn down all banquet engagements while the Legislature is in session, but he said he could not turn down the boys of 131, because they had always treated him royally and he would undertake to make an exception in this case.

The Grand Rapids Association of Commerce is composed of the brainiest men in the city. Theirs are the minds that conceive and the hands that execute the big enterprises that have characterized the city's growth. In our opinion it is a great privilege to be associated with them and membership in that organization is something that should not be lightly cast aside. The modern type of traveling man is broad-minded and tolerant, trained by contact with the most trying situations. He meets the obstacles that confront him and overcomes them. He carries the message that spells the commercial success of the commonwealth. The interests of the Association of Commerce and the traveling men are parallel. We need each other. Think it over boys!

The Wholesale Dealers' Association of Grand Rapids will give a banquet on the evening of February 20 to their traveling men in the Association of Commerce, and are planning to make the event one of unusual importance and pleasure to the men who go through the State selling the goods handled through Grand Rapids, and who contribute in great measure to the total of \$40,000,000 wholesale business done in this city every year. A. B. Merritt will be chairman of the programme committee, with Frank E. Leonard, chairman of the banquet committee, and W. B. Holden, chairman of the invitation committee. Lee M. Hutchins will give an address, which will be followed by a talk by one of the traveling men. One feature of the programme will be the address by George W. Coleman, of Boston. He is President of the Boston Common Council and since 1910 has been director of publicity for the W. H. McElwain Co., Boston, who manufacture annually \$20,000,000 worth of men's shoes. He is a former President of the Associated Advertising Clubs of America and a former business manager of the New England Magazine. Mr. Coleman's subject has not been announced, but it is certain he will give his audience a lecture that will be well worth hearing. His experience as the originator and director of the famous Ford hall meetings in Boston alone entitles him to fame.

Dick Warner, Jr., is seriously ill with typhoid fever at his home on Allen Place.

Will L. Ballard, of Ann Arbor, who has heretofore covered both the wholesale and retail trade of the

Coshocton Glove Co., will hereafter work the wholesale trade only. He has had two more states added to his territory, so that he will cover five states from now on.

William E. Sawyer.

Veteran Traveler Protests Against Foote Bill.

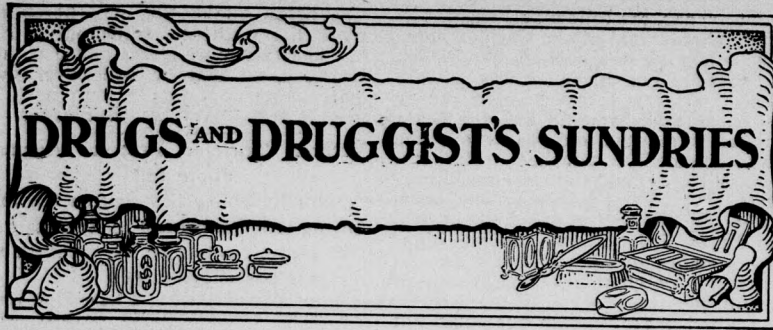
John J. Dooley has written the following letter of protest to Representative Foote relative to his measure to increase passenger rates:

Grand Rapids, Feb. 9.—I have read your bill which you introduced recently concerning the new railroad rate and I am taking the liberty to enclose you three editorial opinions on the same, from sane, conservative papers. For instance, the Herald, the Press, and the Michigan Tradesman, all of this city and your county. In connection with the same I beg to say that I have traveled over thirty years over these roads now asking for this raise, and never in my memory have the said roads carried more people than they are at the present time. It is almost impossible to get a seat in any of the coaches. Why they should all become so poor, at once, and seek this extra money, is more than I can understand. They said give us the 5 per cent. increased freight rate and that's all we will need. They no sooner got that than they asked for a raise in passenger fares, and so the good work goes. Those of us who have to, of necessity, travel for a living, it concerns us very much indeed; first, because it increases our expenses of traveling which is reckoned as an increased expense against our sales account, and even though they do give us mileage as stated in your bill, they in the future as in the past, will surround that mileage book with all the difficulties and red tape, that their master minds are able to think of. So much so, that when we have fully complied with their red tape and rules, put up the excess money in advance of the regular price of the thousand miles traveled, get in line and stand in line until the ticket agent at his pleasure can detach coupons enough to cover the distance we wish to go, the last climax is, turn in your cover and wait patiently until they seem ready to refund you the extra money they have charged you for the return of cover. These are thoughts, Mr. Foote, that you should be in possession of, in introducing a bill of this kind. I hope it will fall—this bill for increased passenger fares. To grant such a bonus to the railroads at this time is little short of a crime. As I previously stated in my letter, traveling men have to travel for a living, although they recognize us no more, nor grant us no more favors than a man who travels 25 or 30 miles a year. Each man who travels over the P. M. or G. R. & I. or whatever road it may be, gets off at said towns and works his head off to sell a bill to his customer. This is the object of his going there in the first place. If he is successful, this bill of goods, must of necessity, follow as a freight charge over that road. So it places us in a position of common traveling freight agents, is about the size of every traveling man's occupation, who must of necessity travel for a living.

If the worst comes to worst, and this raise is seriously thought of and granted, I do hope, Mr. Foote, that you will surround your bill with all the safeguards covering mileage, and the least possible interruption to our business in buying and using same. It would be simply unbearable unless you do. As an instance of this kind, I can only cite you to the present C. P. A. mileage book, which must be exchanged at the ticket window for four properly filled out coupons, never good on the train. Why, believe me, Mr. Foote, we have most of us practically lost all the religion we ever had, using this contemptible form of mileage; and mind you, Mr. Foote, paying \$25 for 1,000 miles on that book, in advance.

I shall not go on at greater length. I wish to thank you kindly for the consideration I hope you will give this letter, and I hope it may be of some assistance to you in safeguarding the conditions of your bill, in case it must become a law. I have been quite earnest in this letter and cannot feel otherwise in talking of the manner in which these railroad companies have handled our interests for years.

The firm of McKinley & Wells, composed of William T. McKinley and Stuart W. Wells, engaged in the tailoring business in the Porter block, has been dissolved. Mr. Wells has formed a copartnership with Segar Broeksma under the style of Broeksma & Wells and engaged in business at the old Thompson stand, 16 South Division avenue.



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.

The Druggist and the Harrison Anti-Narcotic Law.

Speaking broadly, no man need go astray in his general understanding of the new anti-narcotic law.

To begin with, every druggist, every physician, every dentist, every veterinarian, every wholesaler, every importer, and every manufacturer who "produces, imports, manufactures compounds, deals in, sell, distributes or gives away opium or coca leaves, or any compound, salt, derivative, or preparation thereof, shall register with the internal revenue collector of the district his name or style, place of business, and place or places where such business is to be carried on."

There are two classes of persons exempt from the above, and only two. These are employees, and Federal and other officials.

A clerk employed in a drug store does not have to register under the act. Government of state officials making purchases for the army, navy, hospitals, prisons, etc., do not have to register. Barring these exceptions, no class escapes that deals in, dispenses, compounds, sells, or gives away narcotics. Physicians, druggists, dentists, veterinarians, wholesalers, importers, manufacturers—all must register.

For the purpose of registration, a firm is considered a person. If Smith & Jones run a drug store, Mr. Smith and Mr. Jones are not required to register individually. The firm name in sufficient. The firm name registered, all members of the firm, as well as the clerks, are "in the clear," to use a railroad term.

Must Register Before March.

The law goes into effect March 1, 1915. Registration must be provided for before that date. The mere possession of narcotics is considered a

misdemeanor under the law, and any dealer who fails to register, or fails to comply with any other provision of the act, "shall, on conviction, be fined not more than \$2,000 or be imprisoned not more than five years, or both, in the discretion of the court."

At the time of registering, it is provided that a special tax shall be paid the internal revenue collector, at the rate of \$1 per annum. The first day of July is the beginning of the Government's year, so those who register prior to March 1 will be required to pay only that part of a dollar which will carry them to July 1. On that date—July 1, 1915—they will be required to renew their registration, and to pay \$1 for the full year—from July 1, 1915, to July 1, 1916.

In fact, the new act is a little brother to the act licensing the sale of liquor. In making application for what is known as an internal revenue liquor license you pay \$25 a year, the year beginning July 1. Should you make application in March or April, say, the pro rata is figured and you pay accordingly up to July 1, when you pay again, this time the full \$25, which carries you from July to July.

An Inventory of Narcotics.

It is stated on what we take to be good authority that druggists will be required to prepare and keep on file an inventory of all drugs covered by this law which they may have in stock March 1 when the act goes into effect. This entails a little extra effort, for they must first learn what goods are exempt and what are not. The measure does not state specifically what the drugs and preparations are that come within its scope; the list would be altogether too long. It does however, state those preparations and remedies to which the act does not apply, thus drawing the line of demarcation very distinctly. Here is the way it is done:

The provisions of this act shall not be construed to apply to the sale, distribution, giving away, dispensing or possession of preparations and remedies which do not contain more than two grains of opium, or more than one-fourth of a grain of morphine, or more than one-eighth of a grain of heroin, or more than one grain of codeine, or any salt or derivative of any of them in one fluidounce, or, if a solid or semi-solid preparation, in one avoirdupois ounce; or to liniments, ointments or other preparations which are prepared for external use only, except liniments, ointments and other preparations which contain cocaine or any of its salts, or alpha or beta eucaine or any of their salts or any synthetic substitute for them; provided, that such remedies and preparations are sold, distributed, given away, dispensed or possessed as medicines and not for the purpose of evading the intentions and provisions of this act. The provisions of this act shall not apply to decocainized coca leaves or preparations made therefrom, or to other preparations of coca leaves which do not contain cocaine.

In other words, all preparations

containing more than two grains of opium, or one-fourth grain of morphine, or one-eighth grain of heroin, or one grain of cocaine (or any of the salts or derivatives of any of these narcotics) to the fluidounce—these must be inventoried. The same applies to solid and semi-solid preparations if they contain the amounts just mentioned to the avoirdupois ounce. Pills, tablets, powders, etc., would come under this head. All liniments, ointments, and other preparations containing cocaine or any of its salts, or alpha or beta eucaine, or any cocaine derivative, must also be listed in the inventory, as must also of course, all the narcotic alkaloids themselves—morphine, codeine, heroin, cocaine, etc.

The task of listing narcotic pills and tablets is comparatively easy. It will not be necessary to weigh the contents of a bottle or package. Merely read the statement of contents on the label and do a little mental calculating.

Ordering Goods.

On the morning of March 1, the tax paid and the inventory laid away where it can be produced if called for, the druggist is ready for business. But when he has occasion to order more goods of the class under discussion, he encounters another provision of the law. This can only be done on special blanks which he must buy from the Government at a cost not to exceed \$1 a hundred. Each person who registers under the act will have a number assigned to him, and this number must appear on the order blank. Orders must be made out in duplicate, one copy to be given to the salesman or mailed to the source of supply, and the other must be filed and held subject to inspection by the proper authorities for a period of two years.

These points should be born in mind: order blanks must be secured from the local revenue collector, must be paid for, and must be used. In the future no jobber or manufacturer can lawfully fill a telephone order for the narcotics in question, nor can an order be filled that is not accompanied by the blank form, properly filled out. No other form except that supplied by the Government will meet the requirements of the law.

A druggist cannot dispose of narcotics except on a written prescription of a physician, veterinarian, or dentist, or on a written order made out on one of the Government's special blanks by some firm or person registered under the act.

Prescription Requirements.

Physicians, veterinarians, and dentists, before they can lawfully write a prescription for a narcotic drug, or for a preparation containing the prescribed narcotics in the quantities mentioned above, must register under the act. As stated before there is no escaping this, and to a certain degree the burden of educating the doctor seems to rest with the druggist, for in spite of all that has been said and written, the profession does not appear to understand that this is required. Not only must the doctor register, but we are informed by our

Washington correspondent that he must write the registration number he gets from the Government, together with his full name and address, on each individual prescription. The date also must be affixed. It will thus be seen that there can be no telephoned prescriptions for narcotics.

It has been stated that when the druggist receives a prescription of this character, he must require the patient to write thereon his full name and address, but this has not yet been confirmed. It is also stated that narcotic prescriptions compounded by druggists will have to be kept on a special file, subject to inspection by authorities—either that or the druggist will be required to keep a record of the file number assigned to such prescriptions, the name of the practitioner who wrote the prescription and the name of the person for whom the prescription was filled. At any rate, all such prescriptions, like copies of orders to jobbers or manufacturers, must be kept, subject to inspection, for a period of two years.

In Brief.

To briefly recapitulate, the cardinal points of the Harrison law, to be considered by the druggist, are these:

1. Register prior to March 1. Write at once to the internal revenue collector in your district.
2. Reregister July 1.
3. Take an inventory of all proscribed preparations on hand March 1 and file it for future use. Write to the larger manufacturers for printed lists of goods which they manufacture that come within the scope of the narcotic law. This will save a great deal of time that would otherwise be spent running through catalogues and looking up formulas.
4. Do not attempt to order this class of goods in any other way except on the blanks which may be secured from your internal revenue collector. File a duplicate and keep it two years.
5. Do not dispose of narcotics except on a prescription which bears the physician's, veterinarian's or dentist's full name and address, his number, and the date on which the prescription was written—either on such a prescription or on an order made out on one of the Government's regular form blanks, which must bear the number, as well as the signature, of the firm or person duly registered under the act.
6. Bear in mind that if you fail to register, the mere possession of narcotics or narcotic preparations, after March 1, is a misdemeanor, and is punishable by fine or imprisonment, or both.

Very rarely can you prove to your own satisfaction that any one advertisement has been profitable. The profitableness of advertising is not counted up in that way. It accumulates.

Make Out Your Bills
THE EASIEST WAY
 Save Time and Errors.
 Send for Samples and Circular—Free.
Barlow Bros., Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

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

Acids	Acetic 6 @ 8	Mustard, true .. 9 00@9 50	Ipecac @ 75
	Boric 10 @ 15	Mustard, artif'l 3 50@3 75	Iron, clo. @ 80
	Carbolic 1 20@1 25	Neatsfoot 65 @ 75	Kino @ 80
	Citric 68 @ 75	Olive, pure 2 50@3 50	Myrrh @ 1 05
	Muriatic 1 1/2 @ 5	Olive, Malaga, yellow 1 75@2 00	Nux Vomica @ 70
	Nitric 2 1/2 @ 10	Olive, Malaga, green 1 65@1 90	Opium @ 2 75
	Oxalic 20 @ 25	Orange sweet .. 2 75@3 00	Opium, Capmh. @ 90
	Sulphuric 1 1/2 @ 5	Organum, pure @ 2 50	Opium, Deodor'd @ 2 75
	Tartaric 55 @ 60	Organum, com'l @ 75	Rhubarb @ 70
Ammonia	Water, 26 deg. .. 6 1/2 @ 10	Pennyroyal @ 2 75	
	Water, 18 deg. .. 4 1/2 @ 8	Peppermint 2 25@2 50	Paints
	Water, 14 deg. .. 3 1/2 @ 6	Rose, pure .. 14 50@16 00	Lead, red dry .. 7 @ 8
	Carbonate 13 @ 16	Rosemary Flowers @ 1 35	Lead, white dry 7 @ 8
	Chloride 10 @ 25	Sandalwood, E. I. 6 50@6 75	Lead, white oil 7 @ 8
Balsams	Copaiba 75@1 00	Sassafras, true @ 1 10	Ochre, yellow bbl. 1 @ 1 1/4
	Fir (Canada) .. 1 50@1 75	Sassafras, artif'l @ 60	Ochre yellow less 2 @ 5
	Fir (Oregon) .. 40 @ 50	Spearment 3 25@3 50	Putty 2 1/2 @ 5
	Peru 2 50@2 75	Sperm 90 @ 1 00	Red Venet n bbl. 1 @ 1 1/4
	Tolu 90 @ 1 20	Tansy 5 00@5 50	Red Venet'n less 2 @ 5
Berries	Cubeb 35 @ 90	Tar, USP 30 @ 40	Vermillion, Eng. 90 @ 1 00
	Fish 15 @ 20	Turpentine, bbls. @ 50	Vermillion, Amer. 15 @ 20
	Juniper 10 @ 15	Turpentine, less 60 @ 65	Whiting, bbl. .. 1 1-10@1 1/4
	Prickley Ash ... @ 50	Wintergreen, true @ 5 00	Whiting 2 @ 5
Barks	Cassia (ordinary) 25 @ 30	Wintergreen, sweet birch 3 00@3 25	L. H. P. Prepd 1 25@1 35
	Cassia (Saigon) 65 @ 75	Wintergreen, art 1 10@1 40	
	Elm (powd. 30c) 25 @ 30	Wormseed 3 50@4 00	Insecticides
	Sassafras (pow. 30c) @ 25	Wormwood 4 00@4 25	Arsenic 12 @ 15
	Soap Cut (powd. 25c) 20 @ 25		Blue Vitrol, bbl. @ 5 1/4
Extracts	Licorice 27 @ 30	Potassium	Blue Vitrol less 7 @ 10
	Licorice powdered 30 @ 35	Bicarbonate 25 @ 30	Bordeaux Mix Pat 8 @ 15
Flowers	Arnica 30 @ 40	Bichromate 20 @ 25	Hellebore, White powdered 20 @ 25
	Chamomile (Ger.) 55 @ 60	Bromide @ 94	Insect Powder .. 20 @ 35
	Chamomile (Rom) 55 @ 60	Carbonate 20 @ 30	Lead Arsenate .. 8 @ 16
Gums	Arnica 25 @ 30	Chlorate, xtal and powdered 33 @ 40	Lime and Sulphur Solution, gal... 15 @ 25
	Acacia, 2nd 45 @ 50	Chlorate, granular 30 @ 40	Paris Green ... 15 1/4 @ 20
	Acacia, 3d 40 @ 45	Cyanide 25 @ 40	
	Acacia, Sorts ... 20 @ 25	Iodide @ 3 77	Miscellaneous
	Acacia, powdered 30 @ 40	Permanganate .. 25 @ 30	Acetanolid 60 @ 65
	Aloes (Barb. Pow) 22 @ 25	Prussiate, yellow 30 @ 35	Alum 5 @ 8
	Aloes (Cape Pow) 20 @ 25	Prussiate, red ... 65 @ 70	Alum, powdered and ground 7 @ 10
	Aloes (Soc. Pow.) 40 @ 50	Sulphate 15 @ 20	Bismuth, Subnitrate 2 97@3 00
	Asafoetida 75 @ 1 00	Roots	Borax xtal or powdered 6 @ 12
	Asafoetida, Powd. Pure @ 1 00	Alkanet 30 @ 35	Cantharades po 2 00@8 00
	U. S. P. Powd. @ 1 25	Blood, powdered 20 @ 25	Calomel 1 20@1 25
	Camphor 56 @ 60	Calamus 40 @ 70	Capsicum 30 @ 35
	Guaiaac 50 @ 55	Elecampane, pwd. 15 @ 20	Carmine @ 4 50
	Guaiaac, powdered 55 @ 60	Gentian, powd. 15 @ 25	Cassia buds @ 40
	Kino 70 @ 75	Ginger, African, powdered 15 @ 20	Cloves 30 @ 35
	Kino, powdered 75 @ 80	Ginger, Jamaica, powdered 22 @ 25	Chalk Prepared 6 @ 8 1/4
	Myrrh @ 40	Ginger, Jamaica, powdered 22 @ 28	Chalk Precipitated 7 @ 10
	Myrrh, powdered @ 50	Goldenseal pow. 6 50@7 00	Chloroform 37 @ 43
	Opium 10 00@10 20	Ipecac, powd. .. @ 3 50	Chloral Hydrate 1 00@1 20
	Opium, powd. 12 00@12 20	Licorice 18 @ 20	Cocaine 4 55@4 75
	Opium, gran. 12 50@12 70	Licorice, powd. 12 @ 15	Cocoa Butter .. 55 @ 65
	Shellac 28 @ 35	Orris, powdered 30 @ 35	Corks, list, less 70% 2 @ 0 1
	Shellac, Bleached 30 @ 35	Poke, powdered 20 @ 25	Copperas, bbls. .. @ 0 1
Tragacanth	No. 1 2 25@2 50	Rhubarb 75 @ 1 00	Copperas, less .. 2 @ 5
	Tragacanth pow 1 25 @ 1 50	Rhubarb, powd. 75 @ 1 25	Copperas, powd. 4 @ 5
	Turpentine 10 @ 15	Rosinweed, powd. 25 @ 30	Corrosive Sublm. 1 15 @ 1 25
Leaves	Buchu 2 25 @ 2 50	Sarsaparilla, Hond. ground @ 65	Cream Tartar ... 36 @ 40
	Buchu, powd. 2 50 @ 2 75	Sarsaparilla Mexican ground 30 @ 35	Cuttlebone 35 @ 40
	Sage, bulk 25 @ 30	Squills 20 @ 35	Dextrine 7 @ 10
	Sage, 1/4s loose .. 30 @ 35	Squills, powdered 40 @ 60	Dover's Powder .. @ 2 50
	Sage, powdered 30 @ 35	Squills, powdered 40 @ 60	Emery, all Nos. 6 @ 10
	Senna, Alex 30 @ 35	Tumeric, powd. 12 @ 15	Emery, powdered 5 @ 8
	Senna, Tinn. 18 @ 25	Valerian, powd. 25 @ 30	Epsom Salts, bbls @ 1 1/4
	Senna Tinn powd 25 @ 30	Seeds	Epsom Salts, less 3 @ 5
	Uva Ursi 18 @ 20	Anise 20 @ 25	Ergot 2 00@2 25
Oils	Almonds, Bitter, true 6 50@7 00	Anise, powdered @ 25	Flake White 15 @ 20
	Almonds, Bitter, artificial 1 50@1 75	Bird, 1s @ 12	Formaldehyde lb. 10 @ 1 1/2
	Almonds, Sweet, true 1 25@1 50	Canary 12 @ 15	Gambier 10 @ 15
	Almonds, Sweet, imitation 50 @ 60	Caraway 15 @ 20	Gelatin 40 @ 50
	Amber, crude 25 @ 30	Cardamom 2 00@2 25	Glassware, full cases 80%
	Amber, rectified 40 @ 50	Celery (powd. 40) @ 3 50	Glassware, less 70 & 10%
	Bergamont 2 25@2 50	Coriander @ 25	Glauber Salts bbl. @ 1 1/4
	Cajeput 5 00@5 25	Dill 20 @ 25	Glue, brown 11 @ 15
	Cassia 1 75@2 00	Fennel 25 @ 30	Glue, brown grd. 10 @ 15
	Castor, bbls. and cans 12 1/2 @ 15	Flax 4 1/2 @ 10	Glue, white 15 @ 25
	Cedar Leaf 90 @ 1 00	Flax, ground 4 1/2 @ 10	Glue, white grd. 15 @ 35
	Citronella 1 00@1 10	Foenugreek, pow. 8 @ 10	Glycerine 25 @ 35
	Cloves 1 60@1 75	Hemp @ 10	Hops 45 @ 60
	Cocoonut 20 @ 25	Lobelia @ 50	Indigo 1 50@1 75
	Cod Liver 1 25@1 50	Mustard, yellow 16 @ 20	Iodine 4 55@4 80
	Cotton Seed 75 @ 90	Mustard, black 16 @ 20	Iodoform 5 20@5 80
	Croton 2 00@2 25	Mustard, powd. 20 @ 25	Lead Acetate 15 @ 20
	Cupbebs 4 25@4 50	Poppy 15 @ 20	Lycopodium @ 1 25
	Elgeron 2 00@2 25	Quince 1 00@1 25	Mace 90 @ 1 00
	Eucalyptus 1 00@1 20	Rape @ 15	Mace, powdered 1 00@1 10
	Hemlock, pure .. @ 1 00	Sabadilla @ 35	Menthol 3 50@3 75
	Juniper Berries 2 00@2 25	Sabadilla, powd. 10 @ 15	Mercury @ 1 25
	Juniper Wood 70 @ 90	Sunflower 15 @ 20	Morphine 5 90@6 35
	Lard, extra 80 @ 90	Worm American 15 @ 20	Nux Vomica @ 15
	Lard, No. 1 65 @ 75	Worm Levant .. 75 @ 85	Nux Vomica pow @ 20
	Laven'r Flowers @ 6 00	Tinctures	Pepper, black pow @ 30
	Lavender, Gar'n 1 25@1 40	Aconite @ 75	Pepper, white ... @ 35
	Lemon 2 00@2 25	Aloes @ 65	Pitch, Burgundy @ 15
	Linseed, boiled, bbl. @ 64	Arnica @ 75	Quassia 10 @ 15
	Linseed, bbl. less 69 @ 73	Asafoetida @ 1 35	Quinine, all brds 30 @ 40
	Linseed, raw, bbl. @ 63	Belladonna @ 1 65	Rochelle Salts .. 26 @ 30
	Linseed, raw, less 68 @ 72	Benzoin @ 1 00	Saccharine 5 50@6 00
		Benzoin Compo'd @ 1 00	Salt Peter 10 @ 15
		Buchu @ 1 50	Seidlitz Mixture. 25 @ 30
		Cantharides @ 1 80	Soap, green 15 @ 20
		Capsicum @ 90	Soap, mott castile 12 @ 15
		Cardamon @ 1 50	Soap, white castile case @ 6 25
		Cardamon, Comp. @ 1 00	Soap, white castile less, per bar .. @ 68
		Catechu @ 60	Soda Ash 1 1/4 @ 5
		Cinchona @ 1 05	Soda Bicarbonate 1 1/4 @ 5
		Colchicum @ 75	Soda, Sal 1 @ 4
		Cubeb @ 1 20	Spirits Camphor @ 75
		Digitalls @ 80	Sulphur roll 2 1/2 @ 5
		Gentian @ 75	Sulphur Subl. 3 @ 5
		Ginger @ 35	Tamarinds 15 @ 20
		Guaiaac @ 1 05	Tartar Emetic .. @ 60
		Guaiaac Ammon. @ 80	Tartar Emetic .. 40 @ 50
		Iodine @ 1 00	Turpentine Venice 40 @ 50
		Iodine, Colorless @ 1 00	Vanilla Ex. pure 1 00@1 50
			Witch Hazel 95 @ 1 00
			Zinc Sulphate .. 7 @ 10


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.

1 9 1 5
Seasonable Goods

Linseed Oil Turpentine
White Lead Dry Colors
Sherwin Williams Company
Shelf Goods and Varnishes
Colonial House and Floor Paints
Kyanize Finishes and Boston Varnishes
Japalac Fixall
 We solicit your orders for above and will ship promptly.
Hazeltine & Perkins Drug Co.
 Grand Rapids, 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

- Rolled Oats
Barley
Scotch Peas

DECLINED

Index to Markets

By Columns

Table listing various grocery items and their prices, categorized by columns A through Y.

1

Table listing grocery items under column 1, including Ammonia, Axle Grease, Baked Beans, Bath Brick, Bluing, Breakfast Foods, Brooms, Butter Color, Candles, Carbon Oils, Catsup, Cheese, Chewing Gum, Chicory, Chocolate, Clothes Lines, Cocoa, Coconut, Coffee, Confections, Cracked Wheat, Crackers, Cream Tartar, Dried Fruits, Farinaceous Goods, Fishing Tackle, Flavoring Extracts, Flour and Feed, Fruit Jars, Gelatine, Grain Bags, Herbs, Hides and Pelts, Horse Radish, Jelly, Jelly Glasses, Macaroni, Mapleine, Meats, Canned, Mince Meat, Molasses, Mustard, Nuts, Olives, Pickles, Pipes, Playing Cards, Potash, Provisions, Rice, Rolled Oats, Salad Dressing, Saleratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Spices, Starch, Syrups, Table Sauces, Tea, Tobacco, Twine, Vinegar, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

2

Table listing grocery items under column 2, including Clams, Corn, French Peas, Gooseberries, Hominy, Lobster, Mackerel, Mushrooms, Oysters, Plums, Peas, Peaches, Pineapple, Pumpkin, Raspberries, Salmon, Sardines, Sauser Kraut, Shrimps, Succotash, Strawberries, Tomatoes, Carbon Oils, Perfomation, D. S. Gasoline, Gas Machine, Deodor'd Nap'a, Cylinder, Engine, Black, winter, Catsup, Snider's pints, Snider's 1/2 pints.

CHEESE

Table listing various types of cheese and their prices.

CHEWING GUM

Table listing various brands of chewing gum and their prices.

CHOCOLATE

Table listing various brands of chocolate and their prices.

CLOTHES LINE

Table listing various types of cotton and other fabrics.

COCOA

Table listing various brands of cocoa and their prices.

COCOANUT

Table listing various brands of coconut and their prices.

COFFEES ROASTED

Table listing various brands of roasted coffee and their prices.

Bogota

Table listing various items under the Bogota category.

CONFECTIONERY

Table listing various brands of confectionery and their prices.

Mixed Candy

Table listing various brands of mixed candy and their prices.

Specialties

Table listing various specialty items and their prices.

Chocolates

Table listing various brands of chocolate and their prices.

Pop Corn Goods

Table listing various brands of popcorn and their prices.

Nuts—Whole

Table listing various brands of whole nuts and their prices.

5

Table listing various items under column 5, including Cocoanuts, Chestnuts, No. 1 Spanish Shelled, Peanut, Ex. Lg. Va. Shelled, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Fancy H P Suns, Raw, Roasted, H. P. Jumbo, Raw, Roasted.

CRACKERS

Table listing various brands of crackers and their prices.

Butter

Table listing various brands of butter and their prices.

Soda

Table listing various brands of soda and their prices.

Sweet Goods

Table listing various brands of sweet goods and their prices.

Cans and boxes

Table listing various brands of cans and boxes and their prices.

Chocolate Bars (cans)

Table listing various brands of chocolate bars and their prices.

Household Cks. Iced

Table listing various brands of household cakes and their prices.

Honey Flakes Ass't

Table listing various brands of honey flakes and their prices.

Imperial

Table listing various brands of imperial products and their prices.

in-or-Seal Trade Mark Goods

Table listing various brands of in-or-seal trade mark goods and their prices.

SPECIAL PRICE CURRENT

15

16

17

12

13

14

Table of prices for various goods including Smoking (Bull Durham, etc.), Brotherlyhood, Cigar, etc.

Table of prices for various goods including Pilot, Soldier Boy, Sweet Caporal, etc.

Table of prices for various goods including Faucets, Mop Sticks, Pails, Traps, etc.

BAKING POWDER K. C.

Table of prices for Baking Powder in various quantities.

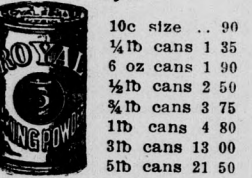


Table of prices for CIGARS including Johnson Cigar Co's Brand, etc.

Table of prices for Worden Grocer Co. Brands including Canadian Club, etc.



Table of prices for FITZPATRICK BROTHERS' SOAP CHIPS including White City, etc.

Table of prices for YEAST CAKE including Magic, Sunlight, etc.

Table of prices for YOURS TRULY LINES including Pork and Beans, etc.

Table of prices for AXLE GREASE including Mica Grease, etc.

Table of prices for CHARCOAL including Car lots or local shipments, etc.

Roasted Dwinell-Wright Co's B'ds



Table of prices for White House Coffee in various quantities.



Royal Garden Tea, pkgs. 40 THE BOUR CO., TOLEDO, OHIO.

Table of prices for SOAP including Acme, Big Master, etc.

Table of prices for FITZPATRICK BROTHERS' SOAP CHIPS including White City, etc.

Table of prices for German Mottled, Lautz Naphtha, etc.

Table of prices for Proctor & Gamble Co. including Lenox, Ivory, etc.

Table of prices for Swift & Company including Swift's Pride, etc.

Table of prices for Tradesman Co.'s Brand including Black Hawk, etc.

Table of prices for Soap Compounds including Johnson's Fine, etc.

Table of prices for Washing Powders including Armour's, etc.

Table of prices for Soap including Acme, Big Master, etc.

Table of prices for FITZPATRICK BROTHERS' SOAP CHIPS including White City, etc.

Advertisement for 'The only 5c Cleanser' with image of a tin and text: 'Guaranteed to equal the best 10c kinds 80 - CANS - \$2.00'

Advertisement for 'AMERICAN BEAUTY' Display Case No. 412, featuring an image of the display case and text: 'of more than one hundred models of Show Case, Shelving and Display Fixtures designed by the Grand Rapids Show Case Company for displaying all kinds of goods, and adopted by the most progressive stores of America.'

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—Cash register. Will exchange diamond or American typewriter. C. F. Allen, Jeweler, Elsie, Michigan. 891

For Sale or Exchange—A-1 farm of 200 acres. Good soil and good buildings. O. R. Burrier, R. No. 3, Traverse City, Michigan. 875

Will exchange for property anywhere in Michigan of equal value 320 acres in the Pecos river valley, New Mexico; finest of climates and good soil, near good markets and schools; price 6,400. William R. Smalley, Sherman, Mich. 876

For Sale—General merchandise business doing \$23,000 cash business per year with stock of \$6,000. Located in best town in the Thumb of Michigan. Desirable building, low rent, liberal discount. Address No. 878, care Michigan Tradesman. 878

For Sale—Hazen steel paper press, brand new with bundle of ties, \$25. Cost originally \$41.50. Also 200 account McCaskey system, \$5. A. L. Hall, Montrose, Michigan. 879

Wanted—Small stock of general merchandise in small town or suburb. Address P. O. Box 6, Lansing, Mich. 880

Must be sold at a bargain—Soda fountain, bakery, confectionery and fixtures, with good business. D. C. Thorne, Trustee, Mountain Grove, Mo. 881

Wanted—To buy a stock of dry goods in town of 5,000 to 10,000 or would rent a store. Address L. G. Brennan, Hudson, Michigan. 882

For Sale—A clean stock of hardware invoicing six thousand dollars. Established in business over thirty years. Address J. A. Montague, Traverse City, Michigan. 883

Wanted—Dealers handling rugs to write us. We have a proposition that will certainly be interesting to you. Buckeye Manufacturing Co., Canton, Ohio. 884

Shoes—We are buyers of all kinds of merchandise, paying the best cash prices. Shoes are our specialty. Write us at once. Detroit Mercantile Co., 345 Gratiot Ave., Detroit, Michigan. 886

Wanted—To buy stock general merchandise from \$10,000 to \$25,000 in good town. Must be cheap for cash. Ezra Bishop, Byron, Michigan. 888

For Sale—The only department store in town of 2,500 population in Central Michigan. Very low rent. A-No. 1 good stand, and very little competition. No. 889, care Tradesman. 889

For Sale—General merchandise business. Post office in connection. Will stand investigation. Address No. 890, care Tradesman. 890

For Sale—Good second-hand McCaskey account register cheap. M. L. Brown, Room 511, Minnehaha Building, Sioux Falls, South Dakota. 855

Business For Sale at inventory price. Our well established hardware, implement and general merchandise business in Ridgewood is for sale at inventory price. We wish to devote our time to other business and offer this as an exceptional opportunity to right man. Address Ridgewood Commercial Co., Ridgewood, N. J. 858

Wanted—Stock merchandise about \$20,000. Will exchange fine, well improved, Illinois farm. Address Box 97, Greenup, Ill. 859

Wanted—A stock of clothing or general merchandise. State full particulars and lowest cash price. Address No. 860, care Tradesman. 860

For Sale or Exchange for small farm—stock of general merchandise at Mattawan. C. F. Hosmer, Mattawan, Michigan. 862

Wanted—A shoe stock for two story brick block. Good location, with five years' lease. Good rent. Address Peoples Store, 1973 Division avenue. 863

For Sale or Exchange—Baker's stand. 1 eleven room brick building, stove room, oven and dwelling combined. Garden lot. Cheap. W. E. Moore, Felicity, Ohio. 864

For Sale—Patent rat and mouse trap. Simple, durable, economical. Sure catch. Address D. H. Clippinger, Perkins, California. 865

For Rent—Brick building and basement 25 x 85, best location. In village of 1,600, for dry goods stock. Only one dry goods store in town. Rent reasonable. W. V. Capron, Frankfort, Michigan. 866

For Sale—General store, including stock, fixtures and building, doing large business. Address No. 867, care Michigan Tradesman. 867

For Sale—Cash only, general merchandise stock invoice 8,000. Store building for sale or rent. Reasons for selling: I am going to California. Address A. Bengston, Falun, Kansas. 868

Stocks Wanted—If you are desirous of selling your stock, tell me about it. I may be able to dispose of it quickly. My service free to both buyer and seller. E. Krusenga, 17-23 Ionia Ave., Grand Rapids, Michigan. 870

For Sale—Clean salable stock of dry goods and shoes, in Springfield, Mo. Invoice \$6,000. Established fifteen years. Good city, farm and railroad trade; in the trade center of the best business street. Near 2,000,000 "Frisco" shops, employing thousands of men. Owner's death, reason for selling. Attractive proposition at a discount. Address No. 853, care Michigan Tradesman. 853

General Merchandise For Sale—In Eastern Iowa; good clean stock and a money maker; own my building; will sell or lease to right party who wants to take hold and continue the business; I want to retire from mercantile business. No traders answered. H. W. Kettleson, Wyoming, Iowa. 836

For Sale or Exchange—120 acre farm; good location, good buildings, good land; can use \$5,000 stock of merchandise. C. J. Stockwell, Grand Ledge, Mich. 838

For Sale—Two sets of ice tools in good condition—2 ice plows, 5 saws, 3 splitting bars, 14 ice hooks, 7 pairs tongs. Address Wills-Jones-McEwen Co., 1515 North 26th St., Philadelphia, Pa. 843

Wanted—General stock value up to \$12,000 in exchange for farm property. Will pay part cash. N. L. Gage, Houghton Lake, Mich. 816

Moving Picture Theater For Sale—Seating 200. Good business, good location. Best equipped theater in city of its size in Michigan. Write for particulars. Crystal Theater, Grand Ledge, Mich. 821

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

We buy and sell second-hand store fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 204

For Sale—Steam heated brick hotel, located at Fife Lake, Michigan. Sixty-seven miles from Petoskey, twenty-eight miles from Traverse City. Twenty-three sleeping rooms, furnished complete. In wet county. Will sell cheap for cash. M. Hobbs, Proprietor, Fife Lake, Mich. 842

For Sale—General store in a small but good town; has a large territory; thickly settled farming district; no better opening in this State, as it's the only store in the town; no opposition; can give time on part. Address Wm. Ryman, Fostoria, Kansas. 846

For Sale—Meat market, complete with tools and ice house. Double store, two story building. Price \$1,000. Address No. 850, care Tradesman. 850

For Sale—Best located suburban grocery store, stock and fixtures, in Sturgis. Modern building, room for dwelling on lot. Clean stock. A bargain. For particulars address G. R. & I. Grocery, Sturgis, Michigan. 852

For Sale—Stock of dry goods about \$15,000. Established thirty-six years. Want to retire from business. Lehman's, Columbus, Ind. 826

For Sale—Exclusive shoe store in prosperous town of 1,400 population in fruit belt Western Michigan. Stock absolutely clean, invoice about \$3,800. Only shoe store in town, will sell building if desired. No. 829, care Tradesman. 829

Wanted—Stock of merchandise for \$5,000 farm, or \$15,000 timber tract, no encumbrance. Phillips, Manchester, Tenn. 812

Wanted—A stock of general merchandise. Must be a good clean stock, well located, and established business. Will pay reasonable price. Can handle a medium sized stock. Address No. 813 Michigan Tradesman. 813

For Sale—Clean and up-to-date ward grocery, in good manufacturing city of 12,000 in Northern Indiana. Stock clean and new—fixtures first-class and complete. Address 814 care Tradesman. 814

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. No license and four sub-rentals. Will not rent; reason, age. Address Dr. N. DeHaas, Fremont, Michigan. 801

Will pay cash for any kind of merchandise or any amount of it if cheap enough. Harold Goldstrom, 65 Smith Ave., Detroit, Michigan. 738

Wanted—Clothing, furnishings, shoes. Cheap for cash. E. C. Greene, Jackson, Michigan. 775

Large catalogue Farms and Business Chances, or \$50 selling proposition free. Pardee, Traverse City, Michigan. 519

For Rent—Store building. Good location for clothing or department store, in a live Michigan town. Address No. 328, care Tradesman. 328

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

For Sale—Lake Vista farm and resort. Finest farm and resort proposition in Michigan. Immediate possession given. Might exchange for business or other property. Write for descriptive Booklet. Address owner, C. S. Pyle, Allegan, Mich. 874

For Sale—Hardware, furniture and garage. Invoice stock and fixtures \$5,000. Sales 1914, \$22,000; best location in town. This business has been built up from \$8,000 to \$22,000 in four years with prospects of \$30,000 this year. Will sell hardware and furniture separate from garage. Alfred Patras, LaVeta, Colo. 815

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

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—City salesman who has called on the grocery trade. State experience and age. Address in own handwriting. No. 877, care Tradesman. 877

Wanted—Salesmen reaching notion and toilet goods lines to carry our vanity toilet powder gloves and other specialties. Liberal commission. E. L. Gilbert Mfg. Co., Rochester, N. Y. 885

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

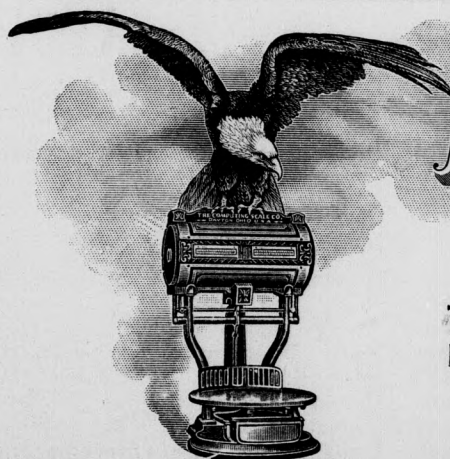
SITUATIONS WANTED.

Registered pharmacist, reliable and competent, desires position, regular or relief work. Address Druggist, c-o 264 Richards Ave., N. W., Grand Rapids. 887

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

The Tradesman as a Sugar Prophet.

In the issue of Jan. 20, the Tradesman stated:

"The Tradesman advised its readers to buy sugar when the market was low last summer. Those who acted on the Tradesman's advice reaped a handsome profit. The Tradesman now advises its readers to carry full stocks of sugar and to hold themselves in readiness to buy liberally on the first indication of an upward movement. With the beet sugar crop of Europe nearly annihilated by the war, high prices must necessarily rule."

The N. Y. price on granulated was then 4.95c. Two weeks later—in the issue of Feb. 3, the Tradesman stated:

"The Tradesman anticipates another advance in prices within the next ten days—possibly before the end of the present week."

This review was written the forenoon of Wednesday, Feb. 3. The same afternoon, after the Tradesman had gone on the press with its last forms, the price advanced 10 points—to 5.25c.

The next day the price advanced 10 points more—to 5.35c.

The next day the price advanced 15 points more—to 5.50c.

In the meantime the market has advanced 25 points more—to 5.75c.

A grocer who acted on the advice in the Tradesman of Jan. 20, made 80 points over the present price.

The grocer who acted on the Tradesman's advice in the issue of Feb. 3, made 50 points.

The Tradesman is pleased to learn that many grocers availed themselves of this advice and made enough extra on the advance to keep their names good on our subscription list for many years to come.

The Tradesman is the only trade journal in the Middle West that undertakes to furnish its patrons conservative advice in the matter of buying goods. A leading grocer of Kalamazoo pays a tribute to this feature by voluntarily writing last week: "As usual, I am on the right side of the sugar market, thanks to the enterprise and acumen of the Michigan Tradesman in keeping me advised as to the trend of the market. Acting on the hint you threw out in your issue of Jan. 20—I don't have to have a brick house fall on me to open my eyes—I bought enough sugar at the going price so that the extra margin I now enjoy will pay my subscription to the Tradesman for the remainder of my business career." Many other dealers have written the Tradesman along similar lines, giving ground for the belief that this feature is not only appreciated, but is taken advantage of by the retail dealers generally.

Reasons Why You Should Attend the Lansing Convention.

Grand Rapids, Feb. 9.—Mr. Merchant, a few reasons why you should attend the convention at Lansing, February 23, 24 and 25:

1. If you are interested in having the garnishment law amended to meet the present conditions.

2. If you are interested in having all stores that handle anything

in the grocery line closed all day Sunday.

3. If you are interested in credit reports and how to handle them you will learn something of value.

4. If you are interested in a cabinet for keeping the reports you will see one demonstrated.

What You Will Get.

1. You will get value received from the reports of the different associations and the question box.

2. You will get a chance to visit the State Capital and the Agricultural College.

3. You will get a chance to see your State Senator and your State Representative in action as both houses are in session now.

4. You will attend the best convention our Association has ever had and go home glad you came.

5. You will have been entertained during your stay by one of the best local associations in the State and

Greetings From the Local Grocers' Association.

Grand Rapids, Feb. 9.—To the members of the Grand Rapids Retail Grocers' Protective Association, we wish to call your attention to our next regular meeting, Monday evening, February 15, to be held in the Association of Commerce rooms, on Pearl street, which will hereafter be our regular meeting place. The time of meeting will regularly be the first and third Monday evenings of each month.

Matters for open discussion, which will be of vital interest to all grocers of the city, will be considered. The chain stores will more than likely receive congratulations in their new ventures. The matter of relationship between the Retail Grocers' Association and the grocery clerks, which should be a matter of deep interest to the grocer, will also be considered.

Determined to always be in the lead, the officers of the Association

The Michigan Workmen's Compensation Mutual Insurance Co. will hold its annual meeting at the same time, as will also the Michigan Employers' Compensation conference.

Sessions will begin at 10 a. m. in the convention hall of the Statler. In the afternoon the three bodies will hold separate meetings for presentation of annual reports and election of officers. The third and concluding session of the day will be in the form of a banquet, to be served at 7 p. m. Edwin F. Sweet, formerly of Grand Rapids, now Assistant Secretary of Commerce, will deliver the address of the occasion. Other speakers will be James A. Emery, of Washington and New York, counsel for the National Association of Manufacturers; and George W. Tupper, of Boston, immigration Secretary of the Y. M. C. A.

Big Rapids Business Men Get Together.

Big Rapids, Feb. 9.—Practically all lines of business were represented at a large and enthusiastic meeting of the business and professional men of Big Rapids held at the office of the Big Rapids Gas Co. to effect a permanent organization. The following officers were elected:

Pres.—W. M. Sanford.

Vice Pres.—Arthur Gleason.

Treas.—Albin Johnson.

Sec.—John E. Dumon.

The object of this organization is to promote the best business interests of Big Rapids and this county. About thirty-five of the leading merchants and professional men of Big Rapids and vicinity have endorsed this work and it is expected that all merchants and professional men in this district will become affiliated with the organization.

Saginaw—Adam Sharp has merged his business into a stock company under the style of the Sharps Cigar Co., with an authorized capital stock of \$7,000, all of which has been subscribed, \$1,500 paid in in cash and \$5,500 in property. This concern will engage in the manufacture and sale of tobaccos, pipes and smokers' articles.

Detroit—The Detroit Flexotile Floor Co., manufacturer and dealer in flexotile, flexotile stucco, flexotile wainscoting, etc., has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$400 paid in in cash and \$2,400 paid in in property.

Detroit—The James Leonard Coal Co. has been incorporated with an authorized capital stock of \$25,000, of which amount \$13,000 has been subscribed, \$60.80 paid in in cash and \$12,939.20 paid in in property.

Muskegon—The Amazon Products Co. has been incorporated with an authorized capital stock of \$20,000, all of which has been subscribed and \$5,000 paid in in cash. This concern will deal in textile products.

BUSINESS CHANCES.

Wanted—To know where I can start, buy or rent a garage, machine shop or small manufactory. Offers kept confidential. Address Mechanic, care Michigan Tradesman. 892

For Sale—Executor of the estate offers for sale the hardware and furnace business of N. W. Deering & Son, Atlantic, Iowa. Stock and fixtures will invoice around \$14,000. Located in town of 5,000 in best farming section of Iowa. Address W. J. Deering, Atlantic, Ia. 893



STUNG!

should attend out of courtesy to them.

6. You will get a chance on the drawing of a \$100 electric steel cut coffee mill.

Now, my dear sir, if you are interested in the retail grocery or general merchandise business, come and lend a helping hand and assist in the uplifting and upbuilding of our line of merchandising and assist the officers in making our State Association the best in the United States.

Fred W. Fuller, Sec'y.

Detroit—Robert Hagele, tailor, 2305 Woodward avenue, has been adjudicated a bankrupt by Judge Arthur J. Tuttle, of the United States Court, on a voluntary petition, showing liabilities of \$800 and assets of \$600.

Dumb waiters are all right in their way, but they won't answer.

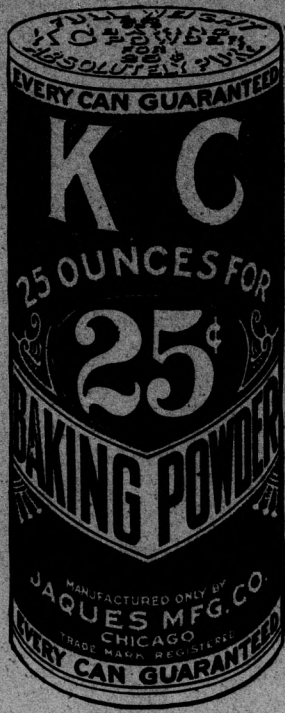
have already had their spring house-cleaning. Evidence of this fact will manifest itself by a brand new check to all members having money due them on past collections.

We are more than pleased to note the new interests springing up already in the Field Secretary's department, as well as in the collection department. We assure you that any accounts left with our office for collection will receive prompt report.

Wm. P. Workman, Sec'y.

State Manufacturers to Meet February 25.

The annual meeting of the Michigan Manufacturers' Association will be held in the Hotel Statler, Detroit, February 25. An attendance of about 400 from every branch of business and industry of the State is expected.



FOUR GOOD THINGS TO HANDLE AND PUSH

Milk---A profitable staple of larger sales volume than sugar

Do you realize that the average family spends more for milk than for sugar. Everyone of your customers spends \$3.00 per month for milk—some spend much more—this trade goes to the milk peddler and he makes money on it, too. You have to tie money up in a sugar stock to supply your customers and you often lose money doing it.

This milk business, and the profit that goes with it, should belong to you.

CARNATION MILK

From Contented Cows

will help you switch your customers from raw milk to evaporated—for cooking and baking. Our advertising is interesting and educating housewives in the use of evaporated milk. It is sending to the grocer's cash drawer some of the money usually paid to the milk peddler.

When a woman comes to you for evaporated milk make sure that she will be pleased and she will return and continue to buy evaporated milk from you—Give her CARNATION MILK—she will like it—is clean, sweet and pure—always ready for use. Carnation Milk will prove that evaporated milk is superior to raw milk for cooking. And that will be an important step in starting the usual \$3.00 per month milk money into your cash drawer. So push Carnation Milk. Your jobber carries it.



PACIFIC COAST CONDENSED MILK COMPANY

General Offices: Seattle, Washington



HONORBILT

Mayer

THE BIG GENERAL
LINE OF SPECIALTIES

HONORBILT SHOES

FOR MEN—WOMEN—CHILDREN

THIS big quality line possesses two features that are prime essentials in the successful development of any shoe business.



No. 255. Gun metal calf button, mat kid top, plain, narrow recede toe, spool heel, single oak sole, welt.



No. 67. Patent leather button, gray cloth gaiter top, narrow recede toe, spool heel, single oak sole, welt.

First—The line is of sufficient scope to enable a merchant to fill all his shoe needs and requirements, thereby availing himself of the many big advantages derived from dealing with only one house.

Second—It is strictly a specialty line in every detail of manufacture. The shoes are made in specialty factories, separated, planned, arranged and equipped for making each group of specialty shoes independently. The factories are operated by specialty shoe makers trained to the work.

We are confident you will find it greatly to your advantage to closely investigate the Mayer Honorbilt line. Our catalog or sample line is offered for your inspection.

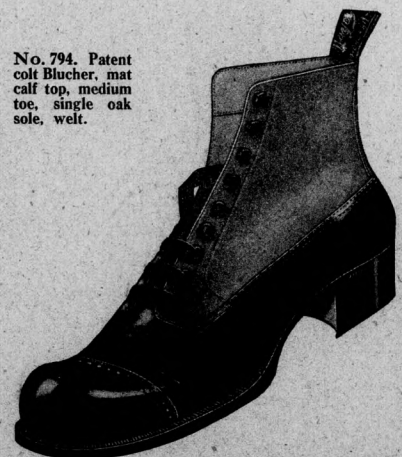
F. Mayer Boot & Shoe Co.
Milwaukee, Wis.



No. 759. Gun metal calf button, medium narrow recede toe, gray box cloth top, single oak sole, welt.



No. 741. Velour calf Blucher, tip, medium toe, 1/2 double oak sole, welt.



No. 794. Patent colt Blucher, mat calf top, medium toe, single oak sole, welt.