

## Resignation

There is no flock, however watched and tended  
But one dead lamb is there!  
There is no fireside, howsoe'er defended,  
But has one vacant chair!

The air is full of farewells to the dying,  
And mournings for the dead;  
The heart of Rachel, for her children crying,  
Will not be comforted!

Let us be patient! These severe afflictions  
Not from the ground arise,  
But oftentimes celestial benedictions  
Assume this dark disguise.

We see but dimly through the mists and vapors;  
Amid these earthly damps,  
What seem to us but sad funereal tapers  
May be heaven's distant lamps.

There is no Death! What seems so is transition.  
This life of mortal breath  
Is but a suburb of the life elysian,  
Whose portal we call Death.

She is not dead—the child of our affection—  
But gone unto that school  
Where she no longer needs our poor protection,  
And Christ himself doth rule.

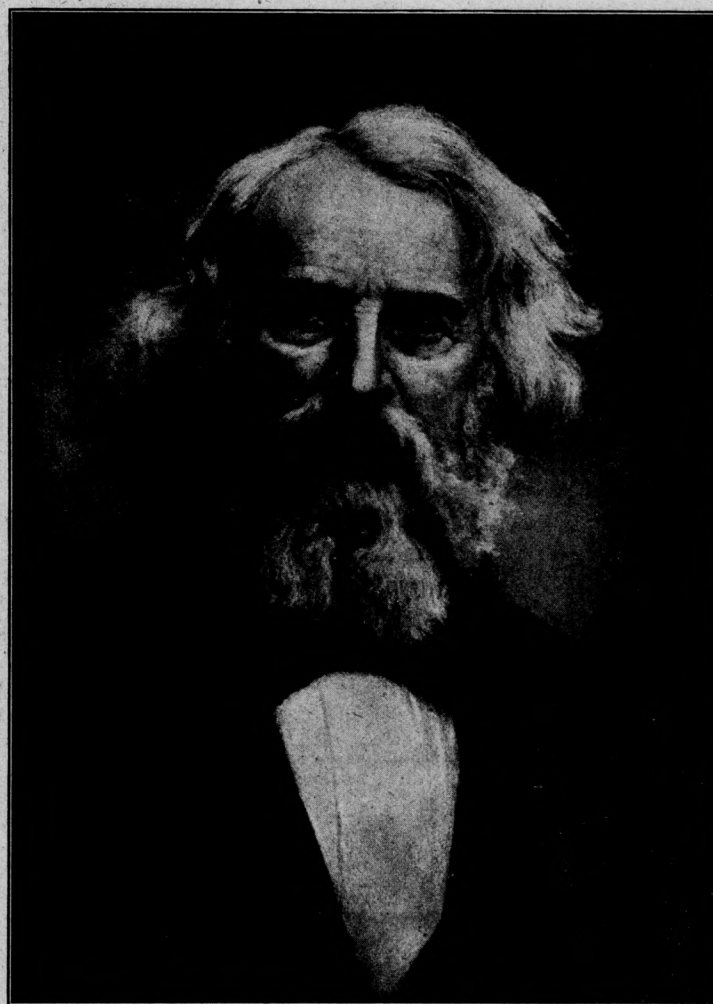
In that great cloister's stillness and seclusion,  
By guardian angels led,  
Safe from temptation, safe from sin's pollution,  
She lives, whom we call dead.

Day after day we think what she is doing  
In those bright realms of air;  
Year after year, her tender steps pursuing,  
Behold her grown more fair.

Thus do we walk with her and keep unbroken  
The bond which nature gives,  
Thinking our sad remembrance, though unspoken,  
May reach her where she lives.

Not as a child shall we again behold her  
For when with raptures wild  
In our embraces we again enfold her,  
She will not be a child;

But a fair maiden, in her Father's mansion.  
Clothed with celestial grace;  
And beautiful with all the soul's expansion  
Shall we behold her face.



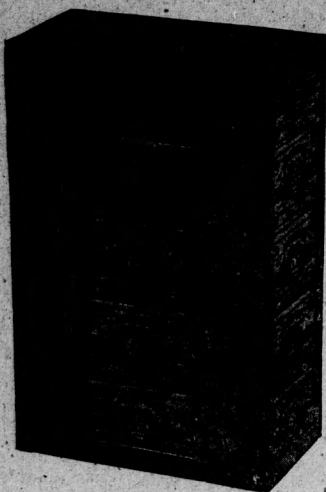
Born—Portland, Me., February 27, 1807.  
Died—Cambridge, Mass., March 24, 1882.

And though at times impetuous with emotion  
And anguish long suppressed,  
The swelling heart heaves moaning like the ocean,  
That cannot be at rest.

We will be patient and assuage the feeling  
We may not wholly stay;  
By silence sanctifying, not concealing,  
The grief that must have way.

Henry W. Longfellow.





## 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.**

**Good Yeast  
Good Bread  
Good Health**

**Sell Your Customers  
FLEISCHMANN'S  
YEAST**

**KC**

**The Best at Any Price**

No other baking powder will raise nicer, lighter biscuits, cakes and pastry, none is more pure and wholesome



**Then Why Pay More?**

The above is one of a series of advertisements we are running in daily papers throughout the country. We are spending thousands upon thousands of dollars doing this to help the sales of

**K C BAKING POWDER**

**THIS ALSO HELPS YOU.** All grocers like to sell standard goods—particularly if they comply with the *Pure Food Laws* and pay a profit. Of course you sell it.

**JAQUES MFG. CO., CHICAGO**



**"I Like to Sell**

**FRANKLIN  
CARTON  
SUGAR"**

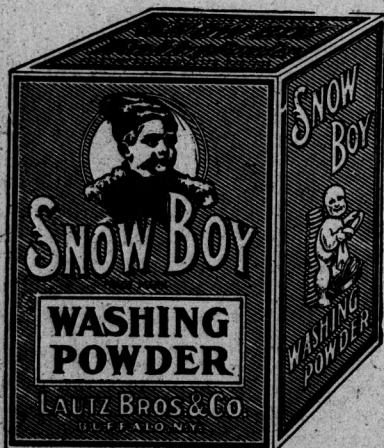
**Why?**

"Because it comes ready to sell, saves my time weighing, wrapping and putting in bags, and above all my customers prefer **FRANKLIN CARTON SUGAR**. I am mighty anxious to have pleased customers because I realize that they will speak a word to their neighbors about the grocer who serves them with satisfactory goods. I know **FRANKLIN CARTON SUGAR** is clean, pure and full weight, because my wife uses it herself and I am therefore glad to recommend it.

"I lost money on sugar until I started to push **FRANKLIN CARTON SUGAR**. I keep the whole **FRANKLIN** line of Granulated, Powdered, Dessert and Table, and Cube Sugars well to the front where my customers can always see them. I am making a profit on **FRANKLIN CARTON SUGAR**."

**FRANKLIN CARTON SUGAR** comes to you packed in original containers of 24, 48, 60 and 120 lbs.

**THE FRANKLIN SUGAR REFINING CO.  
PHILADELPHIA**



**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—½ 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. 1500.**



# MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, FEBRUARY 24, 1915

Number 1640

## SPECIAL FEATURES.

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## 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 consumptive demand is only moderate. Receipts are about what they should be for the season, with the percentage of strictly fancy butter very light. Medium grades are dull and prices have to be shaded somewhat in order to make sales. The outlook is unchanged. Fancy creamery is now quoted at 30@31c in tubs and 31@33c in prints. Local dealers pay 22c for No. 1 dairy, 16c for packing stock.

Brussel's Sprouts—20c per box.

Cabbage—60c per bu.

Celery—\$1.25 per box of 3 to 4 doz. for homegrown; \$2.50 per case of 3 to 4 doz. for Florida; 50c per bunch for California.

Celery Cabbage—\$2 per dozen packages.

Cocoanuts—\$4 per sack containing 100.

Cranberries—Cape Cod Late Howes are steady at \$5.50 per bbl.

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

Eggs—Receipts are steadily increasing as the season advances, but so is the demand. This holds the market fairly steady. The few storage eggs which are left are moving very slowly, as the demand is chiefly for new-laid stock. Local dealers pay 22@23c for case count, selling candled at 25@26c.

Grape Fruit—\$2@2.50 for Florida all sizes.

Grapes—Malagas, \$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 Califor-

nia; 17c for Naples; Michigan chestnuts, 18c.

Onions—The market has declined to \$1 per 100 lbs. for red and yellow and \$1.25 for white; Spanish, \$1.50 per crate.

Oranges—California Navels are in large demand at \$2@2.50 per box for all sizes. Floridas fetch \$2.25@2.50.

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

Oyster Plant—25c per doz.

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 fowls; 6c for old roosters; 10c for geese; 10c for ducks; 14@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 cool effrontery of the petition by Sam. Gompers and other so-called labor leaders that the House appropriate \$290,000 to pay the fine laid upon the Danbury Hatters' Union quite justified the "scathing language" said to have been used of it in the House Committee. About the general idea of the Government paying the penalties imposed by its courts upon lawbreakers hangs an odor of Irish justice worthy of Lover's extravagant vein. The arguments of organized labor are two. One is that the decision, based on the Sherman act, contravened the understood intent of Congress when the Sherman act was first passed, and the direct provisions of the newer Clayton act. But it is not for Congress thus to go behind the Supreme Court. The other is that the impoverishing effect of the heavy fine upon the local union justifies relief under "the general welfare clause" of the Constitution. On this theory any Federal punishment that is a punishment should be set aside. What Gompers is trying to do is to avoid the slight levy on the National Federation of Labor which a collective assumption of the fine would involve. The organization's whole strength was thrown into the fight, and it is for its whole strength to pay what it cost.

## Inaugurate a "Trade at Home" Movement.

Battle Creek, Feb. 23.—A general campaign against the mail order business—in fact, against all trade with outside cities—will be inaugurated by the Chamber of Commerce in the near future. E. R. Smith, manager of the Post Theater and head of the Battle Creek Poster Co., has agreed to furnish advertising space on the large billboards of the city to the organization gratis. Advertising space for 100 posters on the boards about the city has been turned over to the organization.

The Publicity Committee of the C. of C. is attempting to formulate some plan which will meet with the approval of not only all the local merchants, but all residents as well.

Until the past few years railroads have run cheap excursions to both Detroit and Chicago, giving Battle Creek people, as well as residents of other cities along the lines, an opportunity to visit the large cities, attend the sales and return home with a slight saving over the cost of the material and railroad fare combined. Recently the railroads have abandoned these excursions, realizing the effects which they have had upon business in the smaller cities. Working on this same theory, the Chamber of Commerce is anxious to call the attention of local residents to the effect that the future welfare of the city depends upon the business done here.

Two or three interesting examples of city degeneration due to mail order business have been advertised lately. Only recently the Moon published a story of a small Iowa city, which was thriving. The residents and farmers nearby, started doing business with mail order houses, with the final result, that merchants were unable to make money and deserted the town.

The advertising in connection with the "trade at home" movement will call to the attention of the residents, the fact that the merchants spend the money which they take in here and that money paid over to outside concerns finds circulation in other localities.

Alcohol will after the war be upon a different footing from the one it held before the war. The effect of alcohol upon the health and energies of individuals has been long debated, with a great parade of evidence upon both sides. But never has the question been subjected to such an elaborate test. Russia has abolished the traffic in intoxicants. France has prohibited the manufacture and sale of absinthe, and is debating the restriction of the liquor traffic as a whole. Where two nations in the moment of supreme stress, and in despite of enormous losses in revenue resulting from the step, have declared that a nation cannot go on drinking and doing its best on the battlefield, a strong prima facie case against alcohol has been made out. But it is as yet an argument for temperance rather than for prohibition. As against Russia and France, the German armies have not dispensed with beer, although the troops cannot be

served while on the railroads; and prohibition has not made its way into the British trenches. Since neither the Germans nor the British have shown any noticeable decline in military efficiency, the question will emerge from the war, not in the form of total abstinence versus free indulgence, but as a question of brewed versus distilled liquors.

The Federal Government spends about \$250,000 annually for envelopes, but Postmaster General Burleson will soon close contracts which will save \$25,000 a year on the billions of envelopes required. The supply is divided into three groups. One is the stamped envelope sold to the public, of which two and a half billions are used annually. The second are the congressional and departmental envelopes, constituting an item of 200,000,000 pieces, and the third group covers the envelopes used in the postal service, numbering about 100,000,000 each year. There are many different styles of these envelopes, and the Government insists that the paper in them shall be of good quality, free from imperfections and of uniform weight, thickness and strength. Diplomatic correspondence calls for the finest covering known.

A jury in United States District Court will be called upon to decide whether a food manufacturer or producer is responsible for the healthful condition of his products after they have passed through the hands of the middleman. The case is brought by a woman, who sues Armour & Company for \$6,000 damages because she was infected with trichinae by eating "lachinker," a sausage product put up by the Armour people. The woman claims the "lachinker" was not inspected properly by the company before it was sold to the middleman. The decision will be watched by all manufacturers of food products, for if it is against them it is safe to say that there will be more inspection of their products than ever before.

Japan's export trade of tea for last year was very good and made surprising gains when everything else showed a decrease. In 1912 Japan's tea was inferior through all grades, and this affected the trade in 1913 and the prices. The import that year to the United States showed a decrease of more than 5,000,000 pounds. However, the new tea imported into the American market in 1914 was superior in quality and cheap in price, and aroused a brisk demand for Japanese tea of various grades. Therefore, when every other business was slack, Japan's export trade in tea prospered.

The Wonder Stove & Heating Co. has changed its name to the Grand Rapids Stove Co.



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, Feb. 22.—Learn one thing each week about Detroit: Quietly and unostentatiously, Detroit has been forging to the front in the furniture industry. In the various factories are employed about 3,500 men and the sales amount to over five and one-half millions a year.

Reminding us of the once famous Patti and her annual farewell tours of America, we read with delight a letters from Mears, Mich., Mayor last week. Ches. also swore off writing to the Tradesman, notwithstanding the devastating effects his refusal had on the future of Mears.

Belgium had, before the war, says a news note, more than 50,000 dogs which were used for draft purposes. Belgium is furnishing the real dogs of war.

E. A. Teel, of Fowlerville, accompanied by his wife, was a business visitor in Detroit last week. Mr. Teel was in the employ of I. N. Arbaugh & Co., of Lansing, for a number of years where he gained experience that should prove of inestimable value to him in his new venture, his citizenship in Fowlerville being of recent date as well as his advent into the mercantile world.

Billy Sunday requires a guarantee fund for his campaign in some of the large cities, and yet, as a Detroit paper aptly remarks, the Savior had no such business manager.

[Our correspondent is misinformed. Billy Sunday does not require a guarantee fund for himself. All he requires is a structure large enough to hold the crowds who flock to hear him, enough money pledged to meet the expenses of the campaign and the co-operation of the local clergy. Mr. Sunday does not accept a cent until the close of the campaign. The voluntary contributions on the last night he speaks go to him solely and exclusively. The Tradesman regrets that so broad a man as Mr. Goldstein should undertake, even by innuendo, to throw discredit on a man whose religious life has been as unselfish and as productive of results as Billy Sunday's has been.—Ed. Tradesman.]

Chest out, shoulders thrown back and with an expression of haughty mien, struts one Carl Brakeman, city salesman for the Otis Elevator Co. Why all these characteristics of a man of wealth or at least success of some kind in the world? Nothing more or less than 9 pounds of additional feminine expense that was left at Carl's home by the stork last week. This, coupled with the fact that Ma Brakeman, Miss Brakeman and Pa Brakeman are all enjoying remarkable good health, is the cause of the Carl's chest expansion.

J. R. Thompson has attended one St. Louis Sunday school seventy years. We may emulate Mr. Thompson's example at our present rate. We have attended one Sunday school in thirty-five years.

Mr. Ballantine, of the Ballantine Dry Goods Co., of Port Huron, was a business visitor in Detroit last week.

The J. L. Hudson Co., one of Detroit's most progressive department stores, as well as the largest, on March 5 will present to the public a new departure in merchandising with the opening of its new basement store. While there are many departments designated as bargain basements, they are considered merely a unit of other departments in the store. The Hudson plan is somewhat different, inasmuch as the new basement store will be conducted by a complete set of executives, department heads and a sales force consisting of several hundred, all under the supervision of Oscar Webber, general manager. The new department will cater to the popular price trade.

Business in England may be in good condition, but the merchant marine is liable to have a sinking spell at any moment.

James Tyre, of the Tyre Hardware Co., 463 Grand River avenue, has gone to Florida for a few weeks' stay. He is accompanied by Mrs. Tyre.

At the last meeting of Cadillac Council, five members were initiated, making Cadillac Council the largest in Michigan.

After an illness lasting seven months Frank W. Goodale, manager for H. M. Hobart & Son, hay and grain dealers, died at his home, 451 Merrick avenue last week. Before coming to Detroit, Mr. Goodale resided in Delhi, where he was engaged in the milling business for a number of years. He was 64 years old and had been a resident of Detroit for ten years.

Mr. Booth, of Booth & Son, McGregor, was in Detroit in the interest of his general store last week.

Fred A. Opp, proprietor of a high grade confectionery store at 2350 Jefferson avenue has tossed his lid in the ring and has announced his intention of entering the race for estimator of the twenty-first ward. Nearly every traveling man—and there are a great many of them in the twenty-first ward—knows the genial Mr. Opp and, of course, to know him is to like him. While Fred Opp's figure isn't built exactly along the lines of a greyhound, we'd be willing to wager a few sacks of potatoes that he will come out ahead in the race—at least, he deserves to.

The Burroughs Adding Machine Co. gave a dinner to 200 of its district salesmen at the Hotel Tuller last Friday evening.

Charles McDuffee, former traveling salesman and for the past few years engaged in the dry goods and furnishing goods business at 1337 Grand River avenue, owing to his rapidly increasing business, has been obliged to seek larger quarters, with the result that a new and modern building was erected for him a short distance from the old location. The building has been completed and Mr. McDuffee has moved and is now settled in the new quarters.

What bothers us most is whether March 1 will arrive before the bottom of the coal bin will.

O. J. Darling, who conducts a hardware store at 372 Kirby avenue, and acts as Secretary of the Retail Hardware Dealers' Association, has gone to Florida for a short stay. He is accompanied by Mrs. Darling.

R. P. Bishop, former sales manager for the Cutting Motor Car Co., has been appointed assistant sales manager of the King Motor Car Co. of this city.

Truly Warner, who conducts a chain of retail stores in many of the larger Eastern cities, will open a store in Detroit. He has obtained a long lease on the store at 3 Campus Martius and after the interior is elaborately decorated, similar to the Eastern stores, the premises will be occupied. It is expected the interior work will take about thirty days.

Mr. Haskins, of Haskins Bros., Im-lay City merchants, was a Detroit business visitor last week.

Freddy Davidson, (Burnham, Stoepel Co.) passed through one of the most momentous events of his life last week—he received his first shave. Great things will be looked for from Freddy Davidson from now on.

I. J. Jackson, for the past five years manager of the ladies shoe department for Traver, Bird & Co., has severed his connection with that house to enter the employ and become a stockholder in the Rogers Shoe Co., better known to Detroiters as Ye Bootery. The company will move into new quarters in the Whitney building as soon as the stores are completed. Mr. Jackson has many

friends in Detroit who will be pleased to hear of his advancement in the mercantile world.

Henry F. James, for many years with the National Cash Register Co., has been appointed general sales manager of the Universal Travel Coupon Co., a new organization.

Far be it from us to enact the role of sledge operator, but if the worst comes to the worst we shall apply for injunction proceedings against P. C. Palmer, merchant prince of Windsor, Ont., and department manager for Burnham, Stoepel & Co., Detroit. Just when we feel we are fit to write about two pages P. C. spares the readers by walloping us over our pencil pocket leaving us about pencil enough for three columns.

W. G. Thick, buyer for the Fair Savings Bank Store, of Ecanaba, was in Detroit last week on a business trip, proceeding from this city to New York.

Elmer S. Cheney, representative for the Jewel Belting Co., of Hartford, Conn., member of Cadillac Council and admirer of comical vaudeville, says that it doesn't take a charge of dynamite to blow in a week's salary. Imagine, then, how easy it would be to blow in a week's wages.

W. A. Hazlett, former manager of the Pittsburg branch of the Goodyear Tire and Rubber Co., has been appointed manager of the Detroit branch of the Goodyear Co. Mr. Hazlett made an exceptional record in Pittsburg and will be succeeded there by L. M. Quinn.

O. D. Allen, veteran Detroit Shoe merchant, was found dead in bed at his home, 87 Avery avenue last Friday. Mr. Allen, who was born in Dexter, Mich., had been in the shoe business in Detroit for forty years. His last venture, the Economy Shoe House, was sold a few days prior to his death. He was 60 years old.

Two-thirds of the earth's surface is covered with water, but that is no reason why two-thirds of the population should drink it.

H. Goldsmith, dry goods merchant of Port Huron, was in Detroit on a business visit last week.

Runner & Spellman, general merchants of Shelby, have been putting on hourly Saturday sales for the past few weeks and the new feature has proved very successful. Inasmuch as they are a very successful firm, it might not be a bad plan for other merchants to emulate their example.

England may be the ruler of the seas, but Germany is doing a good job of being the blotter of some of England's commerce.

The police, at the instigation of Detroit business men, will war on fake bankrupt sales, etc. The law says a \$1 license fee must be paid in order to conduct these sales. Persons getting a sale license must make affidavit that only the goods described at the time of getting the license will be put up for sale. Violation of this provision subjects the offender to a charge of perjury. The penalty for conducting a sale without a license is a minimum of \$10 or ten days in jail and a maximum of \$500 or six months in jail.

James L. Comerford, Vice-President of the Detroit Lumber Co., has been elected President of the company to succeed the late Edwin L. Thompson, who died recently. Other officers were advanced, making no change in the personnel of the management. Henry Otis becomes Vice-President and C. H. Hecker, Treasurer, in addition will carry on his former duties of Secretary.

J. Elden, of Butler, Ind., was in Detroit on a business visit last week.

Dr. Wiley says to take an hour for each meal. The wily doctor seems to forget poor people eat also.

The building formerly occupied by Edson, Moore & Co., is being remodeled by the Detroit United Rail-

way to be used as an interurban station and general offices.

The Barnes Wire Fence Co. has let contracts on its new two-story brick building at Twelfth street and Milwaukee avenue.

W. H. Edgar & Son, will build a new brick warehouse at the foot of Eighth street and have let the contracts.

Maurice A. Webber, for the past three years with the Burroughs Adding Machine Co. has joined forces with Gregory, Mayer & Thom and will act as sales manager besides giving special attention to the loose-leaf department. Mr. Webber, has had worlds of experience, having organized the Modern System Sales Co. of Peoria, Ill., and was traveling representative for a large typewriter concern.

Sidney D. Waldon, former general manager and Vice-President of the Packard Motor Car Co., has severed his connections with that company and has joined forces with the Cadillac Motor Car Co.

Lewis A. Markham, formerly in charge of the hotel supply department of L. B. King & Co. and Armory E. Swift, former representative for Wm. A. Rogers & Co., have organized the Swift & Markham Hotel Supply Co., with headquarters in the University building. Mr. Markham is well and favorably known to the hotel trade in Detroit, while Mr. Swift has a wide acquaintance in many parts of the country. Both young men are well endowed with plenty of business energy and worlds of experience and their hosts of friends predict a bright future for them in their new venture.

W. R. Holden, of W. R. Holden & Co., general merchants of Auburn, Ind., was in Detroit on a business trip last week.

Many an otherwise honest man sees the first robin.

Cadillac Council gives its monthly dancing party at Elks' temple Saturday night, February 27. All United Commercial Travelers and their friends are invited.

W. J. Clarke and S. A. Winsor have opened an office at 965 Woodward avenue and will represent the Spencer Smith Machine Co., of Howell.

Speaking of naval warfare, the Allies would like everything—

Above board.

James M. Goldstein.

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

Buffalo, Feb. 24.—Creamery butter, fresh, 28¢@32¢; dairy, 22¢@28¢; poor to good, all kinds, 18¢@22¢.

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

Eggs—Choice fresh, 26¢; cold storage candled, 20¢@22¢.

Poultry (live)—Cox, 11¢@12¢; fowls 15¢; geese, 14¢@15¢; turkeys, 17¢@20¢; chicks, 16¢; ducks, 19¢@20¢.

Poultry (dressed)—Turkeys, 20¢@24¢; chicks, 16¢@19¢; fowls, 16¢@18¢; ducks, 18¢@20¢; geese, 13¢@15¢.

Beans—Medium, new, \$3.40@3.50; pea, \$3.30@3.35; Red Kidney, \$3.50@3.65; White Kidney, \$3.50@3.75; Marrow, \$4.

Potatoes—30¢@35¢ per bu. Rea & Witzig.

## The Better Method.

The deacons of a church were discussing possible ways of ridding themselves of an undesirable pastor who paid no heed to pointed suggestions that his resignation would be acceptable. Finally one of the deacons said:

"If we make a large reduction in his salary it would probably have the effect of making him resign."

"I know a surer way than that," said the other deacon. "Let us double his salary and he will fall dead."



## BANKRUPTCY MATTERS.

## Proceedings in the Western District of Michigan.

Grand Rapids, Feb. 9.—Charles Ocham-paugh, of Grand Rapids, has this day filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Wicks. The first meeting of creditors has been called for March 2, at which time creditors may appear, elect a trustee, prove their claims, and transact such other and further business as may properly come before the meeting. The schedules do not reveal assets of any value not claimed as exempt and the following are listed as creditors:

|                                    |          |
|------------------------------------|----------|
| Heystek & Canfield, .....          | \$ 67.31 |
| Joseph King, Pioneer .....         | 50.00    |
| Otto Hultman .....                 | 32.60    |
| Belle Benedict .....               | 35.00    |
| Fred J. Blymeir .....              | 24.35    |
| Economy Wall Paper Co. ....        | 4.00     |
| J. A. McPherson .....              | 35.00    |
| L. E. Chappell .....               | 5.00     |
| C. F. Peterson .....               | 3.00     |
| Moon Lake Ice Co. ....             | 7.00     |
| Dr. J. D. Hastie .....             | 40.00    |
| Churchill Business Institute ..... | 32.00    |

In the matter of Bailey Electric Co., bankrupt, Grand Rapids, the final meeting of creditors was held this date. Claims were allowed. The final report and account and all previous accounts of the trustee, showing balance on hand of \$748, were considered and, there being no objection thereto, were approved and allowed. Attorney fees and expenses were allowed and a first and final dividend of 2 9-10 per cent. were declared and ordered paid to creditors in the matter.

In the matter of Bertha DeGergus and DeGergus & Guerin, a copartnership, bankrupt, of Ludington, the final meeting of creditors was held this date. Claims were allowed. The final report and account of the trustee, showing total receipts of \$370.88, disbursements of \$207.18 and a balance on hand of \$163.18, was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. It appearing that there was not sufficient assets to pay the administration expenses and preferred claims in full, it was accordingly determined that no dividend be paid to general creditors.

Feb. 11.—In the matter of Mrs. W. S. (Nellie R.) Godfrey, bankrupt, Hastings, formerly conducting a clothing business at that place, the final meeting of creditors was held this date. Claims were allowed. The final report and account of the trustee, showing total receipts of \$2,897.70, disbursements for administration expenses, preferred claims, bankrupt's exemptions and a first dividend of 15 per cent., \$1,563.35, and a balance on hand of \$1,334.35, was considered, and, the same appearing proper for allowance and there being no objection thereto, was approved and allowed. Final order for distribution was entered and a final dividend of 11 7-10 per cent. was declared and ordered paid. This estate has heretofore paid a first dividend of 15 per cent., making a total dividend of 26 7-10 per cent. The matter has been closed.

In the matter of the Empire Cloak & Suit Co., bankrupt, Grand Rapids, the adjourned first meeting of creditors was held this date. Louis Wegusen, Treasurer of the bankrupt, was sworn and examined and the meeting further adjourned to March 8.

Feb. 12.—In the matter of Harry J. Moore, bankrupt, Howard City, the trustee has filed his first report and account, showing total receipts of \$827.34, disbursements for preferred claims and administration expenses, \$74.10 and a balance on hand of \$753.24; also showing administration expenses incurred and not paid, \$33.26. A special meeting of the creditors of the bankrupt has been called for Feb. 24, at which time the first dividend to creditors will be declared and ordered paid.

Feb. 13.—In the matter of Central Foundry, of Muskegon, the trustee has filed his first report and account, showing sale of the assets of \$4,500, including all bills and accounts receivable created by the receiver and trustee, the purchaser assuming the outstanding liability of the receiver and trustee for labor, supplies, etc., estimated at about \$400; that the trustee has received \$2,200 in cash and a bond with sufficient sureties for the balance of the purchase price, all of which is on hand except the sum of \$318.41. The trustee has been directed to file a detailed statement covering this later sum. The report also shows total receipts in conducting the business as a going business, \$318.75, including \$8.04 turned over by the receiver, and total disbursements for preferred labor claims, \$71.85, for labor and materials in conducting the business, \$745.43 and \$1.47 turned over to the purchaser under terms of the sale. A special meeting of creditors has been called for Feb. 25, at which time the first dividend to creditors will be declared and ordered paid.

In the matter of the DeWitt-Potter Co., bankrupt, Grand Rapids, an order was this day entered confirming the sale of the stock of goods, furniture, fixtures

and book accounts of the bankrupt to D. F. Helmer, of Grand Rapids, for \$1,500. The hearing on matter of the individual bankrupt's right to exemptions out of the trade assets of the copartnership has been adjourned to Feb. 24.

Feb. 15.—In the matter of the Interchangeable Fixtures Co., bankrupt, Grand Rapids, a special hearing was this day held on the claim of Barnett & Truman and the trustee's objections thereto. The matter was submitted and the claim allowed by the referee at the sum of \$255.10 and former dividends directed paid on the same.

Feb. 17.—In the matter of Adrian De Young, bankrupt, Grand Rapids, the adjourned first meeting of creditors was held this date. The first report and account of the trustee was filed. Claims were allowed and order for distribution of first dividend of 5 per cent. entered by the referee. The estate will pay a further dividend.

Feb. 18.—In the matter of Louie Wade, bankrupt, of Muskegon Heights, the first meeting of creditors was this day called for March 5, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may come before the meeting.

Feb. 19.—In the matter of the Interchangeable Fixtures Co., bankrupt, Grand Rapids, this adjourned final meeting was held this date. Trustee was directed to file supplement to his final report and account, showing present status of the estate and the adjourned final meeting was further adjourned to Feb. 25.

Feb. 20.—Alice Wilson, of Lakeview, has this day filed a voluntary petition in bankruptcy, adjudication has been

## Boomlets From Bay City.

Bay City, Feb. 22.—James R. Tanner, senior member of the firm of Tanner & Daily, wholesale grocers, was elected President of the Bay City Board of Commerce at the first meeting of the new Board of Directors, held last Tuesday evening.

The Bay City Dredge Co., owing to an exceedingly prosperous career since its organization and the erection of the plant, is arranging to greatly enlarge its capacity and will, in a short time, take over the property of the Bay City Box Co., which adjoins the dredge plant, using its buildings for erecting purposes and for storage.

By the death of O. D. Allen, Detroit has lost one of its pioneer shoe merchants, he having been engaged in the shoe business in that city forty-five years.

C. W. Lapp, Lenox, has hold his stock of general merchandise to W. H. Muggelberg, who will occupy the store vacated by Mr. Lapp.

The past few months have seen many important changes in the banking facilities of Bay City, including consolidations and increases of capital stock, which have made local banks much stronger and better able to handle the growing business of the

## Sparks From the Electric City.

Muskegon, Feb. 22. — The First Ward Board of Trade has decided to buy 123 1/4 acres of ground to be used for a baseball park. They think a park more centrally located will be a better paying proposition than one quite a ways from the center of town.

Our team is endeavoring to obtain a franchise in the Southern Michigan league. They are intending to buy the interest of the Jackson team.

J. D. A. Johnson, a U. C. T. member, has been elected President of the Muskegon Chamber of Commerce.

The Woolen Mills Co., of 140 Western avenue, has moved from 140 to 3 Western avenue. L. Brantman, manager of the store, has made many personal friends in Muskegon who are desirous of seeing his business thrive.

Judge Thomas Collier Clark, of the Superior Court, died last week at his home, 1424 Judson avenue, Chicago. Judge Clark was a member of the class of 1881 at the University of Michigan and began practicing law at Muskegon at that time. He went to Chicago about 1893 and entered the firm of Smiley & Clark and continued in the active practice of law until December 1, 1910, when he was elected Judge of the Superior Court of Cook county. The Tradesman and travelers tender their sympathy to the widow and children.

Our last meeting was held in the afternoon and a talk was given by various railroad men and Representative Tom Rogers and a few of the boys regarding the raise in passenger rates. The officials declared it was absolutely essential for the life of the railroad business to have an increase in rates. They declare as our different houses would not do business without a profit, why should a railroad be forced to do business that way? We agree with them there, but several of the boys have grievances that had to be fixed up. Ernest Welton does not like to wait in the line with the rest of the passengers to obtain a ticket from his mileage. So Ernie had to be informed that he had bought the wrong kind of mileage. Then some of the bolters wanted to send a protest to Lansing against the increased rate of fares. It was pointed out to these boys that perhaps Muskegon could obtain better service from the railroads than we are now obtaining if we pay for it. This sounds good and, as our boys are all Muskegon Boosters, they voted we should be in favor of an increase.

J. Johnson gave a talk on what a Chamber of Commerce does for a town. The boys were all surprised at what Mr. Johnson had to say. He declared he would be glad to hear any of our grievances regarding railroad shipping and service, and he would do all he could to get matters adjusted. He asked that all the boys take an active interest in the business of the Chamber of Commerce and do what they could to keep the ball rolling. This is actually the first time our Council had an invitation to affiliate with the Chamber of Commerce and we know the boys will gladly avail themselves of this opportunity.

Our next meeting will be held March 20, when election of officers will take place. Several new members will be obligated and our annual banquet will be held.

Matt Steiner was named as chairman of the entertaining committee and every one knows Matt is no slouch when it comes to showing the boys a good time.

Peter Rose is one of the happiest candy men on the road to-day. He is the proud father of an 8 pound bouncing boy. The Tradesman tenders Mrs. and Peter Rose its heartiest congratulations.

We wish to thank Bert Waalkes for furnishing news that makes this column possible. Milton Steindler.



Largest load of potatoes brought into the Lakeview Market this season. It comprised 507 1/2 bushels. It was grown by G. O. Ferris.

made and the matter referred to Referee Wicks, who has also been appointed as receiver. The receiver has appointed Lars P. Sorenson, of Lakeview, as custodian and he is now in charge. The first meeting of creditors has been called for March 8, at which time creditors may appear, elect a trustee, prove their claims and transact such other and further business as may properly come before the meeting. The schedules on file at this office reveal assets listed at \$500 and liabilities are shown at \$1,090. The following are shown to be creditors:

|                                       |          |
|---------------------------------------|----------|
| Township taxes .....                  | \$ 7.00  |
| Unsecured .....                       |          |
| Mrs. Moore, Detroit .....             | \$ 67.00 |
| Corl, Knott & Co., Grand Rapids ..... | 317.00   |
| Kimmel-Rogers Co., Grand Rapids ..... | 30.00    |
| H. Leonard & Sons, Grand Rapids ..... | 40.00    |
| Mrs. Martin E. Wilson, Lakeview ..... | 600.00   |
| Putman Candy Co., Grand Rapids .....  | 12.00    |
| Stanton Candy Co., Stanton .....      | 7.00     |
| Lakeview Elevator Co., Lakeview ..... | 5.00     |
| J. J. Bale, Lakeview .....            | 5.00     |

In the matter of Ludington Manufacturing Co., bankrupt, Ludington, the trustee has filed his report and also several offers for the assets, the highest of which is \$6,000. The referee, unable to determine which of said bids should be confirmed, has issued an order to show cause returnable on March 8, why such offers or any of them, or any further offer or offers, should not be accepted and confirmed and the sale of the assets ordered.

Never judge a physician by the praise the undertakers bestow upon him.

Men are like needles; when they are broke the women have no more use for them.

city, and now comes the announcement that two more banks are to double their capital stock and to adopt what is known as the Grand Rapids plan of joint ownership. The two banks are the First National, which is to increase its capital from \$100,000 to \$200,000 and to maintain a surplus and undivided profits of \$200,000 and the Bay County Savings Bank which is to increase its capital from \$50,000 to \$100,000 and its undivided profits and surplus are to be increased from a total of \$67,000 to \$100,000.

Local investors have nearly \$200,000, it is reported, invested in the Charlevoix Rock Products Co., which was recently placed in the hands of a receiver, according to a dispatch from Charlevoix.

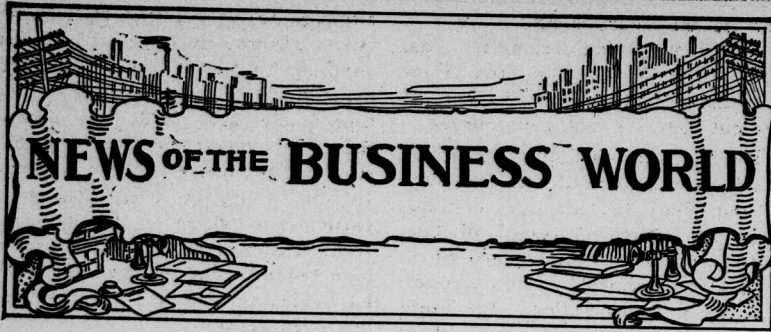
The despised roller towel is still greatly in evidence in many hotels in Eastern Michigan. Hotel inspectors, please sit up and take notice.

It has been discovered that there is an immense difference between a hotel that has a saloon attached and the hotel that is attached to a saloon.

It has been stated that the average daily wage of 9,027 males and females employed in manufacturing pursuits in our city is \$2.08, which means an annual aggregate of \$5,471,532.

Pub. Com.





### Movements of Merchants.

Zeeland—Mr. Loyengood has engaged in the hardware business.

Traverse City—F. G. James succeeds H. E. Turnbull in the grocery business.

Lansburg—Mrs. M. D. Williams has engaged in the grocery business here.

Hart—Andrew Barkel succeeds Van Beck & Van Allsburg in the meat business.

Jackson—Elmer J. Ellis has engaged in the grocery business on Greenwood avenue.

Mulliken—George Langevin succeeds F. M. Jones in the fuel and lumber business.

White Cloud—Decker Bros. succeed M. D. Hayward in the agricultural implement business.

Saginaw—The Archard Hardware Co. has decreased its capital stock from \$10,000 to \$5,000.

Coopersville—Jacob Bolthuis succeeds Philip Yaney in the shoe and harness repair business.

Otsego—C. O. Jones will engage in the hardware business here under the style of the Jones Hardware.

Manistee—The Hopper Land & Lumber Co. has decreased its capital stock from \$25,000 to \$15,000.

Kent City—R. J. Side has sold his undertaking stock to Earl Weston, who will continue the business.

Lake Odessa—The partnership of L. H. Heaton & Co., millers, has been dissolved by the death of L. H. Heaton.

Detroit—The Sullivan Packing Co., meat packers, has increased its capital stock from \$500,000 to \$525,000.

Owosso—The D. M. Christian Co., dry goods dealer, has increased its capital stock from \$50,000 to \$75,000.

Cannonsburg—Archie Pelton has taken possession of his grist mill, the lease of Fred J. Howard having expired.

Grand Haven—The E. Theilman Drug Co. has taken over the J. Van Der Veen & Son drug stock and will consolidate it with its own.

Bendon—B. Bennett has sold his store building and agricultural implement stock to R. A. Conklin, who will take possession March 1.

Berrien Springs—David Houseworth has sold his bakery and confectionery stock to V. S. Weaver, who will consolidate it with his own.

Mancelona—E. A. Blair has made an assignment of his bazaar stock to F. D. Jones. Assets and liabilities are each placed at \$600.

Harbor Springs—Albert G. Wellbrook, who has conducted a grocery store here for a year, will open a meat market in connection.

Clarksville—W. S. Briggs, formerly engaged in the hardware business at

Lake Odessa, has engaged in a similar business in the Eldred building.

Alto—Charles E. Brown, manager of the Look Drug Co. store for the past nine years, has purchased the stock and will continue the business at the same location.

Bancroft—Edward Eedy, formerly of Ypsilanti, has purchased the E. P. Sherman stock of agricultural implements and will take possession March 1.

Dowagiac—Frank Sanders has purchased the interest of Harlan Lackey in the Sanders & Lackey meat stock and will continue the business under his own name.

Coopersville—Louis H. Peck has purchased the Dennison feed stock of Laugh Bros., and will continue the business under the management of R. M. Webb.

Ontonagon—Miss Roxie Cane and Mrs. Elsie M. McLean have formed a copartnership and engaged in the millinery business under the style of The Woman's Shop.

Detroit—The Ferry Park Dry Goods Co. has been incorporated with an authorized capital stock of \$1,200, all of which has been subscribed and paid in in cash.

Ann Arbor—J. F. Wuerth & Co. have sold an interest in their clothing and men's furnishing goods stock to Frank Harris, who has clerked in the store for the past eight years.

Mikado—The Mikado Elevator Co. has been incorporated with an authorized capital stock of \$2,500, all of which has been subscribed and \$1,250 paid in in cash.

Belding—J. DeVlieger & Son have opened a tea, coffee and fancy grocery store in the Vincent store building under the style of the Coffee Ranch & Selrite Grocery.

Grand Ledge—The Winnie Hardware Co. has dissolved partnership and the business will be continued by James D. Winnie, who has taken over the interest of W. W. Vanderbilt.

Charlotte—Vine Peters has purchased an interest in the J. W. Munger & Son hardware stock and the business will be continued under the style of the Munger Hardware Co.

Kalamazoo—Alfred W. Johnson has purchased the interest of Vernon McFee in the Johnson-McFee Clothing Co. stock and the business will be continued under the style of the A. W. Johnson Co.

Vestaburg—U. R. Hicks has sold his interest in the Hicks & Howard stock of general merchandise to Mr. Burnice, of Gobleville, and the business will be continued under the style of Howard & Burnice.

Saginaw—The Michigan Warming and Ventilating Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Detroit—The Frank A. Hutchinson Tailoring Co. has been incorporated with an authorized capital stock of \$1,000, all of which has been subscribed, \$400 paid in in cash and \$600 in property.

Baldwin—L. N. Lake has sold his stock of general merchandise and store building at Carrs to W. T. Wilkinson and William Charon and the business will be continued under the style of Wilkinson & Charon.

Allegan—Edwin E. Martin, who recently sold his meat market at Plainwell, has purchased the Renick & Tiefenthal meat stock and will continue the business with the assistance of his two sons.

Carlton Center—Jay G. Carpenter writes the Tradesman that he did not sell his stock of general merchandise to Archie R. Wilson, as reported, but is doing business in his new store building on Main street.

Howard City—Glenn W. Beach, recently of Central Lake, has purchased the H. M. Mitchell bakery and will continue the business, adding a line of fancy groceries, a soda fountain and ice cream parlor.

Eaton Rapids—Frank A. Graham, who has acted as manager of the Rexall drug store since last November, has purchased the stock of O. C. Palmer, of Caro, and will continue the business at the same location.

Munith—E. R. Carley has erected a brick block containing two large stores, one of which he occupies with his stock of general merchandise and groceries, the other being occupied by L. C. Harr, with his stock of agricultural implements.

Jackson—F. David Furman has purchased the clothing and men's furnishing goods stock of the Great Four Co. and will continue the business at the same location. Charles Furman, former proprietor, will devote his entire attention to his Lansing store.

Saginaw—Morley Bros. have posted notices about their establishment stating that employees of the concern enlisting in the Michigan national guard and naval reserve will be allowed a vacation each year, with full pay, for the purpose of attending the state encampment or annual cruise.

Saginaw—Beach & Davis, who conduct a men's furnishing goods store and tailor shop at 102-104 North Washington avenue, have enlarged their store by leasing the store at 205 Genesee avenue, thus securing entrances on both Washington and Genesee avenues.

Fenton—Roy Dormire, who recently sold his interest in the Dormire & Groom meat stock, will erect a cold storage plant and ice house on his farm near here and will occupy the cold storage building with a stock of meat and supply the local and nearby markets with fresh and salt meats.

Ypsilanti—Norman B. Trim, 60 years of age, is dead here after an illness of ten months. He was born at St. Clair

and came here in 1888, and together with his brother-in-law, former Senator James MacGregor, conducted three dry goods stores here for years. They also had stores at Rochester, St. Louis, Ithaca, Bad Axe, Shelby, Detroit and several other places. These were all discontinued several years ago.

Zeeland—Ira M. Smith, of Grand Rapids, has purchased the site where the sub-station in Zeeland used to be. The Commonwealth Power Co., which is occupying the building and which also furnishes the current for the Grand Rapids, Holland & Chicago Railroad, has to vacate the building within five weeks. It is said that Mr. Smith intends to erect a building on this lot and open a new department store.

### Manufacturing Matters.

Zeeland—H. Van Eenenaam & Bro. have added 8,000 square feet to their cigar factory to take care of their increasing business.

Detroit—The Williams Bros. Co., manufacturer of pickles and preserves has increased its capital stock from \$900,000 to \$1,000,000.

Ionia—Work is rapidly progressing on the Austin & Darling cement and brick creamery on West Main street and it will be ready for occupancy about March 15.

Escanaba—The Kirsten One Man Stump Puller Co. reports business active enough to keep its plant operating at capacity. Its product is in use throughout the United States and Canada. Recently a shipment was sent to Siberia.

Detroit—The Rotary Motor Co., manufacturer of explosive engines and aeroplanes, has been incorporated with an authorized capital stock of \$100,000, of which amount \$85,000 has been subscribed, \$150 paid in in cash and \$84,850 paid in in property.

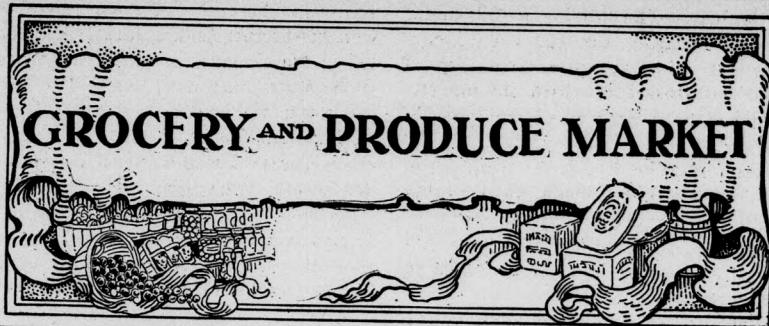
Muskegon—The George E. Madison Co., Inc., authorized capital \$15,000, is about to begin the manufacture of boring cutters and bars in the old Henry Motor Car Co.'s plant. It is claimed that the product of the concern will do away with reamers and grinders in working with steel, cast iron, bronze, aluminum and other metals.

Port Huron—The Port Huron Construction Co. has closed a contract with the Regal Motor Car Co. for the construction of 1,000 motors of the four-cylinder type, known as the Jenks motor. The concern will also build some eight-cylinder motors of the Jenks design for the Regal Co. Deliveries on the contracts are to begin next month.

Manistee—The Manistee Shoe Manufacturers Co., whose plant has been shut down for the past month, has resumed work with a full force. This directly concerns the welfare of seventy workmen, to whom enforced idleness had become irksome. The company manufactures soft-soled sheep-skin shoes for farmers, hunters and woodsmen and has many orders for early delivery.

Guy W. Rouse, President of the Worden Grocer Co., has returned from Mt. Clemens, where he spent a fortnight. He is greatly improved in health by the absence of business cares for so long a period.





### The Grocery Market.

**Sugar**—Refined grades are stronger again, due to the recovery of raws. There is no upward movement in price, but refiners are strong in their views and position and holders of second-hand sugars have marked their prices up 20 points. In raws the outlook is still for firmness, as the rains in Cuba have delayed the crop so that it is over 200,000 tons behind last year, and, according to Himely, will be at least that amount behind the 1914 yield in the final analysis. The freight scarcity has been somewhat relieved, the rates being some 5c lower, due to the lessened pressure for accommodation from the planter and the comparative inactivity of refiners. Great Britain has provided tonnage for 80,000 tons to be moved between February 20 and April 1, which also tends to relieve the tension. The question of foreign demand still enters into the market, there being a French enquiry the past week for sugar, but refiners' ideas are  $\frac{1}{2}$ c above the parity of European beets, hence no business was transacted. Some circles feel that England will be back in the market by April 1, but, on the other hand, the report from abroad that France will get 100,000 tons Russian crystals suggests that the former nation may also have recourse to the Czar's realm. However, the difficulty of shipping the sugar while Archangel is closed by ice is bound to be a factor.

**Coffee**—There is plenty of coffee, not only here, but in Brazil, and no indications of any material advance. The spot market is perhaps  $\frac{1}{4}$ c below what it reached some time ago, this applying to Rio and Santos. Mild grades, if of good quality, are steady to firm. Ordinary grades are in buyer's favor. Mocha is still very high and gives every promise of remaining so for some time to come. Java is unchanged and quiet.

**Canned Fruit**—The stronger views of holders of apples restricts business, but among the leading packers no disposition is shown to make concessions. Southern and Western apples are dull but steady. California fruits being closely cleaned up in packers' hands are firm on f. o. b. offerings and the spot market although quiet is steady. Southern peaches are held well up to previous quotations, although there is comparatively little demand at the moment. Pineapples have a fair outlet into consumption and prices are maintained.

**Canned Vegetables**—While there is a steady movement on all staple lines from packer to distributor no import-

ant business is being done in any line. Purchases are made only with reference to immediate needs, speculative interest being absent even in such goods as might eventually pay a good profit when purchased at to-day's prices. The demand on the whole is well up to the average for this time of the year, but there is no disposition manifested by buyers to anticipate requirements. In spot tomatoes a fair amount of business is being done, although purchases are being made with close reference to immediate needs. Buyers are seeking concessions, but find it impossible to induce packers to accept lower prices. Those packers who are offering future tomatoes get little, if any, encouragement from buyers as they cannot afford to make any material concession from current spot quotations. The 1915 future Maine corn campaign is about ended and has turned out to be one of the most satisfactory to packers that they have had for a number of years for the reason that they found buyers ready to take the goods at full opening prices and have had to encounter far less competition from brokers in splitting of commissions with buyers. Little, if any, Maine corn has sold this year below 95c and, according to statements made by packers, a larger percentage of the business was done at 97 $\frac{1}{2}$ c f. o. b. Portland. It was the easier for the packers to get their prices because buyers had looked for higher figures. Some brokers still contend that the Maine packers could have easily obtained \$1 or even more on the 1915 pack. In State and Southern corn, while the market now is quiet, a firm feeling prevails, as many packers have already sold closely up to their expected output on the coming season's crop. Peas are very cheap on spot and there have also been some cheap future offerings during the week. Nobody is buying peas very largely except for immediate wants.

**Canned Fish**—Domestic sardines are firmer and nothing can now be obtained under \$3 for quarter oils in a large way, f. o. b. Eastport. The feeling in Norwegian sardines is firmer by reason of short pack prospects. French sardines got so high that nobody was buying them, and accordingly the price declined from \$3 to \$4 per case on some grades. Prices on all grades are lower than they were, with an accordingly improved demand. In salmon the movement in all lines is regulated by present needs of consumption, which are never important at this season. Nevertheless, the tone of the market both here

and on the Coast is firm. There is a good and growing demand for tuna, the market for which is firm. Oysters and shrimp are inactive here at present, but are not being urged.

**Dried Fruits**—Reports made by handlers of spot California fruits are to the effect that the local consuming demand has increased of late, but has not passed the point at which present requirements of consumption become a consideration. In future California prunes buyers here show little interest, and if they make any effort to do business in futures, offer at least a half cent under sellers' quotations. Neither buyers nor sellers are willing to recede from their position, and reports received here indicate that little if any business has been accomplished on future shipments out of the coming crop. Peaches are unchanged, being very cheap. The demand is only fair. Some of the better grades of apricots show an advance from the lowest point, but the other grades are unchanged. Raisins seem to be wanted in a small way, only by loose distribution. There is no present pressure to sell from any quarter, and the market is steady at previous quotations. Currants are easier in sympathy with advices from Greece. Prices on spot goods are lower. There is a steady demand for dates, and as stocks of Sayers are getting low, prices are somewhat higher. Khadravees and Hallowees are firm but unchanged. Figs are firm. Recent demands have cleaned up a good deal of the supply of natural in bags, and caused a firmer feeling in these. Large figs and Lacooms are going steadily into consumption at full prices, as stocks are light and no additional supplies can be expected from the primary market.

**Cheese**—There is a fair consumptive demand for all grades of cheese, and the export demand is also taking large quantities. Stocks are good and very light and the market has advanced  $\frac{1}{2}$  cent. There is a continuing enquiry for cheese for export, and the outlook is firm, with possible further advances.

**Provisions**—All smoked meats are in ordinary seasonable demand at a decline of  $\frac{1}{4}$ c for the week. At the decline the market is steady. Both pure lard and compound lard are steady, at unchanged prices, with a fair consumptive demand. Barreled pork is very slow at unchanged prices. Canned meats and dried beef are in moderate demand and unchanged.

**Rice**—The market for rice continues strong, and there is a good enquiry for the domestic trade and export. This applies to all grades of Japans, Honduras and Blue Rose, as well as foreign rices. The situation in the South keeps the sentiment cheerful, it being pointed out that the mills have no difficulty in getting the price for cleaned from other sections of the country. The planter is asking fancy quotations for the remaining stock of rough rice.

**Salt Fish**—There has been no change in Norway mackerel during the week. There is some enquiry,

although not very much. Some holders in Norway are refusing to offer anything on to-day's market, on the contention that prices here are below a profitable basis. It does seem as if the present market on Norway mackerel in this country was rather low. In spite of this, however, there is no particular activity to the demand. Irish mackerel are unchanged and in light request. Cod, hake and haddock have advanced slightly by reason of improved demand.

**Olive Oil**—Cmbargo on olive oil from Italy is reported to importing houses. A turn may be made to the Spanish market, if the embargo proves effective. New crop samples are being received at American ports. In 1912 Spain exported to Italy nineteen million kilos of olive oil, out of a total exportation of 61,600,000 kilos. The total exports to France and Italy were 26,700,000 kilos or more than 40 per cent. of the total exports to all countries.

**Fruit Jars**—Manufacturers have withdrawn opening prices, announcing that the zinc market has gone up about 20 per cent. since January 13. This affects the cost of jars, as there is a gross of caps with every gross of jars. This would indicate a probable forced advance soon of fruit jars. Wholesale prices are reported still to stand without change, generally speaking.

### Ira M. Smith's Holdings Advertised for Sale.

The talk of the town this week has been the anticipated enforced retirement of Ira M. Smith from the Ira M. Smith Co., on account of the Grand Rapids National City Bank advertising for sale his 529 shares of stock—par value \$100 per share—in the Ira M. Smith Co., which stock was held by the Bank as collateral to a loan. The sale is scheduled to occur at the front door of the Bank at 10 o'clock to-morrow morning.

The Bank advertises to sell at the same time and place Mr. Smith's holdings in the Toomey Lumber and Coal Co., Ltd., comprising 2,186 shares of a par value of \$10.

Geo. M. Morse holds \$10,000 stock in the Ira M. Smith Co. as collateral to a \$5,600 loan made Ira M. Smith individually. He has instructed his attorneys, Butterfield & Keeney, to proceed to advertise the stock for sale.

The article entitled *Playing Into the Hands of the Mail Order Houses*, which was published in the Tradesman on February 10, was written by Schuyler K. Raber, (Hirth, Krause Co.) and not by John E. Wilder, as published.

Charles Hogue has engaged in the grocery and shoe business at Coopersville. The National Grocer Co. furnished the groceries and the Grand Rapids Shoe & Rubber Co. the shoes.

T. M. Ditman states that the sale of his interest in the Merchants' Gold Stamp Co. to Ira M. Smith occurred about a year ago.

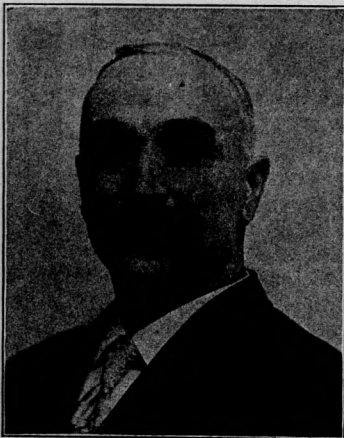


## LINED UP AT LANSING.

## Representative Gathering of Grocers and General Merchants.

The annual convention of the Retail Grocers and General Merchants' Association, which is in session at Lansing this week bids fair to be one of the most profitable gatherings of the kind ever held under the auspices of that organization. The initial meeting was called to order Tuesday afternoon by President McMorris, when Mayor Reutter delivered the following address of welcome:

One of the pleasant duties of a city's chief executive is to extend welcome to the members of different organizations holding meetings or conventions in our city, and I wish to say that I deem it an honor to have the privilege of extending greetings to you.



WM. McMORRIS, President

To me, an organization like yours, bound together by social and business ties, represents the elements that tend toward the betterment of mankind and conditions in a great many ways, and the closer the bonds of friendship, the stronger your organization and the more rapid the progress and advancement of your organization, as well as any number of other good things that you, as retail merchants, and the rest of the community as citizens are interested in.

No longer does a man hope to attain the highest standard of proficiency in a chosen calling by depending on himself alone.

Exchange of ideas promotes efficiency and the highest degree is the standard every progressive business man strives to inject into his business, not only for the increase of profit that he may derive, but because also for the satisfaction one derives from knowing that he has pleased his customers.

I assume that your organization was created with the idea of bettering yourselves and conditions in your work, but your aim ought not to be for the exclusive benefit of your own members, but should seek the larger, broader object of promoting the welfare of the whole community.

Not long ago societies of this character were unheard of, but the tendency of to-day is for every kindred occupation and commercial industry to form organizations. They meet together and exchange information based on their experiences, and as a result every person belonging to the organization has the advantage of all the joint knowledge of all the members, thereby equipping him the better to meet the new business conditions and problems that are constantly arising.

The younger men among you want the benefit of those of you who have had years of experience and practice and by profiting thereby will raise the

merchant's standard of usefulness.

I welcome you to this city because I recognize that your purpose in meeting is both useful and honorable; that you intend to spread the gospel of service and strive to educate yourselves to the highest efficiency in running retail establishments, or pleasing the general public.

In these days of the high cost of living, people are eager for any means that make for reduction of price, or increase of facilities or conveniences, and all honorable methods that tend to assist them to that end will be welcome, and in no line of business are there greater opportunities than in yours, and the members of your community and the public in general soon come to know who are the reputable and competent dealers.

I am anxious that you succeed in all your ambitions and that your meeting this year be one of the best in your history.

I pledge you the assistance of every institution that can help you, either in the way of business or entertainment, and hope that your recollections will be so pleasant and that you will consider our welcome so cordial and whole-hearted that you will want to make the capital city your annual convention city.

President McMorris then read his annual address, as follows:

Gentlemen of the convention, one more year has gone into the past, carrying with it the aims and hopes for success of millions of our fellow men, but with us in commercial lines, many changes have taken place.

Michigan has moved up into a higher plane and has taken her place with other states that are reasonably well organized. Sometimes the methods employed have been criticized, but results have dispelled all doubts.

Our executive committee met in March at Detroit and, viewing the past history of the Association, devised a plan by which the sale of honorary memberships would build up our treasury and while this helped some, the results did not justify us in opening up the campaign for membership at that time.

The Louisville National convention was held May 18 to 21, 1914, at which time and place we evolved the plan of organizing with National aid. John A. Green, National Secretary, endorsed the plan and National President Connolly gave his promise and pledge that Michigan would have the benefits of a National organizer, if one was employed, the expenses to be borne equally between the State and the National bodies. November 15, 1914, the work was commenced by Mr. Howe, of Kansas City. Following are the towns that have been organized:

|              |               |
|--------------|---------------|
| Oxford       | Albion        |
| Marshall     | Lowell        |
| Hillsdale    | Midland       |
| St. Johns    | Benton Harbor |
| Tecumseh     | Dowagiac      |
| Hastings     | Fremont       |
| Battle Creek | Muskegon      |

The total membership of the new Associations I estimate at 300 as they all have taken in members since they have been organized. This, with the increase of the old Associations, ought to bring the year's new membership up to 500.

In connection with this report, I wish to testify that President Connolly has fulfilled every promise made and we members ought to feel grateful to him for his share.

It will be thus shown that I have redeemed in part the pledge I took of doubling the membership, and while not in full measure, it was the best we could do with the means at hand.

It was November before we got matters in hand so we could commence the work, and to Secretary Fuller a great deal of credit must be given. He has done his share and

more in all ways and richly deserves your approval.

Mr. Howe, National organizer, worked with zeal and determination and faithfully carried out all instructions given him, and I hope that the coming year will see this work carried on and hope for even better results.

I would recommend the coming year the work started now be completed or carried on as a great many towns are ready to be organized.

Also that we have one "pay-up week" once a year.

The best way to move dead stocks. How to distribute over-head expense.

Best plan for co-operative insurance.

And bring trade in dull seasons. These are all vital topics for the Committee on Resolutions.

Gentlemen, I hope I have merited your approval in all actions taken during the past year.

Secretary Fuller then read his annual report, as follows:

In submitting this, my first report as your Secretary, I am glad to say that this year there has been the awakening, so to speak, of Mr. Pipp. Your executive committee had a meeting March 24-25 at Detroit, which was attended by the entire committee. Every detail regarding the present and future work of the Association was thoroughly threshed out. We also planned to arrange for some one to look after your interest in all bills introduced in the Legislature this year; also adopted a card credit reporting system for the State, which I trust you will investigate before returning to your home. We also adopted the slogan "Double the Membership." While the committee felt confident this could not be done, we were bound to leave no stone unturned in the endeavor to make the grade.

May I be permitted at this time to congratulate our Association on the good and efficient work done in your behalf by our President, Wm. McMorris. Through his efforts he succeeded in securing from National President Connolly the services of National Organizer Howe for five weeks' work in our State. The National Association paid one-half the total expense for the same. Through Mr. Howe's efforts, with the assistance of our State and some of our good local association officers, we have succeeded in organizing fifteen new associations, three of which may be termed as reconstruction work.

There are on the waiting list some ten or twelve towns which will soon be ready to organize, which bears out the prophecy made in his report last year by that good and loyal old friend, J. T. Percival, your former Secretary, and I believe that before our annual convention in 1916, there will be as many more added to the list. I regret to report there was not a meeting of the Secretaries Association this year and would suggest that we get together during this convention, elect officers and arrange for at least two meetings for the ensuing year, as great results can be accomplished for the benefits of our local associations through this organization, and it can be of great assistance to the State Association as well.

As there are matters of importance coming up at all times of great interest to you, my brother merchants, I would suggest that your executive and legislative committees endeavor to have at least two meetings during the year and that these committees endeavor to hold a meeting before this convention adjourns.

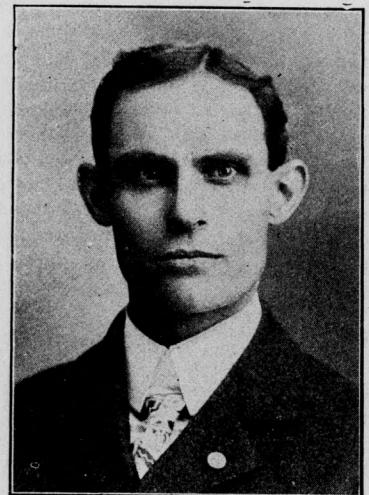
While nearly all locals belong to the National Association, let me urge you if any are not now affiliated with that Association, to do so at once, as that organization is bending every effort in your behalf. Es-

pecially is this true in National legislation.

May I venture to suggest that we as retail merchants of this great State of Michigan should at this convention form ourselves into a committee of the whole and endeavor during the ensuing year to assist the officers in the organization of at least one hundred new associations, and we could with the inspiration that has endowed such associations as Lansing and Battle Creek of late. Gentlemen, the effort is worthy of your consideration.

The financial statement of receipts and disbursements is as follows:

|                             |                   |
|-----------------------------|-------------------|
| Cash on hand at last report | \$571.63          |
| From honorary members       | 445.00            |
| Individual                  | 39.00             |
| Per capita 1913             | 51.30             |
| Per capita 1914             | 232.60            |
| Per capita 1915             | 85.50             |
| From National Association   |                   |
| per A. L. Smith             | 8.25              |
| <b>Total</b>                | <b>\$1,433.28</b> |



FRED W. FULLER, Secretary

|  |                   |
|--|-------------------|
| Disbursements.                                   |                   |
| Salary voted Secretary                           | \$400.00          |
| Expenses J. A. Lake                              | 60.37             |
| National Leg. Com. Wash.                         |                   |
| Expenses State Ex. Com.                          | 17.82             |
| Detroit March 24-25.                             |                   |
| President's expenses to National Convention      | 54.69             |
| Paid Treasurer's bond                            | 2.50              |
| Paid President's expenses Detroit and Oxford     | 14.68             |
| Paid half expenses National Organizer W. N. Howe | 182.95            |
| Paid President's expenses at Lansing and Owosso  | 12.63             |
| Paid expenses M. C. Bowditch, Battle Creek       | 3.50              |
| Paid expenses last week of W. N. Howe            | 39.46             |
| Printing and Stationery                          | 100.92            |
| Postage  | 25.62             |
| Telegrams and telephones                         | 4.97              |
| Express and freight                              | 1.50              |
| Secretary railroad fare                          | 39.48             |
| Secretary hotel bill                             | 16.15             |
| Paid Secretary ten days                          | 33.50             |
| <b>Total</b>                                     | <b>\$1,010.74</b> |
| Balance on hand                                  | \$ 422.54         |

The following Associations have memberships as follows:

|                           |     |
|---------------------------|-----|
| Ann Arbor                 | 25  |
| Albion                    | 9   |
| Bay City                  | 52  |
| Battle Creek              | 70  |
| Big Rapids, 1913          | 12  |
| Benton Harbor and St. Joe | 15  |
| Cadillac                  | 22  |
| Coldwater                 | 10  |
| Detroit                   | 300 |
| Dowagiac                  | 11  |
| Fremont                   | 18  |
| Flint, 1913               | 52  |
| Grand Rapids              | 101 |
| Hillsdale                 | 16  |
| Hastings                  | 11  |
| Jackson                   | 55  |
| Kalamazoo, 1913           | 42  |
| Lansing                   | 60  |



|                        |    |
|------------------------|----|
| Lowell .....           | 5  |
| Menominee .....        | 28 |
| Midland .....          | 5  |
| Owosso .....           | 45 |
| Pontiac .....          | 30 |
| Oxford .....           | 6  |
| Port Huron, 1913 ..... | 50 |
| Saginaw .....          | 60 |
| St. Johns .....        | 6  |
| Tecumseh .....         | 9  |
| Ypsilanti .....        | 7  |

|                                   |       |
|-----------------------------------|-------|
| Total .....                       | 1,132 |
| Individual members, 1914-15 ..... | 100   |
| Honorary members .....            | 49    |
| Delinquents 1913-15 .....         | 333   |

Total ..... 1,614

I wish to extend to the wholesalers, manufacturers and the good trade papers of our State, on behalf of the officers and members of our Association, our sincere appreciation for the kind assistance they have extended to us the past year, and trust that through their co-operation with us great benefit may have been derived by each and every one.

Let me at this time urge you on behalf of your officers and the Lansing Association, to endeavor to be present at all sessions and to be on time, so that the splendid programme that has been arranged will be carried out to the letter.

I wish to thank you all for your hearty co-operation during the past year and trust that every year may bring an increase of membership and that splendid results may be obtained by the merchants of our State through our annual conventions.

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

|                                    | Bid    | Asked  |
|------------------------------------|--------|--------|
| Am. Light & Trac. Co., Com.        | 313    | 316    |
| Am. Light & Trac. Co., Pfd.        | 108    | 110    |
| Am. Public Utilities, Pfd.         | 63 1/2 | 66     |
| Cities Service Co., Com.           | 34     | 37     |
| Cities Service Co., Pfd.           | 50     | 53     |
| Comw'th Pr. Ry. & Lt., Com.        | 54     | 56     |
| Comw'th Pr. Ry. & Lt., Pfd.        | 81     | 82 1/2 |
| Comw'th 6% 5 year bond             | 99     | 101    |
| Holland St. Louis Sugar            | 4      | 6      |
| Michigan Sugar                     | 55     | 60     |
| Pacific Gas & Elec. Co., Com.      | 40     | 43     |
| Tennessee Ry. Lt. & Pr., Com.      | 7 1/2  | 9 1/2  |
| Tennessee Ry. Lt. & Pr., Pfd.      | 35     | 40     |
| United Light & Rys., Com.          | 44     | 46     |
| United Light & Rys., 2d Pfd.       | 63 1/2 | 66 1/2 |
| United Light & Rys., 1st Pfd.      | 68     | 70     |
| United Light 1st and Ref. 5% bonds | 82     | 85     |
| Industrial and Bank Stocks.        |        |        |
| Dennis Canadian Co.                | 80     | 90     |
| Furniture City Brewing Co.         | 50     | 30     |
| Globe Knitting Works, Com.         | 130    | 140    |
| Globe Knitting Works, Pfd.         | 98     | 100    |
| G. R. Brewing Co.                  | 90     | 110    |
| Commercial Savings Bank            | 216    |        |
| Fourth National Bank               | 215    |        |
| G. R. National City Bank           | 169    | 175    |
| G. R. Savings Bank                 | 255    |        |
| Kent State Bank                    | 245    | 250    |
| Old National Bank                  | 190    | 195    |
| Peoples Savings Bank               | 250    |        |

February 24, 1915.

And it sometimes happens that women who display good judgment at bargain sales get the worst of it when it comes to selecting husbands.

#### What Some Michigan Cities Are Doing.

Written for the Tradesman.

Gaylord's new bank, the Otsego County State, has opened for business, with A. T. Martindale as Cashier.

F. M. Vawter has been named as President of the newly-organized Chamber of Commerce at Benton Harbor.

The Michigan Crown Fender Co., of Ypsilanti, has increased its capital stock from \$10,000 to \$20,000 and has removed its offices from Ypsilanti to Detroit.

Upper Peninsula bankers met at Marquette and formed a branch of the Michigan State Bankers' Association, with Edward S. Bice, of Marquette, as chairman.

Flint voted to issue bonds for \$156,000 to construct storm and sanitary sewers and to build a subway at Leith street and the Pere Marquette tracks.

The new factory of the Moonlight Bait Co., at Paw Paw, is almost completed.

R. W. Hall & Co., of Chicago, will establish a pickle plant at Hart.

Saginaw voted down a proposition to bond for \$500,000 to establish a municipal electric light plant. The plan to bond for \$30,000 for sidewalks was approved.

Alpena is making a study of boulevard lights and the cost of a cluster system is estimated at \$10,000.

The Chicago Belting Co. will remove its plant from Niles to Chicago.

"Manistee, Mich., Our Summer's Wish" is the new slogan adopted at Manistee, calling attention to the city's attractions as a summer resort.

W. J. Fairbairn is the new city manager at Big Rapids.

H. A. Black will open an ice cream factory at Bad Axe April 1, with a capacity of 500 gallons daily.

Albion business men are cultivating the good will of the farmers in that territory by throwing open their club house and their meetings to them. Albion will have a home coming celebration, the tentative dates being August 19-21.

Gas for lighting and for fuel purposes at Adrian will be reduced to \$1 per thousand feet April 1. The private lighting company has been

awarded in return a contract for lighting the "white ways" for the next three years.

Ludington industries are prosperous. Business with the Stearns Salt and Lumber Co. is running ahead of a year ago, the Carrom plant is operating practically to full capacity and affairs of the Handy Things Co. are improving every day.

C. F. Brown, of Alma, President and manager of the Gratiot County Gas Co., has retired from active management, owing to ill health, and his successor is Angus Leitch.

"Business is good with us" is the report of Jackson manufacturing concerns. The Hayes Wheel Co., with 800 men at work, has work in hand that ensures a steady run of ten months, with overtime in some departments. The Jackson Cushion Spring Co. is running overtime. The Sparks-Withington Co. is running full force and full time. The Frost Gear and Forge Co. is rushed and has been working nights. The Briscoe Motor Co. will soon be employing over 200 men.

An Eastern silverware manufacturing concern has made a proposition to Sparta for removal to that city.

The subject of city boosting and securing new industries was discussed at a recent meeting of the Battle Creek Chamber of Commerce. I. L. Stone, of the Duplex Printing Co., advised a system that is now used at Grand Rapids to make the city so attractive to manufacturers that they will seek the city, not for financial aid but for a location and an opportunity to become a part of a thriving community.

James R. Tanner, of the wholesale grocery firm of Tanner & Daily, is the new President of the Bay City Board of Commerce.

Menominee is promised lower freight rates to the copper country, the 76 cent. scale being reduced to 65 cents. In addition, new coal rates will be granted to Southern points.

Almond Griffen.

#### There Was a Reason.

Jenkins—Let's drop in at this restaurant.

Jenkins—We haven't got money enough to go in there!

Jenkins—Yes, I know. But I need a new overcoat.

#### Bankruptcy Proceedings in Southwestern Michigan.

St. Joseph, Feb. 15—In the matter of the Tiffany Decorating Co., bankrupt, Kalamazoo, an order was made by the referee approving the trustee's sale of assets to Frank A. Boyce for \$826.

Feb. 16—In the matter of Calvin Ashline, bankrupt, Allegan, the trustee filed his final report and account showing total assets of \$517.34 and no disbursements, whereupon an order was made for the final meeting of creditors to be held at the referee's office on March 4, for the purpose of passing upon the trustee's final report and account, the payment of administration expenses and the declaration and payment of a first and final dividend. Creditors were also directed to show cause why a certificate recommending the bankrupt's discharge should not be made by the referee.

Feb. 17—Based upon the petition of certain creditors, the Spade Manufacturing Co., a corporation of Kalamazoo, engaged in the manufacture of universal joints and machinery, was adjudged bankrupt and the matter referred to Referee Banyon, who was appointed receiver. An order was made appointing J. Edward Welborn, custodian; also the bankrupt by its president was directed to prepare and file its schedules.

Feb. 18—In the matter of the Hickory Grove Distilling Co., bankrupt, Kalamazoo, the trustee filed a petition alleging that one L. A. Kertson had certain assets of the estate consisting of two promissory notes which he refused to turn over and requested an order directed to the said L. A. Kertson to show cause why he should not turn over said notes. The matter was considered and a show cause order entered to be heard Feb. 25.

Thomas L. Williams, engaged in the business of jobbing candies at Kalamazoo, filed a voluntary petition and he was adjudged bankrupt and the matter referred to Referee Banyon. The schedules of the bankrupt disclose no assets except those claimed as exempt and the following liabilities:

|  |          |
|--|----------|
| Runkle Co., Kenton, O. ....                | \$ 83.31 |
| Badger Candy Co., Milwaukee ..             | 95.14    |
| Kelhing Karel Co., Chicago .....           | 26.50    |
| Robinson & Godman, Kalamazoo ..            | 42.46    |
| Huylers, New York City .....               | 15.00    |
| Purity Cake Conela, Dayton .....           | 3.00     |
| Stowell Mfg. Co., Chicago .....            | 66.39    |
| Puritan Chocolate Co., Chicago ..          | 24.05    |
| Sen Sen Chicklet Co., New York ..          | 13.20    |
| Sterling Gum Co. ....                      | 9.00     |
| Robert H. Mackenzie Co., Cleveland .....   | 25.50    |
| Fred W. Lipps Co., Chicago ....            | 24.00    |
| National Candy Co., Detroit .....          | 15.36    |
| American Chicle Co., Chicago ....          | 17.80    |
| National Candy Co., Grand Rapids ..        | 39.65    |
| Hanselman Candy Co., Kalamazoo ..          | 27.81    |
| Lee & Cady, Kalamazoo .....                | 36.00    |
| W. Maxwell, Kalamazoo .....                | 10.00    |
| Battle Creek Candy Co., Battle Creek ..... | 88.00    |

\$677.17

Feb. 19—In the matter of the Ross Cabinet Co., bankrupt, Otsego, the trustee filed report of sale of the assets of the bankrupt estate for \$4,843 to several purchasers and requested that the same be confirmed. Unless cause to the contrary is shown, the sales will be confirmed by the referee in five days. From the present outlook it is very doubtful if sufficient funds will be secured to more than pay the preferred claims and expenses of administration.

Feb. 20—In the matter of the Tiffany Decorating Co., Kalamazoo, an adjourned first meeting of creditors was held at the referee's office and the trustee's report and account approved and allowed. Certain administration expenses were ordered paid and the meeting adjourned for two weeks.

# If Ever You Try Quaker, You'll Be a Constant Taker

## WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

THE PROMPT SHIPPERS





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E. A. STOWE, Editor.

February 24, 1915.

**NOT THE PLACE TO REDUCE.**

Federal appropriations have been attracting a good deal of attention of late at Washington and the subject has been considerably discussed in the newspapers. There are some who wish large funds to be set aside for the use of the army and navy, for the better defense of the country. There are rivers and harbors always seeking money with which enterprising contractors can do more digging, and there are various claims outside the salary list. It so happens that this year especially there has been a dearth of revenue available to defray Federal disbursements. This is due to the reduction of duties on imports, and still further due to the reduction of the imports themselves, incident to the European war. In order to make good this deficiency, special taxes have been levied and even so, the perspective income is not liable to be sufficient to make both ends meet. The income tax will fall because incomes have fallen. The stamp tax will not come up to expectations because there are not as many transactions, and so the amateur financiers of the Wilson administration are naturally somewhat disturbed, as anyone well may be whose income does not equal the outgo.

Because of this situation the suggestion is made in some special quarters that the facilities of the mail service should be cut down for no other purpose than to reduce expenses. One of the suggestions most earnestly urged is that the rural free mail delivery be cut down because it is costing a good deal, and perhaps because since it serves widely scattered residents a fewer number of voters would be inconvenienced than if the reduction were made in some more populous sections. Certainly it is to be hoped that this idea will not gain sufficient foothold to make it effective. In the first place there are no more R. F. D. carriers now than are necessary, and those living on these routes are just as much entitled to attention as any other citizens. Having enjoyed this privilege they would be the more annoyed at losing it, for they have come to look upon it as a right, which indeed it is. No other postal improvement has been more appreciated than this. It would

be unfair to reduce the salaries of the R. F. D. carriers, which, considering what they have to do, are none too large already. They earn every dollar they get. That there is need for retrenchment in Federal expenditures is undoubtedly true, but there are other places where it can be better made. The generally entertained belief is that there are several thousand clerks, messengers, door-keepers, etc., who could be dismissed right in the city of Washington without seriously interfering with the management of the public business, and if that were done, a very considerable saving would be made. Their absence would not inconvenience anybody, except themselves, whereas taking off R. F. D. carriers would inconvenience a great many people who are actually entitled to the service. Conceding that there is need for retrenchment, it is respectfully submitted that the postoffice department is not the place to do it.

**THEORIES ABOUT RACE.**

There are certainly marked differences between a German, a Frenchman, an Englishman, a Chinese, a Hindu, a Japanese, a Turk, but these differences are due to the influence of the milieu and not to an inherent structure of the mind. The mind of man has developed slowly through some hundred thousand years, but the differentiation into Frenchmen, Germans, Spaniards and Englishmen did not occur more than fifteen centuries ago. We may be fairly safe in thinking that six thousand years ago, even the larger races—Semites, Caucasians, Mongolians—were not differentiated. What are six thousand years compared to the hundred thousand or probably more that we must ascribe to the development of human psychology? The psychology of man consists of certain reactions, emotional and intellectual, to the external stimuli of life and nature. It is these primitive elements which really determine the actions of the individual, and these elements are almost unchangeable because they are so old that they have become part of man's nature. They must be the same in all races because they were evolved when those races were still undifferentiated. That which has been contributed to the evolution of the human mind by the last two thousand years is much less solidly anchored and much more liable to modification; however, it must be borne in mind that, owing to the law of geometrical progression which obtains in the domain of man's progress, the newer elements, those of divergence between the races, will be the more numerous; they will also be the more striking, apparently, because they deal with recent aspects of life which are still conscious, while the more ancient ones have been relegated to the domain of the unconscious.

The Tradesman's thesis is that the German, the Japanese, the Russian and the Spaniard present at birth the same material mentally. They grow to be different because the customs, the habits and the institutions

of the countries in which they live and are educated are different. But the merest philosophical analysis of their modes of thought will show that the differences are almost purely external. The Chinese wear white for mourning, while the Occidentals wear black, but the feelings of both towards death are fundamentally the same.

Disregarding the economic aspect of the question, which is quite another matter, and considering only the eugenic side, the fear of lowering the moral standard of the race is unfounded. If not the first generation of immigrants, at least their children will become thoroughly Americanized. American civilization, on the whole, represents the elimination of particularism. It looms up full of promise for the future, because all the races which make desirable citizens and patriotic components of the American commonwealth have by instinct dropped the prejudices of their original homes and retained only the aspirations for freedom, generosity, fair play and idealism which are really common to all mankind.

**THE MEXICAN CHAOS.**

The situation in Mexico presents indeed a depressing spectacle. We see human beings at their worst rendering useless to themselves and to everybody else a great territory, rich and climatically one of the most favored, and the prospect for order's ever again coming out of this chaos appears most dim. Many doubt if the intelligence is there to accomplish it and whether a stable and efficient Mexican government will ever be set up from within. The material is lacking. But if the Mexicans cannot govern themselves, should the rest of the world permit their anarchic condition to continue indefinitely? Permit this choice piece of the earth's surface to be wasted? Unquestionably not; only what particular part of "the rest of the world" should undertake the job of reclamation? No one part; it should be the joint obligation of all parts interested. Let us not suggest the enormous responsibility of such a task's being placed solely upon the shoulders of the United States. We could not accomplish it successfully (no one nation could) because, since force at the start and for an indefinite time to come would surely have to be a factor, we would satisfy no one, no matter how fine our actions nor how disinterested our intentions. The Mexicans themselves would never understand us, would suspect our motives no matter what we did, and would hate us cordially. The remainder of the world would criticize and condemn if it did not actually oppose.

Establishing a government for some one else is at best a thankless job, and when that some one does not want a government, a most dangerous one. No nation should ever be expected to assume the responsibility alone, and may the United States decline with thanks to do so in the case of Mexico if the suggestion is ever made.

Nevertheless, as the most interested nation and Mexico's nearest influential neighbor, we doubtless have a duty there: Let us conceive it in the inter-

est of a mankind as well as of Mexico by invoking the principle of international co-operation. Let us call in the international police for her case; an opportunity for a practical application of that principle. Therefore, when the time comes for intervention in Mexico for the establishment within her borders of law and order and a permanent government, let the United States, as the most interested nation, take the lead by inviting the South American nations, likewise England, France, Spain, and every nation that feels itself concerned, to assume jointly with her, in such measure as each nation's interest warrants, the obligation of such intervention. Thus might we save Mexico from herself without incurring her ingratitude and hate which acting alone would surely entail, and at the same time disarm world criticism of our motives and acts.

Count von Reventlow, the all-knowing German naval authority, will not be pleased when he reads of the pro-American sentiments which marked the organization of the American Independence Union. This is the German-American organization which has dedicated itself to the task of freeing this country from the yoke of British domination in our news, our thought, our business and our politics. It will be remembered that Count von Reventlow sagely remarked the other day that, while the German people stand united behind their government, "it may be questioned whether the people of the United States would do the same in all circumstances." Well, here is our most pro-German organization beginning its work with a declaration of unquestioned loyalty to the United States, "a loyalty that would remain absolutely unshaken and undiminished in case of war between the United States and any other country on the face of the globe." As Germany is still on the globe, this would seem to include her. Yet it is precisely what was to have been expected by all who looked below the surface of things. But we are yet of the opinion that the German-American protestants are thinking a great deal too much about Germany and her standards of conduct, and very much too little about our own ideals and institutions. It is distinctly a case for more of them to "see America first."

The Tradesman trusts that every egg, butter and poultry dealer in Michigan will make an effort to attend the annual meeting of the Michigan organization of these allied lines at Detroit next Tuesday. Secretary Bentley assures the Tradesman that he and his associates will have a programme worthy of the occasion and that no one who goes to the expense of attending the meeting will have occasion to regret his action. With the possibility of impending legislation vitally affecting this class of dealers, it is essential that the attendance at this meeting be both large and representative.

The only way some men can save money is by breaking into jail.



## SPECIAL SALES.

Stocktaking in January paves the way, in February and March for a series of special sales which will do much to liven up what are normally dull months in business.

There are numerous reasons which render special sales timely at this particular season of the year. The outstanding reason, of course, is that business is dull and some such stimulus is needed to bring out the customers. Throughout January, trade has been fitful; February usually sees it at a dead level of dullness. A special sale, or a series of special sales, will stimulate things. It is a good business axiom that the time when business is quiet is the time to advertise the most and push the hardest.

Because regular business is dull and quiet, special sales can be staged to the best advantage. Put on a special sale at a rush season and the clerks have no time for both the regular business and the special lines; one or the other must suffer lack of attention. But in a quiet month like February, the full energies of the selling staff can be put behind the "features" and the business can secure the full benefits of the sale from an advertising point of view.

Furthermore, the recently completed stock taking has revealed goods which need to be pushed out. The dealer at this precise moment is in closer touch with his stock than he will be six months hence. He knows what goods ought to be cleared out at a sacrifice and what other goods can be played up, not necessarily at a sacrifice but at attractive prices.

A few years ago a Michigan dealer instituted the policy of featuring one sale for each of the four weeks in February. Friday and Saturday appealed to him as the best days: Saturday because it was the big market day and he could pull strongly from the farm people in town; and Friday, because it was normally a very dull day and he could use the Saturday rush as an argument for bringing out the city trade a day earlier.

The policy adopted was to boom the lines which were not selling largely. The dealer took a mental survey of lines which, in the normal February, were slow sellers. These he featured. He used advertising space liberally in the local papers, sent out circulars to his regular trade, distributed dodgers, put on special window displays—in short, put all his energies into these sales. The first year the sales were so successful that he has made them a regular February feature every succeeding year. Thereby he secures the benefit of cumulative advertising from year to year. "Foster's February Features" are coming to be recognized as a local fixture, like the city hall and the postoffice.

In point of actual results, the direct returns from these sales constitute from 45 per cent. to 55 per cent. of his February receipts. As the lines featured are normally slow sellers in February, this means that his February sales are double what they would be without the sales. Outside of the advertising, there is no extra

expense; the regular staff has ample time to wait on all customers.

The shrewd dealer, in planning his February sales, uses his best judgment in selecting the lines to be featured. The "feature" for a special sale has two essential requirements—the article must be one not normally in great demand, and it must yield a good margin of profit.

Stock taking will, of course, help in making a selection. As a rule, though, the dealer makes it a point to clear out the dead stuff disclosed by his stock taking immediately the inventory is finished. If he has not done so, it may be worth while to start February or March with a stock taking sale.

This opening can be followed up

normally a very slight demand for cutlery in these months, cutlery is a good line to feature in a sale before the regular demand for this once more makes itself manifest. As a rule, a very slight cut will interest people where first-class goods are concerned.

The same thing holds true of silverware, which likewise is in good demand immediately before Christmas, and suffers from a reaction throughout the winter months. In fact, Christmas lines generally can be played up to advantage. If electrical goods are handled, they may be featured. In winter, the average person relies on the kitchen range for cooking; it is as warmer weather approaches that the electrical device is fully appreciated. Hence, the de-

there will be room in which to shade the price attractively.

The matter of price reduction is a debatable one. Many dealers strongly hold that the regular prices should be maintained all the year round, arguing that a bargain in February when goods are not in demand, handicaps the dealer when he tries to secure the regular price in July or August. Where good, staple articles are featured—as distinguished from the general clearing out of a stocktaking sale—the price, certainly, need be cut but little; a very slight shading of prices is sufficient to induce business. And in the accompanying advertising the merchant should make it perfectly plain that the offering is an exceptional one, and that it will not be repeated. Such a stipulation not merely helps the merchant to secure his regular price later, but adds to the pulling power of the sale. In some instances, in place of a price cut, an accessory or attachment, usually charged for extra, is "thrown in." This is a matter of individual judgment, however.

Aggressive advertising is, of course, needed. Newspaper space should be used liberally, and price quotations featured in big type. Study the advertising of the dry goods stores; it will furnish a lot of helpful hints. Circularizing will help, with regular customers. Then, too, a striking window display, liberally sprinkled with price cards, will pull from the passerby. The goods on sale should be brought to the front for purposes of interior display. For smaller goods show tables can be used. Finally, don't forget the price tickets. They are the big feature in a sale of this kind.

The revelations that have been made under oath about the way articles alleged to have been written by Admiral Peary and Dr. Cook were fixed up to suit the magazines is not very creditable to that class of periodicals. Certainly it is a piece of enterprise which deserves commendation when any publisher can get any person just then in the public eye to offer a contribution, but the force and effect of it is largely lost if the article is so shifted and changed in the office that it is scarcely first cousin to what the author originally wrote. The wonder is that the writers when they saw it in its published form did not openly complain. These disclosures are calculated to make people wonder if that is the common practice with magazines.

It is not lawful to dun a person by postal card and that is why the Business Men's Association of Syracuse has been notified by the Postoffice Department at Washington that cards sent out by it are unmailable. The cards request the addressee to call at the office of the Association or at the office of a firm to whom the addressee owes a bill. Such a request should be sent in a sealed envelope.

The law of supply and demand has nothing to do with the making of mistakes.



The Taxpayer thinks he has a good thing and swaps some real goods for a gold brick

with lines which, while selling fairly well all the year round, reach the ebb of demand in February. The clearing out of odds and ends at sacrifice prices, which is usually necessary in a stock-taking sale, will create in the public mind a strong presumption that excellent bargains are being offered in the later sales. Indeed, the goods featured must be invariably good value for the money; although it is not essential to cut so deep as where a thorough clean up of dead stock is desired.

A line which will pay for February or March featuring is cutlery. There is a heavy demand for cutlery during the Christmas season; the winter months are marked by something of a reaction. Hence there being nor-

mand for electrical goods is apt to be slight. So, they are pushable.

Paints are normally out of demand in winter; hence they, too, can be pushed by special sale. But paint specialties, which are used for interior decoration, are seasonable, and hence come in another category. Tools form a good feature, in most places. So do laundry accessories. In the selection of the lines to be featured, the dealer will use his own judgment, based upon intimate knowledge of local conditions. The general rule is, to select a line which is not normally in demand, and on which there is a good margin. Thus, in the first place, the special sale will not swell its receipts at the expense of the normal profits for the month; and, second,



## MUNICIPAL OWNERSHIP.

## Some of Its Foibles, Follies and Foolishness.

The members of the Grand Rapids Builders and Traders' Exchange recently decided to post itself on the subject of municipal ownership for public utilities and at its regular weekly dinner last Wednesday invited A. M. Todd, of Kalamazoo, to present the public ownership side and Walter C. Winchester to present the private ownership side of the question. Mr. Todd's remarks were so rambling and incoherent that the Tradesman is utterly unable to make any respectable transcript from its notes. Although Mr. Winchester had only a few hours to prepare for the debate, he spoke clearly, calmly and dispassionately, showing himself to be well grounded in all the various aspects of the subject. His talk was substantially as follows:

I have been very much interested, gentlemen, in the statements made by Mr. Todd in relation to municipal and governmental control of utilities, but I am inclined to think there are a good many things which Mr. Todd has presented only from one side, whereas these questions have many angles. For example, Mr. Todd brought up the question of the governmental railways of Switzerland and stated that while in Switzerland he could buy a ticket that would enable him to ride anywhere in Switzerland as far as he liked for a small sum per week. Switzerland, gentlemen, is a pleasure resort; it is a country of hotel keepers. No country of the world has the number of tourists that they have in the summer. They have splendid hotels, fine scenery. They have good cooks. You like the country, and they are wise enough to know that if they can keep the people in the country that they will derive a large profit from them. Mr. Todd spoke of the low price that coke is sold at in England as against the high prices here. The reason for that is this: Coke can only be burned to advantage in a mass—like a furnace. Here, anthracite coal is high. Coke is a competitor. It can be used where you use anthracite. In England they use bituminous coal. They burn it in grates and stoves. In fact, in England and in Europe generally, they have very few heating stoves and they have practically no furnaces like we have in the entire country. Hence there is no great demand for coke. This class of coke cannot be used for iron smelting. If you want coke there, you have to send and get it. They do not make a general delivery of it. Mr. Todd called attention to a firm in Kalamazoo who intended building a power plant for their factory and stated that the Commonwealth Power Co., to get the business, made a price of 1¼ cent per k. w., while they charged him 9 cents in his home, and thought that this was robbery. I am president of a company in this town, employing 250 men, and we get our entire power from the same company. They make us a low price. They will make the

same to you if you have a factory and can use a large amount of power. They have a schedule regulating this. Would you expect that they would make the same price for a bill amounting to \$2 or \$3 a month where our bill is perhaps \$400 a month? Mr. Todd brought up the case of the city of Richmond, Virginia, where he states they have a municipal plant and are supplying gas to the citizens for 90 cents per thousand and that they are turning over to the city \$200,000 each year which goes in the treasury to help pay the taxes. In Grand Rapids the price of gas is 80 cents and the gas company pays \$63,000 to the city in taxes. If they were to charge 90 cents, they could afford to pay \$100,000 more in taxes, as they sell a billion feet of gas.

It is not my purpose nor province to refute the statement of lower prices

our money. A gentleman I was visiting in England hires a horse and wagon in his business; he pays \$2.25 per day for the horse, man and cart, and the owner of the horse pays for the feed.

I found in several lines where good mechanics who receive \$3 per day in this country were getting \$1.25 per day, and that common labor was receiving from 75 cents to \$1.

House rent is also cheap, but what do you get? Three or four rooms in a plain brick tenement with no conveniences, and some of these have stood for 100 years with no alterations.

You must take into consideration that the cost of a gas plant there is much lower than here. Brick is lower. Structural steel is very much lower. Machinery costs not over half. Steel and cast gas mains cost not over half.

are not apt to see the hook carefully concealed under the gaudy feathers.

A short time ago, the proposition was up to pump our water supply from Lake Michigan, and if it had not been for the work done by some of the gentlemen present, I have not the least doubt in the world that the people would have voted for it. Hence, I feel that we must be very careful in making radical changes. I think you must admit that our gas service here is thoroughly up-to-date. The quality of gas there, I think it can be shown, is much poorer than with us.

Have you ever tried to use a 'phone in France or England? Did you ever ride in their electric cars, that are mostly of the double decker type, where there is no protection from the rain on top? Have you ever ridden in the government-controlled railway? If so, what about the service and equipment?

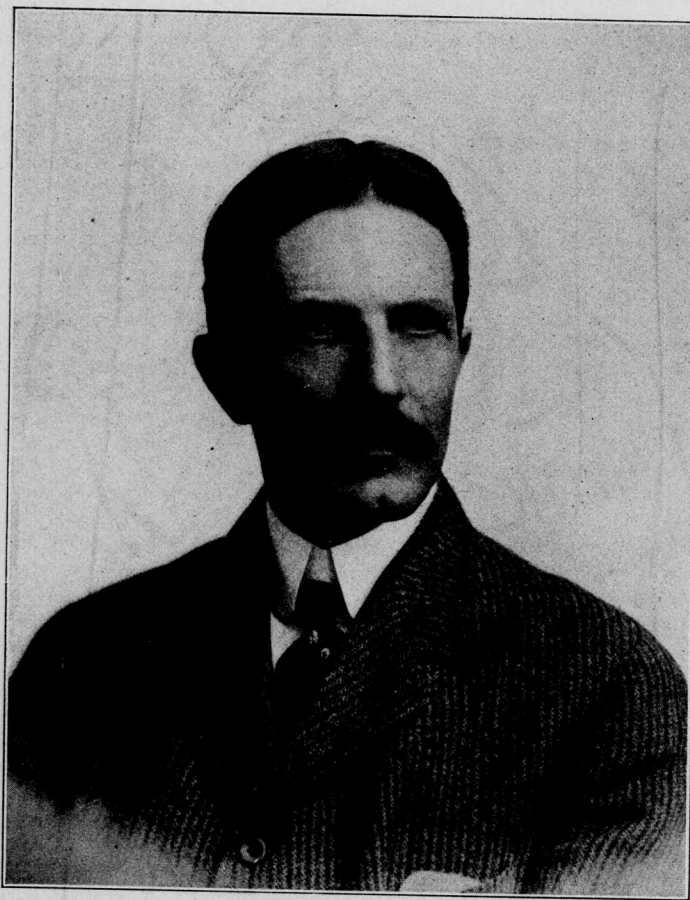
"By their works ye shall know them." Municipal control, so far as it has been tried in this city and most American cities, stands convicted by the results. Why? Because the management is nobody's business and subject to political changes every few years. Our plan of electing public officials would break any corporation that has not the power of taxing its citizens for their abject failures. Political parties put up candidates for mayor, aldermen, etc., who can draw votes.

Did you ever hear anyone discuss as to whether said candidate was an expert in the management of utilities—one who knew all about the cost and quality of the various kinds of pavement? who was an expert in sewerage systems and understood the disposal and utilization of garbage? who knew all about street cleaning, water works, police and fire department and those things customary for a city to run?

Has it not been rather that he could control the Polish vote, the German vote, the Irish vote, the Holland vote, and, perhaps, the Negro vote.

I have been in the lumber business for thirty years, and what I know about the lumber business does not worry me at all. What I do not know about the business has been and still is the cause of a great deal of anxiety on my part, but there is one thing I do know, gentlemen, and that is, I do not know enough to fill the position of mayor, or alderman or any other high office in the city of Grand Rapids, and I am just egotistical enough to think that we have never had many men who could claim this talent. The talent of management is possessed by few. Look back over the record of this city for forty years and see how very few business men have made an unequalled success and have been able to keep up with the times. Measured, I mean, by the acquisition of dollars and it is by that measure that the discussion of the price of gas to the consumer seems to be measured.

The average gas bill to the average household is about \$2 to \$2.25. Suppose the price of gas was lowered 10



WALTER C. WINCHESTER

obtained for gas in many European cities. I am not a technical gas man. Lower prices obtain there for many things. You can walk down the streets of London or Liverpool and see displayed in high-class merchant tailors' windows men's clothes at from \$20 to \$25. The price of a first-class tailor here is \$60. Did you ever buy one of those English suits? I did and I discarded it as soon as I could. When I buy a suit here I know I am paying for imported cloth, a heavy duty—frequently as high as 80 per cent.—and good wages to American workmen. These things cost money, but they are worth all they cost.

Ask the street car driver or motor-man in England what wages he is receiving and he will tell you from eighteen to twenty-four shillings per week—equivalent to \$4.32 to \$5.76 in

Boilers cost not over half. You can buy a steel ship fully equipped for half the cost it can be built for in this country.

The price of gas to the consumer consists of much more than the mere cost of so many feet of gas from a ton of coal. Salaries of managers, superintendents, clerk hire, construction men on the streets, and men about the plant where ever employed, receive more than double here what they do there.

The fact that they produce gas for 23 cents, 43 cents or 63 cents does not prove to me that this city can buy or build a plant and produce it for those figures. People are too ready to jump at conclusions when an agitation of this kind comes up. They do not give it thought or look at it from its many angles, but they jump at a proposition like a trout at a fly, and



or 20 cents a thousand, see how little difference it would make. It is not enough to talk about when you take into consideration the tax that would have to be levied on the citizen to pay for the purchase or for the interest on securities that would have to be issued for the acquisition of the same.

In Europe they have two kinds of public service lacking with us entirely, namely, High Moral Service and Expert Management Service—something that we never have been able to get and with our present form of party politics in handling these matters we never will get. There are many men of independent means who are not in business who are willing to serve on commissions devoting a large portion of their time to the same for the honor there may be in it. These men have followed the plan of hiring a manager for their cities and one who had behind him a reputation to sustain. With a personnel of this kind, they are equipped to handle almost any kind of a municipal proposition. In Germany I have heard that there are even corporations formed for the purpose of managing cities wherever their hired managers have failed.

Now what have been the results so far as we have gone in municipal control? For example, take our street paving. We have tried almost every kind of pavement known to man from round sappy cedar blocks (which any one ought to know would disintegrate in a short time) to macadam. You have seen three or four different kinds of paving on a street a dozen blocks long, and I wonder now if we know what kind is the best and the cheapest? I sometimes wonder whether we know what a yard of the best kind of pavement can be produced for. I wonder if this has been gone into technically, by taking the experience of the cities of this country and abroad. Why should we not do our paving? There has seemed to be no hesitancy in letting contracts of this kind to concerns who have a monopoly of asphalt. Why should we not be able to do our own paving for cost? We certainly know that we have been held up and have had to pay exorbitant prices. Then, again, after a street has been nicely paved, you know that in many of these streets, the pavement has been torn up to put in a water main or a sewer or electric wires or something else that whoever had it in charge was not long headed enough to see that it was attended to while the street was open. Then, again, when a small defect developed it has been let go for month after month until small defects developed into large defects.

You know that sewer contracts have been let to small, and irresponsible contractors who, naturally lacking capital, tools and experience, have been unable to carry out their contract properly, keeping the streets torn up all summer and fall. What is the cause of this? Nothing but politics and poor management.

What about your street cleaning,

disposal of your garbage and sewerage? They make lots of money out of this in some countries. Even in Shanghai, China, where there are no sewers, collection being made from vaults, they get this work all done for nothing and receive a large sum besides. You know there have been times when even your police and sheriff forces have not worked in harmony.

These are only a few things that this city and other cities get and will continue to get under our present plan. Why has not the water works system made progress the same as the gas company and reduced their rates? Water is cheap. All you have to do is pump it. The Lord sends water down like he sent manna to the children of Israel, free of cost except for the gathering, but still they kicked, and it is really interesting to see how easy it is to start an agitation of this kind and overlook some of the things I have mentioned.

In my judgment we have never had a corporation better managed than the gas company of this city. The old company was in a sense a failure. The owners were unprogressive and were not smart enough to realize and work out their great opportunities. The new company bought the plant as cheaply as they could, I think in 1895. They rehabilitated the old plant. They went after business in all the ingenious ways their experience elsewhere had taught them. They sold appliances, stoves, ranges, heaters, grates at a close margin. They made free connections—anything that would induce the people to use gas for cooking and heating. They wanted the volume and they got it. At the time they bought the plant the population of the city was 85,000. They were selling at that time 170,000,000 feet. At the present time they are selling six times as much as the old company or a billion feet of gas.

At that time the price of gas was one dollar. They reduced the price and mark you, of their own volition, until it is now 80 cents, to the small user. If you use over 50,000, it is 70 cents; over 100,000 feet 60 cents, and they have expressed themselves that they expect to keep on making reductions as conditions and increased business shall warrant them. Some time ago an agitation was started that the dealers were charging unfair prices to the citizens for coal, so the city started a municipal coal yard. How long did it last and how much money did the city lose? The records will show that it was not a paying proposition.

Suppose you build a plant or buy a plant. Who is going to manage the manager of such a plant? Is the mayor or the aldermen, or the Board of Public Works, or the Police and Fire Board going to do this? Are they technical experts in gas? Can it be expected they should be? These men have other business and can only give city affairs a small amount of their time. I want you to understand that I am making no criticism of any of these gentlemen or of the present

city administration. I am condemning the whole plan and system.

The introduction of municipal ownership will add another large class of men to the city who will wear brass buttons. If there is anything we want to get away from in this country, it is too large a proportion of brass-buttoned officials who are loafing on their jobs and whose ambition is centered in seeing how little they can do for the largest amount of money they can squeeze from municipality and the number of relatives and political acquaintances they can get and retain on the payroll of the city.

Before you go into anything of this kind, you want to do a good deal of thinking. Politics must be kept out of it. When you have a city man-

ager not a city mayor and have some sort of a government by a commission; when you are willing to pay and pay well for a commission of this kind men who will devote their entire time and energy to it, and allow them to hire some one of reputation and ability, in my judgment, it will be time enough to talk of municipal control of utilities.

You have it in your hands to frame a franchise that is fair to all. The gas company certainly cannot expect anything else and I feel that it has demonstrated its willingness to do what is fair, and this city should be willing to take the same view, and if so, I can see no reason why we should not work in harmony.



If You Will Only Let Your Customers Know  
You've Got It

"White House" Coffee in your regular stock will bring you added business; at the same time pleasing those customers as they have never been pleased with other coffees.

Judson Grocer Co.  
Grand Rapids, Mich.

## Clothing Merchants

The Gannon-Paine Co's entire stock of *Circassian Walnut* Clothing, Hat and Overcoat Wall Cabinets, Plate Glass Show Cases, etc., must be moved March 1, 1915.

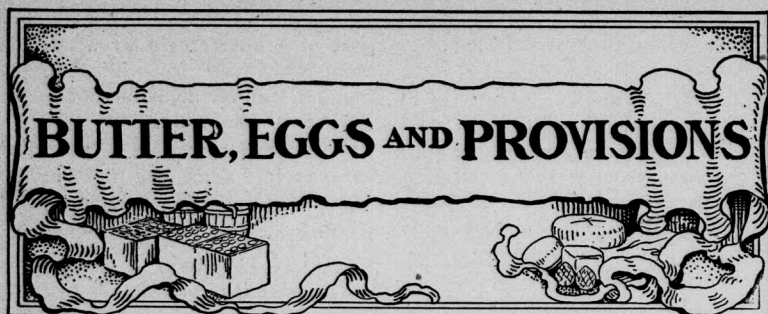
This is an opportunity for you to equip your store with strictly Up-to-Date Fixtures and Furniture at a great saving, and furthermore we will take in exchange any of your fixtures.

Grand Rapids Merchandise & Fixtures Co.

803-805 Monroe Ave.

Grand Rapids, Mich.





#### 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.

#### Canned Cheddar Cheese.

A certain Wisconsin cheese manufacturer has recently been distributing among the New York City wholesale grocery and cheese trade samples of canned Cheddar cheese. The cheese are put up in pound tins and the prices asked is said to be 25c per can f. o. b. Wisconsin. Those who have sampled the cheese say that the quality is fine and the contents of the tin can be entirely consumed, there being no waste and no rind. It is stated that at the price asked retailers would have to realize 35¢@40¢ per can to get a fair profit for both themselves and the wholesale grocer, but that even though the price is relatively high a fair demand might be cultivated from those outfitting camps of various kinds, and possibly from those catering to other high class trade.

As far as we know the canned cheese proposition is still in an experimental stage in this country. The first investigational work done here was we believe carried on by Prof. E. F. Pernot of Oregon and the Oregon Experiment Station issued a bulletin in 1904, which reported his experiments. Since that time the U. S. Department of Agriculture has done some experimenting and in 1910 samples of their canned cheese were shown on the New York Mercantile-Exchange. These cheese were put up in two-pound cans, three cakes to the can. The texture was soft and the flavor rich, although slightly oily. We understand that the Wisconsin canned cheese now shown here, are an improvement over those shown in 1911, and represent the work of the U. S. Department of Agriculture in conjunction with a western manufacturer.

But while the canned cheese business is still in an experimental stage in this country we are informed by a local cheese importer that considerable progress has been made commercially in the cheese canning business abroad and that several varieties of European cheese in cans are now being imported here, including Swiss (which in the can has none of its characteristic holes). Edam and Camembert. We are also informed that Germany and Holland have built up a rapidly expanding business in canned cheese with certain

South American countries and that the shutting off of a considerable part of this supply by war, opens up a greater opportunity for this country to step in to satisfy this demand providing acceptable quality can be produced at an acceptable price.—New York Produce Review.

#### Empire States Sends Big Cheese To San Francisco.

Attica, Feb. 22—A gigantic cheese will take its place in the New York State display at the Panama-Pacific Exposition in San Francisco. The mammoth cheese weighs 11,500 pounds, and the output of twenty-five factories for one day was used in its manufacture. The cheese was made at the West Martinsburg factory in October under the direction of H. A. Reese and is the largest ever made in Lewis county. At the close of the exposition it will be cut in pieces and sold.

In connection with the mammoth cheese exhibit the Lowville Cold Storage Plant will place on exhibition at the exposition a cheese pyramid. This pyramid will be 14 feet in height. The base will be composed of 18 251-pound cheese. The next tier will be made of 80-pound cheese. The third tier will be composed of 30-pound cheese, and the fifth of 10-pound cheese. At this height there will be placed one 1,000-pound cheese. Upon this will rest a 500-pound cheese, then an 80-pound cheese, a 30-pound cheese, the fourth of 20-pound cheese and a 10-pound cheese. A pineapple cheese will grace the top.

Good old American cheese of the country grocery and free lunch counter variety has come in for a boom as a result of the war, and the market, which had every sign last fall of going to pieces, has now taken a new lease of life. English soldiers are very fond of cheese as one of the army rations, and this has resulted in heavy purchases in the United States of surplus stocks which threatened to glut the market.

To show the enormous quantity which England has been taking to meet her requirements it is estimated that since last November the exports of cheese from the port of New York alone has amounted to 72,857 cases, and taking 50 pounds as the average weight in each case, the total shipped was 3,642,850 pounds.

At an average price of 15½ cents a pound, the money value of the cheese would be \$564,641. And this does not take into consideration heavy shipments which have been going out via St. John and Portland, Me., the exports from these two ports for the week ended January 23, amounting to about 25,000 boxes and about the same amount left last week.

The upward trend in the cheese market started last November, when it was discovered that England, which takes most of its cheese from Canada and New Zealand, would not have large enough supplies to go around and would be obliged to call on the United States to help her out.

At that time there was a large amount of American cheese held in northern markets, which had been

intended for the distributing centers of the South, but which the South did not buy, owing to her depressed financial condition resulting from failure to market the cotton crop.

Speculative interests then saw the opportunity to turn over a good investment; and a large part of these holdings were bought up at prices considerably below the market, resulting in heavy profits when the time came for export sales.

January 1 there was a surplus of 20,000 boxes, but a good proportion of this has been disposed of and it is probable that before the new season begins enough will have been sold to prevent a carryover of material proportions. The market has advanced about 1½ cents a pound and the Wisconsin and New York State packers are happy.

The British cheese market is also firm with an advancing tendency, quotations from Liverpool naming 87s a hundred-weight, an advance of 17s since November and equal to about 18½ cents a pound here.

Reports from all interior points as far west as Minneapolis state that heavy purchases have been made for export account. One line of ten cars was bought in Chicago and about twenty cars are said to have been purchased in Wisconsin during the past fortnight, all to be shipped via St. John and Portland, Me.

Some cheese has been held in New York owing to lack of freight room, but stock of the make and quality likely to prove attractive to exporters continues to come in much larger quantities than is usual at this season of the year. A slight check to the export buying for the time being, however, may result from the advance of 10s a ton in freight rates for cheese.

A jolly man always finds himself in good company—when alone.

#### Satisfy and Multiply Flour Trade with "Purity Patent" Flour

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



#### 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 Hilfer Co.  
4 Dock St., Chicago, Ill.

CRESCENT MFG. CO.  
Seattle, Wash.

## HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

### Geo. L. Collins & Co.

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

29 Woodbridge St. West  
DETROIT, MICH.

AS SURE AS THE  
SUN RISES

## Voigt's CRESCENT FLOUR

Makes Best Bread  
and Pastry

## 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 s'ow 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.

## 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

## 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.

## Use Tradesman Coupons



### Butter, Egg and Poultry Meeting at Detroit.

Saginaw, Feb. 22.—The Michigan Butter, Egg and Poultry Association will hold its annual meeting at the new Hotel Statler, Detroit, March 2. The meeting will be called to order at 10 a. m.

The forenoon will be devoted to the election of officers, and reports by the various committees, namely, C. J. Chandler, of the Educational Committee, Jerome E. Waggoner, of the Membership Committee, and B. L. Howes, of the Legislative Committee. Some important legislation is to be brought before our Legislature and if passed will be very detrimental to the egg industry in the State of Michigan. You are very urgently requested to be present in the forenoon during the discussion of these various subjects.

During the afternoon we expect to have several speakers of prominence with us, including Dr. Pennington, of the Bureau of Chemistry, Philadelphia; Prof. Linton, of the Michigan Agricultural College, and Prof. Benjamin, of Cornell University. Mr. Bennett, Business Manager of the National Association, will be with us and will give an interesting talk on the National Association. We also expect to have one or two of our Canadian friends with us from Toronto and London.

We will also have a question box and wish you would commence now to think up the different problems that have vexed you during the past year, and we will be glad to receive any suggestions you can give us for the good of the Association.

Every minute of the day will be taken up with things that will be of benefit to your business. We aim to make this convention a great success from a practical standpoint, so you will go home feeling well repaid for attending. The only way we can do this is by your co-operation—get behind and push. Now this means you as well as your neighbor. Also bring some one with you to this convention. We must have more members. We expect to have a large delegation of butter and egg receivers from Buffalo, New York, Philadelphia, Boston; in fact all the Eastern cities. This is a chance for you Michigan shippers to meet the dealers from the East without much expense, get acquainted with them and, perhaps, sell them some eggs for delivery next spring.

In the evening a banquet will be given at Hotel Statler, during which there will be special music and a cabaret or vaudeville performance—something to amuse you from 7 until 12 o'clock. The amusements have been promised to us free gratis. Don't fail to come and bring your wife or lady friend. We hope to have a trip planned to the ford plant also. This convention will be instructive as well as entertaining.

On account of special privileges the Hotel Statler is giving the Association, every member is requested to stop there if possible. It is as reasonable as any hotel in Detroit and has the advantage of being the newest and most up-to-date, and deserves your patronage. The management is putting forth every effort to give you a good time. Would suggest that you write and reserve accommodations in advance.

Just one word more—don't miss the greatest butter and egg convention ever held in the State. If you are not a member of the Association we hope to see you and have you become a member.

Join us—we need you—attend our convention. Be a booster.

"Swat the Rooster!"

D. A. Bentley, Sec'y.

The earth is often designated as "she" because no man knows the age thereof.

### Sides Lines to Get the People In.

"He'll be putting in a line of shoes next," the drug clerk complained, with a jerk of his thumb toward the proprietor.

"What's the matter now?" the other enquired.

"Well, in the first place, there were the magazines. They are not so bad, but they make a lot of trouble for a little money. That cut glass is certainly out of our line. And now he's putting in a circulating library."

The second man laughed.

"I suggested the magazines and the library," he said. "I'm sorry you can't see them. The cut glass sells, doesn't it; the magazines too?"

"O, yes," the other admitted, "they sell. But didn't we have our hands full before? And where will we get our profit from this library?"

"From the people it will bring into the store. They'll come to look over the books and stop to buy something that strikes their fancy or satisfies a need."

### When the Customer Gets Mad.

"What do you do when one of your good patrons quits trading with you? Do you go to him and make an effort to have him come back? Only a very few merchants do. They say: 'Oh, he'll come back when he gets over his mad spell.'"

"You give a customer cause, or what he believes to be cause, to quit trading with you, and then you permit him to cool off without making any effort to get him back to your place of business. Wouldn't it be a pretty good plan to follow the example of the newspapers? Go to him and ask him why he doesn't come around any more. Let him know that you have missed him; that you value his patronage, and that you want him to come back. Patch up your differences and save the customer."

It is as necessary to hold old customers as to win new ones. Lost customers are an expensive proposition. Their influence is often greater than the amount of money they spend.

### Chinese Eggs in Canada.

The Canadian Grocer states that several cars of Chinese eggs have been sold in the Toronto market of late at 25¢@27¢. They are very small, however. If the market goes down for Canadian eggs, it is thought hardly likely any more will be brought in; but if the price is maintained, it is probable that more Chinese eggs will be seen in Canada. Canadian eggs are still in good demand, and are bringing a good price. New laids are coming along well from several points in Ontario and Southern Quebec and are quoted 37¢@38¢, which is an appreciable drop.

### Commerce.

I come no more in grey disguise  
With grasping hands and greedy eyes,  
Living on larceny and lies.

No longer do my mighty host  
Of ministers and servants boast  
Of giving least and getting most.

But now, with eyes greed can not blind,  
With open hands and willing mind,  
I live in Service to mankind.

And hold him first among the rest  
Who bears this motto on his breast:  
He profits most who serveth best!  
C. Henry.

### Make Out Your Bills

#### THE EASIEST WAY

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

### POTATO BAGS

New and second-hand, also bean bags, flour bags, etc. Quick shipments our pride.

#### ROY BAKER

Wm. Alden Smith Bldg. Grand Rapids, Mich.

### Watson-Higgins Milling Co.

#### Merchant Millers

Grand Rapids :: Michigan

### Dandelion Vegetable Butter Color

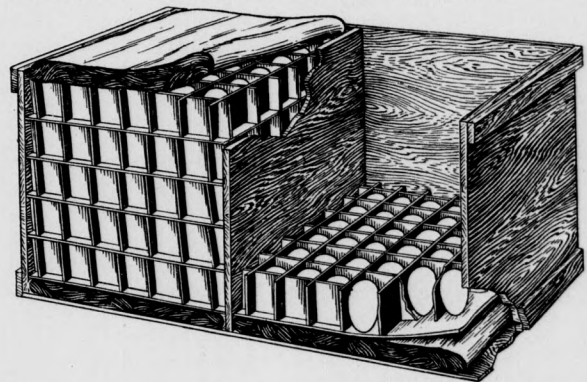
A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co.  
Burlington, Vt.

## 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.

## The Vinkemulder Company

Jobbers and Shippers of  
Everything in

## Fruits and Produce

Grand Rapids, Mich.

## Michigan Beans and Potatoes

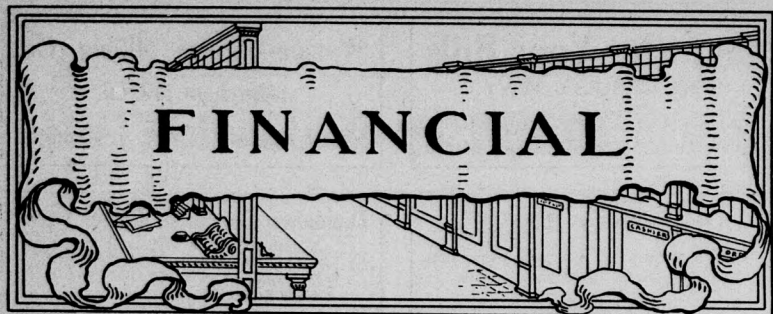
If you are in the market ask for prices.

Bell Phone 14

Farmers Elevator & Produce Co.

Bad Axe, Mich





The State Bank of Trout Lake has been organized with a capital stock of \$20,000. The largest stockholders are James W. Coll, Trout Lake, \$2,600; H. H. Hamilton, Forest Lake, Minn., \$2,900; Chas. A. McCann, St. Paul, \$2,000.

The Lilley State Bank of Tecumseh, which was founded by the late Lucius Lilley in 1855, celebrated its sixtieth anniversary last Saturday. Mr. Lilley died only three years ago.

Francis Palms was elected a director of the Detroit Savings Bank Feb. 16. Mr. Palms is Secretary of the Michigan Stove Company, Secretary and Treasurer of the Palms Realty Company, and is associated with other large enterprises. His selection fills a vacancy on the Bank's board of directors which has existed since the death of Arthur M. Parker.

While slight signs have appeared here and there of an inclination among the belligerent powers of Europe to consider terms of peace, there is nothing tangible yet, and meanwhile a survey of the world situation is by no means cheering. It is likely that the war will be a much bigger thing than it is now before one can see the approach of peace, for Italy, Greece, Roumania and Bulgaria are by no means out of the consideration as participants in the European contest. Then Asia shows signs of stirring. Japan has put up to the Chinese government certain demands which almost imply suzerainty of the island empire over the celestial. Japan demands that China shall hereafter neither cede nor lease to any other power any part of its coast; that it must employ Japanese in high positions in the army, police and financial departments; that no foreigners except Japanese shall be employed in the arsenals and that half of its war munitions must hereafter be purchased from Japan, while Japan itself will establish an arsenal in China. China may not call upon any power other than Japan for the preservation of its integrity. With these requirements are coupled a demand for large commercial concessions. The Chinese government has rejected these demands but as against Japan that country is nearly helpless and Japan is presumed to be backed by Great Britain and Russia.

And Mexico. The United States Government having followed the very worst policy, or rather no policy, in the recent disagreement with its

neighbor, is now aloof. Old Spain has to come forward, her minister having been expelled from Mexico and taken refuge on an American warship. Spain now proposes that the powers unite to end the anarchy in Mexico, a confederacy of South American nations co-operating with the United States to establish a permanent government. And anarchy has reached such a stage that all the foreign ministers contemplate abandoning the country. Europe, Asia, Africa, North America—all have war. Shall we have to go to South America for models of peaceful living?

A highly interesting question arises out of the condition of the foreign exchanges. Rates are so low that there is profit in importing gold under ordinary rules, and a small quantity has actually been shipped from the Ottawa branch of the Bank of England to New York, but it is as certain as anything can be that Europe will not let much gold come this way. It is then a question of a premium on the metal in Europe or some other method of equalization. Our balance of trade is big and growing at a tremendous rate because of the demand for American products in Europe and present conditions will naturally become even more marked a little later on. If Europe does not ship gold, what will it ship? Normally there would be a liberal movement of American securities to this side to pay the debt. This country will however not consent to take over many securities, for that would demoralize our market. Prices would be fixed at a level below which such issues could not be sold on the exchanges. But an equilibrium would be reached somehow. At the outset no doubt this would be achieved by granting Europeans credits in this country. Indeed, that has been done already to a moderate extent. Later on it would seem almost inevitable that we shall be rather large purchasers of bonds issued by European governments. This would effect an adjustment of the balance. All this on the supposition that the United States will remain substantially unscathed by war. This is the prosperous part of the world, and to it naturally will come those who are brought to need by their quarrels.

The general course of business has not changed much. Buying of our commodities by the belligerents is still strongly in evidence. It is estimated that already the war orders

amount to a billion dollars. The demand for ocean tonnage has slackened somewhat. This is not due mainly perhaps to any decline in the demand for our products but rather to the increased risk in shipping goods and consequent high rates of insurance. The land transportation interest has comparatively little to be thankful for. Here and there a system is scoring increased earnings over last year, the Atchinson being conspicuous in that respect, but in the main traffic is unsatisfactory. The

net surplus of cars in this country February 1 was 226,641 against 170,096 November 1, 1914, and 209,678 February 1, 1914. This aggregate of unused cars is near the largest in our history. Prices of commodities are justifying the popular fear. Bradstreet's index number for February 1 is 9.6621 against 9.1431 January 1 and is but little short of the high level of August 15, which was 9.8495. The same authority reports a decrease of 10.6 per cent. in building activity from the figures a year ago.

***This Company aids corporations by acting as Registrar and transfer agent of their Capital Stock, the authentication of each Stock Certificate giving protection alike to the corporation and the stockholder.***

***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**



**GRAND RAPIDS  
NATIONAL CITY  
AND CITY TRUST & SAVINGS BANKS**

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

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

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



Reports from the iron and steel interest continue favorable. The United States Steel Corporation is operating to nearly 65 per cent. of capacity. Prices are maintained, and in the case of galvanized steel there has been an advance of \$6 per ton, galvanized iron pipes moving up \$4 per ton, and sheets \$5. These advances are due to the high price of spelter. Buying by railroads is of the gingerly sort, but the Cincinnati, Hamilton & Dayton has added 4,000 tons of rails to its recent order and the Southern Railway will soon be in the market for 10,000 to 15,000 tons. Pipe works are buying with some activity in the pig market, but that branch of the industry is still in a slack condition. It will take some time for it to catch up. Bridge and structural steel are quiet. Prices of steel hoops have been advanced \$1 per ton. The export demand for most of our iron and steel products is gaining a little, and on the part of those concerns which have large war orders there is a great pressure to turn out the products rapidly. Copper has shown some weakness. Prices are on about the same basis as last week, with 14.62 to 14.87 for electrolytic in New York. The Russian government is said to be in the American market for 10,000,000 pounds of this metal.

As to agricultural products, those which find their largest market in Chicago are showing much strength after the recent reaction. The decline in wheat is probably not to be such as to make us forget that there is a European war. The foreign takings this week have been large. Cotton prices are nearly at a standstill, with prices on the basis of 8.55 cents for middling uplands in New York. The Government report shows that the consumption of cotton in January, exclusive of linters, was 468,877 bales against 517,299 in January 1914. The stocks of cotton in manufacturing establishments January 31 were 1,515,390 bales against 1,764,561 in 1914 and in independent warehouses 4,689,956 against 2,839,940 in January 1914. Exports in January were 1,372,175 bales, including linters, against 1,052,272 in January 1914. The number of cotton spindles active in January was 30,565,479 against 31,098,178 in 1914. In cotton goods the domestic trade is fair and exports of duck and other specialties are on a good scale. Exports of cotton manufactures in 1914 amounted to \$50,092,993 against \$55,519,267 in 1913. Wool is still making trouble. Further advances in price have been scored in the Boston market and elsewhere, and the tendency is still upward. Equally strong are the principal foreign markets. A Melbourne dispatch of Wednesday states that prices there are the highest since the outbreak of the war and Americans are buying freely.—Economist.

Anyone can see a big leak and the necessity for stopping it, but it takes the wise man to find the little leaks and to feel the need of stopping them.

#### How to Start a Bank.

Before the enactment of the present strict banking laws in Wisconsin, starting a bank was a comparatively simple proposition. The surprisingly small amount of capital needed is well illustrated by the story of a prosperous country town banker told on himself when asked how he happened to enter the banking business:

"Well," he said, "I didn't have much else to do, so I rented an empty store building and painted 'Bank' on the window. The first day I was open for business a man came in and deposited a hundred dollars with me; the second day another man dropped in and deposited two hundred and fifty; and so, by George along about the third day I got confidence enough in the bank to put in a hundred myself!"

#### Wants \$25,000 Damages.

Corunna, Feb. 22. — George W. Haffner, of Lennon, has brought suit in Circuit Court for \$25,000 against Frank W. Moore, of Lennon, setting forth that a four line item in a Shiawassee county paper, which purports to be signed by Moore, reflects seriously on him.

Haffner says he was for six years Cashier of the Lennon Commercial Bank and its predecessor, as well as a director, and that his reputation as a competent and careful business man and his standing as an honest citizen were impaired by the item, which is quoted as follows:

"Notice—For the benefit of the public: We wish to say that Mr. George W. Haffner was discharged as an officer of the Lennon Commercial Bank for cause. Signed, F. W. Moore, Cashier, Secretary Board of Directors."

Haffner says Moore came in as Cashier and director last July, and that he retired as Cashier at that time, although he remained in the Bank to help Moore. On December 18 last he retired from the Bank voluntarily, he says.

#### Valid Objection.

"Doesn't your choir sing at the prison any more?"

"No, several of the prisoners objected on the ground that it wasn't included in their sentences."

### 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

## 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.

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

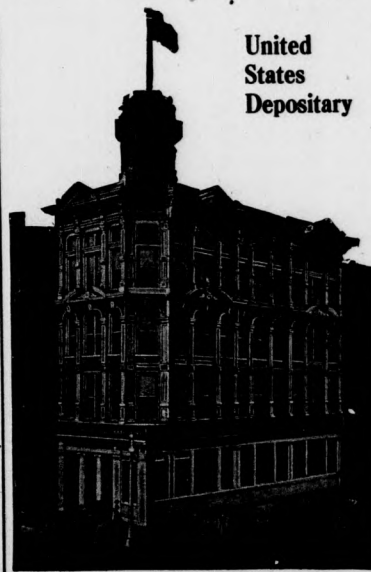
Savings  
Deposits

3

Per Cent  
Interest Paid  
on  
Savings  
Deposits

Compounded  
Semi-Annually

Wm. H. Anderson,  
President  
John W. Blodgett,  
Vice President  
L. Z. Caukin,  
Cashier  
J. C. Bishop,  
Assistant Cashier



United  
States  
Depository

Commercial  
Deposits

3½

Per Cent  
Interest Paid  
on  
Certificates of  
Deposit  
Left  
One Year

Capital Stock  
and Surplus  
\$580,000





### Wash Dress Goods—What Will Be Worn.

Written for the Tradesman.

Perhaps a title ending in an interrogation point might be a safer one—reading, maybe, "Wash Dress Goods—What Will Be Worn?" That cottons will be strictly in it this year seems to be accepted without question, but just what fabrics and modes of making up will gain and hold favor is open to some speculation. If there were such a being as a reliable clairvoyant, some entirely dependable seventh daughter of a seventh daughter, who could peer into the future and see just what caprices the fashionable members of her sex are going to manifest—well, all the large dry goods merchants would be ready to employ her at an enormous salary.

During the last eighteen months or two years milady who spends lavishly on her wardrobe has kept the dealers guessing as never before. Changes in styles have been fairly kaleidoscopic. Women have seemed to be on the qui vive for change, and have demanded something new and entirely different every sixty days if not oftener. The latest and most modish things were hardly gotten into the store and temptingly spread out for Madame's inspection, before, astonishing to relate, she would begin to turn up her nose in disdain and declare these things passe, and query, "Can't you show me something new? I'm tired to death of all these!"

While realizing keenly that he never could get along without Her (the great sex to whom he caters), the dry goods man has had an unusually hard time of it trying to get along in any kind of a way with Her.

This even greater than usual fickleness has borne hardest upon retailers who handle mainly ready-made apparel. The manufacturer makes up from orders. He is not hit nearly so hard. If a style wanes in favor, he has his goods in the bolt, and fabrics do not make so sudden changes as modes. Very likely too he does not buy his materials heavily ahead of his needs. But the retailer who gets in a stock and sees it fall flat almost before he has it unpacked—he is indeed to be pitied.

The piece goods departments in the large stores meet this restless craving for change by offering an almost endless variety of kinds and patterns and qualities, trusting that if one thing does not please, another will. Of course this necessitates the carrying of very large stocks. All this, both as to ready-made and piece goods, applies with greatest force to the

large city stores, and only to such of those as cater to the ultra-fashionable trade. The small-town merchants, and the city dealer who confines his stock mainly to staples, do not suffer so severely.

The hope is expressed that maybe styles are a little more settled. Fuller effects in skirts seem to be fairly assured and for these the soft, light-weight materials, the crepes, the voiles and the silk and cotton mixtures will be in demand. Many of these last are made in weaves resembling the silk and wool goods that are used for winter wear. Voile is called especially good this season.

White is likely to be much worn all through the season. White in soft, light-weight goods, in the sheer, thin fabrics, and in heavy materials—all are to be seen. One of the very smartest things for street wear will be a suit, either strictly tailored or with black velvet collar and large black-rimmed buttons, and made of some fairly heavy all-cotton white suiting, say a novelty crepe.

The heavy cotton suitings are much shown, and in a great variety of weaves and colors. You see a few that are almost blanket-like in weight. Should the fuller skirts win decided favor, then doubtless lighter materials than suitings will sell best. But should there be some switching to the simpler styles, and not so much fullness, then there will be a reversion to the heavier materials, especially for street and utility dresses. Linen, crashes, ratines, piques and cotton corduroys will be in demand.

There seems to be a feeling that ratines and the like are not done with. In dry goods shops the remark constantly is heard from the lips of women customers, that they never had a fabric so entirely satisfactory as ratine. It is a material that has almost ideally taken the place of wool suitings, than which it is more comfortable for warm weather and with the advantage of having (in the main) good tubbing qualities. Before ratines came, cotton materials were too stiff, harsh and glaring for suitings. From the all-adaptable ratines these displeasing traits were completely eliminated. It is thought that their well-won favor will to some extent continue.

Cotton crepes of many kinds and in a bewildering variety of patterns, are shown. In fact the goods with the little crinkles all over the surface, seem to be holding their favor remarkably. Even gingham with a crepe finish are, to be seen.

If Madame wants a beautiful gown,

she may pick out a cream novelty material with a Jacquard stripe of some dainty contrasting shade of silk, or a fine, sheer cotton crepe embroidered with silk, or an exquisite crepe de chine weave. Or she may select a shimmering lousine, cotton warp and silk filling, delicate in coloring and with a charming little flower pattern printed on. Or a silk and cotton taffeta or a fine voile may charm her fancy. If she must count the cost, there is a wide range of less expensive but still very tasteful and pleasing materials from which she may make selection. Poplins are still good, there are pretty voiles that are quite inexpensive, while gingham, particularly the finer ones, are not only serviceable but fashionable. The all-pervading crepes can be had at prices to suit any purse. Whether she wishes white or colored, light-weight goods or heavy, or what not, there is an endless variety from which to choose. If She can not be suited this year, the case is hopeless and the lot of the dress goods dealer a most unhappy one.

Fabrix.

### Protest Against Use of Profit-Sharing Coupons.

Pursuant to the resolution recently adopted by the executive committee of the National Retail Grocers' Association against trading stamps, President Connolly has issued a letter of protest to a number of concerns packing United Profit Sharing coupons in their goods. Those thus far cited are the Widlar Company, Cleveland; the General Baking Com-

pany, Cleveland; Swift & Co., Chicago; the A. P. W. Paper Company, Albany, N. Y.; the Southern Manufacturing Company, Richmond, Va.; the Jas S. Mason Company, Philadelphia; the Wm. Wrigley, Jr. Company, Chicago. The letter is as follows:

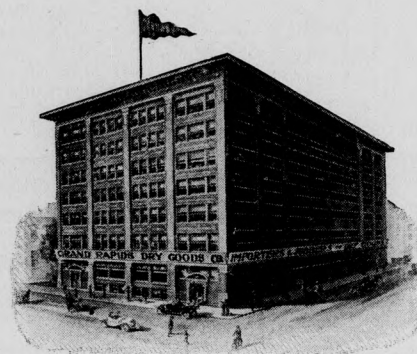
Cleveland, Feb. 15.—We understand you are advertising the giving of United Profit Sharing Coupons in connection with the sale of your goods. For fear that you have not taken into consideration the position of the retail grocer and the general merchant throughout the United States in opposition to coupons of all kinds, trading stamps, etc., we call your attention to the resolutions that have been passed at our conventions, both state and National, in opposition to these devices, and further call your attention to the resolution recently adopted by our National Executive Board in Chicago on Jan. 12, 1915, in opposition to coupons of all kinds, irrespective of whether they are of the United Profit Sharing kind or not.

There is no argument you can make to change our stand in this respect. We are, therefore, submitting to you this information for your earnest consideration, because it will in all probability affect the sale of your goods that carry a coupon of any kind among the retailers throughout the country who are strongly opposed to coupons and trading stamps.

National Association of Retail Grocers.

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

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



A Shipment of

# D. M. C.

ARTICLE 151

Has arrived and we offer for immediate delivery (while our stock lasts) all sizes except 60 in both white and ecru. D. M. C. readily retails at a profit because its real worth cannot be questioned. If a substitute is desired then we offer R. M. C., Coats Mercerized, Peri Lusta and Eagle brands, which we usually have in stock and quote at prevailing prices.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan



## CREDITS AND COLLECTIONS.

## How a Successful Merchant Handles Both Ends.

Written for the Tradesman.

Speaking of credits. Peters say a poor man ain't got no show. I guess he's right; he has inside information. He had been renewing his note and the bank made him pay \$50 on it, which compelled him to sell a cow, and charged him 8 per cent. I could have borrowed for 6 per cent. That is an advantage of being well fixed. A rich man might borrow for 5. That's the advantage of being rich.

I had just been telling Peters he would have to pay something on account or go awfully slow on purchases. That's the disadvantage of being hard up.

That reminds me, some of the boys were talking last night about their fall collections. The Mercantile Company has the best scheme. They get out a form letter about harvest time to all their credit customers, reminding them that the harvest has been good and now is the time we clean up our outstanding accounts and we hope you will call soon, as we have heavy merchandise bills that must be met in the next thirty days. Four weeks later they send a reminder that is a little more stiff. Four weeks later they send a severe note saying "We must have the money." Two weeks after that they notify the delinquents that their accounts will be put in the hands of a collector unless they hear at once. "We find that any account that goes over the first of the year is apt to run until next harvest," says Johnson of the Mercantile Company.

It's a good system, but I don't follow it. I don't have much of that to do. During August I attend to my collections although I don't collect the money then. I go out in the fields and size things up. I know which of my delinquents are going to have money before they get delinquent, and I take them up personally as early in the game as possible. I have known times when I was waiting right at the side of the threshing machine. I told Mrs. Searing then, "This may seem harsh to you, but if I get my money now you will get flour and sugar and a pair of blankets this winter. If the Red Dog gets it, I'm afraid you will go hungry." See? While I was getting my money I was protecting her credit. And she thanked me for it, too. Searing never did. He was real cross about it.

Now, there's Peters again. He does not drink, but he is awfully hard up. He has bought more land than he can handle and it is all he can do to meet the interest. He can't get money enough ahead to stock his farm or equip it with machinery or hire the labor he should to make it do what it ought. So he goes to the bank and says he can't pay anything on his note, and that's the reason the bank says he has got to pay something. That as I said, is the disadvantage of being hard up. If Lester knew he could pay when the note came due, he wouldn't charge him 8 per cent. And if I knew he could pay on time,

I wouldn't tell him to go slow in his purchases.

At that the bank is giving him more credit than it does me. If I didn't have enough in sight to pay my notes when they came due I couldn't borrow a dollar at the bank, whereas Peters does get limited credit there on a chance. And the bank gives me more latitude than the city bank does the rich man. Brusk, of Feeder & Dresser, was telling me that they have to show a two-for-one statement, leaving out real estate and other fixed property. The bank will give them a line of credit for one-half what they have coming to them. I can borrow all I have coming, but I pay a little more interest. Peters borrows more than he has coming and he pays a higher rate. And Lars, who has a homestead pays 10 per cent. when he borrows. You see, Peters has an equity in his land although it would be pretty thin if it went under the hammer. But Lars has no equity until he gets the title to his land and all he has to borrow on is his chance of a crop.

It doesn't do a man any good to complain that he has no credit. The only way he can get any is to go out and make it himself. The credit man doesn't give credit really. He only keeps score. The scorer doesn't give a man a three base hit until he has connected with the ball.

That is why it has been puzzling our representative and the rest of those chaps in Congress to find out some way of extending credit to those who haven't any. A farmer who has plenty of liquid assets can always borrow money as easy as a business man. The business man who can't pay his bills can't borrow money any easier than a farmer who is over his head in debt.

I had a little case of that right in the family. My nephew came to me not long ago with a good story about his business and if he had \$3,000 more he would make it go fine. The rate of interest didn't bother him; if I'd let him have the money he would pay 10 per cent. gladly, because he knew he could get it back. Of course, he may have been right. When the pump sucks, if you give it a few more strokes it may bring water. But I didn't let him have the money and I don't think I was mistaken. He would be better off with \$100 and \$200 stock than with a \$10,000 stock and owe \$8,000 on it. And if he can't trim his cargo to what he can carry, I guess he'll have to dump it and make a new start. I'll see that he doesn't fall too hard, because that hurts, but if he has the right stuff in him, a little bump won't be fatal.

However, he is trying to use credit when he hasn't earned it. He hasn't made a \$5,000 business go, so he thinks he can swing a \$10,000 stock. Because he got stuck with a peck of onions he could sell a bushel. Maybe he could. I have known fellows who fell down on little deals and came through with bigger ones.

The man who has credit has nursed it from a pup. Lester tells me he has loaned money to perfect stran-

gers just because they looked right. Generally speaking, a bank doesn't ask for a photograph or a lock of your hair when it makes a loan. If your business is bigger every year, that is a good sign, although more than one man has gone broke increasing his business so fast it strained his credit. But if your business is increasing and your assets are gaining on your volume of business all the while, you needn't worry about credit.

I do the same thing. Peters is a good, hard working man, but he will have to go slow on his purchases. But Ed Lott, who owes me three times as much as I would have let him have five years ago, can run another \$500 if he wants. His land looks fat and so does his stock. He could clean up \$5,000 in a week any time. He not only works hard, but he uses good judgment.

If Peters had said a man with poor judgment had no show, he would have struck it. I'm sorry for him, but I don't see how we can pass a law to help him. I can give him supplies if it comes to that, but I can't give him credit. I worked too hard to get mine to give it away.

John S. Pardee.

## Manufacturing Matters.

Kalamazoo—At a meeting of the stockholders of the Safety Elevator Stop Co., Frank S. Cleveland was elected Secretary and general manager.

Detroit—The Board of Commerce is sending out invitations to 6,000 manufacturing concerns in the Unit-

ed States to move to Detroit. Four good reasons why are given. Manufacturers of automobiles and auto parts are especially appealed to.

Saginaw—The J. D. Swartwout Co., manufacturer and dealer in power plant equipment, vacuum steam heating systems, etc., has been incorporated with an authorized capital stock of \$5,000, of which amount \$3,500 has been subscribed and \$500 paid in in cash.

Gaylord—Detroit capital has been interested in the Wood Products Co. and plans are under way to resume operations in the near future. A new dry kiln 50 x 70 feet is to be built. The name of the company is soon to be changed to the Michigan Wood Products Co.

Detroit—The bathtub and wood-working department of the Detroit Bathtub & Brass Manufacturing Co. has been sold to a party of Detroit men who will continue the business. Theodore Freideberg and Harry and Samuel Frank recently bought the property at a receiver's sale.

## IF YOU COULD ONLY KNOW.

If you knew what lives were brightened  
By your words of hope and cheer;  
If you knew what hearts were strengthened  
By your handclaps through the year;  
If you knew what souls were lifted  
By your acts from day to day,  
You'd be freer with your greetings  
As you pass along Life's way.

OFFICE OUTFITTERS  
LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co.*

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

## QUALITY COUNTS



The biggest advertisement that "Bear Brand" Hosiery has is the merchandise itself. When you sell this line to your trade, you insure bigger sales—better profits and satisfied customers.

We carry a full line of all the popular 15 and 25 cent retailers in Children's, Women's and Men's.

## PAUL STEKETEE &amp; SONS

Wholesale Dry Goods

Grand Rapids, Mich.

## Use

## Citizens Long Distance Service

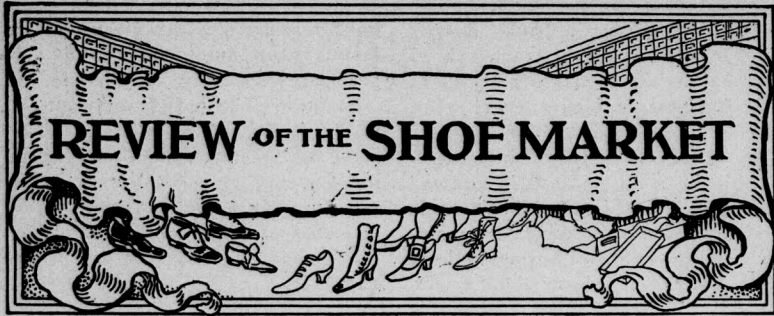


To Detroit, Lansing, Jackson, Holland, Muskegon, Ludington, Traverse City, Petoskey, Saginaw, Grand Rapids; also to all intermediate and connecting points.

Connection with 200,000 telephones in Michigan

## Citizens Telephone Company





### Management of Shoe Repairing Department.

It was the writer's good fortune, a few days ago, to have a long conversation with a man who has had an important part in building up the repair department of a large shoe store.

His observations, drawn from practical experience, offer many suggestions and show many pitfalls to be avoided by the store that is planning to put in a repair department, or wants to find ways of extending the business of one already installed.

Of primary importance, declares this man, is modern equipment and an apt shoemaker at the head of the shop.

The repair shop should be away from the main part of the store, and it is wisest that customers do not come in contact with the shoemaker at all.

A boy or girl at a desk can take the orders for repair work, in addition to other duties. In this way the repair man will not be disturbed from his work. Whoever takes the repair orders should keep them registered in a book, which will show the date a job is received, carry the repair tag slip number, and the time the job is to be finished.

One thing to avoid is promising work for a certain time, unless you are absolutely certain that it will be done at that time. It is so easy for a salesman to say to some favored customer, "Madam, this will be ready this afternoon," without finding out if that is possible. Better make no promises at all rather than disappoint a customer.

A speaking tube connecting the person who receives the work with the repair man will be found a great convenience. Then when questions come up, on which the shoemaker must be consulted, there is no delay in getting his opinion.

Another good plan is to have goods come from the repair shop to the receiving desk at regular stated times.

A practice that shoe stores should guard against is that of doing too much "free work," this evil has assumed enormous proportions. Salesmen are often tempted to offer free alterations in their over zeal to make sales. If the justice of the customer's paying for the work is pointed out, the same sale can be made without this loss.

For example, when a heel is to be raised or lowered a new top lift is really necessary. If a nominal price is put on this, there is no reason why

the customer should not stand the expense.

Women's apparel stores are charging for alterations. Why shouldn't shoe stores

A source of good profit in the repair department is the specializing on cripple jobs, extensions, big in-step work, etc. It requires an apt shoemaker to do this work but there is lots of profit in it, and it helps a store's reputation wonderfully. Often good work on a special case of this kind will lead to the shoe business of an entire family.

If the dance craze has helped the shoe business, it has certainly been a good thing for the repair department. Already many stores feature the fact that they will "tango-fy" any ordinary pump; that is, put rubber discs or other non-slip contrivances in the sole and heel. These tango discs can now be bought ready to insert.

The popularity of rubber sole footwear is another good thing for the repair department. Just feature the fact that you put on rubber soles and heels and you will get your share of this demand.

As a last word, keep up the price, so you can keep up the quality of your repair work. Don't let the corner cobbler's prices scare you into doing jobs at starvation prices, or skimping the quality. Buy the best leather, but buy wisely. Then get your price and show your trade that you are entitled to it.

With the splendid co-operation that is being offered the man in the way of modern equipment and service department, the opportunities for repair work success are brighter than ever.—Shoe Retailer.

### Place for the Findings Case.

Don't hide your light under a bushel. In other words, display your findings. Put the case up near the door, even though you have no one to attend it. It calls people's attention to the fact that you carry the little things they want and it is not only good advertising, but the extra sales help your profits.

The fact that justice is blindfolded may account for some of her hard falls.



## No Seams—No Rips



No. 8383½



Our Trade Mark  
Stands For  
Quality

### R. K. L. Seamless Shoes

Are made from genuine bark tanned leather. Soft, pliable stock, as near waterproof as leather can be made.

Serviceable Shoes for Farm Trade

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.



No. 2420—Black Blucher.....\$2.75  
No. 2460—Chocolate Blucher..... 2.75

Full Double Sole  
Solid Leather Only  
Full Gussets

5% in 30 days  
for  
"prompt payment"

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

A Gorilla is no  
tougher than

The  
"Gorilla"  
Shoe

They wear where  
wear and tear  
abound





### New Factory for Menzies Shoe Co., at Detroit.

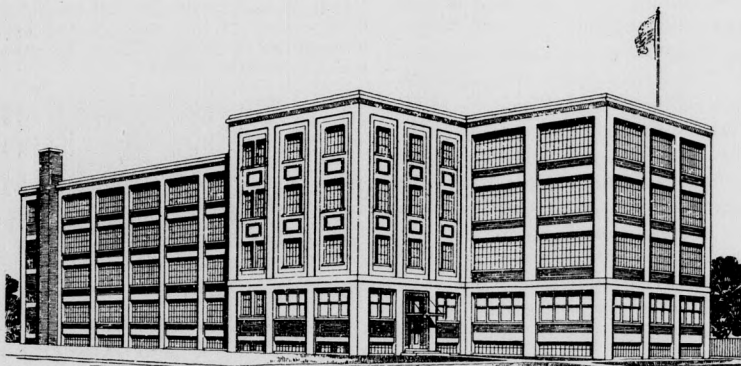
Rejecting attractive offers from several other cities, the Menzies Shoe Co. is preparing to erect a permanent home for its business on the north-west corner of Scotten and Brandon avenues, where ground is being broken on a site having frontage of 200 feet on Scotten avenue and extending back 250 feet on Brandon avenue. The building is to be ready for occupancy in May of this year.

Plans for the factory, prepared by Albert Kahn, architect, and Ernest Wilby, associate, provide for a four-story and basement structure of fire-proof reinforced concrete construction, covering a ground area 180x47 feet. To provide space for elevators,

tal stock of \$180,000, surplus of \$40,439.52, and a reserve amounting to \$33,450.65, accumulated from profits of operation. The value of its annual output has increased from \$50,000 to \$800,000, the number of its employes from 15 to about 275, and the amount of its yearly payroll from \$6,000 to about \$140,000.

Addition of a line of dress shoes to the company's product will be a feature of the further extension to be made after getting into the new factory.

Officers of the company are: President, Henry D. Menzies; Vice-Presidents, John Schmahl and Leslie Menzies; Secretary and Treasurer, Charles E. Locke.



storage, and for shipping, there will be a wing 43x40 feet on the west side of the building. Decorative effects will be given the exterior by pilasters of face brick.

Preparatory to having plans made for the new factory, H. D. Menzies, President of the company, spent several months visiting shoe manufacturing establishments in other parts of the country, gathering ideas to be developed in the company's building. He believes it will rank as one of the most up-to-date plants in America. Ample light and an air supply is assured by the large window space on each side, in which steel sash and wired glass will be used.

Convenient and ready shipping facilities for handling output and bringing in raw material will be supplied by a siding from the Michigan Central tracks.

Established by Menzie & Crawford, with a capital stock of \$11,000, in Highland Park in February, 1899, the company has experienced a steady and substantial growth. The necessity of meeting requirements for increased factory space caused removal of the factory about a year later to 136 West Larned street, where 12,000 square feet of space tripled the factory area previously available.

From that location the company moved, May 1, 1906, to the plant it now occupies at 431-33 Gratiot avenue, which has about 40,000 square feet of floor space, or approximately one-half the area the new factory will provide.

Soon after leaving Highland Park the company was incorporated under the present name. It now has capi-

### Selling Heel Linings.

Quite an extensive business in the sale of heel linings has been developed in the shoe trade during the past few years. A new idea in heel linings, something which the manufacturers claim is quite good enough to sell profitably at 10c a pair and inexpensive enough, if the dealer prefers, to give away a pair with each sale of oxfords.

It is said that this heel lining answers all the requirements and purposes of a leather lining, and that it sticks in the way a lining should stick. It is not susceptible to moisture and it is guaranteed not to stick together in the envelopes in which they are sold.

### Sell Good Soft Soles.

Do not ask the soft sole salesman for a 10 or 20 per cent. discount. If you get higher than 5 per cent. you may rest assured that the difference will come out of the shoes. The soft sole manufacturer does not make 10 per cent. on his shoes, so how can one expect more than the usual terms of 3 or 5 per cent. Buy quality, not price.

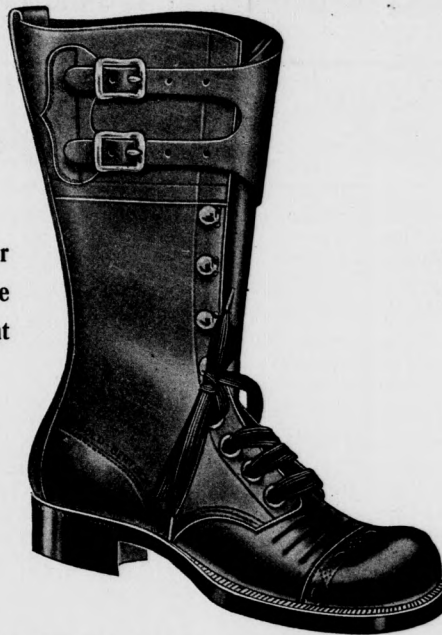
### Shining Shoes by Music.

Shoe shining parlors in Indianapolis are equipped with talking machines, and while the energetic Greek boys shine and polish shoes the customers are entertained with the latest music of the day.

### "Pure Shoe" Bill Killed in Texas.

The Texas legislature has voted down the "pure shoe" bill that was before them for consideration. The vote was overwhelmingly against the measure.

## STOCK UP FOR SPRING ON THESE Pioneer--Good Service Numbers



In Stock for  
At Once  
Shipment

Orders  
Solicited

No. 884—Men's 12 inch Black Norway Chrome Uppers, 1/2 Double Sole, Re-inforced Shank, Nailed Bottom, Fair Stitched, Large Nickle Hooks and Eyes, Four inch cuffs with Buckles and Straps. Full Bellows Tongue, Blucher, exactly like cut.....\$3.25  
No. 883—Same only Regular six inch Blucher tip.....2.25  
No. 878—Same only Regular six inch Blucher plain.....2.25

Samples on Request

They Wear Like Iron

### Herold-Bertsch Shoe Co.

Mfgs. of Serviceable Footwear

GRAND RAPIDS, MICH.



When **QUALITY** and **PRICE** are in proper relation, then, and then only, is a shoe profitable for you to handle.

In **ROUGE REX SHOES** every avoidable cost in production has been eliminated, and every available means of producing high grade, serviceable footwear has been adopted.

We tan the leather.

We make the shoes.

Every shoe is solid leather, and it is made right.

The Indian Head trade-mark on the sole is recognized as the stamp of quality. The working man is looking for it.

Stock up now for a good spring business.

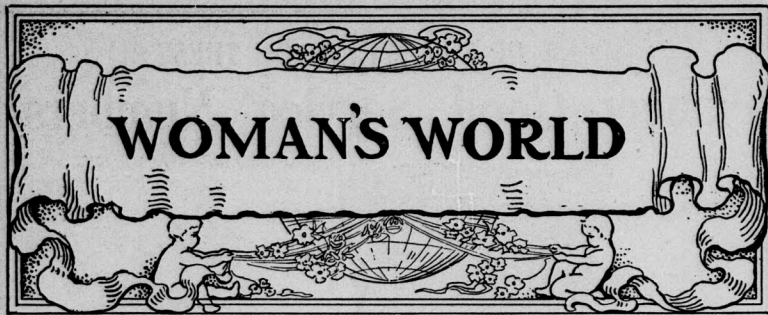
### HIRTH-KRAUSE COMPANY

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Michigan





### The Much Needed Conservation of Home Life.

Written for the Tradesman.

Home life, in any real sense of the term, is having a hard time of it, a struggle for existence. True, we most of us have some place where we stop nights, a place that by custom and a sort of courtesy to accepted ideas, we call home; but many of the strongest tendencies of present-day life, the currents that are all but irresistible in their power, are set toward making home merely a place in which to sleep a few short hours, and eat—sometimes.

We all believe in home devoutly. To those of us who ever have known the close and tender and compelling associations of a true home, even the poet's pen at its best fails to convey adequately the "charm from the skies" that "seems to hallow it there." No eye but moistens at a sympathetic rendering of "I will Take You Back Kathleen," or "Old Kentucky Home," or "Way Down Upon The Suwannee River."

We believe in home. But the home spirit requires time and opportunity for growth and development, and in our modern scheme of living this time and opportunity seem almost of necessity to be diverted into other channels.

Leaving out of present consideration the undermining agencies of evil, the other forces which are reducing home life to the lowest limit in which it can maintain an existence may be tabulated somewhat like this:

1. The exactions of business. Hours are not quite so long as formerly, but competition is fiercer, the degree of concentration required is more severe now than ever before. The business man from his day's work more severe now than ever before. The average good citizen aims to spend his evenings at home except as he is called away by imperative appointments, or as social or church functions may demand his presence. All these are likely to encroach seriously upon the hours he spends under his own roof; but even if it were not for such calls upon his attention, even if he were to be at his own fireside every evening after office hours, he often is too nearly "all in" mentally and physically, either to give or to take his proper share in the social life of the home. After dinner he drops into an easy chair, unfolds his paper, and is a clam until bedtime. This not from any perverseness of will, but because all day he has drawn too heavily upon his animation and vivacity.

2. The demands of society and clubs. If you are fashionable and frivolous, it is bridge and tango and the hesitation waltz. If you take yourself seriously, it is study clubs and all sorts of humanitarian and uplift work. This last applies more especially to women, although duties of a very similar nature press heavily upon all public-spirited men.

3. Lodge attendance. This is a voracious consumer of leisure with all those who have a "jining" tendency. It is only the faithfulness of the members that makes fraternal organizations possible, and no conscientious person likes to belong without doing his or her share in being present at regular sessions, sitting on committees, etc.

4. Church work. In any up-to-date church with all its various activities, ecclesiastical, missionary, educational, charitable, there is an immense amount of work to be done. A diligent and enthusiastic pastor does his part, but there is much that others must lift from his shoulders. A zealous member will hardly get off with less than three evenings in the week devoted to the services and labors of the church. Many spend more time than this.

5. The automobile. This is perhaps the most alluring, enticing, absorbing distraction from the fireside that has yet come into being and into general use. Similar in nature are the attractions offered by the trolley cars and by cheap but very pleasurable excursions. It has become so easy to be on the go that sometimes it seems really a wonder that people stay at home at all.

6. Inexpensive amusements, the most notable of which is of course the moving picture show, so dear to the popular heart. It is astonishing what the movies give you for a nickel. For 10 cents they place before your eyes a truly superb entertainment.

7. The necessity for many wives and mothers to earn a portion of the family income. What has been said about the exactions of business applies to women as well as to men, although fortunately to a far smaller number of individuals, because fewer women than men are engaged in business. But whenever or wherever a housemother has to toil for the maintenance of the family, it is almost sure to be damaging to the home life. Necessary household cares crowd her moments both morning and evening, and she has no time, no energy, no vivacity with which to create and maintain the home spirit. It is bad enough when Father is habitually

worried and overtired. It is worse when Mother is unduly exhausted, because she is the soul of the household, its guiding genius.

This list is not complete, but it embraces what may be termed the chief encroachers upon home life. When you consider how some of these have grown and expanded during the last fifty years, and how others of them during the same period have come into existence and now absorb an astonishing share of human interest and attention, it proves that home life is a plant of sturdy growth else it would not have survived at all. The reader doubtless has reflected that most of these agencies mentioned as dangerous encroachers upon home life, are not in themselves at all reprehensible. Some of them are most necessary factors of good. It is only when, either singly or in combination, they are allowed such full scope that they crowd out even more essential things, that they should fall under the ban of disapproval.

The great difficulty in living at the present time is the complexity of the situation. Life has become so full, so rich, so well rounded, so complex, that we are in constant peril of being surfeited with good things. Almost unconsciously we are liable to do ourselves to death in our daily callings, or with what we regard as perfectly innocent amusements, or in the performance of praiseworthy works of benevolence.

The only solution of the problem is by elimination. Cut out, cut off,

cut down. In order to give home life a chance, in order that family ties may grow and develop and become sweeter and stronger with the passing years, it may be necessary in many households to make the day's work less arduous, to motor fewer miles, and to reduce somewhat on attendance at social functions, clubs, lodges, and even church and the different auxiliary societies carrying on church work. In every week of every life there should be some hours of fire-

## DEFENDING The American Home

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



Made in America  
By Americans  
For Americans

Non-poisonous. No afterglow. Inspected and labelled by The Underwriters' Laboratories, Inc.

Made only by  
The Diamond Match  
Company

# 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, Mich.



side leisure passed mainly in reading, pleasant household chat, or in converse with intimate friends. Insofar as possible, the daily programme of each individual should include at least a brief period of such rest and relaxation. By the beneficent workings of the law of compensation, this time is not lost. A person can do better work outside and is a far more acceptable associate in any capacity, for having the reposefulness and sunny temper that come from time spent in the right kind of a home.

The process of elimination is by no means easy. If the grown person has the strength of will to make a schedule and abide by it, there are still the children and the young people. "Make home attractive," does some one say? Certainly make home attractive. It should be the dearest spot on earth. But do not rely wholly upon its attractiveness to keep a child in it a few of his waking hours. A wise mother does not try to make rolled oats and cereals as appetizing to the youthful palate as cookies and jam. Instead she firmly insists that her child's meals shall be mainly of healthful, nourishing food. The value of home can be realized only when seen in the perspective of time. The child can not understand it. To the boy or girl a moving picture show seven nights in the week may seem a far dearer, sweeter place than the best home. The attractions of the home must be supplemented by gentle but firm parental authority. Young and old, we need to acquire and keep the fireside habit. In time it will become not only fixed but most agreeable. Quillo.

#### Endorses Anti-Treating Society.

John Rowson, former contractor and builder and prominent citizen, and one of the best known citizens in the State and a prominent worker in securing the new Masonic temple for Grand Rapids, has written J. H. Sullivan, Secretary of the Kent County Anti-Treating Society, a letter heartily endorsing the movement which the Society stands for. Mr. Rowson's letter reads:

"Permit me to endorse the principles of your Society. I am satisfied that if you can stop the treating habit by passing a law that will prohibit the same in places where public drinking is indulged in that the prohibition party would have no good grounds for making Michigan a prohibition State.

"Stop the treating habit and you'll stop 95 per cent. of the drunkenness and 75 per cent. of the drinking in public places. Let the man who wants a drink buy it and pay for it—that, in my opinion is his right as an American citizen, but prevent him by law if possible, from buying for others to drink and you'll confer a lasting blessing upon the people of the State of Michigan. It would save \$50,000 each year for the homes of the people of Kent county, thereby making happier homes, better dressed children and a better citizenship.

No man ever barked his shins on the corners of a square deal.

#### ARE MY PRICES RIGHT?

##### Viewpoints of Manufacturer, Wholesaler and Retailer.

[Every man in business feels a personal interest in the correct answer to this question. To help find that answer the Tradesman herewith presents the individual points of view of three leaders in their respective fields. Each of these representative business men has formulated policies on the basis of long and successful business experience. No problem is more fundamental in every business than this growing question of price in its relation to costs on the one hand and to sales on the other. The line of action followed by each of these men, therefore, will help every other man in business to determine his course.]

##### Paper Two—The Wholesaler.

Distributive expenses are undoubtedly rising and profits growing smaller. But the retailers are not the only ones to be affected by the difficulties that result. Costs have increased in the factories and the wholesale houses, too, and we in the productive and primary distributive fields are having problems, of our own.

When a retailer finds that the rising costs endanger his profit margins, there are four measures that he can take. These four measures are: (1) shifting to a cheaper line; (2) charging more for the line he already carries; (3) continuing to stock the profitless line as a matter of policy; and (4) discontinuing the weak line.

Whichever of these four measures is decided upon creates special problems. If a cheaper line is stocked, it may not give the customers satisfactory values and thereby drive trade away. If the prices for the line are increased, the goods may not sell. If the line is held in stock at an actual loss for reasons involving store policies, the benefits may not repay the expense. If the line is discontinued, the loss of such goods will as it represented may hinder the sale of associated lines in the store.

So the merchants' price problems are by no means simple one's to-day. We endeavor to keep them in mind whenever we put out a new line. We feel that merchants are absolutely justified in picking out the unusually attractive patterns from any line in order to ask a little wider margin than usual on them with which to fight off the rising cost and the loss of regular profits on goods closed out at ends of seasons.

Most progressive houses in the productive and wholesale distributive fields make corresponding efforts to co-operate with the retailers. I furthermore believe that the merchants will find the concerns with which it is to their advantage to ally ready to work with them in their efforts to solve price problems.

One of the most important steps for retailers to take in order to find out if their prices are right is to figure their costs of doing business and rates of stock turn by lines. I have in mind a progressive merchant who deserves to succeed. I advised him to get costs and rate of turnover statistics by lines, but he was not sure that he would be benefited.

Finally, I suggested he work out the necessary figures on his fifteen-dollar suits. Two or three days later

he was at my desk again. The figures had opened his eyes and he was very enthusiastic.

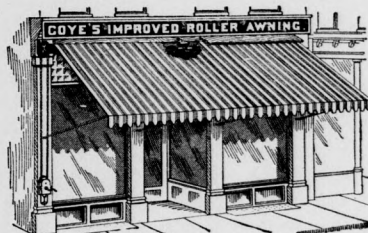
"Why," he said, "I am not making a cent on my fifteen-dollar line. As a matter of fact, the more I sell from that line, the more I stand to lose.

He took the discovery to heart. He rearranged his prices into four main levels that enabled him to carry a larger assortment at the respective prices and eliminated the loss by more care in his buying. That one session with cost and rate of turnover figures by lines must have paid him very well.

It is work corresponding to this man's cost investigations, combined with renewed co-operation between manufacturers, wholesalers and retailers, that will in the end overcome rising costs. And once rising costs are controlled, it will be much easier to answer when the profit and loss report asks: "Are the prices right?"—Edward M. Skinner in System.

The concluding paper of this series will be published next week. It is from the pen of Otto C. Ericson, President of C. Jevne & Co., retail grocers of Chicago, who puts in words the retail merchant's conception of his responsibility to his customers.

## AWNINGS



Our specialty is **AWNINGS FOR STORES AND RESIDENCES**. We make common pull-up, chain and cog-gear roller awnings.

Tents, Horse and Wagon Covers, Hammock Couches. Catalogue on application.

**CHAS. A. COYE, INC.**

Campau Ave. and Louis St. Grand Rapids, Mich.

**THEY ARE GOOD  
OLD STAND-BYS**

**Baker's Cocoa  
and Chocolate**



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

Trade-mark on every genuine package

MADE ONLY BY

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



We are pleased to announce that we are in our *new location* and are installing a full equipment of the most modern up-to-the-minute machinery especially designed for rapid and accurate work.

In short our plant will represent the best in everything that pertains to the production of *Harness and Collars*, and a cordial invitation to inspect it is extended to all friends and patrons.

As in the past, we shall continue to center our best efforts for the success of all distributors of the "Sunbeam" products.

**Brown & Sehler Co.**

Cor. So. Ionia Ave. and Bartlett St.  
2 blocks south of Union Depot  
Grand Rapids, Mich.



## Are Your Net Profits Satisfactory?

Probably not, if you are like nine out of ten merchants.

Your trouble probably is (1) you have too much of some items; (2) not enough items.

If you will buy the "many lines in one bill" offered by our monthly catalogue of General Merchandise, you easily can apply the remedy.

**Butler Brothers**

Exclusive Wholesalers of  
General Merchandise

New York    Chicago  
St. Louis    Minneapolis  
Dallas





**Michigan Retail Hardware Association.**  
 President—Frank E. Strong, Battle Creek.  
 Vice-President—Fred F. Ireland, Belding.  
 Secretary—Arthur J. Scott, Marine City.  
 Treasurer—William Moore, Detroit.

### Plan an Aggressive and Effective Spring Campaign.

Written for the Tradesman.

With the end of February, spring is fairly in sight and with it an improvement in business.

Whether business will be "not so bad" or "a great deal better" depends to a considerable extent upon the hardware dealer himself. No matter what outward conditions may be, the average man, with the advent of springtime, feels immensely more optimistic; is more in the mood for spending than he was in the winter months when he had heavy fuel bills to meet.

March will be, in some degree, a month of preparation for bigger things to come. The hardware dealer who has not placed his spring orders should lose no time in doing so. No merchant can afford, under existing conditions, to turn away business through not having the goods in stock. Buying may, advisedly, be more careful and more selective than in other years; but the merchant's first care should be to see that he has the goods to satisfy the public.

With warmer weather coming, the public will be more in the mood to buy and more responsive to the merchant's efforts than in the winter months. Because the buying public is in more responsive mood is all the more reason why the retailer should have his stock in shape, everything prepared to do a good business and his mind free to devote his whole attention to pushful selling methods.

A good start right now counts for the whole year. And a good start is made by brightening up the store, arranging the goods attractively and putting on the class of window displays that interest people. The store that looks optimistic is the store that appeals, and it never appeals more strongly than when optimism is at a premium. Cheerfulness isn't all a matter of outward conditions. No matter what outward conditions may be, the merchant who bucks up and tries to do things is bound to feel better for the very effort and more like doing a rattling good business; and, what's more, he'll find the contagion of his example catching his customers.

Therefore, lay your plans for brightening up with the advent of spring.

More than that, although you make your store appeal as strongly as pos-

sible, don't be satisfied to wait behind the counter for business to come to you. Get after the new trade. Go out for it. Right now is moving time. There will be new families coming to your city; get a line on them, and, if you can find the time, solicit their business personally.

A systematic canvass for new business is always worth while. It is worth carrying on all the year round. There are at least three classes of people to whom you can appeal successfully: first, the new arrivals in your town from outside places; second, the people who have dealt elsewhere but who, as a result of moving, are more conveniently situated to your store; and, third, the young people just setting up housekeeping—the newlyweds. Keep your eyes open for people in these classes, get their names and address, put them on a prospect list, send them advertising literature and solicit their business personally. And keep after them. Now is an excellent time to start a campaign for new business; never is the time to quit.

Builder's hardware usually pays for pushing in March. With warmer weather, there is bound to be some new building. The tendency may be to repair or improve rather than to build anew; but, even if this is the case, it offers a good opportunity for the hardware dealer to do business in builder's hardware. This line of goods should be brought well to the front; and an occasional window display and some newspaper advertising will be timely.

Concurrently, push paints, and get your spring painting campaign under way. Painting may not start until after the April rains, but house painting represents, for the average man, a considerable expenditure, and he takes his time to think it over. Hence, to be effective, a spring paint campaign should be gotten under way a good many weeks in advance. Many alert hardware dealers have their spring campaign under way now, their prospect lists ready and their literature mapped out. Paint business can't be pulled in by one broadside of literature; it is essentially a follow-up proposition; you have to select your prospects and go after them and keep on going after them, week after week. Personal solicitation is worth while, for this is a big business and worth a little individual hustling.

Incidentally, did you ever try the plan of photographing houses covered with your particular brand of paint. A good many retailers have photographs on file going back for years and years, representing prac-

tically every job on which their paint was used. With these photographs can be filed data as to weather conditions, amount of paint purchased, men who did the job, number of coats, condition of house, and the like. Such data are useful in case of complaints; more than that, the information is helpful in securing repeat orders when, in due course, a fresh coat of paint is necessary. And an array of such photographs, representing the orders you secured last year or have already secured will, as the paint season advanced, prove effective sales literature. The fact that a dozen or a score or two score of his fellow townsmen have bought your paint and put it on, as vouched for by the photographs, is to the average buyer convincing evidence that he should follow suit.

If there is running water in your vicinity, there is inevitably a demand for fishing tackle. With springtime, mankind wants to go fishing, and a rod and line are usually suggestive enough to interest the angler. Beyond this, fishing tackle—rods, reels, bait, lines, cans and so forth—can readily be worked into bright, cheerful and effective window displays.

Toward the close of March—perhaps earlier, if the weather justifies it—a display of house cleaning utensils can be put on. Take a look over the lines you handle. There are carpet sweepers, scrubbing brushes, floor mops, polishes, pails, curtain stretchers, washing machines, mops, wringers, step ladders and a host of other lines. Then, too, hardware dealers will find the demand growing for vacuum cleaners, both electrical and hand-operated. The labor saving side of such devices should be emphasized in the show cards accompanying the displays.

Meanwhile, preparations should be

made for stocking up to meet the demand, later in the season, for refrigerators, ice cream freezers and hot weather goods generally; lawn and garden tools, poultry netting, paint, glass, putty, Paris green, builders hardware and fancy lines suitable for June. The hardware dealer who wants to do business must look far ahead, and plan accordingly.

More than that, he should work his plans. To plunge right in and hustle and to keep on hustling is the only way to make the year worth while in a business way. And now, before the arrival of busier days, is the time to plan carefully and thoroughly a business-getting and advertising campaign that will be aggressive and effective from the drop of the hat. William Edward Park.



The new sign of Dollars left in your pocket. The approval of the National Board of Fire Underwriters is based on selfish economy. Only after severe tests will they "approve" building materials, because THEY HAVE TO PAY FOR FIRE LOSSES, and they practice "Safety First" for self protection. If they use this great care, and approve Reynolds Shingles it is surely economy for you to use them.

Sold by all Lumber Dealers.

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



## DIAMOND TIRES

### NEW FAIR PRICE LIST

| Size    | Smooth Tread | Squeecge Tread |
|---------|--------------|----------------|
| 30 x 3  | \$ 9.00      | \$ 9.45        |
| 30 x 3½ | 11.60        | 12.20          |
| 32 x 3½ | 13.35        | 14.00          |
| 34 x 4  | 19.40        | 20.35          |

Other sizes reduced in about the same proportion. We carry all regular sizes in stock.

**SHERWOOD HALL CO., LTD., Distributors**  
 30-32 Ionia Ave., N. W., Grand Rapids, Mich.

## Foster, Stevens & Co.

### Wholesale Hardware

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



## THE MEAT MARKET

### Cervelat Sausage.

Take forty pounds of beef chucks, very lean and entirely free from all sinews, ninety pounds pork trimmings, trimmed in same manner, twenty pounds shoulder fat, cut into strips about two inches square, and then into shavings as fine as it is possible to get them; five pounds, twelve ounces salt, two ounces whole white pepper.

Grind the beef fairly fine, and then mix it thoroughly with the fat and seasoning. Add the pork trimmings and mix again thoroughly.

After these operations it is taken to a cooler where the temperature is not lower than 38 degrees F., nor higher than 40 degrees F. It is then spread over benches about ten to twelve inches thick, when it is allowed to remain for three days, after which it is stuffed into either hog bungs or beef middles as required.

The sausage is then taken to the hanging room and allowed to hang for two or three days, according to the weather, at an approximate temperature of from 48 to 50 degrees F. If the weather is damp great care must be taken to prevent the sausage from shrinking, and it is sometimes necessary to keep the temperature up to 55 degrees F. in order to keep the room as free from dampness as possible. If the sausage begins to slime there is always great danger of it becoming sour or hollow in the center. It is always advisable if it be possible to keep the sausage from sliming to put it into smoke as soon as the slime is detected, as this puts a stop to it.

When the sausage is ready for make, which is usually two or three days after it goes into the hanging room, it should be hung in the smoke house at a temperature as near 48 degrees F. as possible, and gradually heated until the temperature reaches 70 degrees R. It must be kept at this temperature throughout the entire process of smoking, or for about twenty-four hours for beef middles and forty-eight hours for hog bungs.

### Polish Sausage.

One hundred pounds of beef chuck meat, fifty pounds dry salt or pickled pork trimmings, fifty pounds of fresh pork trimmings, one pound white pepper, one pound salt, six bunches salt-peter, six ounces coriander, three ounces garlic.

Beef rounds are used for casings. Grind the beef, add the seasoning with a small amount of cereal and water, and then add the pork trimmings. Work the mess thoroughly.

This is a very coarse chopped sausage, and the pork trimmings should be chopped as fine as small dice. Beef is the binder of this sausage and must be handled according to instructions. Put the meat in the cooler a few hours before stuffing.

This sausage should be smoked carefully for three to three and one-half hours at a temperature of 150 to 160 degrees F., as it is not cooked, this being done practically in the smokehouse during the process of smoking. After it is smoked it has a very wrinkled appearance, which is essential to the article. In fact, it is not Polish sausage unless it has this appearance. It is never advisable to place this sausage in the cooler after it is smoked.

### Braunschweiger Liver Sausage.

For 100 pounds of this sausage take seven pounds gut fat, 20 pounds belly trimmings, 13 pounds back fat, 27 pounds neck pieces and 33 pounds hog livers. The meat should be placed in a kettle and steamed at about 180 degrees F. until all the meat is tender. Be sure that the water does not boil. Then take the livers separately and chop them fine. Take the other meat and chop it as fine as possible. During the chopping add seasoning, which should consist of two pounds salt, seven ounces white pepper, 1½ ounces marjoram, 1½ ounces cloves, and 1 ounce allspice, as well as three large onions. Be sure that this is worked thoroughly into the mass. Place the chopped meat and livers in trough and mix thoroughly, adding, if necessary some of the soup in which the meats have been boiled. Stuff into hog bungs loosely, and cook slowly from one-half to one and one-half hours at about 155 degrees. Chill in cold water,

turning constantly, and when chilled place in cooler. These sausage may be smoked if desired.

### Soaking Scallops.

The Bureau of Chemistry, Department of Agriculture, has issued the following notice:

"It is the common practice in certain localities to soak scallops in fresh water for a considerable time previous to shipment, for the purpose of increasing their volume through the absorption of water.

"This notice is issued to call the attention of shippers of scallops to the opinion of the Bureau that it is unlawful to ship or to sell in interstate commerce scallops to which water has been added, either directly or in the form of melted ice. Such food is considered adulterated under section 7 of the Food and Drugs Act in that a 'substance has been mixed and packed with it so as to reduce or lower or injuriously affect its quality or strength,' and also because a 'substance has been substituted wholly or in part for the article.' In this connection attention is called to Food Inspection Decision 110, on shellfish."

### Grubs in Hides.

Grubs or warbles are the results of the operations of a species of fly common in this country. This insect attaches its eggs by a sticky substance to the hair on the flanks and heels of cattle. The animal licks the eggs off and many of them are swallowed, being hatched by the natural heat of the body. The resulting grub works its way through the animal tissues slowly, usually breaking through the weasand. By early winter the grub is underneath the hide in the middle of the back and ready to emerge in the spring. These flies infest the pastures in dry, warm weather, damp, cool summer being fatal to them.

### Grades of Greases.

White grease is made chiefly from hogs which die in transit by being either smothered or frozen. Brown grease is a product of a lower grade than white grease and is made usually by rendering the whole animal. It is one of the by-products in the rendering of condemned animal carcasses, the tankage being used as fertilizer. Both white and brown grease are used

chiefly in the manufacture of a low grade lard oil and in the manufacture of soap. Yellow grease is a product intermediate between the white and brown grease and is used for the same purposes. It is made chiefly from the carcasses of animals that die on the packers' hands.

### The Butcher's Prayer.

O Thou, the giver of all good,  
Thy ear a moment yield us—  
We pray Thou will in future from  
Pure Food Inspectors shield us.

In anger, Lord, stretch forth Thy arm,  
Quick as the lightning flashes,  
And smite them sorely till they weep  
In coarse sackcloth and ashes.

We pray Thou'll put them on the rack,  
And as their shrieks grow louder,  
Bear down a little harder, Lord,  
And crush their bones to powder.

Had we the jawbone of an ass,  
And thou wouldst grant us power,  
We'd duplicate old Samson's feat,  
In less than half an hour.

We'd stack their bones up mountain high,  
On these broad, fertile prairies;  
Then market men could run their shops  
And farmers run their dairies

In just the good old-fashioned way  
Our gran'dads used to run them,  
Without the fear of Pure Food men  
Pouncing down upon them.

A lonely crumb upon the floor,  
A fly-speck on the ceiling;  
A dainty covering disarranged,  
A point of bone revealing

Are deemed infractions of the law—  
Laws grossly violated;  
To meet the charge in distant courts,  
The victim's promptly slated.

Awake the valleys with Thy wrath,  
Send plagues in countless numbers,  
Shake down the towering mountain  
peaks,  
Rouse Justice from her slumbers!

Let fly Thy flaming thunderbolts,  
Into their hearts strike terror—  
Blot from our statute books those laws;  
Correct the awful error.

As Thou didst drive in ages past  
Our forebears from the garden,  
Drive out Inspectors from our land,  
Denied the rights of pardon.

Our supplication grant, dear Lord,  
We're crying in distress—  
Raise up a Moses from our ranks  
To lead us through the wilderness.  
E. E. Brown.

### 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



**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





**Grand Council of Michigan U. C. T.**  
 Grand Counselor—M. S. Brown, Saginaw.  
 Grand Junior Counselor—W. S. Lawton, Grand Rapids.  
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 Grand Secretary—Fred C. Richter, Traverse City.  
 Grand Treasurer—W. J. Devereaux, Port Huron.  
 Grand Conductor—Fred J. Moutier, Detroit.  
 Grand Page—John A. Hach, Jr., Coldwater.  
 Grand Sentinel—W. Scott Kendricks, Flint.  
 Grand Executive Committee—E. A. Dibble, Hillsdale; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. N. Thompkins, Jackson.  
 Next Grand Council Meeting—Lansing, June.

#### Michigan Division T. P. A.

President—Fred H. Locke.  
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#### Necessity of Concentration and Specialization.

This is the age of the specialist. In the world of *materia medica* the general practitioner is all right in his place; but when you are suffering with some specific ailment that requires a careful diagnosis and more careful treatment, if you value your life, a specialist is called in for consultation.

If you were obliged to engage the services of a lawyer on a difficult case, you would employ a lawyer who had a reputation for being particularly skilful in the very line in which your case is classed. The merchant does not long patronize a salesman whose energy is wavering and whose mind is set on anything and everything but the thing he has to sell. Singleness of purpose is one of the predominating features of successful salesmanship, just as it is in any other profession.

Some years ago a city clergyman of enquiring mind sent a number of postal card enquiries to non-church-going men in the neighborhood in which his church was situated, asking why so few business men attended church. He received many interesting replies, but the one that opened his eyes and set him to thinking hard was from a traveling man. It ran something like this:

"The doctor practices medicine; the lawyer practices law; a politician talks politics, and the business man talks his business; but the average modern clergyman of the so-called new school talks everything and preaches everything but the Gospel, the thing he was ordained to preach. Business men, or any other class of men, except, perhaps, Beau Brummells, do not care to go to church

and listen to talks about the boys' brigade, the girls' cooking school, the ladies' sewing society, a treatise on the latest novel, nor side talks on current events of the day."

The salesman who wanders about in his profession, like the Mississippi River seeking a straight course but not finding it, is not unlike the minister portrayed by our friend the traveling man.

If you are selling shoes, talk shoes; dry goods, talk dry goods; clothing, talk clothing. Keep your mind on the one important thing.

Your customers do not care to discuss with you the candidacy of the next President of the United States; whether your baby has a new tooth or a dozen, your wife's disposition, nor the disposition of your neighbors. Neither are they interested in your competitors from your point of view. Their whole mind is centered, so far as you are concerned, on what you can do for them with your goods, not the other fellow's.

Concentration—putting your real thought in your real work; that is it.

You don't need to waste time reading this article if you are morally certain that the best that is in you is being used every hour, and used to give your customers, your house, and yourself the best chance possible—maximum results with minimum waste; and that applies to everything pertaining to your work—energy, time, expense, territory, and all.

Among the thousands of salesmen there may be a few that play the game of salesmanship as a good checker-player plays the game of checkers. The few in the thousands do not need to think about the importance of concentration, but a very great majority of salesmen do need to realize what oneness of purpose might mean to them.

Every salesman wants something that he has not got. "His wish-bone may be where his back-bone ought to be," but he wishes just as if Nature had made him right.

There is not a single salesman that is not planning in a more or less aimless way to do something, to get somewhere in life's journey, to be something worthy of the recognition of his superiors; and there is really not one that could not have his heart's desire, or at least succeed in a fair measure, if he would wear that wish-bone in the place for which it was originally intended. Keeping his mind on the essential things in salesmanship, and off other things, will help wonderfully his desire to get, do, and be something more than a wayfarer on the highway of success.

Have you ever seen two salesmen with relatively equal chances—a good salesman and a bad salesman?

The bad salesman makes excuses for himself at the end of every trip, all through the year, and at the end takes a cut in his salary or looks for another position. The good salesman plans his year's work from the beginning. Carefully he studies his territory, making his work fit his set plan; watches every move of his competitors; takes every vantage-point smilingly, easily, but fairly, and wins in the end because his mind has been on his business.

One of the most important things to the average salesman in specializing his efforts is to confine his work to as limited a territory as possible, insuring profitable returns for energy expended. Seven out of ten salesmen traveling with trunks and representing wholesale concerns, cover from 33⅓ to 50 per cent. more territory than is necessary to produce the best results to be obtained. Few, apparently, recognize the fact that concentration of energy on a limited number of accounts produces in the end much more satisfactory business than the same results reaped from a broader field. A little soil well tilled is infinitely better than a large acreage half raked over.

Your territory is an asset of your home just as much as its surplus capital, stock, or book accounts. The worth of your territory as an asset is gauged entirely by the manner in which it is gone over. This does not apply to all lines in the manufacturing world, but it is invariably the case with jobbing houses or wholesalers in any line.

The too infrequent calling upon customers leaves a loophole for your trade to escape and scatter its accounts among a large number of houses; but this escape could not be possible if you would visit your customers oftener. Every time you give your competitors a chance to wean away your customers' accounts and likewise their confidence, you render your trade of an uncertain quantity as well as quality.

"But," argues the salesman who has not tried this plan, "how can I keep my road work up and show good sales every day, if I visit my trade oftener than their demand for goods requires?"

The answer is: The nature of your accounts and the results at the end of the year, not at the end of the day, is the determining factor in your ultimate success.

By keeping in the closest possible touch with your trade you are eventually enabled to establish a custom that you can call your own, and your work is accomplished with the minimum amount of effort and expense. But that is not all. Confidence in business is the guiding-star of all satisfactory operation. It is secured mainly by a close relationship between buyer and seller.

Did it ever occur to you how thoroughly you can aid in promoting the interests of your customers, as well as your own, when you have once

obtained their confidence to the fullest degree, and that the best possible thing under any circumstances for them is to keep their purchasing eggs as much in one basket as possible, provided the basket is the right one?

Many a small town dealer has allowed his ship of commerce to ground of the shoals of bankruptcy, solely because he purchased from too many houses and could not watch his payments, besides getting more goods on hand than his limited output demanded. All this the clever salesman with singleness of purpose can avert.

I have witnessed the plan of traveling men on limited territories carried out to an eminently successful conclusion in many cases where it was tried. A few years ago my house had but one man covering the state adjoining the one on the east of that in which we were situated—territory that was generally conceded to be in "the enemy's country." Right here I want to emphasize that that "enemy's country" cry is pretty much a time-worn, punctured theory in the minds of the energetic salesman and the progressive and aggressive house. These assume—and correctly so—that the logical market for any territory, irrespective of distance or position, is the one that can offer the best inducements to draw the patronage of that territory.

Well, Mr. Salesman of the "enemy's country" argued that there was not enough business for a second salesman in his state. He protested against the intrusion with a fervor that would easily have made him top man on the annual sales sheet had this new-found energy been directed on sales-making on his own account in place of arguing against it on the other fellow's. He stoutly maintained that if a division of his territory occurred he could not conduct a profitable business on the section allotted him; that the experiment was bound to be a failure; that the house would regret it, and in the end he would be obliged to take back that portion of his territory given to a new man, and have the up-hill work of regaining the lost prestige that was certain to result from the change.

We were determined to try the experiment, however, and the following year the state was split in halves, the eastern section going to a new man and the western to our old traveler.

W. D. Moody.

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[Concluded next week.]

### 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



### Gabby Gleanings From Grand Rapids.

Grand Rapids, Feb. 23.—Again Grand Rapids has demonstrated that it is a city of progress. Again we repeat the slogan, "Grand Rapids knows how."

During the last three years Grand Rapids has erected over \$10,000,000 worth of new buildings. Those men with capital interested in our great factories, our magnificent wholesale and retail institutions, our hotels and banking houses have shown abiding faith that Grand Rapids is entering a period of great industrial and mercantile growth. The spirit of confidence and co-operation is abroad in the city. The products of Grand Rapids are known to the uttermost ends of the earth. Grand Rapids is the home of Alabastine. The royalty of Europe pay homage to Grand Rapids' made furniture and the Bissell sweeper is a household necessity even in the orient. The jobbing houses in Grand Rapids have made rapid strides in the past few years. Last year the business done by the wholesale houses in Grand Rapids was in excess of \$40,000,000. The wholesalers have accomplished great things for Grand Rapids. Their development has been remarkable in the past few years and to-day Grand Rapids occupies the enviable position of being the biggest and best jobbing center of any place of its size in the United States. There are more than 3,000 salesmen on the road for Grand Rapids companies, selling the goods made or handled by Grand Rapids concerns. They are stalwart and loyal advocates of their home city and furnish an army of boosters invaluable to their city and its commercial interests. The Wholesalers' Committee of the Chamber of Commerce has at various times shown its appreciation of the salesmen who represent them in a substantial way. Last Saturday night, February 20, this Committee entertained the commercial men at a 6:30 o'clock banquet at the Chamber of Commerce building. A. B. Merritt, in his customary happy vein, acted as toastmaster and the 228 managers and salesmen who graced the festive board showed their appreciation of the excellent menu and sparkling wit and helpful thought by giving the speakers round after round of applause. Lee M. Hutchins spoke on the subject "Chemically Pure," and applied the term as used in the drug world to business and salesmanship. The response to Mr. Hutchins' toast was made by Allen F. Rockwell in behalf of the traveling men. Mr. Rockwell in a few well-chosen words stated that it is tactful, practical work which makes the successful salesman. Geo. W. Coleman, of Boston, gave the principal address of the evening. He praised Grand Rapids for the co-operation which exists here. His address is in part as follows:

"There must be a spirit of co-operation between the wholesalers, retailers and consumers, and all must have faith in one another.

"We are just on the threshold of great changes in history. We are paying attention to scientific study in all lines, and this is what is making the world more successful.

"There is one element which is coming into business everywhere, and that is the getting together of business, for we are finding out that two men working together can do more than two men working in opposite directions.

"This spirit of co-operation which exists in the Grand Rapids association is the finest I have ever seen, and it is a great credit to you that you are doing it. It is what makes success. All men are beginning the socializing of their business and everywhere the three things, efficiency, socialization and co-operation are coming into the future business.

"Why is it that large business and

small profits are better than large profits and small business? It is because the customer is well treated. The attitude on all hands that the public be well treated is an indication in the great change in business.

"Business men must do what the advertisers are doing. That is to drive out all fraud and favor. You must have the public favor, for there isn't a bigger thing in the business world. The average consumer represents the profits made by the retailer, and it is simply because they haven't the confidence of the business man. The average consumer doesn't realize the small profits made in the big business. There is a principle which, if applied to everyday life, will bring the consumer and wholesaler together. We don't need to spend all our time in choosing the bad and the good; we must get on a plane where we can choose the good. Then we will have faith instead of superstition. The exercising of imagination to go ahead and then come back is superstition, but faith is the extension of application and imagination.

"We are passing over the period of things which divide men, and are coming to a new era where these things unite men. Hereafter, when property and life conflict, the business man is going to see more clearly than ever before that women and children are more important than profit.

"What is it that keeps this world going? It is the laws of gravitation and centrifugal force. If either of these forces abate for an instant, the world will be destroyed. It is the two opposite forces which, working together, keep the world a unit. That is the same principal, which if carried out in business and political life, would save us from such great conflicts as that which now rages in Europe to-day."

A Washington, D. C. man demands \$1,500 damages for being kissed by a chorus girl at one of the theaters. Yes, his wife was with him.

Baxter Bros. are building three stores in one block on Madison avenue, between Hall and Crawford streets.

John Benson, of Cadillac, will open a new furniture and rug business on Bridge street, near Scribner avenue.

A Chicago man tried to commit suicide by swallowing insect powder. No doubt he knew he was a bug.

The Goodrich Transportation Co. has let the contract for a new boat to be ready in 1916. The boat will be built in Manitowoc and will be 316 feet long, 45 feet longer than the Alabama. Sleeping accommodations will be provided for over 400 people. The estimated cost will be \$600,000.

The Reliable Transfer Co. is building a cement one-story office building at 340 West Pleasant street.

White Cloud is to have a new canning factory, which will be erected by C. F. Harloff and A. L. Swangren, of Chicago, at a cost of \$6,000 to \$7,000. Building operations will commence as soon as the snow is off.

George A. Eggleston, 1111 Madison avenue, was confined to his house by a severe attack of the grip last week. We are glad to note he is improving and will be able to resume his duties again soon.

The U. C. T. dancing party last Saturday night was well attended and was a decided social hit. Quite a large number of the regular attendants spent the early part of the evening at the banquet given by the wholesalers to their traveling men and for that reason there was for a time a little excess in the number of ladies present. However, everybody had a fine time and when good night was played by the orchestra, all agreed to meet again at the last party of the season, which will be held March 20.

Wirt L. Smith, of Howell, spent a couple of days recently visiting his

sister, Mrs. A. F. Rockwell, 1422 Wealthy street.

The Brown & Sehler Co. is gradually getting under a full head of steam and expects to fill all spring orders promptly. If necessary, in order to take care of its orders, it will run a night shift after March 1.

A. M. Hall, who was formerly with the Manitowoc Seed Co., has taken a position with the Worden Grocer Co. and will cover territory from the Kalamazoo house.

E. E. Stokoe, of Devereaux, who enjoys a lucrative hardware business, has branched out and is now a full fledged miller. He has recently constructed a grist mill, equipped it with modern machinery and is now prepared to grind feed of all kinds. Mr. Stokoe is a hustling young business man and a credit to the community in which he lives.

Mrs. George A. Eggleston, 1111 Madison avenue, entertained the Ladies Four Leaf Clover Club Thursday, February 18. Prizes were won by Mrs. J. A. Burr, Mrs. A. T. Heinzelman and Mrs. R. J. Ellwanger. The Club will meet next with Mrs. Ellwanger, 1351 Logan street, March 4.

Next Saturday the Bagmen will give a masquerade party at Herald hall. The patrol, as usual, will appear in full dress uniform.

We are heartily in sympathy with the mayor in his effort to reduce the price of coke. But why in tunket, didn't he make some effort to save us something last fall when we had to buy coke, instead of waiting until just before the spring election? We have been expecting somebody to spring the "first robin" story for several weeks now and it will soon be time to dicker with the ice man. If the mayor is going to be a public benefactor, he should sell us seasonable commodities in season.

Howard Leach, a successful business man of South Boardman, has disposed of his personal property and with his family has left Michigan to take up his abode in California. He intends to locate at or near Los Angeles.

According to the Philadelphia Record, it is much better to be up and doing than to be down and being done.

C. H. Gerbig, of Detroit, has leased the new Walloon Hotel, at Walloon Lake, and is repapering and redecorating it throughout preparatory for next summer's business.

It is reported that the Hobbs Hotel, at Fife Lake, is to be converted into a sanitarium and that Mr. Hobbs, the former owner and proprietor, has leased the Algonquin Hotel, at Algonac, which he expects to take charge of very soon.

V. C. Schrider, representing the Standard Oil Co. in Northern Michigan territory, expects to remove to Petoskey about May 1. Mr. Schrider says he never knew he had so many friends until they heard he was going to live in a resort town, and now they are all offering to spend the summer up at his home.

Sam Beaubian, the genial landlord of the Charlevoix Hotel, at Charlevoix, is still anxiously looking for the men who prevailed on him to cash a \$30 check one day last summer. The check turned out to be worthless.

F. E. Beardslee, Senior Counselor of No. 131, announces that the annual meeting will begin at 10 a. m. sharp, March 6, instead of at 1 p. m., as stated on the cards sent out. Please remember this correction.

A. G. Porter has bought the general stock of merchandise of F. B. Covell, at Nunica. This is one of the good locations in the town and as Mr. Porter is well and favorably known in Nunica, he will, doubtless, enjoy a nice business in his home town. The Tradesman extends best wishes for his success in this new venture.

Chas. H. Dolan, recently with the G. J. Johnson Cigar Co., has accepted a position with the Buick Motor Co., of Flint, and has gone to that city. Mr. Dolan is well adapted for his present position as he has had experience in the automobile business, having brought the first Detroiters to Grand Rapids.

Clyde S. Fuller, of Three Rivers, has gone to Toledo where he takes the management of the Toledo branch office of the Carey Manufacturing Co. This company is an extensive manufacturer of roofing and asbestos materials with a National reputation. The appointment of Mr. Fuller to this responsible position speaks highly of his ability as a salesman. His many friends in Three Rivers wish him success in his new place.

William E. Sawyer.

### In and Around Little Traverse Bay.

Petoskey, Feb. 22. — O. W. Drees, popular merchant of Alanson, has leased the store building adjoining the one he now occupies and is remodeling it. When completed Mr. Drees will have an up-to-date store. Mr. Drees is a hustler and increasing business has forced him into larger quarters.

Nine of Alba's prominent business men attended a Masonic School of Instruction at Elmira Tuesday evening. George Matthews, the postmaster and hardware merchant, was captain of the party. Charles Osterhout, the well-known grocer was lieutenant and F. W. Collard was adjutant. It's all right, of course, because Elmira is dry.

F. B. Clark, the well-known proprietor of the Northern Hardware, at Petoskey, has been seriously ill for some time. Mr. Clark is reported at this writing to be on the mend and it is hoped that he will soon be on the street again.

Stanley Burdo, of the firm of Burdo & Co., of Elmira, is contemplating the purchase of an automobile. Stanley is a very proud man these days, the reason being that Mrs. Burdo recently presented to him a bouncing baby boy. Stanley says nothing can be too good for the boy. We are told it looks just like its dad.

E. L. Rose, well-known postmaster and prominent citizen of Petoskey, is wearing the smile that won't come off. He says that in a short time the new Government building will be completed and will soon have the new office open. Mr. Rose for a number of years conducted an up-to-date grocery store and has always been a booster for his city.

"A little nonsense now and then, is relished by the best of men," but from Alex Dudek, manager of the store for the Michigan Tanning and Extract Co., we get this, "Do you think it is going to be a hard winter?"

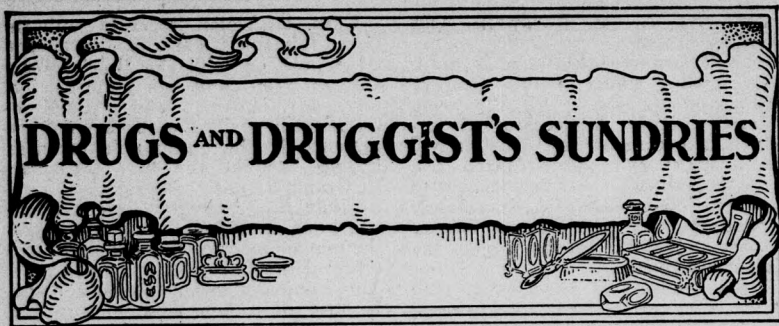
R. C. Ames has a force of men at work tearing down the wooden structure on Mitchell street. The building was occupied by L. N. Overholt & Co. A recent fire damaged the building, which being in the fire limit, could not be repaired. We are told that Mr. Ames will erect a fine two-store front. This will improve the appearance of Mitchell street and will be a welcome addition to Petoskey.

Walley Wendell was a visitor in Petoskey during the past week. Walley spreads sunshine wherever he goes. His song this time was, "Fifteen other traveling men missed the 9:15."

Jackson & Tindle's large new mill at Pellston will soon start operations. In the early summer the old mill burned and now in its place is a large new structure up-to-date in every respect. With the resuming of operations and a number of years' cut ahead, the merchants are looking forward to the return of good times that 1915 is sure to bring.

Herbert Agans.





**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—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.

#### Seasonable Talk Concerning the Soda Fountain.

While there may be some who will be deterred from installing a new fountain this year because of the slight depression caused in business by the European war, the effect on soap and water is not such as to make it necessary to allow the fountain to become an eye sore. Next to a new fountain there is nothing like keeping the old one in good condition and keeping it clean. If I needed a new fountain I would have it if possible, but if I could not have a new one I would surely have the old one just as bright, clean and attractive as I could possibly make it. There is no time like winter for a real cleaning. If you must hold on to the old fountain another year some of the metal parts may need replating. No dispenser can keep the fountain looking bright when the silver plate has gone. It is marvelous what a wonderful change in the appearance of a fountain a complete new line of sundries makes. They make everything look so new that one hardly notices the old fountain. It may be that, by a small expense, you can help things out for a while. New silverware and sundries now and then when needed are about the cheapest kind of advertising.

While an outward appearance of cleanliness is good as far as it goes, the kind of fountain cleanliness that pays is that which cleans the inside as well as the out; the unseen places as well as those which are plainly visible to the customer's eyes. The man who has his fountain kept sweet and clean inside and out is sure to give satisfaction. When a fountain is not clean inside it only hastens the fermentation of syrups, fruits, etc., and this results in the serving of confections that do not taste just right

and very often in the loss of some syrup, cream or fruit. Direct losses often seem the worst, but the loss of business from serving poor drinks, while unrecorded, is the most disastrous. Lay your plans for 1915 and plan for better things and greater prosperity.

The hot soda season is well under way and now is the time to push your hot beverages to the utmost of your ability. While the demand is confined to a few items in hot drinks than in cold, still it pays now and then to offer something different. Then, too, there is always a chance to improve a little. Try some of this season:

#### Boston Bouillon.

People get tired of the same bouillons day after day. This is a simple concentrate which can be prepared in small quantities and gives them something different. Mix four parts of liquid beef, two parts of clam bouillon and three parts of tomato catsup thoroughly. Draw one ounce in a mug, add a little powdered cinnamon, one ounce of hot milk or a little cream and fill with hot water.

#### Hot Delmonico.

This is a very pleasing way of preparing a hot egg drink. Break the egg into a mixing glass and add two tablespoons of liquid beef, one ounce of cream and four dashes of tincture of celery seed. A little cinnamon or nutmeg improves it. Shake thoroughly or use the electric mixer, then drain into a 10 ounce glass and fill with hot water.

#### Hot Lemon Punch.

This drink has a little more life to it than a plain hot lemon and can be served for five cents. Draw an ounce of your special lemon syrup into a hot soda mug; add three or four drops of tincture of capsicum (red pepper) and fill with hot water.

#### Winter Bracer.

This is just the thing to chase away the chills. Put an ounce of clam juice into a mug, add a little cream, a half teaspoonful of powdered Jamaica ginger and a little butter. Fill with hot water and let the customer season to taste.

#### Quick Tomato Bisque.

Those who do not have facilities for keeping a ready-to-serve tomato will find that this makes a very good tomato bisque.

Reduce a teaspoonful of malted milk to a smooth paste in one ounce of tomato bouillon, add a little salt and two teaspoons of rich cream and fill with hot water. Allow customer to add other seasoning if required.

#### Hot Clam Broth.

Try this formula and see if it is not an improvement. Draw 1½ ounces of the concentrate into a mug, add pepper and salt to taste, two teaspoons of heavy cream and two drops of Tabasco sauce, then fill with hot water. People will come back for one prepared like this. Don't forget to serve a few salt crackers with all clam drinks.

#### Hot Egg Chocolate.

This makes a nice light lunch and tastes much better than one would think. Into a mixing glass draw one ounce and a half of hot chocolate syrup. Into this break one egg and add a little sweet cream. Mix with the electric mixer, then strain into a 10 ounce glass and fill nearly full with boiling water, stirring constantly. Top with whipped cream.

#### Try a Malted Milk This Way.

Go to your fountain and tell your dispenser to prepare you a hot malted milk in the following manner and see if you are not ready to discard the old method: First tell him to put two heaping teaspoons of the powder into the mug. The better the powder the better the drink, of course, so use the best you can buy. Now have him fill it half full with hot water and mix quickly so that it will not lump. When smooth add a little salt and a generous teaspoon of whipped cream and stir it in thoroughly. Now fill with hot water and mix.

#### Hot Ginger Puff.

This is an excellent 5-cent hot drink. Draw an ounce of hot ginger syrup and one-half ounce of cream into your mug and fill with hot water, then top with whipped cream. Put three ounces of fluid extract of ginger, soluble, into a quart bottle and fill with simple syrup and color with a little caramel coloring. Some add a few drops of tincture of capsicum, but I prefer a plain ginger.

E. F. White.

#### Lanolin Milk.

|                           |         |
|---------------------------|---------|
| Borax .....               | 2½ drs. |
| Soap, White Castile ..... | 5 drs.  |
| Cocoonut Oil .....        | 1 oz.   |
| Wool-fat, Hydrous .....   | 2½ ozs. |
| Water .....               | 2½ ozs. |
| Rose Water .....          | 26 ozs. |
| Oil Bergamot .....        | 10 dps. |
| Oil Neroli .....          | 10 dps. |
| Oil Rose .....            | 5 dps.  |
| Oil Wintergreen .....     | 1 dp.   |
| Oil Orris, liquid .....   | 1 dp.   |

Triturate the borax and soap, both in powder form, with the cocoonut oil, fat and water until well mixed, then incorporate the rose water, previously warmed to about 40 deg. C., gradually added, continuing the trituration, and finally add the volatile oils.

#### Varnish for Shoes, Boots, Etc.

Make three solutions as follows:

1. Camphor ..... 1 part  
 Resin ..... 16 parts  
 Venice Turpentine ..... 4 parts  
 Alcohol ..... 100 parts
2. Asphalt, best ..... 2 parts  
 Turpentine ..... 4 parts
3. Sugar ..... 1 part  
 Water, sufficient.

Mix the three solutions and leave in a warm place for twenty-four hours. To use, have the shoes properly cleaned and apply the varnish with a soft brush. The varnish should be warmed before using.

#### Tolu, Tar and Wild Cherry.

|                                     |              |
|-------------------------------------|--------------|
| Tincture of Tolu .....              | 1 fl. ounce  |
| Camphorated Tincture of Opium ..... | 2 fl. ounces |
| Fluid Extract of Ipecac .....       | 1 fl. drachm |
| White Pine Bark .....               | ½ ounce      |
| Wild Cherry Bark .....              | 1 ounce      |
| Pine Tar .....                      | 2 drachms    |

Mix the tar and ground drugs, adding pine sawdust, if necessary. Then add the tinctures and fluid extracts. Pack in a percolator, pour on menstrum, and let stand for twelve hours. Now percolate with 25 per cent. alcohol until 18 fluid ounces of percolate have been received, in which dissolve 1 ounce of ammonium chloride and 22 ounces of sugar by cold percolation. Lastly, add 3 fluid ounce of glycerin.

#### Smelling Salts.

1. Moisten coarsely powdered ammonium carbonate with a mixture of: Strong Tincture or Orris

|                         |           |
|-------------------------|-----------|
| Root .....              | 2½ ounces |
| Extract of Violet ..... | 3 drachms |
| Spirit of Ammonia ..... | 1 drachm  |

2. Fill suitable bottles with coarsely powdered ammonium carbonate, and add to the salt as much of the following solution as it will absorb:

|                                 |           |
|---------------------------------|-----------|
| Oil of Orris .....              | 5 minims  |
| Oil of Lavender Flowers .....   | 10 minims |
| Extract of Violet .....         | 30 minims |
| Stronger Water of Ammonia ..... | 2 ounces  |

#### Mocking Bird Food.

|                 |        |
|-----------------|--------|
| Hemp Seed ..... | 2 lbs. |
| Rape Seed ..... | 1 lb.  |
| Crackers .....  | 1 lb.  |
| Rice .....      | ¼ lb.  |
| Corn Meal ..... | ¼ lb.  |
| Lard Oil .....  | ¼ lb.  |

Grind to a coarse powder and mix well with the oil.

#### Taking Him Down.

The Boss—As a shipping clerk you are the last degree of incompetence. Get your pay and get out.

The Shipping Clerk—All right, I'll go if you say so, but you needn't feel so smart about it. I've been fired by lots of better firms than this.



## 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.



## WHOLESALE DRUG PRICE CURRENT

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

|                              |             |                    |             |                 |      |
|------------------------------|-------------|--------------------|-------------|-----------------|------|
| <b>Acids</b>                 |             | Mustard, true      | 9 00@9 50   | Ipecac          | 75   |
| Acetic                       | 6 @ 8       | Mustard, artif'l   | 3 50@3 75   | Iron, clo.      | 60   |
| Boric                        | 10 @ 15     | Neatsfoot          | 65 @ 75     | Kino            | 80   |
| Carbolic                     | 1 20@1 25   | Olive, pure        | 2 50@3 50   | Myrrh           | 1 05 |
| Citric                       | 68 @ 75     | Olive, Malaga,     | 1 75@2 00   | Nux Vomica      | 70   |
| Muriatic                     | 1 1/2 @ 5   | yellow             | 1 75@2 00   | Opium           | 2 75 |
| Nitric                       | 1 1/2 @ 10  | Olive, Malaga,     | 1 65@1 90   | Opium, Capmh.   | 90   |
| Oxalic                       | 20 @ 25     | green              | 1 65@1 90   | Opium, Deodor'd | 2 75 |
| Sulphuric                    | 1 1/2 @ 5   | Orange Sweet       | 2 25@2 50   | Rhubarb         | 70   |
| Tartaric                     | 53 @ 55     | Organum, pure      | 2 50        |                 |      |
| <b>Ammonia</b>               |             | Organum, com'l     | 2 75        |                 |      |
| Water, 26 deg.               | 6 1/2 @ 10  | Pennyroyal         | 2 75        |                 |      |
| Water, 18 deg.               | 4 1/2 @ 8   | Peppermint         | 2 50@2 75   |                 |      |
| Water, 14 deg.               | 3 1/2 @ 6   | Rose, pure         | 14 50@16 00 |                 |      |
| Carbonate                    | 13 @ 16     | Rosemary Flows     | 1 50@1 75   |                 |      |
| Chloride                     | 10 @ 25     | Sandalwood, E.     | 5 00@6 75   |                 |      |
| <b>Balsams</b>               |             | I.                 | 5 00@6 75   |                 |      |
| Copaiba                      | 75@1 00     | Sassafras, true    | 1 10        |                 |      |
| Fir (Canada)                 | 1 50@1 75   | Sassafras, artif'l | 60          |                 |      |
| Fir (Oregon)                 | 40 @ 50     | Spearment          | 3 25@3 50   |                 |      |
| Peru                         | 3 00@3 25   | Sperm              | 90@1 00     |                 |      |
| Tolu                         | 90@1 20     | Tansy              | 4 50@4 75   |                 |      |
| <b>Berries</b>               |             | Tar, USP           | 30 @ 40     |                 |      |
| Cubeb                        | 85 @ 90     | Turpentine, bbls.  | 48          |                 |      |
| Fish                         | 15 @ 20     | Turpentine, less   | 55 @ 60     |                 |      |
| Juniper                      | 10 @ 15     | Wintergreen, true  | 5 00        |                 |      |
| Prickley Ash                 | 50          | Wintergreen, sweet | 2 75@3 00   |                 |      |
| <b>Barks</b>                 |             | Wintergreen, art   | 1 25@1 50   |                 |      |
| Cassia (ordinary)            | 25 @ 30     | Wormseed           | 3 50@4 00   |                 |      |
| Cassia (Salign)              | 30 @ 35     | Wormwood           | 4 00@4 25   |                 |      |
| Elm (powd. 35c)              | 20 @ 25     |                    |             |                 |      |
| Sassafras (pow. 35c)         | 20 @ 25     |                    |             |                 |      |
| Soap Cut (powd. 25c)         | 20 @ 25     |                    |             |                 |      |
| <b>Extracts</b>              |             |                    |             |                 |      |
| Licorice                     | 27 @ 30     |                    |             |                 |      |
| Licorice powdered            | 30 @ 35     |                    |             |                 |      |
| <b>Flowers</b>               |             |                    |             |                 |      |
| Arnica                       | 30 @ 40     |                    |             |                 |      |
| Chamomile (Ger.)             | 55 @ 60     |                    |             |                 |      |
| Chamomile (Rom)              | 55 @ 60     |                    |             |                 |      |
| <b>Gums</b>                  |             |                    |             |                 |      |
| Acacia, 1st                  | 50 @ 60     |                    |             |                 |      |
| Acacia, 2nd                  | 45 @ 50     |                    |             |                 |      |
| Acacia, 3d                   | 40 @ 45     |                    |             |                 |      |
| Acacia, Sorts                | 20 @ 25     |                    |             |                 |      |
| Acacia, powdered             | 30 @ 40     |                    |             |                 |      |
| Aloes (Barb. Pow)            | 22 @ 25     |                    |             |                 |      |
| Aloes (Cape Pow)             | 20 @ 25     |                    |             |                 |      |
| Aloes (Soc. Pow.)            | 40 @ 50     |                    |             |                 |      |
| Asafoetida                   | 60 @ 75     |                    |             |                 |      |
| Asafoetida, Powd.            | 60 @ 75     |                    |             |                 |      |
| Pure                         | 1 00        |                    |             |                 |      |
| U. S. P. Powd.               | 1 25        |                    |             |                 |      |
| Camphor                      | 56 @ 60     |                    |             |                 |      |
| Guaiac                       | 50 @ 55     |                    |             |                 |      |
| Guaiac, powdered             | 55 @ 60     |                    |             |                 |      |
| Kino                         | 70 @ 75     |                    |             |                 |      |
| Kino, powdered               | 75 @ 80     |                    |             |                 |      |
| Myrrh                        | 40 @ 50     |                    |             |                 |      |
| Myrrh, powdered              | 40 @ 50     |                    |             |                 |      |
| Opium                        | 10 00@10 20 |                    |             |                 |      |
| Opium, powd.                 | 12 00@12 20 |                    |             |                 |      |
| Opium, gran.                 | 12 00@12 20 |                    |             |                 |      |
| Shellac                      | 28 @ 35     |                    |             |                 |      |
| Shellac, Bleached            | 30 @ 35     |                    |             |                 |      |
| Tragacanth                   | 2 25@2 50   |                    |             |                 |      |
| No. 1                        | 2 25@2 50   |                    |             |                 |      |
| Tragacanth pow               | 1 25@1 50   |                    |             |                 |      |
| Turpentine                   | 10 @ 15     |                    |             |                 |      |
| <b>Leaves</b>                |             |                    |             |                 |      |
| Buchu                        | 2 25@2 50   |                    |             |                 |      |
| Buchu, powd.                 | 2 50@2 75   |                    |             |                 |      |
| Sage, bulk                   | 25 @ 30     |                    |             |                 |      |
| Sage, 1/2 loose              | 30 @ 35     |                    |             |                 |      |
| Sage, powdered               | 30 @ 35     |                    |             |                 |      |
| Senna, Alex                  | 30 @ 35     |                    |             |                 |      |
| Senna, Tinn.                 | 18 @ 25     |                    |             |                 |      |
| Senna Tinn powd              | 25 @ 30     |                    |             |                 |      |
| Uva Ursi                     | 18 @ 20     |                    |             |                 |      |
| <b>Oils</b>                  |             |                    |             |                 |      |
| Almonds, Bitter,             | 6 50@7 00   |                    |             |                 |      |
| true                         | 6 50@7 00   |                    |             |                 |      |
| Almonds, Bitter,             | 1 50@1 75   |                    |             |                 |      |
| artificial                   | 1 50@1 75   |                    |             |                 |      |
| Almonds, Sweet,              | 1 25@1 50   |                    |             |                 |      |
| true                         | 1 25@1 50   |                    |             |                 |      |
| Almonds, Sweet,              | 50 @ 60     |                    |             |                 |      |
| imitation                    | 50 @ 60     |                    |             |                 |      |
| Amber, crude                 | 25 @ 30     |                    |             |                 |      |
| Amber, rectified             | 40 @ 50     |                    |             |                 |      |
| Anise                        | 2 00@2 25   |                    |             |                 |      |
| Bergamont                    | 4 75@5 00   |                    |             |                 |      |
| Cajeput                      | 1 35@1 60   |                    |             |                 |      |
| Cassia                       | 1 75@2 00   |                    |             |                 |      |
| Castor, bbls. and            | 12 1/2 @ 15 |                    |             |                 |      |
| cans                         | 12 1/2 @ 15 |                    |             |                 |      |
| Cedar Leaf                   | 90 @ 1 00   |                    |             |                 |      |
| Citronella                   | 1 00@1 10   |                    |             |                 |      |
| Cloves                       | 1 60@1 75   |                    |             |                 |      |
| Cocoonut                     | 20 @ 25     |                    |             |                 |      |
| Cod Liver                    | 1 35@1 50   |                    |             |                 |      |
| Cotton Seed                  | 85 @ 1 00   |                    |             |                 |      |
| Croton                       | 2 00@2 25   |                    |             |                 |      |
| Cupbebs                      | 4 25@4 50   |                    |             |                 |      |
| Elgeron                      | 2 00@2 25   |                    |             |                 |      |
| Eucalyptus                   | 1 00@1 20   |                    |             |                 |      |
| Hemlock, pure                | 1 00        |                    |             |                 |      |
| Juniper Berries              | 2 00@2 25   |                    |             |                 |      |
| Juniper Wood                 | 70 @ 90     |                    |             |                 |      |
| Lard, extra                  | 80 @ 90     |                    |             |                 |      |
| Lard, No. 1                  | 65 @ 75     |                    |             |                 |      |
| Laven'r Flowers              | 6 @ 10      |                    |             |                 |      |
| Lavender, Gar'n              | 1 25@1 40   |                    |             |                 |      |
| Lemon                        | 2 00@2 25   |                    |             |                 |      |
| Linseed, boiled, bbl.        | 61          |                    |             |                 |      |
| Linseed, bbl. less           | 66 @ 70     |                    |             |                 |      |
| Linseed, raw, bbl.           | 60          |                    |             |                 |      |
| Linseed, raw, less           | 65 @ 69     |                    |             |                 |      |
| <b>Mustard, true</b>         |             |                    |             |                 |      |
| <b>Mustard, artif'l</b>      |             |                    |             |                 |      |
| <b>Neatsfoot</b>             |             |                    |             |                 |      |
| <b>Olive, pure</b>           |             |                    |             |                 |      |
| <b>Olive, Malaga,</b>        |             |                    |             |                 |      |
| <b>yellow</b>                |             |                    |             |                 |      |
| <b>Olive, Malaga,</b>        |             |                    |             |                 |      |
| <b>green</b>                 |             |                    |             |                 |      |
| <b>Orange Sweet</b>          |             |                    |             |                 |      |
| <b>Organum, pure</b>         |             |                    |             |                 |      |
| <b>Organum, com'l</b>        |             |                    |             |                 |      |
| <b>Pennyroyal</b>            |             |                    |             |                 |      |
| <b>Peppermint</b>            |             |                    |             |                 |      |
| <b>Rose, pure</b>            |             |                    |             |                 |      |
| <b>Rosemary Flows</b>        |             |                    |             |                 |      |
| <b>Sandalwood, E.</b>        |             |                    |             |                 |      |
| <b>I.</b>                    |             |                    |             |                 |      |
| <b>Sassafras, true</b>       |             |                    |             |                 |      |
| <b>Sassafras, artif'l</b>    |             |                    |             |                 |      |
| <b>Spearment</b>             |             |                    |             |                 |      |
| <b>Sperm</b>                 |             |                    |             |                 |      |
| <b>Tansy</b>                 |             |                    |             |                 |      |
| <b>Tar, USP</b>              |             |                    |             |                 |      |
| <b>Turpentine, bbls.</b>     |             |                    |             |                 |      |
| <b>Turpentine, less</b>      |             |                    |             |                 |      |
| <b>Wintergreen, true</b>     |             |                    |             |                 |      |
| <b>Wintergreen, sweet</b>    |             |                    |             |                 |      |
| <b>Wintergreen, art</b>      |             |                    |             |                 |      |
| <b>Wormseed</b>              |             |                    |             |                 |      |
| <b>Wormwood</b>              |             |                    |             |                 |      |
| <b>Potassium</b>             |             |                    |             |                 |      |
| <b>Bicarbonate</b>           |             |                    |             |                 |      |
| <b>Bichromate</b>            |             |                    |             |                 |      |
| <b>Bromide</b>               |             |                    |             |                 |      |
| <b>Carbonate</b>             |             |                    |             |                 |      |
| <b>Chlorate, xtal and</b>    |             |                    |             |                 |      |
| <b>powdered</b>              |             |                    |             |                 |      |
| <b>Chlorate, granular</b>    |             |                    |             |                 |      |
| <b>Cyanide</b>               |             |                    |             |                 |      |
| <b>Iodide</b>                |             |                    |             |                 |      |
| <b>Permanganate</b>          |             |                    |             |                 |      |
| <b>Prussiate, yellow</b>     |             |                    |             |                 |      |
| <b>Prussiate, red</b>        |             |                    |             |                 |      |
| <b>Sulphate</b>              |             |                    |             |                 |      |
| <b>Alkanet</b>               |             |                    |             |                 |      |
| <b>Blood, powdered</b>       |             |                    |             |                 |      |
| <b>Calamus</b>               |             |                    |             |                 |      |
| <b>Campanula, powd.</b>      |             |                    |             |                 |      |
| <b>Gentian, powd.</b>        |             |                    |             |                 |      |
| <b>Ginger, African,</b>      |             |                    |             |                 |      |
| <b>powdered</b>              |             |                    |             |                 |      |
| <b>Ginger, Jamaica</b>       |             |                    |             |                 |      |
| <b>Ginger, Jamaica,</b>      |             |                    |             |                 |      |
| <b>powdered</b>              |             |                    |             |                 |      |
| <b>Goldenseal pow.</b>       |             |                    |             |                 |      |
| <b>Ipecac, powd.</b>         |             |                    |             |                 |      |
| <b>Licorice</b>              |             |                    |             |                 |      |
| <b>Licorice, powd.</b>       |             |                    |             |                 |      |
| <b>Orris, powdered</b>       |             |                    |             |                 |      |
| <b>Poke, powdered</b>        |             |                    |             |                 |      |
| <b>Rhubarb</b>               |             |                    |             |                 |      |
| <b>Rhubarb, powd.</b>        |             |                    |             |                 |      |
| <b>Rosinweed, powd.</b>      |             |                    |             |                 |      |
| <b>Sarsaparilla, Hond.</b>   |             |                    |             |                 |      |
| <b>ground</b>                |             |                    |             |                 |      |
| <b>Sarsaparilla Mexican,</b> |             |                    |             |                 |      |
| <b>ground</b>                |             |                    |             |                 |      |
| <b>Squills</b>               |             |                    |             |                 |      |
| <b>Squills, powdered</b>     |             |                    |             |                 |      |
| <b>Tumeric, powd.</b>        |             |                    |             |                 |      |
| <b>Valerian, powd.</b>       |             |                    |             |                 |      |
| <b>Seeds</b>                 |             |                    |             |                 |      |
| <b>Anise</b>                 |             |                    |             |                 |      |
| <b>Anise, powdered</b>       |             |                    |             |                 |      |
| <b>Bird, ls</b>              |             |                    |             |                 |      |
| <b>Canary</b>                |             |                    |             |                 |      |
| <b>Caraway</b>               |             |                    |             |                 |      |
| <b>Cardamon</b>              |             |                    |             |                 |      |
| <b>Celery (powd. 40)</b>     |             |                    |             |                 |      |
| <b>Coriander</b>             |             |                    |             |                 |      |
| <b>Dill</b>                  |             |                    |             |                 |      |
| <b>Fennell</b>               |             |                    |             |                 |      |
| <b>Flax</b>                  |             |                    |             |                 |      |
| <b>Flax, ground</b>          |             |                    |             |                 |      |
| <b>Foenugreek, pow.</b>      |             |                    |             |                 |      |
| <b>Hemp</b>                  |             |                    |             |                 |      |
| <b>Lobelia</b>               |             |                    |             |                 |      |
| <b>Mustard, yellow</b>       |             |                    |             |                 |      |
| <b>Mustard, black</b>        |             |                    |             |                 |      |
| <b>Mustard, powd.</b>        |             |                    |             |                 |      |
| <b>Poppy</b>                 |             |                    |             |                 |      |
| <b>Quince</b>                |             |                    |             |                 |      |
| <b>Rape</b>                  |             |                    |             |                 |      |
| <b>Sabadilla</b>             |             |                    |             |                 |      |
| <b>Sabadilla, powd.</b>      |             |                    |             |                 |      |
| <b>Sunflower</b>             |             |                    |             |                 |      |
| <b>Worm American</b>         |             |                    |             |                 |      |
| <b>Worm Levant</b>           |             |                    |             |                 |      |
| <b>Tinctures</b>             |             |                    |             |                 |      |
| <b>Aconite</b>               |             |                    |             |                 |      |
| <b>Aloes</b>                 |             |                    |             |                 |      |
| <b>Arnica</b>                |             |                    |             |                 |      |
| <b>Asafoetida</b>            |             |                    |             |                 |      |
| <b>Belladonna</b>            |             |                    |             |                 |      |
| <b>Benzoin</b>               |             |                    |             |                 |      |
| <b>Benzoin Compo'd</b>       |             |                    |             |                 |      |
| <b>Buchu</b>                 |             |                    |             |                 |      |
| <b>Cantharadics</b>          |             |                    |             |                 |      |
| <b>Capsicum</b>              |             |                    |             |                 |      |
| <b>Cardamon</b>              |             |                    |             |                 |      |
| <b>Cardamon, Comp.</b>       |             |                    |             |                 |      |
| <b>Catechu</b>               |             |                    |             |                 |      |
| <b>Cinchona</b>              |             |                    |             |                 |      |
| <b>Colchicum</b>             |             |                    |             |                 |      |
| <b>Cubebs</b>                |             |                    |             |                 |      |
| <b>Digitalis</b>             |             |                    |             |                 |      |
| <b>Gentian</b>               |             |                    |             |                 |      |
| <b>Ginger</b>                |             |                    |             |                 |      |
| <b>Guaiac</b>                |             |                    |             |                 |      |
| <b>Guaiac Ammon.</b>         |             |                    |             |                 |      |
| <b>Iodine</b>                |             |                    |             |                 |      |
| <b>Iodine, Colorless</b>     |             |                    |             |                 |      |

# 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



# 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

Cheese  
Washboards

## DECLINED

Evaporated Apples  
Apple Plug

## Index to Markets

### By Columns

| Col.               | A          | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S | T | U | V | W | X | Y |
|--------------------|------------|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Ammonia            | 1          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Axle Grease        | 1          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Baked Beans        | 1          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Bath Brick         | 1          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Bluing             | 1          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Breakfast Food     | 1          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Brooms             | 1          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Brushes            | 1          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Butter Color       | 1          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Candles            | 1          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Canned Goods       | 1-2        |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Carbon Oils        | 2          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Catsup             | 2          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Cheese             | 2          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Chewing Gum        | 3          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Chicory            | 3          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Chocolate          | 3          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Clothes Lines      | 3          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Cocoa              | 3          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Cocconut           | 3          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Coffee             | 3          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Confections        | 4          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Cracked Wheat      | 5          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Crackers           | 5          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Cream Tartar       | 6          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Dried Fruits       | 6          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Farinaceous Goods  | 6          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Fishing Tackle     | 6          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Flavoring Extracts | 7          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Flour and Feed     | 7          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Fruit Jars         | 7          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Gelatine           | 7          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Grain Bags         | 7          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Herbs              | 7          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Hides and Pelts    | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Horse Radish       | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Jelly              | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Jelly Glasses      | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Macaroni           | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Mapleline          | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Meats, Canned      | 9          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Mince Meat         | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Molasses           | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Mustard            | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Nuts               | 4          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Olives             | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Pickles            | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Pipes              | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Playing Cards      | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Potash             | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Provisions         | 8          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Rice               | 9          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Rolled Oats        | 9          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Salad Dressing     | 9          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Saleratus          | 9          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Sal Soda           | 9          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Salt               | 9          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Salt Fish          | 9          |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Seeds              | 10         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Shoe Blacking      | 10         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Snuff              | 10         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Soda               | 10         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Spices             | 10         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Starch             | 10         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Syrups             | 10         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Table Sauces       | 10         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Tea                | 10         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Tobacco            | 11, 12, 13 |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Twine              | 13         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Vinegar            | 13         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Wicking            | 13         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Woodenware         | 13         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Wrapping Paper     | 14         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
| Yeast Cake         | 14         |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |

## 1

| AMMONIA                     | Doz.                      |
|-----------------------------|---------------------------|
| 12 oz. ovals 2 doz. box     | 75                        |
| AXLE GREASE                 | Frazer's.                 |
| 1lb. wood boxes, 4 doz.     | 3 00                      |
| 1lb. tin boxes, 3 doz.      | 2 25                      |
| 3 1/2 lb. tin boxes, 2 doz. | 4 25                      |
| 10lb. pails, per doz.       | 6 00                      |
| 15lb. pails, per doz.       | 7 20                      |
| 25lb. pails, per doz.       | 12 00                     |
| BAKED BEANS                 | No. 1, per doz.           |
| No. 1, per doz.             | 45 90                     |
| No. 2, per doz.             | 75 1 40                   |
| No. 3, per doz.             | 85 1 75                   |
| BATH BRICK                  | English                   |
| English                     | 95                        |
| BLUING                      | Jennings'                 |
| Condensed Pearl Bluing      | Small C P Bluing, doz. 45 |
| Large C P Bluing, doz.      | 75                        |
| Folger's.                   | Summer Sky, 3 do. cs.     |
| Summer Sky, 10 ds bbl       | 4 00                      |
| BREAKFAST FOODS             | Apetito, Biscuits         |
| Apetito, Biscuits           | 3 00                      |
| Bear Food, Pettibone's      | 2 13                      |
| Cracked Wheat, 24-2         | 2 50                      |
| Cracked Wheat, 24-2         | 2 75                      |
| Cream of Rye, 24-2          | 3 00                      |
| Quaker Puffed Rice          | 4 25                      |
| Quaker Puffed Wheat         | 3 10                      |
| Quaker Bkfst Biscuit        | 1 90                      |
| Quaker Corn Flakes          | 1 75                      |
| Victor Corn Flakes          | 2 20                      |
| Washington Crisps           | 1 85                      |
| Wheat Hearts                | 1 90                      |
| Wheatena                    | 4 50                      |
| Evaporated Sugar Corn       | 90                        |
| Farinose, 24-2              | 2 70                      |
| Grape Nuts                  | 2 70                      |
| Grape Sugar Flakes          | 2 50                      |
| Sugar Corn Flakes           | 2 50                      |
| Hardy Wheat Food            | 2 25                      |
| Holland Rusk                | 3 20                      |
| Krinkle Corn Flakes         | 2 00                      |
| Maple-Corn Flakes           | 2 80                      |
| Minn. Wheat Cereal          | 3 75                      |
| Ralston Wheat Food          | 4 50                      |
| Ralston Wheat Food          | 2 25                      |
| Roman Meal                  | 2 30                      |
| Saxon Wheat Food            | 2 75                      |
| Shred Wheat Biscuit         | 3 60                      |
| Triscuit, 18                | 1 80                      |
| Pillsbury's Best Cer'l      | 4 25                      |
| Post Toasties, T-2          | 4 40                      |
| Post Toasties, T-3          | 2 60                      |
| Post Tavern Porridge        | 2 80                      |
| BROOMS                      | Fancy Parlor, 25 lb.      |
| Fancy Parlor, 25 lb.        | 4 25                      |
| Parlor, 5 String, 25 lb.    | 4 00                      |
| Standard Parlor, 25 lb.     | 3 50                      |
| Common, 25 lb.              | 3 25                      |
| Special, 25 lb.             | 3 75                      |
| Warehouse, 33 lb.           | 4 25                      |
| Common Whisk                | 1 00                      |
| Fancy Whisk                 | 1 25                      |
| BRUSHES                     | Solid Back, 8 in.         |
| Solid Back, 8 in.           | 75                        |
| Solid Back, 11 in.          | 95                        |
| Pointed Ends                | 85                        |
| Stove                       | No. 3                     |
| No. 3                       | 90                        |
| No. 2                       | 1 25                      |
| No. 1                       | 1 75                      |
| Shoe                        | No. 2                     |
| No. 2                       | 1 00                      |
| No. 1                       | 1 20                      |
| No. 4                       | 1 70                      |
| No. 3                       | 1 90                      |
| BUTTER COLOR                | Dandelion, 25c size       |
| Dandelion, 25c size         | 2 00                      |
| CANDLES                     | Paraffine, 6s             |
| Paraffine, 6s               | 7                         |
| Paraffine, 12s              | 7 1/2                     |
| Wicking                     | 20                        |
| CANNED GOODS                | 3 lb. Standards           |
| 3 lb. Standards             | 85                        |
| Gallon                      | 2 50                      |
| Blackberries                | 2 lb.                     |
| 2 lb.                       | 1 50 1 90                 |
| Standard gallons            | 5 00                      |
| Beans                       | Baked                     |
| Baked                       | 85 1 30                   |
| Bloomington                 | 1 18 1/2                  |
| Carson City                 | 1 18 1/2                  |
| Wax                         | 75 1 25                   |
| Blueberries                 | Standard                  |
| Standard                    | 1 90                      |
| Gallon                      | 7 25                      |

## 2

|                          |             |
|--------------------------|-------------|
| Clams                    |             |
| Little Neck, 1lb. . .    | @ 1 00      |
| Little Neck, 2lb. . .    | @ 1 50      |
| Clam Bouillon            |             |
| Burnham's 1/2 pt. ....   | 2 25        |
| Burnham's pts. ....      | 3 75        |
| Burnham's qts. ....      | 7 50        |
| Corn                     |             |
| Fair .....               | 65 @ 70     |
| Good .....               | 90 @ 1 00   |
| Fancy .....              | @ 1 30      |
| French Peas              |             |
| Monbador (Natural)       |             |
| per doz. ....            | 1 75        |
| Gooseberries             |             |
| No. 2, Fair .....        | 1 50        |
| No. 2, Fancy .....       | 2 35        |
| Hominy                   |             |
| Standard .....           | 85          |
| Lobster                  |             |
| 1/2 lb. ....             | 1 85        |
| 1/2 lb. ....             | 3 15        |
| Mackerel                 |             |
| Mustard, 1lb. ....       | 1 80        |
| Mustard, 2lb. ....       | 2 80        |
| Soused, 1 1/2 lb. ....   | 1 60        |
| Soused, 2lb. ....        | 2 75        |
| Tomato, 1lb. ....        | 1 50        |
| Tomato, 2 1/2 .....      | 2 85        |
| Mushrooms                |             |
| Buttons, 1/2s ....       | @ 1 10      |
| Buttons, 1s ....         | @ 2 30      |
| Hotels, 1s ....          | @ 2 30      |
| Oysters                  |             |
| Cove, 1lb. ....          | @ 80        |
| Cove, 2lb. ....          | @ 1 60      |
| Plums                    |             |
| Plums .....              | 90 @ 1 30   |
| Pears in Syrup           |             |
| No. 3 cans, per doz. .   | 1 50        |
| Peas                     |             |
| Marrowfat .....          | 90 @ 1 00   |
| Early June .....         | 1 10 @ 1 25 |
| Early June siftd .....   | 1 45 @ 1 50 |
| Peaches                  |             |
| Pie .....                | 1 00 @ 1 25 |
| No. 10 size can pie ..   | @ 3 25      |
| Pineapple                |             |
| Grated .....             | 1 75 @ 2 10 |
| Sliced .....             | 95 @ 2 60   |
| Pumpkin                  |             |
| Fair .....               | 85          |
| Good .....               | 90          |
| Fancy .....              | 1 00        |
| Gallon .....             | 2 40        |
| Raspberries              |             |
| Standard .....           | @           |
| Salmon                   |             |
| Warrens, 1 lb. Tall ..   | 2 30        |
| Warrens, 1 lb. Flat ..   | 2 20        |
| Red Alaska .....         | 1 70 @ 1 75 |
| Med Red Alaska .....     | 1 40 @ 1 45 |
| Pink Alaska ....         | @ 1 10      |
| Sardines                 |             |
| Domestic, 1/2s ....      | 30          |
| Domestic, 3/4 Mustard .. | 30          |
| Domestic, 3/4 Mustard .. | 30          |
| French, 1/2s ....        | 7 @         |
| French, 3/4s ....        | 13 @        |
| Sauer Kraut              |             |
| No. 3, cans .....        | 1 25        |
| No. 10, cans .....       | 2 00        |
| Shrimps                  |             |
| Dunbar, 1st doz. ....    | 1 00        |
| Dunbar, 1 1/2s doz. .... | 2 00        |
| Succotash                |             |
| Fair .....               | 1 00        |
| Good .....               | 1 25        |
| Fancy .....              | 1 25 @ 1 50 |
| Strawberries             |             |
| Standard .....           | 1 00        |
| Fancy .....              | 2 00        |
| Tomatoes                 |             |
| Good .....               | 1 00        |
| Fancy .....              | 1 25        |
| No. 10 .....             | 1 00        |
| CARBON OILS              |             |
| Barrels                  |             |
| Perfection .....         | 14 00       |
| D. S. Gasoline .....     | 14 00       |
| Gas Machine .....        | 11 00       |
| Deodord Nap'a ....       | 11 00       |
| Cylinder .....           | 29 @ 34     |
| Engine .....             | 16 @ 22     |
| Black, winter ....       | 8 @ 10      |
| CATSUP                   |             |
| Snider's pints .....     | 2 00        |
| Snider's 1/2 pints ..... | 2 00        |



| 6  | 7   | 8   | 9  | 10   | 11  |
|--|---|---|--|--|---|
| <b>Five O'Clock Tea Bct</b> 1 00<br><b>Ginger Snaps NBC</b> 1 00<br><b>Graham Crackers Red</b><br>Label, 10c size 1 00<br><b>Kaiser Jumbles</b> 1 00<br><b>Lemon Snaps</b> 1 00<br><b>Mallomars</b> 1 00<br><b>Oysterettes</b> 1 00<br><b>Premium Sodas</b> 1 00<br><b>Royal Toast</b> 1 00<br><b>Saratoga Flakes</b> 1 00<br><b>Social Tea Biscuit</b> 1 00<br><b>Uneda Biscuit</b> 1 00<br><b>Uneda Ginger Wafer</b> 1 00<br><b>Vanilla Wafers</b> 1 00<br><b>Water Thin Biscuit</b> 1 00<br><b>Zu Zu Ginger Snaps</b> 50<br><b>Zwieback</b> 1 00<br><br><b>Other Package Goods</b><br><b>Barnum's Animals</b> 50<br><b>Soda Crackers NBC</b><br><b>Family Package</b> 2 50<br><b>Fruit Cake</b> 3 00<br><br><b>In Special Tin Packages</b><br>per doz.<br><b>Adora, 10c size</b> 1 00<br><b>Festino</b> 2 50<br><b>Nabisco, 10c</b> 1 00<br>in bulk, per tin<br><b>Nabisco</b> 1 75<br><b>Festino</b> 1 50<br><b>Bent's Water Crackers</b> 1 40<br><br><b>CREAM TARTAR</b><br><b>Barrels or Drums</b> 38<br><b>Boxes</b> 39<br><b>Square Cans</b> 41<br><b>Fancy Caddies</b> 46<br><br><b>DRIED FRUITS</b><br><b>Apples</b><br><b>Evapor'd Choice blk</b> 8<br><b>Evapor'd Fancy pkg.</b><br><b>California</b> 11@14<br><b>Citron</b><br><b>Corsican</b> 16½<br><b>Currants</b><br><b>Imported, 1 lb. pkg.</b> 9<br><b>Imported, bulk</b> 8½<br><b>Peaches</b><br><b>Muir's—Choice, 25lb.</b> 6½<br><b>Muir's—Fancy, 25lb.</b> 7½<br><b>Fancy, Peeled, 25lb.</b> 12<br><b>Peel</b><br><b>Lemon, American</b> 12½<br><b>Orange, American</b> 12½<br><b>Raisins</b><br><b>Cluster, 20 cartons</b> 2 25<br><b>Loose Muscatels, 4 Cr.</b> 7½<br><b>Loose Muscatels, 3 Cr.</b> 7½<br><b>L. M. Seeded, 1 lb. 8½@9½</b><br><b>California Prunes</b><br>90-100 25lb. boxes @ 7½<br>80-90 25lb. boxes @ 8½<br>70-80 25lb. boxes @ 9½<br>60-70 25lb. boxes @ 9½<br>50-60 25lb. boxes @ 10½<br>40-50 25lb. boxes @ 11<br><br><b>FARINACEOUS GOODS</b><br><b>Beans</b><br><b>California Limas</b> 7<br><b>Med. Hand Picked</b> 3 50<br><b>Brown Holland</b> 3 20<br><b>Farina</b><br>25 1 lb. packages 1 50<br>Bulk, per 100 lb. 4 50<br><b>Original Holland Rusk</b><br>Packed 12 rolls to container<br>3 containers (40) rolls 3 20<br><b>Hominy</b><br><b>Pearl, 100 lb. sack</b> 2 25<br><b>Maccaroni and Vermicelli</b><br>Domestic, 10 lb. box 60<br>Imported, 25 lb. box 2 50<br><b>Pearl Barley</b><br><b>Chester</b> 3 75<br><b>Portage</b> 5 00<br><b>Peas</b><br><b>Green, Wisconsin, bu.</b> 3 00<br><b>Green, Scotch, bu.</b> 3 25<br><b>Split, lb.</b> 6<br><b>Sago</b><br><b>East India</b> 5<br><b>German, sacks</b> 5<br><b>German, broken pkg.</b><br><b>Tapoca</b><br><b>Flake, 100 lb. sacks</b> 5<br><b>Pearl, 36 pkgs.</b> 2 25<br><b>Minute, 36 pkgs.</b> 2 75<br><br><b>FISHING TACKLE</b><br>1/2 to 1 in. 6<br>1 1/2 to 2 in. 7<br>2 to 3 in. 9<br>3 to 4 in. 11<br>4 to 5 in. 15<br>5 to 6 in. 20<br><br><b>Cotton Lines</b><br>No. 1, 10 feet 5<br>No. 2, 15 feet 7<br>No. 3, 15 feet 9<br>No. 4, 15 feet 10<br>No. 5, 15 feet 11<br>No. 6, 15 feet 12<br>No. 7, 15 feet 15<br>No. 8, 15 feet 18<br>No. 9, 15 feet 20<br><br><b>Linen Lines</b><br>Small 20<br>Medium 26<br>Large 34 | <b>Poles</b><br><b>Bamboo, 14 ft., per doz.</b> 55<br><b>Bamboo, 16 ft., per doz.</b> 60<br><b>Bamboo, 18 ft., per doz.</b> 80<br><br><b>FLAVORING EXTRACTS</b><br><b>Jennings D C Brand</b><br><b>Extract Lemon Terpeness</b><br>Both at the same price.<br>No. 1, F box ¾ oz. 85<br>No. 2, F box, 1 ¼ oz. 1 20<br>No. 4, F box, 2 ¼ oz. 2 00<br>No. 3, 2 ¼ oz. Taper 2 00<br>No. 2, 1 ½ oz. flat 1 75<br><br><b>FLOUR AND FEED</b><br><b>Grand Rapids Grain &amp; Milling Co.</b><br><b>Winter Wheat</b><br><b>Purity Patent</b> 8 00<br><b>Fancy Spring</b> 8 50<br><b>Wizard Graham</b> 7 90<br><b>Matchless</b> 7 80<br><b>Wizard, Gran. Meal</b> 5 00<br><b>Wizard Buckw't cwt.</b> 3 60<br><b>Rye</b> 7 50<br><b>Valley City Milling Co.</b><br><b>Lily White</b> 8 50<br><b>Light Loaf</b> 8 00<br><b>Graham</b> 3 70<br><b>Granena Health</b> 3 80<br><b>Gran. Meal</b> 2 35<br><b>Bolted Med.</b> 2 25<br><b>Voigt Milling Co.</b><br><b>Voigt's Crescent</b> 8 25<br><b>Voigt's Royal</b> 8 65<br><b>Voigt's Flourloft</b> 8 25<br><b>Voigt's Hygienic Gra-</b><br><b>ham</b> 7 15<br><b>Watson-Higgins Milling Co.</b><br><b>Perfection Buckwheat</b><br><b>Flour</b> 6 20<br><b>Perfection Flour</b> 7 75<br><b>Tip Top Flour</b> 8 35<br><b>Golden Sheaf Flour</b> 7 00<br><b>Marshall's Best Flour</b> 8 00<br><b>Worden Grocer Co.</b><br><b>Quaker, paper</b> 7 90<br><b>Quaker, cloth</b> 8 00<br><b>Kansas Hard Wheat</b><br><b>Voigt Milling Co.</b><br><b>Calla Lily</b> 8 25<br><b>Worden Grocer Co.</b><br><b>American Eagle, ½s</b> 8 00<br><b>American Eagle, ¼s</b> 7 90<br><b>American Eagle, ½s</b> 7 80<br><b>Spring Wheat</b><br><b>Roy Baker</b><br><b>Mazepa</b> 7 90<br><b>Golden Horn, bakers</b> 7 80<br><b>Wisconsin Rye</b> 6 80<br><b>Bohemian Rye</b> 7 30<br><b>Judson Grocer Co.</b><br><b>Ceresota, ½s</b> 8 40<br><b>Ceresota, ¼s</b> 8 50<br><b>Ceresota, ½s</b> 8 60<br><b>Voigt Milling Co.</b><br><b>Columbian</b> 8 50<br><b>Worden Grocer Co.</b><br><b>Wingold, ½s cloth</b> 8 50<br><b>Wingold, ¼s cloth</b> 8 40<br><b>Wingold, ½s cloth</b> 8 30<br><b>Wingold, ½s paper</b> 8 35<br><b>Wingold, ¼s paper</b> 8 30<br><b>Bolted</b> 4 80<br><b>Golden Granulated</b> 5 00<br><b>Wheat</b><br><b>New Red</b> 1 50<br><b>New White</b> 1 47<br><b>Oats</b><br><b>Michigan carlots</b> 62<br><b>Less than carlots</b> 64<br><b>Corn</b><br><b>Carlots</b> 82<br><b>Less than carlots</b> 85<br><b>Hay</b><br><b>Carlots</b> 12 00<br><b>Less than carlots</b> 14 00<br><b>Feed</b><br><b>Street Car Feed</b> 33 00<br><b>No. 1 Corn &amp; Oat Fd</b> 33 00<br><b>Cracked Corn</b> 32 00<br><b>Coarse Corn Meal</b> 32 00<br><br><b>FRUIT JARS</b><br><b>Mason, pts., per gro.</b> 3 50<br><b>Mason, qts., per gro.</b> 3 90<br><b>Mason, ½ gal. per gro.</b> 6 25<br><b>Mason, can tops, gro.</b> 1 15<br><br><b>GELATINE</b><br><b>Cox's, 1 doz. large</b> 1 45<br><b>Cox's, 1 doz. small</b> 90<br><b>Knox's Sparkling, doz.</b> 1 25<br><b>Knox's Sparkling, gr.</b> 14 00<br><b>Knox's Acidu'd doz.</b> 1 25<br><b>Nelson's</b> 1 50<br><b>Oxford</b> 75<br><b>Plymouth Rock, Phos.</b> 1 25<br><b>Plymouth Rock, Plain</b> 90<br><br><b>GRAIN BAGS</b><br><b>Broad Gauge</b> 18<br><b>Amoskeag</b> 19<br><br><b>Herbs</b><br><b>Sage</b> 15<br><b>Hops</b> 15<br><b>Laurel Leaves</b> 15<br><b>Senna Leaves</b> 25<br><br><b>HIDES AND PELTS</b><br><b>Hides</b><br><b>Green, No. 1</b> 14<br><b>Green, No. 2</b> 13<br><b>Cured, No. 1</b> 14<br><b>Cured, No. 2</b> 15 | <b>Calfskin, green, No. 1</b> 15<br><b>Calfskin, green, No. 2</b> 13½<br><b>Calfskin, cured, No. 1</b> 16<br><b>Calfskin, cured, No. 2</b> 14½<br><br><b>Pelts</b><br><b>Old Wool</b> 60@1 25<br><b>Lambs</b> 75@1 00<br><b>Shearings</b> 75@1 00<br><br><b>Tallow</b><br><b>No. 1</b> @ 5<br><b>No. 2</b> @ 4<br><br><b>Wool</b><br><b>Unwashed, med.</b> @ 20<br><b>Unwashed, fine</b> @ 15<br><br><b>HORSE RADISH</b><br>Per doz. 90<br><br><b>Jelly</b><br><b>5lb. pails, per doz.</b> 2 30<br><b>15lb. pails, per pail</b> 65<br><b>30lb. pails, per pail</b> 1 25<br><br><b>JELLY GLASSES</b><br>1/2 pt. in bbls., per doz. 15<br>1/2 pt. in bbls., per doz. 16<br>3 oz. capped in bbls., per doz. 18<br><br><b>MAPLEINE</b><br>2 oz. bottles, per doz. 4 00<br>1 oz. bottles, per doz. 2 25<br>1/2 oz. bottles, per doz. 1 10<br><br><b>MINCE MEAT</b><br>Per case 2 85<br><br><b>MOLASSES</b><br><b>New Orleans</b><br><b>Fancy Open Kettle</b> 42<br><b>Choice</b> 35<br><b>Good</b> 22<br><b>Fair</b> 20<br><b>Half barrels 2c extra</b><br><b>Red Hen, No. 2 ½</b> 1 75<br><b>Red Hen, No. 5</b> 1 75<br><b>Red Hen, No. 10</b> 1 65<br><br><b>MUSTARD</b><br>1/2 lb. 6 lb. box 16<br><br><b>OLIVES</b><br><b>Bulk, 1 gal. kegs</b> 1 00@1 10<br><b>Bulk, 2 gal. kegs</b> 95@1 05<br><b>Bulk, 5 gal. kegs</b> 90@1 00<br><b>Stuffed, 5 oz.</b> 90<br><b>Stuffed, 8 oz.</b> 1 25<br><b>Stuffed, 14 oz.</b> 2 25<br><b>Pitted (not stuffed)</b><br>14 oz. 2 25<br><b>Manzanilla, 8 oz.</b> 90<br><b>Lunch, 10 oz.</b> 1 35<br><b>Lunch, 16 oz.</b> 2 25<br><b>Queen, Mammoth, 19</b> 4 25<br><b>Queen, Mammoth, 28</b> 5 75<br><b>Olive Chow, 2 doz. cs.</b> 2 25<br><br><b>PICKLES</b><br><b>Medium</b><br><b>Barrels, 1,200 count</b> 7 50<br><b>Half bbls., 600 count</b> 4 25<br><b>5 gallon kegs</b> 1 90<br><br><b>Small</b><br><b>Barrels</b> 9 50<br><b>Half barrels</b> 5 25<br><b>5 gallon kegs</b> 2 25<br><br><b>Gherkins</b><br><b>Barrels</b> 13 00<br><b>Half barrels</b> 6 25<br><b>5 gallon kegs</b> 2 50<br><br><b>Sweet Small</b><br><b>Barrels</b> 16 00<br><b>Half barrels</b> 8 50<br><b>5 gallon kegs</b> 3 20<br><br><b>PIPES</b><br><b>Clay, No. 216, per box</b> 1 75<br><b>Clay, T. D. full count</b> 60<br><b>Cob</b> 90<br><br><b>PLAYING CARDS</b><br><b>No. 90, Steamboat</b> 75<br><b>No. 15, Rival assorted</b> 1 25<br><b>No. 20, Rover, enam'd</b> 1 50<br><b>No. 572, Special</b> 1 75<br><b>No. 98 Golf, Satin fin.</b> 2 00<br><b>No. 808, Bicycle</b> 2 00<br><b>No. 632 Tour'n't whist</b> 2 25<br><br><b>POTASH</b><br><b>Babbitt's, 2 doz.</b> 1 75<br><br><b>PROVISIONS</b><br><b>Barreled Pork</b><br><b>Clear Back</b> 22 00@23 00<br><b>Short Cut Clr</b> 21 00@22 00<br><b>Bean</b> 17 00@18 00<br><b>Brisket, Clear</b> 27 00@28 00<br><b>Pig</b><br><b>Clear Family</b> 26 00<br><b>Dry Salt Meats</b><br><b>S P Bellies</b> 14½@15<br><b>Lard</b><br><b>Pure in tierces</b> 11½@12<br><b>Compound Lard</b> 8½@9<br><b>80 lb. tubs</b> advance ½<br><b>60 lb. tubs</b> advance ¼<br><b>50 lb. tubs</b> advance ¼<br><b>20 lb. pails</b> advance ¼<br><b>10 lb. pails</b> advance ¼<br><b>5 lb. pails</b> advance 1<br><b>8 lb. pails</b> advance 1<br><b>Smoked Meats</b><br><b>Hams, 14-16 lb.</b> 15½@16<br><b>Hams, 16-18 lb.</b> 14 @14½<br><b>Hams, 18-20 lb.</b> 13½@14<br><b>Ham, dried beef</b><br><b>sets</b> 29 @30<br><b>California Hams</b> 10½@11<br><b>Picnic Boiled</b><br><b>Hams</b> 19½@20<br><b>Boiled Hams</b> 22 @23<br><b>Minc'd Ham</b> 14 @14½<br><b>Bacon</b> 16 @22 | <b>Sausages</b><br><b>Bologna</b> 10½@11<br><b>Liver</b> 9½@10<br><b>Frankfort</b> 12 @12½<br><b>Pork</b> 11 @12<br><b>Veal</b> 11<br><b>Tongue</b> 11<br><b>Headcheese</b> 10<br><br><b>Beef</b><br><b>Boneless</b> 20 00@20 50<br><b>Rump, new</b> 24 50@25 00<br><br><b>Pig's Feet</b><br>1/2 bbls. 1 05<br>3/4 bbls., 40 lbs. 2 10<br>1/2 bbls., 40 lbs. 4 25<br>1 bbl. 8 50<br><br><b>Tripe</b><br><b>Kits, 15 lbs.</b> 90<br>1/4 bbls., 40 lbs. 1 60<br>3/4 bbls., 80 lbs. 3 00<br><br><b>Casings</b><br><b>Hogs, per ½</b> 35<br><b>Beef, rounds, set</b> 24@25<br><b>Beef, middles, set</b> 80@85<br><b>Sheep, per bundle</b> 85<br><br><b>Uncolored Butterine</b><br><b>Solid Dairy</b> 12½@16½<br><b>Country Rolls</b> 13 @19½<br><br><b>Canned Meats</b><br><b>Corned beef, 2 lb.</b> 4 80<br><b>Corned beef, 1 lb.</b> 2 70<br><b>Roast beef, 2 lb.</b> 4 80<br><b>Roast beef, 1 lb.</b> 2 70<br><b>Potted Meat, Ham</b><br><b>Flavor, ½s</b> 55<br><b>Potted Meat, Ham</b><br><b>Flavor, ½s</b> 95<br><b>Deviled Meat, Ham</b><br><b>Flavor, ½s</b> 55<br><b>Deviled Meat, Ham</b><br><b>Flavor, ½s</b> 95<br><b>Potted Tongue, ½s</b> 55<br><b>Potted Tongue, ½s</b> 95<br><br><b>RICE</b><br><b>Fancy</b> 7 @7½<br><b>Japan Style</b> 5 @5½<br><b>Broken</b> 3 @4½<br><br><b>ROLLED OATS</b><br><b>Rolled Avenna, bbls.</b> 6 75<br><b>Steel Cut, 100 lb. sks.</b> 3 40<br><b>Monarch, bbls.</b> 6 50<br><b>Monarch, 90 lb. sks.</b> 3 15<br><b>Quaker, 18 Regular</b> 1 45<br><b>Quaker, 20 Family</b> 4 50<br><br><b>SALAD DRESSING</b><br><b>Columbia, ½ pt.</b> 2 25<br><b>Columbia, 1 pint</b> 4 00<br><b>Durkee's, large 1 doz.</b> 4 50<br><b>Durkee's, small, 2 doz.</b> 5 25<br><b>Snider's, large, 1 doz.</b> 2 35<br><b>Snider's, small, 2 doz.</b> 1 35<br><br><b>SALERATUS</b><br><b>Packed 60 lbs. in box.</b><br><b>Arm and Hammer</b> 3 00<br><b>Wyandotte, 100 ¾s</b> 3 00<br><br><b>SAL SODA</b><br><b>Granulated, bbls.</b> 80<br><b>Granulated, 100 lbs. cs.</b> 90<br><b>Granulated, 36 pkgs.</b> 1 25<br><br><b>SALT</b><br><b>Common Grades</b><br><b>100 3 lb. sacks</b> 2 60<br><b>70 4 lb. sacks</b> 2 40<br><b>60 5 lb. sacks</b> 2 40<br><b>28 10 lb. sacks</b> 2 25<br><b>56 lb. sacks</b> 40<br><b>28 lb. sacks</b> 20<br><b>Warsaw</b><br><b>56 lb. sacks</b> 26<br><b>28 lb. dairy in drill bags</b> 20<br><b>Solar Rock</b><br><b>56 lb. sacks</b> 26<br><br><b>Common</b><br><b>Granulated, Fine</b> 1 10<br><b>Medium, Fine</b> 1 15<br><br><b>SALT FISH</b><br><b>Cod</b><br><b>Large, whole</b> @ 8<br><b>Small, whole</b> @ 7½<br><b>Strips or bricks</b> 9@13<br><b>Pollock</b> @ 5½<br><b>Smoked Salmon</b><br><b>Strips</b> 9<br><b>Halibut</b><br><b>Strips</b> 18<br><b>Chunks</b> 19<br><br><b>Holland Herring</b><br><b>Y. M. wh. hoop bbls.</b><br><b>Y. M. wh. hoop ½ bbls.</b><br><b>Y. M. wh. hoop kegs</b><br><b>Y. M. wh. hoop Milchers</b><br><b>kegs</b><br><b>Standard, bbls.</b> 11 75<br><b>Standard, ½ bbls.</b> 6 13<br><b>Standard, kegs</b> 80<br><br><b>Trout</b><br><b>No. 1, 100 lbs.</b> 7 50<br><b>No. 1, 40 lbs.</b> 2 25<br><b>No. 1, 10 lbs.</b> 90<br><b>No. 1, 2 lbs.</b> 75<br><br><b>Mackerel</b><br><b>Mess, 100 lbs.</b> 15 00<br><b>Mess, 40 lbs.</b> 6 50<br><b>Mess, 10 lbs.</b> 1 70<br><b>Mess, 8 lbs.</b> 1 45<br><b>No. 1, 100 lbs.</b> 14 00<br><b>No. 1, 40 lbs.</b> 6 10<br><b>No. 1, 10 lbs.</b> 1 60<br><br><b>Lake Herring</b><br><b>100 lbs.</b> 4 25<br><b>40 lbs.</b> 2 10<br><b>10 lbs.</b> 62<br><b>8 lbs.</b> 54 | <b>SEEDS</b><br><b>Anise</b> 20<br><b>Canary, Smyrna</b> 8½<br><b>Caraway</b> 15<br><b>Cardamon, Malabar</b> 1 20<br><b>Celery</b> 45<br><b>Hemp, Russian</b> 5<br><b>Mixed Bird</b> 9<br><b>Mustard, white</b> 12<br><b>Poppy</b> 16<br><b>Rape</b> 10<br><br><b>SHOE BLACKING</b><br><b>Handy Box, large 3 dz.</b> 3 50<br><b>Handy Box, small</b> 1 25<br><b>Bixby's Royal Polish</b> 85<br><b>Miller's Crown Polish</b> 85<br><br><b>SNUFF</b><br><b>Scotch, in bladders</b> 37<br><b>Maccaboy, in jars</b> 35<br><b>French Rapple in jars</b> 43<br><br><b>SODA</b><br><b>Boxes, English</b> 5½<br><b>Kegs, English</b> 4½<br><br><b>SPICES</b><br><b>Whole Spices</b><br><b>Allspice, Jamaica</b> 9@10<br><b>Allspice, lg Garden</b> @11<br><b>Cloves, Zanzibar</b> @22<br><b>Cassia, Canton</b> 14@15<br><b>Cassia, 5c pkg. dz.</b> @25<br><b>Ginger, African</b> @ 9½<br><b>Ginger, Cochin</b> @14½<br><b>Mace, Penang</b> @ 70<br><b>Mixed, No. 1</b> @17<br><b>Mixed, No. 2</b> @16<br><b>Mixed, 5c pkgs. dz.</b> @30<br><b>Nutmegs, 70-180</b> @25<br><b>Nutmegs, 105-110</b> @25<br><b>Nutmegs, 105-110</b> @25<br><b>Pepper, Black</b> @15<br><b>Pepper, White</b> @25<br><b>Pepper, Cayenne</b> @22<br><b>Paprika, Hungarian</b><br><b>Pure Ground in Bulk</b><br><b>Allspice, Jamaica</b> @15<br><b>Cloves, Zanzibar</b> @28<br><b>Cassia, Canton</b> @22<br><b>Ginger, African</b> @18<br><b>Mace, Penang</b> @75<br><b>Nutmegs</b> @35<br><b>Pepper, Black</b> @13<br><b>Pepper, White</b> @32<br><b>Pepper, Cayenne</b> @24<br><b>Paprika, Hungarian</b> @45<br><br><b>STARCH</b><br><b>Corn</b><br><b>Kingsford, 40 lbs.</b> 7½<br><b>Muzzy, 20 lb. pkgs.</b> 5½<br><b>Kingsford</b><br><b>Silver Gloss, 40 lb.</b> 7½<br><b>Muzzy, 40 lb. pkgs.</b> 5<br><b>Gloss</b><br><b>Argo, 24 5c pkgs.</b> 90<br><b>Silver Gloss, 16 3lbs.</b> 6½<br><b>Silver Gloss, 12 6lbs.</b> 8½<br><b>Muzzy</b><br><b>48 1lb. packages</b> 5<br><b>16 3lb. packages</b> 4½<br><b>12 6lb. packages</b> 6<br><b>50lb. boxes</b> 3½<br><br><b>SYRUPS</b><br><b>Corn</b><br><b>Barrels</b> 28<br><b>Half barrels</b> 30<br><b>Blue Karo, No. 1½</b><br><b>4 doz.</b> 3 45<br><b>Blue Karo, No. 2, 2 dz.</b> 1 95<br><b>Blue Karo, No. 2½</b> 2<br><b>doz.</b> 2 30<br><b>Blue Karo, No. 5, 1 dz.</b> 2 25<br><b>Blue Karo, No. 10, ½</b><br><b>doz.</b> 2 15<br><b>Red Karo, No. 1½</b> 4<br><b>doz.</b> 4 00<br><b>Red Karo, No. 2, 2 dz.</b> 2 30<br><b>Red Karo, No. 2½</b> 2 30<br><b>Red Karo, No. 5, 1 dz.</b> 2 65<br><b>Red Karo, No. 10 ½</b><br><b>doz.</b> 2 55<br><b>Pure Cane</b><br><b>Fair</b> 16<br><b>Good</b> 20<br><b>Choice</b> 25<br><b>Folger's Grape Punch</b><br><b>Quarts, doz. case</b> 6 00<br><br><b>TABLE SAUCES</b><br><b>Halford, large</b> 3 75<br><b>Halford, small</b> 2 25<br><br><b>TEA</b><br><b>Uncolored Japan</b><br><b>Medium</b> 20@25<br><b>Choice</b> 28@33<br><b>Fancy</b> 36@45<br><b>Basket-fired Med'm</b> 28@30<br><b>Basket-fired, Choice</b> 35@37<br><b>Basket-fired, Fancy</b> 38@45<br><b>No. 1 Nibs</b> 30@32<br><b>Siftings, bulk</b> 9@10<br><b>Siftings, 1 lb. pkgs.</b> 12@14<br><br><b>Gunpowder</b><br><b>Moyune, Medium</b> 28@33<br><b>Moyune, Choice</b> 35@40<br><b>Moyune, Fancy</b> 50@60<br><b>Ping Suey, Medium</b> 25@30<br><b>Ping Suey, Choice</b> 35@40<br><b>Ping Suey, Fancy</b> 45@50<br><b>Young Hyson</b><br><b>Choice</b> 28@30<br><b>Fancy</b> 45@55<br><br><b>Oolong</b><br><b>Formosa, Medium</b> 25@28<br><b>Formosa, Choice</b> 32@35<br><b>Formosa, Fancy</b> 50@60<br><br><b>English Breakfast</b><br><b>Congou, Medium</b> 25@30<br><b>Congou, Choice</b> 30@35<br><b>Congou, Fancy</b> 40@45<br><b>Congou, Ex. Fancy</b> 60@80<br><br><b>Ceylon</b><br><b>Pekoe, Medium</b> 25@30<br><b>Dr. Pekoe, Choice</b> 30@35<br><b>Flowery O. P. Fancy</b> 40@50 | <b>TOBACCO</b><br><b>Fine Cut</b><br><b>Blot</b> 1 45<br><b>Bugle, 16 oz.</b> 3 84<br><b>Bugle, 10c</b> 11 00<br><b>Dan Patch, 8 and 16 oz.</b> 32<br><b>Dan Patch, 4 oz.</b> 11 52<br><b>Dan Patch, 2 oz.</b> 5 76<br><b>Fast Mail, 16 oz.</b> 7 80<br><b>Hiawatha, 16 oz.</b> 60<br><b>Hiawatha, 5c</b> 5 40<br><b>May Flower, 16 oz.</b> 9 36<br><b>No Limit, 8 oz.</b> 1 80<br><b>No Limit, 16 oz.</b> 3 60<br><b>Ojibwa, 8 and 16 oz.</b> 40<br><b>Ojibwa, 10c</b> 11 10<br><b>Ojibwa, 5c</b> 1 85<br><b>Petoskey Chief, 7 oz.</b> 2 00<br><b>Petoskey Chief, 14 oz.</b> 4 00<br><b>Peach and Honey, 5c</b> 5 76<br><b>Red Bell, 16 oz.</b> 3 45<br><b>Red Bell, 8 foil</b> 1 98<br><b>Starling, L &amp; D 5c</b> 5 76<br><b>Sweet Cuba, canister</b> 9 16<br><b>Sweet Cuba, 5c</b> 5 76<br><b>Sweet Cuba, 10c</b> 95<br><b>Sweet Cuba, 1 lb. tin</b> 4 50<br><b>Sweet Cuba, ½ lb. foil</b> 2 25<br><b>Sweet Burley, 5c L&amp;D</b> 5 76<br><b>Sweet Burley, 8 oz.</b> 2 45<br><b>Sweet Burley, 16 oz.</b> 4 90<br><b>Sweet Mist, ½ gro.</b> 5 70<br><b>Sweet Mist, 8 oz.</b> 11 10<br><b>Telegram, 5c</b> 5 76<br><b>Tiger, 5c</b> 6 00<br><b>Tiger, 25c cans</b> 2 40<br><b>Uncle Daniel, 1 lb.</b> 50<br><b>Uncle Daniel, 1 oz.</b> 5 22<br><br><b>Plug</b><br><b>Am. Navy, 16 oz.</b> 32<br><b>Apple, 10 lb. butt</b> 36<br><b>Drummond Nat. Leaf, 2 and 5 lb.</b> 60<br><b>Drummond Nat. Leaf, per doz.</b> 96<br><b>Battle Ax</b> 32<br><b>Bracer, 6 and 12 lb.</b> 30<br><b>Big Four, 6 and 16 lb.</b> 32<br><b>Boot Jack, 2 lb.</b> 90<br><b>Boot Jack, per doz.</b> 96<br><b>Bullion, 16 oz.</b> 46<br><b>Climax Golden Twins</b> 48<br><b>Climax, 14½ oz.</b> 44<br><b>Climax, 7 oz.</b> 47<br><b>Days' Work, 7 &amp; 14 lb.</b> 38<br><b>Crepe de Menthe, lb.</b> 62<br><b>Derby, 5 lb. boxes</b> 28<br><b>5 Bros., 4 lb.</b> 66<br><b>Four Roses, 10c</b> 90<br><b>Gilt Edge, 2 lb.</b> 50<br><b>Gold Rope, 6 &amp; 12 lb.</b> 58<br><b>Gold Rope, 4 &amp; 8 lb.</b> 58<br><b>G. O. P., 12 &amp; 24 lb.</b> 50<br><b>Granger Twist, 6 lb.</b> 46<br><b>G. T. W., 10 lb. &amp; 21 lb.</b> 36<br><b>Horse Shoe, 6 &amp; 12 lb.</b> 43<br><b>Honey Dip Twist, 5&amp;10</b> 45<br><b>Jolly Tar, 5 &amp; 8 lb.</b> 40<br><b>J. T., 5½ &amp; 11 lb.</b> 40<br><b>J. T., 5½ &amp; 11 lb.</b> 35<br><b>Keystone Twist, 6 lb.</b> 45<br><b>Kismet, 6 lb.</b> 48<br><b>Maple Dip, 20 oz.</b> 28<br><b>Merry Widow, 12 lb.</b> 32<br><b>Nobby Spun Roll 6 &amp; 8</b> 38<br><b>Parrot, 12 lb.</b> 32<br><b>Patterson's Nat. Leaf</b> 93<br><b>Peachey, 6-12 &amp; 24 lb.</b> 41<br><b>Picnic Twist, 5 lb.</b> 45<br><b>Piper Heldsick, 4 &amp; 7 lb.</b> 69<br><b>Piper Heldsick, per doz.</b> 96<br><b>Polo, 3 doz., per doz.</b> 48<br><b>Redcut, 1½ oz.</b> 38<br><b>Scrapple, 2 &amp; 4 doz.</b> 38<br><b>Sherry Cobbler, 8 oz.</b> 32<br><b>Spear Head, 12 oz.</b> 47<br><b>Spear Head, 14½ oz.</b> 44<br><b>Spear Head, 7 oz.</b> 47<br><b>Sq. Deal, 7, 14 &amp; 28 lb.</b> 30<br><b>Star, 6, 12 &amp; 24 lb.</b> 43<br><b>Standard Navy, 7½, 15 &amp; 30 lb.</b> 34<br><b>Ten Penny, 6 &amp; 12 lb.</b> 31<br><b>Town Talk, 14 oz.</b> 35<br><b>Yankee Girl, 12 &amp; 24 lb.</b> 31<br><br><b>Scrap</b><br><b>All Red, 5c</b> 5 76<br><b>Am. Union Scrap</b> 5 40<br><b>Bag Pipe, 5c</b> 5 88<br><b>Cutlas, 2½ oz.</b> 26<br><b>Globe Scrap, 2 oz.</b> 30<br><b>Happy Thought, 2 oz.</b> 30<br><b>Honey Comb Scrap, 5c</b> 5 76<br><b>Honest Scrap, 5c</b> 1 55<br><b>Mail Pouch, 4 doz.</b> 2 00<br><b>Old Song, 5c</b> 5 76<br><b>Old Times, ½ gro.</b> 5 50<br><b>Polar Bear, 5c ½ gro.</b> 5 76<br><b>Red Band, 5c ½ gro.</b> 5 76<br><b>Red Man Scrap, 5c</b> 1 42<br><b>Scrapple, 5c pkgs.</b> 48<br><b>Sure Shot, 5c 1-6 gro.</b> 5 76<br><b>Yankee Girl Scrap 2oz.</b> 5 76<br><b>Plan Handle Scrp ¼gr.</b> 5 76<br><b>Peachy Scrap, 5c</b> 5 76<br><b>Union Workman, 2½</b> 6 00<br><br><b>All Leaf, Smoking</b><br><b>BB, 3½ oz.</b> 6 00<br><b>BB, 7 oz.</b> 12 00<br><b>BB, 14 oz.</b> 24 00<br><b>Badger, 1</b> |



## SPECIAL PRICE CURRENT

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|                            |       |
|----------------------------|-------|
| <b>Smoking</b>             |       |
| Bull Durham, 5c            | 5 85  |
| Bull Durham, 10c           | 11 52 |
| Bull Durham, 15c           | 17 28 |
| Bull Durham, 8 oz.         | 3 60  |
| Bull Durham, 16 oz.        | 6 72  |
| Buck Horn, 5c              | 5 76  |
| Buck Horn, 10c             | 11 52 |
| Briar Pipe, 5c             | 5 76  |
| Briar Pipe, 10c            | 11 52 |
| Black Swan, 5c             | 5 76  |
| Black Swan, 14 oz.         | 3 50  |
| Bob White, 5c              | 6 00  |
| Brotherhood, 5c            | 6 00  |
| Brotherhood, 10c           | 11 52 |
| Brotherhood, 16 oz.        | 5 05  |
| Carnival, 5c               | 5 76  |
| Carnival, 1/2 oz.          | 39    |
| Carnival, 16 oz.           | 40    |
| Cigar Clip's, Johnson      | 30    |
| Cigar Clip's, Seymour      | 30    |
| Identity, 3 & 16 oz.       | 30    |
| Darby Cigar Cuttings       | 4 50  |
| Continental Cubes, 10c     | 90    |
| Corn Cake, 14 oz.          | 2 55  |
| Corn Cake, 7 oz.           | 1 43  |
| Corn Cake, 5c              | 5 76  |
| Cream, 50c pails           | 4 70  |
| Cuban Star, 5c foil        | 5 76  |
| Cuban Star, 16 oz. pls     | 72    |
| Chips, 10c                 | 10 30 |
| Dills Best, 1 1/2 oz.      | 79    |
| Dills Best, 3 1/2 oz.      | 77    |
| Dills Best, 16 oz.         | 73    |
| Dixie Kid, 5c              | 48    |
| Duke's Mixture, 5c         | 5 76  |
| Duke's Mixture, 10c        | 11 52 |
| Duke's Cameo, 5c           | 5 76  |
| Drum, 5c                   | 5 04  |
| F. F. A., 4 oz.            | 11 52 |
| F. F. A., 7 oz.            | 11 52 |
| Fashion, 5c                | 6 00  |
| Fashion, 16 oz.            | 5 28  |
| Five Bros., 5c             | 5 16  |
| Five Bros., 10c            | 10 32 |
| Five cent cut Plug         | 29    |
| F. O. B. 10c               | 11 52 |
| Four Roses, 10c            | 98    |
| Full Dress, 1 1/2 oz.      | 72    |
| Glad Hand, 5c              | 48    |
| Gold Block, 10c            | 12 00 |
| Gold Star, 50c pail        | 4 60  |
| Gall & Ax. Navy, 5c        | 5 76  |
| Growler, 5c                | 42    |
| Growler, 10c               | 94    |
| Growler, 20c               | 1 85  |
| Giant, 5c                  | 5 76  |
| Giant, 40c                 | 3 72  |
| Hand Made, 2 1/2 oz.       | 50    |
| Hazel Nut, 5c              | 5 76  |
| Honey Dew, 10c             | 12 00 |
| Hunting, 5c                | 38    |
| I. X. L. 5c                | 6 10  |
| I. X. L. in pails          | 3 90  |
| Just Suits, 5c             | 6 00  |
| Just Suits, 10c            | 12 00 |
| King Bird, 25c             | 2 45  |
| King Bird, 7 oz.           | 2 16  |
| King Bird, 10c             | 11 52 |
| King Bird, 5c              | 5 76  |
| La Turka, 5c               | 5 76  |
| Little Giant, 1 lb.        | 28    |
| Lucky Strike, 10c          | 96    |
| Le Redo, 3 oz.             | 10 80 |
| Le Redo, 8 & 16 oz.        | 38    |
| Myrtle Navy, 10c           | 11 52 |
| Myrtle Navy, 5c            | 5 76  |
| Maryland Club, 5c          | 5 76  |
| Mayflower, 10c             | 5 76  |
| Mayflower, 20c             | 1 92  |
| Nigger Hair, 5c            | 6 00  |
| Nigger Hair, 10c           | 10 70 |
| Nigger Head, 5c            | 5 40  |
| Nigger Head, 10c           | 10 56 |
| No. 4 Hour, 5c             | 48    |
| Old Colony, 1-12 gro.      | 11 52 |
| Old Mill, 5c               | 5 76  |
| Old English Crve 1 1/2 oz. | 96    |
| Old Crop, 5c               | 5 76  |
| Old Crop, 25c              | 20    |
| P. S., 8 oz. 30 lb. cs.    | 19    |
| P. S., 3 oz., per gro.     | 5 70  |
| Pat Hand, 1 oz.            | 63    |
| Patterson Seal, 1 1/2 oz.  | 48    |
| Patterson Seal, 3 oz.      | 96    |
| Patterson Seal, 16 oz.     | 5 00  |
| Peerless, 5c               | 5 76  |
| Peerless, 10c cloth        | 11 52 |
| Peerless, 10c paper        | 10 80 |
| Peerless, 20c              | 2 04  |
| Peerless, 40c              | 4 08  |
| Plaza, 2 gro. case         | 5 76  |
| Plow Boy, 5c               | 5 76  |
| Plow Boy, 10c              | 11 40 |
| Plow Boy, 14 oz.           | 4 70  |
| Pedro, 10c                 | 11 93 |
| Pride of Virginia, 1 1/2   | 77    |
| Pilot, 5c                  | 5 76  |
| Pilot, 14 oz. doz.         | 2 10  |
| Prince Albert, 5c          | 48    |
| Prince Albert, 10c         | 96    |
| Prince Albert, 8 oz.       | 3 84  |
| Prince Albert, 16 oz.      | 7 44  |
| Queen Quality, 5c          | 48    |
| Rob Roy, 5c foil           | 5 76  |
| Rob Roy, 10c gross         | 10 52 |
| Rob Roy, 25c doz.          | 2 10  |
| Rob Roy, 50c doz.          | 4 10  |
| S. & M., 5c gross          | 5 76  |
| S. & M., 14 oz. doz.       | 3 20  |
| Soldier Boy, 5c gross      | 5 76  |
| Soldier Boy, 10c           | 10 50 |

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

## TWINE

|                   |        |
|-------------------|--------|
| Cotton, 3 ply     | 20     |
| Cotton, 4 ply     | 20     |
| Jute, 2 ply       | 14     |
| Hemp, 6 ply       | 13     |
| Flax, medium      | 24     |
| Wool, 1 lb. bales | 10 1/2 |

## VINEGAR

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

## WICKING

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

## WOODENWARE

## Baskets

|                        |      |
|------------------------|------|
| Bushels                | 1 00 |
| Bushels, wide band     | 1 15 |
| Market                 | 40   |
| Splint, large          | 4 00 |
| Splint, medium         | 3 50 |
| Splint, small          | 3 00 |
| Willow, Clothes, large | 8 75 |
| Willow, Clothes, small | 7 25 |
| Willow, Clothes, me'm  | 8 00 |

## Butter Plates

## Ovals

|                       |    |
|-----------------------|----|
| 1/4 lb., 250 in crate | 35 |
| 1/2 lb., 250 in crate | 35 |
| 1 lb., 250 in crate   | 40 |
| 2 lb., 250 in crate   | 50 |
| 3 lb., 250 in crate   | 70 |
| 5 lb., 250 in crate   | 90 |

## Wire End

|                     |    |
|---------------------|----|
| 1 lb., 250 in crate | 35 |
| 2 lb., 250 in crate | 45 |
| 3 lb., 250 in crate | 55 |
| 5 lb., 20 in crate  | 65 |

## Churns


|                       |      |
|-----------------------|------|
| Barrel, 5 gal., each  | 2 40 |
| Barrel, 10 gal., each | 2 55 |

## Clothes Pins

## Round Head

|                            |      |
|----------------------------|------|
| 4 1/2 inch, 5 gross        | 65   |
| Cartons, 20 2 1/2 doz. bxs | 70   |
| Egg Crates and Fillers     |      |
| Humpty Dumpty, 12 dz.      | 20   |
| No. 1 complete             | 40   |
| No. 2 complete             | 28   |
| Case No. 2, fillers, 15    |      |
| sets                       | 1 35 |
| Case, medium, 12 sets      | 1 15 |

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|   |           |
|---|-----------|
| <b>Faucets</b>  |           |
| Cork lined, 3 in.   | 70        |
| Cork lined, 9 in.   | 80        |
| Cork lined, 10 in.  | 90        |
| <b>Mop Sticks</b>   |           |
| Trojan spring   | 90        |
| Eclipse patent spring   | 85        |
| No. 1 common  | 80        |
| No. 2 pat. brush holder   | 85        |
| Ideal No. 7   | 85        |
| 12lb. cotton mop heads  | 1 30      |
| <b>Pails</b>  |           |
| 2-hoop Standard   | 2 00      |
| 2-hoop Standard   | 2 25      |
| 3-wire Cable  | 2 30      |
| Fibre   | 2 40      |
| <b>Teethpicks</b>   |           |
| Birch, 100 packages   | 2 00      |
| Ideal   | 85        |
| <b>Traps</b>  |           |
| Mouse, wood, 2 holes  | 22        |
| Mouse, wood, 4 holes  | 45        |
| 10 qt. Galvanized   | 1 55      |
| 12 qt. Galvanized   | 1 70      |
| 14 qt. Galvanized   | 1 90      |
| Mouse, wood, 6 holes  | 70        |
| Mouse, tin, 5 holes   | 65        |
| Rat, wood   | 80        |
| Rat, spring   | 75        |
| <b>Tubs</b>   |           |
| 20-in. Standard, No. 1  | 8 00      |
| 18-in. Standard, No. 2  | 7 00      |
| 16-in. Standard, No. 3  | 6 00      |
| 20-in. Cable, No. 1   | 8 00      |
| 18-in. Cable, No. 2   | 7 00      |
| 16-in. Cable, No. 3   | 6 00      |
| No. 1 Fibre   | 16 50     |
| No. 2 Fibre   | 15 00     |
| No. 3 Fibre   | 13 50     |
| Large Galvanized  | 5 50      |
| Medium Galvanized   | 4 75      |
| Small Galvanized  | 4 25      |
| <b>Washboards</b>   |           |
| Banner, Globe   | 2 50      |
| Brass, Single   | 3 50      |
| Glass, Single   | 3 25      |
| Single Acme   | 3 15      |
| Double Peerless   | 4 25      |
| Single Peerless   | 3 40      |
| Northern Queen  | 3 50      |
| Double Duplex   | 3 40      |
| Good Enough   | 3 40      |
| Universal   | 3 40      |
| <b>Window Cleaners</b>  |           |
| 12 in.  | 1 65      |
| 14 in.  | 1 85      |
| 16 in.  | 2 30      |
| <b>Wood Bowls</b>   |           |
| 13 in. Butter   | 1 75      |
| 15 in. Butter   | 2 50      |
| 17 in. Butter   | 4 75      |
| 19 in. Butter   | 7 50      |
| <b>WRAPPING PAPER</b>   |           |
| Common Straw  | 2         |
| Fibre Manila, white   | 3         |
| Fibre Manila, colored   | 4         |
| No. 1 Manila  | 4         |
| Cream Manila  | 3         |
| Butchers' Manila  | 2 1/2     |
| Wax Butter, short c't   | 10        |
| Wax Butter, full c't  | 15        |
| Wax Butter, rolls   | 12        |
| <b>YEAST CAKE</b>   |           |
| Magie, 3 doz.   | 1 15      |
| Sunlight, 3 doz.  | 1 00      |
| Sunlight, 1 1/2 doz.  | 50        |
| Yeast Foam, 3 doz.  | 1 15      |
| Yeast Foam, 1 1/2 doz.  | 85        |
| <b>YOURS TRULY LINES</b>  |           |
| Pork and Beans  | 2 70@3 60 |
| Condensed Soup  | 3 25@3 60 |
| Salad Dressing  | 3 80@4 50 |
| Apple Butter  | @3 80     |
| Catsup  | 2 70@6 75 |
| Macaroni  | 1 70@2 35 |
| Spices  | 40@ 85    |
| Herbs   | @ 75      |
| <b>AXLE GREASE</b>  |           |
|        |           |
| 1 lb. boxes, per gross  | 9 00      |
| 3 lb. boxes, per gross  | 24 00     |
| <b>CHARCOAL</b>   |           |
| Car lots or local shipments, bulk or sacked in paper or jute. Poultry and stock charcoal. |           |
| M. O. DEWEY CO., Jackson, Mich.   |           |

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## BAKING POWDER

## K. C.

|   |       |
|---|-------|
| 10 oz., 4 doz. in case                              | 85    |
| 15 oz., 4 doz. in case                              | 1 25  |
| 20 oz., 3 doz. in case                              | 1 60  |
| 25 oz., 4 doz. in case                              | 2 00  |
| 50 oz., 2 doz. plain top                            | 4 00  |
| 50 oz., 2 doz. screw top                            | 4 20  |
| 80 oz., 1 doz. plain top                            | 6 50  |
| 80 oz., 1 doz. screw top                            | 6 75  |
| Barrel Deal No. 2                                   |       |
| 8 doz. each, 10, 15 and                             |       |
| 25 oz.  | 32 80 |
| With 4 dozen 10 oz. free                            |       |
| Barrel Deal No. 3                                   |       |
| 6 doz. each, 10, 15 and                             |       |
| 25 oz.  | 24 60 |
| With 3 dozen 10 oz. free                            |       |
| Half-Barrel Deal No. 3                              |       |
| 4 doz. each, 10, 15 and                             |       |
| 25 oz.  | 16 40 |
| With 2 doz. 10 oz. free                             |       |
| All cases sold F. O. B.                             |       |
| jobbing point.                                      |       |
| All barrels and half-barrels sold F. O. B. Chicago. |       |

## Royal

|             |       |
|-------------|-------|
| 10c size    | 90    |
| 1/4 lb cans | 1 35  |
| 6 oz cans   | 1 90  |
| 1/2 lb cans | 2 50  |
| 3/4 lb cans | 3 75  |
| 1 lb cans   | 4 80  |
| 3 lb cans   | 13 00 |
| 5 lb cans   | 21 50 |

## CIGARS

|                           |       |
|---------------------------|-------|
| Johnson Cigar Co.'s Brand |       |
| Dutch Masters Club        | 70 00 |
| Dutch Masters, Inv.       | 70 00 |
| Dutch Masters, Pan.       | 70 00 |
| Dutch Master Grande       | 68 00 |
| Little Dutch Masters      |       |
| (300 lots)                | 10 00 |
| Gee Jay (300 lots)        | 10 00 |
| El Portana                | 33 00 |
| S. C. W.                  | 32 00 |
| Worden Grocer Co. Brands  |       |
| Canadian Club             |       |
| Londres, 50s, wood        | 35    |
| Londres, 25s tins         | 35    |
| Londres, 300 lots         | 10    |

## COFFEE

## OLD MASTER COFFEE

|                   |    |
|-------------------|----|
| Old Master Coffee | 31 |
| San Marto Coffee  |    |

## FITZPATRICK BROTHERS' SOAP CHIPS

|                           |          |                 |
|---------------------------|----------|-----------------|
| White City (Dish Washing) | 210 lbs. | 3c per lb.      |
| Tip Top (Caustic)         | 250 lbs. | 4c per lb.      |
| No. 1 Laundry Dry         | 225 lbs. | 5 1/2 c per lb. |
| Palm Pure Soap Dry        | 300 lbs. | 6 1/2 c per lb. |

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## Roasted

## Dwinnell-Wright Co's B's



|   |  |
|---|--|
| White House, 1 lb.  |  |
| White House, 2 lb.  |  |
| Excelsior, Blend, 1 lb.   |  |
| Excelsior, Blend, 2 lb.   |  |
| Tip Top, Blend, 1 lb.   |  |
| Royal Blend   |  |
| Royal High Grade  |  |
| Superior Blend  |  |
| Boston Combination  |  |
| Distributed by Judson   |  |
| Grocer Co., Grand Rapids:   |  |
| Lee & Cady, Detroit; Symons Bros. & Co., Saginaw; Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo. |  |



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

## SOAP

|                        |      |
|------------------------|------|
| Lautz Bros. & Co.      |      |
| Acme, 30 bars          | 4 00 |
| Acme, 25 bars, 75 lbs. | 4 00 |
| Acme, 25 bars, 70 lbs. | 3 84 |
| Acme, 100 cakes        | 3 75 |
| Big Master, 100 blocks | 3 90 |
| Cream Borax, 100 cks   | 3 85 |
| German Mottled         | 3 15 |
| German Mottled, 5lb.   | 3 15 |
| German Mottled, 10 lb. | 3 10 |

## BBLs.

|          |   |
|----------|---|
| Armour's | 3 |
|----------|---|



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—Well established general store in live town Northern Wisconsin, having the only drug department in connection in town; new, up-to-date store 26 x 76 with basement. This is a chance not to be found every day. Stock and fixtures about \$3,500. No trade or agents. If you mean business, address Box 164, Big Falls, Waupaca county, Wis. 905

Wanted—I want to buy a shoe stock for spot cash. Price must be low. Address "Hartzell," care Tradesman. 907

Wanted—Location for jeweler and optician in Michigan or Northern Ohio, in town of 900 to 1,500. Address No. 906, care Tradesman. 906

Mr. Merchant—Do you need money? I'll get it for you, \$ for \$, out of your merchandise. For either reduction or closing out sales write for full particulars or wire immediately for dates and terms. W. E. Ransom, Auctioneer and Sales Promoter, 202 Bank-Electric Bldg., Lewistown, Montana. 908

Fulton, Michigan, wants a drug store. General store with drugs would pay well. Address L. E. Quivey, Fulton, Michigan. 909

For Sale—My store, dwelling, stock of general merchandise and fixtures, very reasonable for cash. No traders need answer. W. H. Smith, Wallin, Michigan. 910

For Sale—Allen Sparks gas lighting system. Baldwin cash carrier system. Formerly used in our store at Mason. Mills Dry Goods Co., Lansing, Michigan. 911

Auctioneer—Who will talk the cash out of your merchandise. Speed 500 words per minute. Protecting cost. References if necessary. Mark Hanna Prewitt, Harrisonville, Mo. 912

Wanted—Good location for bazaar or grocery; would purchase small stock. State particulars in first letter. Address J. G. E., care Tradesman. 904

Look Here Merchants! You can collect all your old "given up" accounts, yourself, by our new plan. Enclose stamp for sample and full information. Pekin Book Co., Detroit, Michigan. 903

For Sale or Trade for Real Estate—A good clean stock of men's and boys' furnishing goods, located in a good Central Michigan town of 2,500. Invoice about \$5,500. Doing a good business. Good reason for selling. Address No. 894, care Michigan Tradesman. 894

For Sale—New brick factory building, 56 x 60 ft., two stories and basement; inside half-mile circle. Located in Battle Creek, population 30,000. Suitable for cold storage, artificial ice plant, or machine shop. Fine offices, pressed brick front, heating plant and modern plumbing. A. L. Chilson, Battle Creek, Mich. 895

For Sale—General department store. About \$12,000, one-third being groceries; sales last year \$72,000; \$8,000 required in cash. Going into wholesale business. Box 17, Fort Collins, Colo. 898

For Sale Quick—Cash only. liberal discount if taken at once. \$10,000 clean, up-to-date stock, dry goods, ladies', misses' and children's ready-to-wear and shoes. Few furnishings and work clothing. Excellent paying, strictly cash business. Books open for proof. Good reason for selling. Modern 25 x 120 brick building, rent reasonable. County seat town of 1,200 in great wheat belt, southwest Kansas. Address A. S. Farmer, Pratt, Kansas. 899

Merchandise Sales Conducted. Stocks reduced or closed out entirely. Greene Sales Co., Jackson, Michigan. 900

For Sale—A four table pool room, candy, cigars. Only place in hustling town of about 800. First time offered for sale. Everything in good condition. Protected by license. Will stand rigid investigation. Other business. Lock Box 29, Millington, Michigan. 902

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

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

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

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

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

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. 888

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. Kruisenga, 17-23 Ionia Ave., Grand Rapids, Michigan. 870

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

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

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

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

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

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

We pay CASH for merchandise stock and fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 203

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

## HELP WANTED.

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

## SOMETHING MORE

THE chances are that you want something more than printing when you want a job of printing—ideas, possibly, or suggestions for them; a plan as likely as possible to be the best, because comprising the latest and the best; an execution of the plan as you want it and when you want it. This is the service that we talk about but little, but invariably give.

Tradesman Company :: Grand Rapids

## 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.

## ENGRAVING AND WOOD

*For many subjects  
of a mechanical nature  
wood engravings  
are not only better  
for printing and for  
making electrotypes  
but are cheaper than  
halfstones. Both are  
made by*

TRADESMAN COMPANY

GRAND RAPIDS, MICHIGAN.

Conservative Investors Patronize Tradesman Advertisers



## UPPER PENINSULA.

## Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Feb. 22—Fred B. Raymond, one of our leading citizens and proprietor of one of the largest furniture houses in Cloverland, returned last week from a visit to Grand Rapids, Detroit and other cities. After taking in the convention at Grand Rapids, he made some large purchases in the furniture line. Mr. Raymond is one of our hustlers who has no time to talk war and believes in using the saw instead of the hammer which accounts largely for his success. He is one of our reliable business men who can always be banked upon at any time to give a helping hand to any enterprise of worthy cause. The only thing he has balked on is getting mixed up in politics, as he believes there are enough hungry politicians to take care of municipal affairs.

When Miss Alice Hayden, the popular book-keeper for the Central Grocer Company for the past year, resigned her position about Feb. 1 to leave for her home at Phillips, Wis. much regret was heard by her many friends here to whom she had endeared herself. However, not long after Miss Hayden's departure, Frank Lapish, one of the Soo's popular young men, also left the city on a short vacation and upon his return last week he brought back Miss Hayden, who had changed her name meanwhile to Mrs. Frank Lapish and is now to be a permanent resident of the Soo. This was a surprise to their many friends here, who were not prepared to give them the proper reception which they would have tendered them had they known that such good news was in store for them. The couple, however, have the best wishes of their numerous friends here, who wish them a bright and happy future.

The first signs of spring came with last week's issue of the Michigan Tradesman when the first poet of the season, Mr. James Golia Goldstein, appeared in the Tradesman, which probably accounts for the pleasing weather that we have enjoyed since.

While it may seem somewhat early and out of place to think of the summer resorts, still we are informed that a new resort is being planned by Robert Carlson, of Whitefish, who has purchased ten acres of land fronting on St. Mary's River, just below Riverside cemetery on the Hay Lake road, which Mr. Carlson intends to convert into a summer resort, erecting fifteen summer cottages. He will also build a brick residence for himself and a general store which he will conduct, and will cultivate a portion of the land as a truck garden. It is an ideal location, but whether its closeness to the cemetery will be any advantage to the new resort will have to be determined later.

Harry Harrison, our wide awake music dealer, is one of the busiest men in the city. He is also proprietor of the Harrison jewelry store, one of the largest and most up-to-date jewelry stores in Cloverland and part owner and manager of the Star theater, one of the largest in the city. With these many enterprises requiring most of his personal attention, he still has time to take an active part in many social affairs, in which he is very popular. He is one of a modest disposition, while always cheerful and ready to do his share of the boosting any time. He is an all round goodfellow and a credit to the community.

George Adrian has opened up the meat market in Algonquin which was formerly occupied by Pappas Bros. Mr. Adrian is an experienced butcher and appears to be on the up-to-date order, and as he is practically the only butcher at Algonquin now, he has an unusual opportunity which it is hoped will be a profitable venture.

Marcus Brown, an orator of fame and an authority on drugs, paid us a visit last week, and although he did not get around to see all of his friends, it is

understood he conducted himself in a most gentlemanly manner while here and those fortunate enough to meet Marcus, told him to hurry back.

Bert Sweet, the popular tobacco man making this territory, was a visitor here last week. From all accounts he was a busy man and from present indications it will not be necessary to "chew the rag," as he has stocked the tobacco merchants for the remainder of the season. When he departed to finish up the remainder of his territory, he looked over his order book and remarked, "I guess that will hold them for a while."

The hockey game Thursday night with Calumet met with a score of 5 to 1 in favor of the Soo. The noise is growing louder after each game, as the Soo has taken everything that the hockey league had to offer this year. They have also captured the Soo Falls trophy in the game played between the American and Canadian teams, which was considered a remarkable game, as the Canadians did their utmost to rip them up the back, getting in professionals from various parts of Canada, but with all of their keenness and large field to pick from, they went back home a disappointed lot. If the Soo keeps on much longer we may have to send them down to Detroit again for the finishing touches.

Menominee have formed an old Settlers Club. All old timers of thirty years or more are eligible. The object of the Club is to promote acquaintanceship among its members. They will meet, talk over old times and hold annual picnics. Not a bad idea.

Thomas Durocher & Son, local contractors, have completed their large scow in the ship yards here. The scow will have a capacity of 5,000 tons and will be one of the strongest on the lakes. They expect to use it in their work on the breakwater at Marquette which will require two years to build. Mr. Durocher and son are making a record as a Soo firm and getting many Government contracts. They are both charter members of the Booster Club.

Herbert Fletcher, Assistant Cashier of the Sault Savings Bank, had an amusing experience last week with his 3 year old son, Thayer, who is a chip of the old block and has reached the age where a child of that kind begins to take notice. Some friends who had called to spend the evening were amused by the knowledge and sayings of Thayer, and Mrs. Fletcher endeavored to have Thayer give an illustration as follows: "What are your eyes for, Thayer?" "To sleep with," was the prompt reply. "What is your mouth for?" "To eat with." "What is your nose for?" "To pick," promptly replied little Thayer. This concluded the interesting performance.

Word has been received from Los Angeles by friends of Glenn Kemp, one of our local residents, stating that he has improved in health since he left the Soo. He also mentioned having met Mort Desenburg, another old Sooit, who is running a large chicken ranch at Los Angeles and reports it as being a very successful venture.

Chess players in the Canadian Soo have formed a club and are arranging for games with Toronto and other Canadian cities. It is expected that they will also challenge some of the American cities after they get fairly underway.

Miss Ira Paul, who for the past two years has been the popular book-keeper for L. D. Kemp, has resigned her position but has not as yet stated what she will take up. If she follows the example of the other young ladies who have resigned here of late, we may be able to report more later.

Sam Elliott, one of the Soo's popular young grocers, left last week for Chicago, where he will take medical treatment from a specialist. Mrs. Elliot has charge of the business here during her husband's absence. Mr. Elliott's many friends here are anxious to hear of his improving in health.

Alf Richards, the ice man of Cloverland, has been the busiest of busy men for the past few weeks putting up ice. The ice industry here furnishes much relief to the unemployed during the winter season.

Andrew Short, one of our leading citizens and local capitalist, landed the appointment on the Newberry hospital board at the hands of Governor Ferris. Mr. Short succeeds R. G. Ferguson as a member of the board.

Geo. Baylis, for the past few years on the clerical force of the Soo Hardware Co., has tendered his resignation and expects to embark in business for himself in the hustling town of Brimley in the near future. Mr. Baylis is one of the Soo's popular young men with a wide circle of acquaintances and is one of the cheerful kind who makes friends everywhere. He is also one of the luckiest men in Cloverland, as he won a house and lot two years ago, by popular subscription offered by the Soo Evening News. George is also one of the industrious kind who does not believe in spending all that he makes and the snug little nest egg that he has been accumulating these past few years, in addition to his accumulated real estate, has prepared him for a most successful business career. His many friends predict for him a bright future.

L. J. Lee, Dafter's prosperous grocer, has been spending a few weeks' vacation at his old home at Lake Odessa. It is fourteen years since Mr. Lee visited his old home and from all accounts he had a delightful time, meeting many of his old-time friends, noting the great changes that had taken place during all these years. The much needed rest has had a marked effect upon Mr. Lee. He is now back on the old camping ground where life is worth living.

J. B. Berry, the well-known store-keeper at Oak Ridge Park, has been extensively engaged in the cedar and pulpwood business during the winter, but will soon be finished now and ready for his spring trade in the merchandise line.

Mr. and Mrs. N. L. Field, of Rudyard, are the happiest couple in town over the arrival of a new baby girl. Mr. Field is one of Rudyard's leading business men, a director in the bank and an all round hustler, and is receiving the congratulations of his many friends.

Hugh Bonner, operating in the lumber business at Fibre, was a business visitor here last week. He reports that he has had a very successful year in his operations for the Dick Lumber Co. during the winter, but is practically through for the season. Mr. Bonner's many friends were pleased to meet him while here.

Marquette was the first city to start out with the good example when she enforced the cigarette law which went into effect last week. The chief of police issued a warning to all boys in Marquette under 21 years of age that the cigarette ordinance, which was adopted by the city commission recently, went into effect Feb 15. The chief took a list of all boys in the city under 21 which was compiled from the last school census. His officers have been supplied with lists and they are under strict orders to enforce the ordinance, which provides that no person shall sell, give nor furnish any boy under 21 with cigarettes without a written permit from his parents or guardian, and that no boy under 21 shall smoke cigarettes in any public street, alley, park, business place or public building. This would be a good law to be passed in many other cities where cigarettes are so popular.

The Soo has a new hay and grain firm which opened up for business last week under the name of Deegan & Werle. They have their office in the Connolly Harness Co.'s building. The new firm will handle hay, grain and other farm products, buying and selling at wholesale. As they are both well known gentlemen throughout the surrounding country, they expect to get their share of the business in this line.

W. T. McLachlan, member of the firm of McLachlan Bros., our leading flour and feed merchants, left last week for Chicago to attend the cement show. This is Mr. McLachlan's first vacation in over a year and he will probably take in most of the interesting sights in the windy city while there. He is one of the hard working, never tiring type who has made a success in his business ventures.

The many friends of Chas. H. Warner were pained to learn of his death last week after a lingering illness from a complication of diseases. The young man was 32 years of age and spent about a third of his life here and was one of our popular young men being a clerk in the drug store of S. Zeller. A few years ago he left for California for the benefit of his health and upon his return here about a year ago he again entered in the employ of Mr. Zeller, where he remained until illness prevented him from serving further. He leaves a host of friends who extend their sympathy to the bereaved family.

Talk about wolves! G. T. Holland, the popular engineer on the C., M. & St. Paul Railway and in charge of the locomotive of the copper country limited, tells of an unusual experience eight miles north of Iron Mountain last week, when his train ran into a pack of wolves, four of which were killed. It seems that the wolves were attracted by the headlight and roar of the train and started up the track ahead of the engine. The light seemed to confuse the wolves and they kept the track until the train was upon them. Two were ground under the wheels, while two more were hurled into the air, but the engineer was unable to state whether any more were killed or not, as that was all that he could account for in the short space of time.

William G. Tapert.

## Muskegon Retailers Organized for Action.

Muskegon, Feb. 23—J. Arthur Dratz has been elected chairman of the retailers division of the Muskegon Chamber of Commerce for the coming year. Albin J. Swanson was chairman of the division last year. The executive committee will be named by President J. D. A. Johnson and Mr. Dratz in the near future.

The retailers have decided to continue the rating bureau and have named a committee composed of Abraham Rosen, Mr. Dratz, Fred Castenholz, A. J. Swanson and Alex Meyer to investigate the present condition of the bureau and secure someone to take charge of it.

## Straight to the Point.

Marquette, Feb. 23—I beg to personally thank you for your editorial of Feb. 3 entitled Why Not Play Fair? and also for your editorial of Feb. 17 in a more especial manner entitled Pussy Foot Railway Tactics Rebuked. They certainly are fine and straight to the point, and it is refreshing to know that at least one paper in Michigan has the courage to speak its convictions on the right side of a great question.

T. F. Follis.

Edward Frick (Judson Grocer Co.) is still confined to his home by weakness. He hopes to be strong enough to resume his duties by next week.

## BUSINESS CHANCES.

For Sale—Several good second-hand soda fountains which are now in operation and owned by parties who wish to install our 1915 Walrus outfits. Hazeltine & Perkins Drug Co. A. W. Olds, Salesman. 914

For Sale—No Trades—Clean stock dry goods and groceries, small town, good territory, established twelve years. Have good trade. Stock and fixtures about \$6,000. Can be reduced. Good reasons for selling. Address No. 915, care Tradesman. 915

## SITUATIONS WANTED.

Wanted—A position in a grocery store by a man of number years' experience. Can furnish reference where last employed. Address Box 325, Plainwell, Michigan. 913





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

**MOVES QUICKLY  
from your shelves**

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

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

**CORN PRODUCTS REFINING CO.**  
NEW YORK

**When a trust company, under a will, is appointed executor or trustee, the law declares what investments shall be made, determines how accountings shall be prepared and presented, and supplies in the persons of bank commissioners and bank examiners, the supervisory authority which assures the fulfillment of the requirements of the law. Thus the interests of those to whom property is left are thoroughly safeguarded if this company is selected to handle the estate as executor or trustee. It has had twenty-five years' experience.**

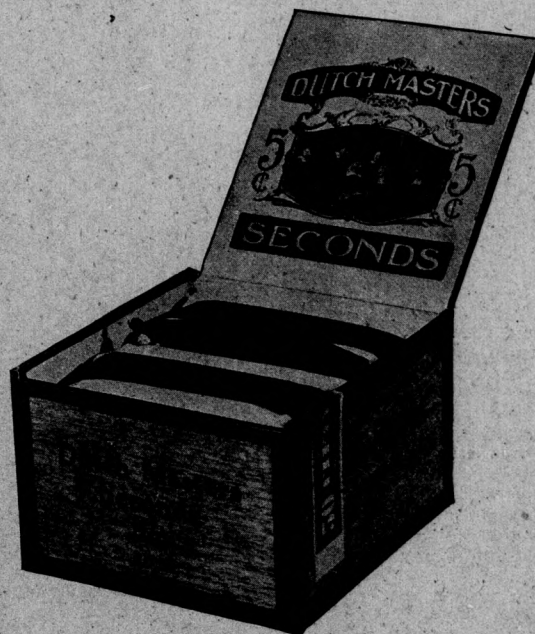
Send for blank form of will and booklet on descent and distribution of property.

**THE MICHIGAN TRUST CO.**

Michigan Trust Building

Grand Rapids, Mich.

## DUTCH MASTERS SECONDS



Will stimulate your trade.

Handled by all jobbers.

**G. J. JOHNSON CIGAR CO., Makers**  
GRAND RAPIDS



# Moses Led the Children of Israel--- He Did Not Drive Them

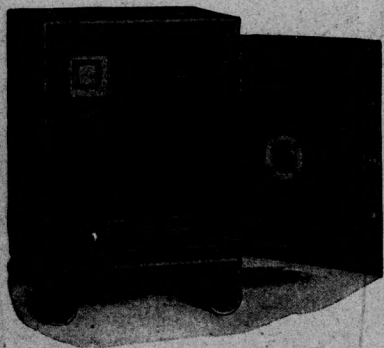
The Children of Israel were in a forest wilderness; they had faith in Moses and he led them safely out.

The business man of to-day who keeps his books of account, his valuable papers and his cash under counters or in cracker boxes, is in a wilderness beset with just as many dangers as the one the Children of Israel were rescued from by Moses.



**We cannot drive you to buy a safe and we would not if we could**

So far as you are concerned—if you are not now the owner of a dependable safe—it would be the best thing that ever happened to you if someone should drive you to place a good honest safe in your store or office. The most we shall do is to respectfully ask you to write us to-day for prices.



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## Grand Rapids Safe Co.

Tradesman Building

Grand Rapids, Michigan