

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 8, 1915

Number 1681

STYLE H



## BIGGEST AND BEST Piano Bargain You Ever Saw

Specifications of styles H. & B. Standard keyboard, full seven and one-third octaves; genuine ivory keys; imported felt hammers; full copper bass strings; imported wire, nicked brackets, pedal guards, hammer rail, and continuous hinges. Three pedals, repeating action with brass hammer flange, full iron frame, bronzed, built-up pin-block, five different layers of hard maple. Only genuine and fancy veneers used.

We have decided to make a special introductory offer on the fine **HERRICK** piano which will save you \$68. This is a legitimate reduction in the standard price of these pianos from now until midnight Dec. 24, 1915.

We will sell the **HERRICK** style H, regular price \$350, for \$282; style B, regular price \$325, for \$257, a saving of \$68 on either style.

# HERRICK PIANO CO.

ON THE WAY TO DEPOT

GRAND RAPIDS MICH.

35 NORTH IONIA AVENUE

**FREE** with each piano, a fine duet piano bench with music compartment, a handsome scarf and a year's free tuning.

### DO NOT MISS THIS

This is not a department store or a furniture house. Our business is strictly Pianos and Victrolas and have our unlimited guarantee. When you see the piano you will realize that we have told you nothing but the truth. We will gladly pay purchasers' railroad fares to and from Grand Rapids.

#### How You Can Buy One of These High Grade Pianos

- 1.—A payment of only \$10 down.
- 2.—Payments thereafter of \$1.50 per week.
- 3.—Unlimited guarantee.
- 4.—Can exchange piano at any time within one year for player piano, all payments made to apply on player.
- 5.—All payments to become due cancelled in case of death of purchaser.
- 6.—Liberal pay for services in making sales to friends.
- 7.—One year's free tuning.
- 8.—Privilege of making first payment next year.



STYLE B

"A Smile Follows the Spoon When It's Piper's"

## PIPER ICE CREAM CO.

Wholesale Manufacturer

### ICE CREAM AND ICES

Bricks, Heart Shapes, Banquet Rolls, Individual Moulds  
Punches, Sherbets, Puddings, Mousses, Bisques

408-10 East South Street

Kalamazoo, Michigan

See quotations in Grocery Price Current. Write, phone or wire your orders.  
Satisfaction guaranteed

## Heystek & Canfield Co.

161-663 Commerce Avenue

Is the address of the

### Largest Wallpaper House

in Michigan. And this concern didn't "happen"—It grew from small beginnings, through service, attention to detail and right pricing.

It leads in wallpaper, paints, oils and kindred lines and sets the pace in the United States and Canada for job lots in wallpapers. Why not save time and add dollars to your income by becoming an H. & C. customer? Try it out.

HEYSTEK & CANFIELD CO. The house that has grown along with its customers



## RESCENT FLOUR

"Mother's Delight"

"Makes Bread White and Faces Bright"

VOIGT MILLING CO., GRAND RAPIDS, MICH.



## Sunbeam Mackinaws

A large assortment of attractive patterns, specially selected materials combining style, finish and quality, correct in every detail.

A better idea of the line can be obtained from our winter catalogue.

Send for it to-day—NOW.

BROWN & SEHLER CO.

"Home of Sunbeam Goods"

Grand Rapids, Mich.



"The End of Fire Waste"

COMPLETE APPROVED

### Automatic Sprinkler Systems

Installed by

Phoenix Sprinkler & Heating Co.

Grand Rapids, Mich.  
115 Campau Ave.

Estimates Free Detroit, Mich.  
909 Hammond Bldg

## 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.

## Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

### FACTORY SITES

AND

### Locations for Industrial Enterprises in Michigan

The Pere Marquette Railroad runs through a territory peculiarly adapted by Accessibility, excellent Shipping Facilities, Healthful Climate and Good Conditions for Home Life, for the LOCATION OF INDUSTRIAL ENTERPRISES.

First-class Factory Sites may be had at reasonable prices. Coal in the Saginaw Valley and Electrical Development in several parts of the State insure Cheap Power. Our Industrial Department invites correspondence with manufacturers and others seeking locations. All inquiries will receive painstaking and prompt attention and will be treated as confidential.

Address

GEORGE C. CONN,

Freight Traffic Manager,  
Detroit, Michigan

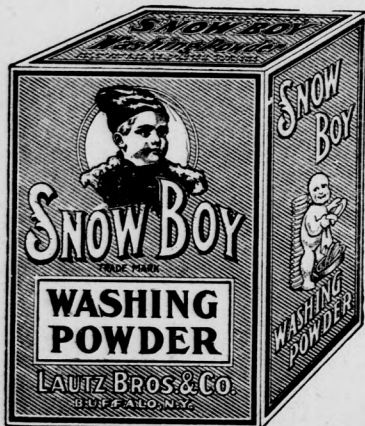


Eat Plenty of  
Bread

It's Good  
for You

The Best Bread is  
made with

## Fleischmann's Yeast



## 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 1, 1915.  
DEAL NO. 1500.



# MICHIGAN TRADESMAN

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 8, 1915

Number 1681

## SPECIAL FEATURES.

Page	
2.	Detroit Detonations.
4.	News of the Business World.
5.	Grocery and Produce Market.
8.	Editorial.
9.	Financial.
12.	Dry Goods.
14.	Automobiles and Accessories.
15.	Successful Salesmen.
16.	Hardware.
18.	The Meat Market.
19.	Butter, Eggs and Provisions.
20.	Woman's World.
22.	Shoes.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

## UPPER PENINSULA.

### Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Dec. 6—Judge Robert P. Hudson returned from Deerfoot lodge at the close of the hunting season, but through some accident the deer got loose or the judge would have brought back a deer, in accordance with his usual custom.

David Eliassaff, well-known manager of the Leader department store, who has been laid up at his commodious home on Carrie Street with inflammatory rheumatism for the past two weeks, has recovered and is able to be out again.

Rudyard is to have a new jeweler. R. G. Trimble, for a number of years employed as jeweler for H. A. Harrison and considered an expert in his line, is the new proprietor. This will fill a long felt want at Rudyard and Mr. Trimble's success is assured, as he is well and favorably known throughout Chippewa county and will draw considerable trade from the surrounding towns.

J. P. Fetz, Deputy State Food and Dairy Inspector, paid Newberry an official business visit last week and as a result, found that one of the merchants was using tacks of short measure. As he had been previously warned, the offender is being prosecuted as a warning to like offenders.

The many friends of attorney W. M. Doig, who has been absent from the city since last spring, owing to sickness in his family, will be pleased to note that he has returned and opened an office in the McGirr block, where he is prepared to meet his clients again.

We are pleased to note that some of the boys are taking great interest in the Tradesman and furnishing line items occasionally. Stanley Newton's write up, putting your correspondent right, was only a sample of what might be accomplished by well known writers. Mr. Newton is the author of one of the leading books here giving the history of the North woods entitled "The Soo, The Snows and Mackinac Island," of which copies are to be had in most of the leading libraries throughout this State and one has only to secure a copy of this great work to fully appreciate the author. It was written at a time before the fords were in evidence or there would have been another volume added. It was Mr. Newton's regret that he was unable to accept of the kind invitation to attend the ford peace exposition, as pressing business prevented him from attending.

Ishpeming is erecting an incinerator, plant said to be one of the most modern equipments in the U. S. The plant is a one-story building. The garbage is brought in on the ground level and is dumped below the holders. The furnace

room is also on the ground level. The structure is made of brick and thoroughly fire proof. The chimney is forty feet in height and no offensive ordors will be permitted.

Miss A. J. Dailey has opened dress-making parlors in the Newton Block. Miss Dailey is an expert in her line, being former head trimmer for Mrs. A. L. Sundley.

The many friends here of James Norton, of Manistique, who died at the home of his son, R. A. Norton, former principal of the high school here, but now residing in Grand Rapids, were grieved to learn of his demise. Mr. Norton had spent the winter with his son, Russell, while residing here, during which time he endeared himself to the hearts of many friends here. He was also a veteran of the civil war. His passing away was unexpected and came as a shock. The remains were interred at Manistique, his old home.

T. P. Cullnan has resumed his former position with the Jerry Madden Shingle Co., as superintendent of the woods department, with headquarters at Rapid River. Mr. Cullnan resigned his position with the above company about a year ago and purchased a large farm, but his longing for the woods was irresistible and he is back on the job once more.

The cold weather has had its effect on the D. S. S. & A. Railway, at St. Ignace, and many of the cars carrying coal have been going down to a marked degree. It is reported that in one night last week six tons of coal was taken from one car, besides a considerable amount from other cars, and from all accounts some one is going to be trimmed right, if the practice is kept up.

James B. Melody, Swift & Company's well-known soap salesman for the copper country, who has been assisting Capt. Roberts in the soap campaign held at Detroit, is expected home this week and will be on his usual territory again.

A great many men are prone to talk hard times if they are up against anything but a soft snap.

Beaver, instead of becoming extinct, may to some extent resume its place as a standard American fur if the plans of State Game Commissioner William R. Aotes prove effective. It is proposed to establish colonies by planting one or more pairs of the animals on suitable streams of the State, giving such colonies protection for periods that will assure their permanency under conservative trapping privileges. Originally, the number of beaver in Michigan was limited because of the dearth of food. Forest fires brought us, from seeds dormant in the ground, a new variety of growth in the Michigan poplar. Hundreds of streams in this State are now bordered with this tree, the bark of which is considered edible and delectable by the beaver.

"How many of the things will you handle that you are going to do tomorrow?"

A. B. Klise, extensive lumber operator at Gilchrist, was a Soo visitor last week.

Lumbering operations around Trout Lake are being to start up for the season. A number of new camps are being started and the woods men are looking forward to a good winter.

Thorwald Gullickson and O. W. Smith have purchased the interests of the Western Land Securities Co. in the State

Bank of Trout Lake, so that most of the stock is now held by citizens of Trout Lake. The Bank is doing a very satisfactory business and is a big asset to the town.

There is considerable good feeling among the lumber operators having hemlock bark ready to market. For a number of years it was a drug on the market, but it has now advanced from \$6.50 per cord to \$11 per cord and is being in gerat demand. The European countries are causing the large increase in the demand for the hemlock bark, so that the ill war winds of far off Europe are blowing some good to the people in the vicinity of the hemlock bark district.

It is funny how hard up a man feels after paying his taxes. Some men who pay as high as \$4 considers that sufficient excuse for standing off creditors another month.

John Anderson, for many years a member of the Marquette life saving crew and one of the best known surf men who ever served in that city, has been transferred from the station at the Two Heart River, of which he had charge, to the new station at Mackinac Island.

The Park Commission, under the supervision of Supt. Frank A. Kenyon, of the Mackinac Island State Park, is planning on doing much work on the Island Park between now and the next tourist season, beautifying the grounds and buildings. A large force of men is engaged on the work. Three thousand trees from the State Agricultural College have arrived and are ready for planting. When completed it will make a wonderful improvement to the beauty of the grounds and the pleasure and convenience of the Islanders and its thousands of visitors.

The launches, Rhine and Service, are making regular trips from St. Ignace to Hessel three times a week, carrying freight and passengers and stopping at Charles and all the camps on the shore of St. Martin's Bay. These crafts do a good business and are giving good service.

Timothy Holland, of Rudyard, has moved to the Soo and opened up a retail grocery at 1008 Ashmun street. This is Mr. Holland's first venture in the grocery business, but as he is a young man full of ginger his prospects for a bright future are very promising. Mr. Holland has put on a large distributing wagon, which enables him to take in the outskirts of the city and help swell his sales. He does not believe in the old saying that all good things come to those who wait, but believes that they will come much faster by going after them.

F. Allison, the well-known car route salesman for the Corwell Company on the D. S. S. & A. line, has purchased a new Overland. It is Mr. Allison's intentions to motor over most of his territory next year.

John C. Koenn, one of Chicago's expert engravers, has accepted a position with W. T. Feetham, one of the Soo's well-known jewelers, who is now prepared better than ever to accept any kind of work in the engraving line. Mr. Feetham carries one of the largest stocks of jewelry in Cloverland. Although still a young man he has been very successful in building up a large trade through hard work and strict attention to business.

Charles Marriott, well known steward of the Park Hotel, has returned from a two weeks' pleasure trip to Grand Rapids, Jackson and Detroit, where he

enjoyed every minute of his visit. He is pleased to get back to the Soo in time for the holidays.

The many friends of John E. Doench are pleased to know that he has returned from Gladstone to make the Soo his future home again. Mr. Doench is in the employ of Uncle Sam as inspector of customs at the depot, taking the position of W. H. Glosser, who resigned to go into the fruit growing business in Florida.

Mead J. Warner, popular jeweler for N. Morrish, was all smiles last week. The reason for his passing around the cigars so liberally was the arrival of a bouncing baby girl. Mead is going to enter the baby in the next baby contest and is confident that the new arrival will capture any prize offered.

"Who said that the cost of living was going up? Radium is reduced \$84,000 a gram, and a pound can now be bought for about \$13,438,000."

Martin Sarsin, for the past year shipping clerk for the Cornwell Company, has resigned. William G. Tapert.

### Death of Well-Known Kalamazoo Traveler.

Kalamazoo, Dec. 7—Thanksgiving morning the officers of Kalamazoo Council received the sad news that another of their most beloved members had passed to the Great Beyond, the Heavenly Father having called this time for Brother Harmon W. Prior.

Harmon Will Prior was born Feb. 9, 1866, in Winfield township, Montcalm county, Michigan. He lived and worked on the farm until 20 years old and then accepted a position as clerk in the dry goods store of his aunt at Fenton, remaining there one year. Afterwards he was employed at the Ranney refrigerator factory, Belding and the table factory at St. Johns. He was married at the age of 23 to Miss Jennie A. Beckley. To them came three girls and three boys, all of whom are living, two having married. During the earlier part of his married life he worked at the carpenter's trade, being considered a very skilled workman. He traveled for Dewing & Sons, Kalamazoo, for three and a half years, then with Foster-Munger Co., Chicago, three years and then with their successors, the Roberts Sash and Door Co. It was while working for the latter concern that he was stricken with an attack of acute dilation of the heart, causing him to give up active work on the road in June of this year. After spending the summer at East Jordan in an effort to build up his strength, he was brought to Borgess hospital, Kalamazoo, to receive continuous medical attention. His death occurred on Nov. 24, after his removal to the home, 928 Trimble avenue, Kalamazoo.

Brother Prior was a very close friend to all the boys of Kalamazoo Council, always being right on hand when in the city to assist in helping them with any work calling for the experience of a good carpenter. It was a great shock to them to hear of his death and it was with heavy hearts that the members of Kalamazoo Council attended the funeral the Friday after Thanksgiving. Brothers E. A. Welch, W. B. Berry, H. L. Hubbard, E. M. Bullock, Newton Root and Wm. Winey acted as pall bearers and Brother Prior was laid at rest in Riverside cemetery.

R. S. Hopkins, Sec'y.



DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Dec. 6—A. G. MacEachron, in charge of the publicity for the Traveling Men's Fair, midway and hippodrome, to be held at the Detroit Armory, Dec. 28-30, states that the amusement committee has provided one of the best programmes for the enjoyment of those who will be in attendance ever assembled under one big roof, all freaks are barred. The music will be excellent, a band and an orchestra having been engaged to dispense entrancing strains. Professional vaudeville and cabaret singers will be present both afternoon and evening. The admission, including a ticket on a \$985 Light Six Buick will be 10 cents. He wants to know where Barnum & Bailey ever had anything to compare with this layout.

M. Goldstrom, dry goods and furnishings, 715 Oakland avenue, has returned from a trip to the coast.

If Henry Ford's peace expedition proves a success, he will be considered one of the world's greatest men. If it fails, he will demonstrate that he is just what a great many people think he is.

Among the many Detroit business visitors last week was F. W. Schumacher, of Ann Arbor. Mr. Schumacher is very well known in many parts of the State through his previous connections with Carson, Pirie, Scott & Co. of Chicago, whom he represented for some time as a special salesman. He resigned a few years ago to engage in the curtain manufacturing business in Ann Arbor, the factory being located at 223 South Main street. His hosts of friends will be pleased to learn that the venture has proved a success.

The women of England are again fighting for the ballots. As for the ballots, let the men do that.

Work will begin soon on the new 14-story Tavern Hotel, in the Grand Circus park "hotel district," adjoining the Washington theater on Clifford street. Every room will have a bath, either shower or tub, and every room will be \$1.50. It is expected that the hotel will be opened to the public in about ten months.

Mr. Crawford, of Crawford & Zimmerman, clothiers of Flint, was in Detroit on a business trip last week.

John W. Schram, for a number of years representative for the Boardman Shoe Co., of Boston, has concluded negotiations with the Ogden Shoe Co., of Milwaukee, the only manufacturer of men's fine shoes in that city, whereby he will act as the Michigan representative. This will give Mr. Schram a line of both men's and ladies' shoes. He maintains an office and sample room in the Bowles block.

Leyes Bros. are building an addition to their garage at 824-26 West Lafayette.

Among the out-of-town business visitors last week was B. F. Fuller, general merchant of Montrose.

Slazinski & Zankowski have opened a dry goods and furnishing goods store at 404 Canfield avenue East.

Mayor Marx will open the Traveling Men's Fair at the Detroit armory Dec. 28.

It is to be taken for granted that Mr. Bryan, in his fight against preparedness, will not hold up China as a shining example.

S. L. Lobsinger is opened for business at 1689 Mack avenue. He carries a complete line of dry goods and furnishing goods.

The cost of the peace voyage to Europe would succor many people who are occupying the trenches of poverty.

Work will soon begin on the 15-story addition of the Hotel Statler.

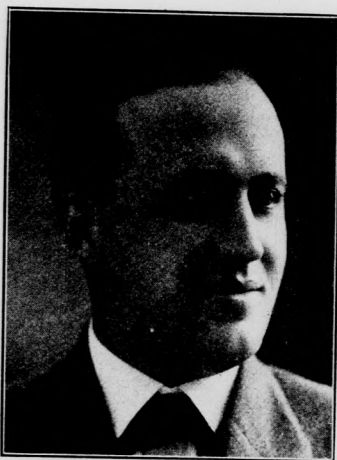
David Stock, proprietor of a clothing store in Flint, was in Detroit on business last week. Mr. Stock is a

former Detroit boy, having been born and raised here.

From reading the reports of the number of people being killed daily in Europe we sometimes wonder how there can be a food shortage.

Robert Schram, proprietor of a cigar store at 115 Woodward avenue, and son of J. W. Schram, former Secretary of Cadillac Council, has been confined to his home by illness for the past week, but, according to reports at this writing, is recovering rapidly.

According to Gabby Gleanings, Charles C. Perkins is doing considerable entertaining and has a new Edison talking machine in his home. This is our idea of using desperate methods to fill a column. We, too, are desperate this week, hence the social news item "repeat" in Detonations.



J. J. Murphy

Probably no individual member of the Traveling Men's Fair Association takes more interest in the coming fair than does J. J. Murphy. Officially, he is listed as chairman of the committee on express and cartage. Otherwise he is assisting various other committees and with the strenuousity that is characteristic of the lanky salesman. Many of the features of the fair attributable to the committees on which he serves are tinged with mystery. We learn of the mysterious Caruso, but further than being advised that the mysterious personage is under the direct management of Murphy, Hammerstein, Ferris & Co., we are in the dark, and the fact that we spend so much of our time boosting the fair that the fair missus has to look after the despised furnace matters not—no pull, threats or cajoling will force Mr. Murphy to divulge the secret. Nevertheless, owing to his reputation for always doing the right thing at the right time, our confidence and support is with the hustling members of the Association. Another feature that Mr. Murphy is sponsor for is the mysterious Miss U. C. T. Prizes will be given to the one who will be fortunate enough to dig her out of the mass of people who will always be found in the shopping district of Detroit. Mr. Murphy covers the Northern part of the State for the Harry W. Watson Cigar Co., 172-4 Jefferson avenue.

We, too, have a talking machine in our home. Sister-in-law's baby is with us.

I. Saulson, of Unison, was in Detroit last week on a business mission for his general store.

J. R. Worden, former advertising manager for the Port Huron Engine & Thresher Co., of Port Huron, and later assistant advertising manager for the Burroughs Adding Machine Co., of this city, has resigned the latter position and has accepted a position as advertising manager for Frederick Stearns & Co., manufacturing pharmacist.

Why mention William Alden Smith's presidential aspirations on the news page of the daily papers? Most of the papers have a humor column.

The J. B. Ford Co., of Wyandotte, holds its first annual convention of its salesmen this week, with a banquet at the Ponchartrain hotel on Friday.

Farnum Schultz, son of William Schultz, former manager of the Bancroft Hotel, at Saginaw, has purchased the Heasty House, at Pigeon. Before taking up his duties as a boniface, Farnum was a cartoonist on a Saginaw newspaper. He will have to draw on more than his imagination to make everlasting friends of the traveling men, yet if he inherits any of his good old dad's qualities, his success in the hotel business is assured.

Cadillac Council holds its next regular meeting Saturday night. The meeting will be called at an earlier hour than usual in order to finish the work before 9 o'clock, at which time a smoker and entertainment will be staged. No time limit has been set, however, for the finis of the smoker.

If the scarcity of dye stuffs continues, says Mr. Hamburger, Secretary of the National Association of Credit Men, we may look for pink overalls. Understand, dear reader, Mr. Hamburger said pink overalls.

M. Szymanski opened a general dry goods store recently at 994 DuBois street, and is very much pleased with the results to date. While business from the start opened up briskly, there has been a steady increase ever since. He established himself in business about four months ago.

Three headlines clipped from papers during the past week: With apologies to Ches. Brubaker and other Republican alarmists: "Business Better Everywhere, Say Reserve Agents." "Failures Grow Fewer, Dun Report For November Shows Healthy Business In Country." "Finds Business O. K.," etc. etc.

Nick Saba, of the grocery firm of Koury & Saba, 2520 Jefferson avenue, East, returned from a trip to New York last week, bringing with him the secret of his many trips to that city. The secret was a blushing bride. To Nicholas and his bride we extend the wish for a long and happy life of wedded bliss.

There will be many touching scenes that "father" will be party to between now and Dec. 25.

Last Saturday saw the closing of the Panama Exposition. The big Exposition to be given by the traveling men, however, is just beginning to gather momentum. By Dec. 28 it is expected to sweep everybody off his feet that gets within its path.

Frank J. Giddey, who was associated for over twenty-five years with his brother in the fish business on Cadillac Square, died of heart failure at his home, 65 Ash street,

last Wednesday. He is survived by a widow and five children.

John Diebold, for a number of years with the Grunow Drug Co., 93 Gratiot avenue, has embarked in the drug business for himself, opening a fine new store at the corner of Sterling and Holden avenues.

D. W. (Feathers) Laughlin, representative for the French Lick Springs Hotel Co., Franch Lick Springs, Ind., distributor of Pluto water, has just completed a three weeks' canvass of the city and, judging by the smile that spread over his features, one might be led to believe that "Feathers" was tickled with his business.

The Detroit Organic Chemical Co., which was formed in Wyandotte a few months ago, the stockholders being composed almost entirely of Detroit men, owing to the great demand for its product, which is dyes, has been compelled to increase its capital from \$20,000 to \$40,000 in order to increase the capacity of the plant. The demand was so great for aniline dyes that the first year's product was practically sold before the company began operations.

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

Baumgartner's Fashion Shop, 14 State street, is responsible for the following sign placed in all Detroit street cars this month: "Gifts for father, son and brother. Handsome gifts for friend or lover." As we are all three of the former, we rise to ask, why the distinction?

Charles, son of J. H. Parks, Eaton Rapids merchant, returned a few days ago from a trip to the coast.

One year ago H. W. Herz, the corset salesman, who makes his home at 190 Elmhurst avenue, took an automobile trip to New York in his ford car. Far be it from us to perpetrate another ford story on a long suffering public. This story as handed us was intended to show how even the mighty will fall and the fondest dreams of confidence are often shattered. So after our humble apology we will proceed. While in New York, Mr. Herz decided to visit an uncle at Long Island. The uncle, who was well endowed with the world's goods, maintained a garage and several automobiles, which statement, of course, implies that he owned no ford. The chauffeur in charge had never driven a ford and, receiving permission, proceeded to "practice." The front garage door had to be reached by riding up an incline, while the rear door, fully six feet above the ground, was not provided with a runway. The chauffeur drove the car into the garage, but became mixed on the mechanism and instead of stopping the car put on all speed, with the result that car and driver shot through the door and, of course, before reaching terra firma had to drop six feet. Horror stricken spectators rushing to the scene expected to find one mutil-

# Empress KEITH'S

TWO SHOWS DAILY  
2:30 AND 8:30

VAUDEVILLE TRIUMPH—One Week, Starting Monday, Dec. 13

VALERIE BERGERE—David Belasco's Famous Star

RALPH DUNBAR'S MARYLAND SINGERS

BERT FITZGIBBONS—Original Daffy Dill.	LUGY GILLET—"The Lady from Delft"
THE SCHMETTANS—Classic Poses.	BYAL & EARLY—Songs and Eccentricities

First Time Here—BIG CITY FOUR

Prices Evenings 10-20-25-30 and 50c      Matinees 10c and 25c  
Special attention given to mail and telephone orders



iated body and a badly damaged machine. Their fears were soon dispelled, however, for they found the driver intact and the ford likewise, which is all preliminary to the chesty strides taken ever since by Mr. Herz. To him, his ford was a machine of miracle and at times it was difficult to get him to talk of aught else. Last week while visiting some friends his ford stalled and no amount of coaxing or threatening would cause it to start. Next morning a man from a garage gave the crank a twist and everything seemed to be all right, except H. W. Herz, and even at this writing he seems inconsolable and at times refuses to eat between meals, while his friends are rejoicing to know that he has discovered that even his machine at times shows signs of being an automobile and is really getting cranky enough to be an aristocratic one at that.

Mr. Bolton, of Bolton & Bell, general merchants of Fostoria, was in the city on business last week.

Fox & Tyler have sold their drug store in Coldwater to a Mr. Kingsley, of Chicago, who has taken charge and changed the name to the Kingsley pharmacy.

The Union Overall Laundry Co., 88 Frank street, has changed its name to the Mechanics Laundry Co.

A thief broke into the show case in front of the furnishing goods store of Louis Simon, in the Elks Temple building, last week and stole merchandise valued at \$80.

D. K. Glogower, Michigan representative for Chesterman & Streeter, truss manufacturers, Philadelphia, returns to Detroit this week. After spending a few days in the city, he will leave for Louisville, where he will stay over the holidays.

Efficiency as we understand it is to be able to make both ends meet and still have enough left to buy Christmas gifts.

Observing neutrality will be to either buy everyone or none of them presents.

Last Wednesday Duane Spalsbury, pioneer Ypsilanti druggist, fresh from a hunting trip, was in Detroit visiting the local jobbing houses and talking with friends. The next day his friends and acquaintances were shocked to hear of his sudden death from heart failure during the night. Mr. Spalsbury was well known in Detroit and all who knew him speak of him in most glowing terms, as a man and a merchant. He had been in poor health for some time, but apparently was much improved up to the time of his sudden end.

The Detroit Board of Commerce has started a whirlwind campaign to increase its membership to 5,000. According to all prospects, this number will be reached with some to spare.

"Billy" Lehman, of Saginaw, representative for A. Krolik & Co., of this city, was in Detroit last week.

An 8-story addition to the plant of Parker Webb & Co., Twentieth street and Michigan avenue, is now in course of construction. When completed, the plant will provide facilities for killing and dressing 20,000 hogs weekly. Every modern idea will be embodied in the new building for the curing of the various products.

The opening party of the season given by Detroit Council last Saturday night at the hall in Elks temple, was in point of attendance one of the largest in years and was a success in every way. H. D. Murray is chairman of the dance committee.

Joseph Koury will open a grocery and fruit store at 3183 Jefferson avenue East, in a few days.

Another large manufacturing plant which will employ a great many people is promised Detroit. The Springfield Body Co., just organized with a capital stock of \$1,000,000, will take over the business of the Springfield Metal Body Co., of Springfield, Mass.,

and will erect an enormous plant in this city.

Otto J. Cohen, Holland business man, was in Detroit on a business trip this week.

George Slater will open a bakery at 1917 Mack avenue this week.

Traverse City has again blossomed out with a correspondent. Now we will undoubtedly get an inkling as to what is being done toward entertaining what should be the largest gathering of U. C. T. members at one time in the State. It will be worth while to view some of Traverse Bay's beautiful scenery.

Csuvarwets & Istilos will open a meat market at 373 Chene street, on or about Dec. 15.

Christmas being so close at hand, it behooves everybody to bear in mind all of his well-to-do friends and relatives, so they can send him presents. The Salvation army and the Goodfellows can take care of the poor ones.

A. Davidson, one of Flint's leading clothiers, was in Detroit last week on a business trip.

The Leo Kirchner Co., Ltd., 854 Gratiot avenue, has purchased the dry goods and furnishing goods stock of Charles Dreyer, at 950 Mack avenue, and with the store next door at 952 Mack avenue, will conduct an up-to-date dry goods and bazaar store.

Preparedness also consists of having the money to do early Christmas shopping with.

S. Schwitser will open a bakery at 1021 Gratiot avenue next week.

F. W. Miller, Milan druggist, was in Detroit last week on business.

From F. E. Whitton, manager of the Saginaw office for Burnham, Stoepel & Co., we receive an array of statistics which tend to show how many days certain persons of Saginaw and Bay City work in the course of a year. Possibly the hardest work done by the senders was the compilation of the table. We wish at this time to congratulate Mr. Whitton and his co-operator, Old George Horrell, department manager for Walther's department store, at Bay City, for the knowledge they displayed in mathematics. We also wish them a merry Christmas and beg to advise that all presents be sent to 202 Montclair avenue.

The upper floors of the building at 141 Woodward avenue are being remodeled and when completed will be occupied by the L. J. Stotter Co. with a complete line of cloaks, suits, etc.

W. S. Bacon the hustling druggist of St. Clair, was in Detroit last week. Although Mr. Bacon has been in business for less than a year he has been very successful because of his novel and original methods of advertising. His method of placing goods of his own make and brand on the market especially calls for commendation.

C. R. Dennen has opened a book store at 19 Grand River avenue and will conduct a four day book service. Mr. Dennen, who has had many years' experience in the book business, will carry in his shop the highest graded literature of all kinds. In connection with the store is a reading room.

Charles Kirsten, department manager for Burnham, Stoepel & Co., has returned from a trip to New York, where he has been on business for the house.

Many a woman who expects to marry a model man usually gets the model of a man.

J. A. Record, of Towanda, Pa., is in his 100th year.

Some Record.

James M. Goldstein.

Outside of story books ladders are climbed one step at a time, and one solid step upward doesn't mean that you have skipped half a dozen rungs.

**Bankruptcy Proceedings in the South-western District of Michigan.**

St. Joseph, Nov. 22—In the matter of Ralph J. Barnes, bankrupt, Otsego, an order was entered by the referee confirming the sale of the bankrupt's assets to William Maxwell, of Kalamazoo, for \$500. The trustee filed his report of exempted property recommending the bankrupt be allowed \$250 in cash.

Nov. 23—In the matter of William J. Smith, Jay V. Smith and New York Racket Store, W. J. Smith & Son a co-partnership, bankrupt, Paw Paw, the first meeting of creditors was held at the latter place and Duane H. Mosier was unanimously elected trustee, his bond being fixed at \$100. The trustee immediately filed a bond and it was approved. Fred Avery, Ray Pugsley and William Sellick, of Paw Paw, were appointed appraisers. The bankrupts were sworn and examined and the meeting adjourned for thirty days.

Nov. 24—Based upon the petition of the Peck & Hill Furniture Co., the Union Ice & Coal Co. and Max W. Stock, the Whitcomb Hotel and Mineral Baths, a corporation of St. Joseph, was adjudged bankrupt and the matter referred to Referee Bayon, who was also appointed receiver. An order was made directing the bankrupt to prepare and file its schedules by Dec. 2.

Nov. 26—In the matter of Adolph Speyer, bankrupt, Kalamazoo, the first meeting of creditors was held at the latter place. Lewis M. Hubbard, who has been acting as receiver, was elected trustee, his bond being fixed at \$3,000. The bankrupt was sworn and examined by the referee without a reporter. The receiver's final report and account, showing cash on hand of \$8,200, was allowed. Administration expenses to the amount of \$720 were ordered paid. A first dividend of 10 per cent was declared and ordered paid. The meeting was adjourned for thirty days.

Nov. 27—In the matter of Adelbert Fargo, bankrupt, Kalamazoo, the inventory and report of appraisers was filed, showing total assets of the sum of \$262.53. The trustee was directed to file his first report and account.

Nov. 29—In the matter of John D. Warren, bankrupt, of Kalamazoo, the trustee filed his final report and account, showing total receipts of \$392.95 and disbursements of \$206.00 and balance on hand of \$186.95, whereupon an order was made by the referee calling at the final meeting of creditors at his office on Dec. 14 for the purpose of passing upon the trustee's final report and account, the payment of administration expenses, the declaration and payment of a dividend and the transaction of such other business as may properly come before the meeting. Creditors were directed to show cause why a certificate recommending the bankrupt's discharge should not be made by the referee.

Dec. 1—In the matter of the Ross Cabinet Co., bankrupt, Otsego, a special meeting of creditors was called at the referee's office and the trustee's sixth report and account approved and allowed. A first dividend of 5 per cent was declared and ordered paid to all unsecured creditors.

Dec. 2—In the matter of William J. Smith, Jay V. Smith and New York Racket Store, W. J. Smith & Son, a co-partnership, bankrupt, Paw Paw, the inventory and report of appraisers was filed, showing total assets of \$4,452.43. The trustee was directed to sell the assets of the bankrupt estate at public or private sale.

Dec. 3—In the matter of the Whitcomb Hotel and Mineral Baths, an order was made calling the first meeting of creditors at St. Joseph, Dec. 13 for the purpose of electing a trustee, proving claims, the examination of the officers of the bankrupt and the transaction of such other business as may come before the meeting. The bankrupt filed its schedules showing the following liabilities and assets.

Secured or Prior Creditors.  
City of St. Joseph, taxes ..... \$3,024.08  
Labor claims ..... 923.53  
Continental & Commercial Trust & Savings Bank, Chicago, Ill., trust mortgage ..... 107,500.00  
Maud V. Blake, St. Joseph, chattel mortgage ..... 13,736.25  
Total ..... \$125,183.86

Unsecured Creditors.  
Armour & Co., Chicago ..... \$324.53  
E. A. Aaron & Bros., Chicago ..... 57.01  
Automobile Blue Book Pub. Co., Chicago ..... 30.50  
Anderson, Kenneth & Co., Detroit ..... 24.07  
Armour Soap Works, Chicago ..... 27.74  
Bishop Creamery Co., Buchanan ..... 228.75  
G. S. Blakeslee & Co., Chicago ..... 511.40  
Bell, Conrad & Co., Chicago ..... 12.00  
B. H. & St. Joe Ry. & Lt. Co., Benton Harbor ..... 632.04  
B. H. St. Joseph Gas & Fuel Co., Benton Harbor ..... 58.73  
J. J. Barbour, Chicago ..... 100.75  
Burrroughs Adding Machine Co., Detroit ..... 4.44  
City Plumbing Co., St. Joseph ..... 17.98  
Cudahy Packing Co., Chicago ..... 12.00  
C. E. Dickinson, St. Joseph ..... 53.01  
R. W. Eyster Linen Co., Chicago ..... 28.30  
R. S. Fraser & Co., Chicago ..... 37.50  
Franklin MacVeagh & Co., Chicago ..... 241.95  
Grand Rapids Press, Grand Rapids ..... 15.00

Guide Pub. Co., Norwalk, Ohio .. 10.50  
Grand Rapids News, Grand Rapids 10.00  
Howard Advertising Co., Chicago 30.28  
Hummiston, Keeling & Co., Chicago 2.21  
Interstate Guide Co., Chicago .. 17.50  
Kelly Foundry & Machine Co., Goshen ..... 42.50  
Kraut & Dohnal, Chicago ..... 43.50  
S. J. King, Chicago ..... 15.00  
F. C. Lueckner, St. Joseph ..... 14.82  
A. L. Lakey Co., Kalamazoo ..... 69.77  
Liquid Carbonic Co., Chicago ..... 11.00  
Libby, McNeil & Libby, Chicago 249.71  
Mich. Ry. Guide Co., Detroit ..... 8.00  
A. B. Morse Co., St. Joseph ..... 1,000.00  
Max W. Stock, St. Joseph ..... 1,000.00  
A. B. Morse Co., St. Joseph ..... 918.22  
Brown Ice & Coal Co., St. Joseph 2,500.00  
Peck & Hills Furn. Co., Chicago 2,600.00  
G. S. Blakeslee & Co., Chicago .. 200.00  
H. O. Wilson, St. Joseph ..... 500.00  
Franklin MacVeagh & Co., Chicago 299.19  
D. R. McKee, Elwood, Ind. .... 500.00  
Geo. S. Sloan & Sons, Chicago .. 388.81  
Dixie Cotton Felt Mat. Co., Chicago ..... 3,000.00

Albert Pick & Co., Chicago ..... 930.32  
R. W. Eyster Linen Co., Chicago 500.00  
F. C. Luecker, St. Joseph ..... 255.25  
City Plumbing Co., St. Joseph ..... 158.82  
B. Aaron & Sons, Chicago ..... 100.00  
Ben King Cigar Co., St. Joseph 112.13  
Colonial Advertising Co., Chicago 200.00  
Cannah & Hogg, Chicago ..... 409.93  
Union Banking Co., St. Joseph .. 367.00  
Chas. W. Triggs Co., St. Joseph .. 232.33  
Nick Breidenger, St. Joseph ..... 100.00  
Bernheim Distilling Co., Louisville 228.18  
John Schweyer & Co., Chicago .. 195.74  
Pabst Brewing Co., Milwaukee .. 176.75  
Twin City Grocer Co., Elkhart .. 201.83  
Kenneth Anderson Co., Detroit .. 145.87  
Applegate & Sons, Louisville .. 80.19  
Shepard & Benning Co., St. Joseph ..... 1,700.00  
E. A. Aaron & Bros., Chicago .. 207.32  
P. Schoenhofen Brewing Co., Chicago ..... 100.00  
Dainneau Laundry Co., St. Joseph 500.00  
Mich. State Tel. Co., Benton Harbor ..... 410.95  
E. A. Murray Co., Detroit ..... 5.00  
Mich. State Med. Society, Grand Rapids ..... 26.25  
Northern Paper Mills, Green Bay, Wisconsin ..... 20.00  
O'Neil Oil & Paint Co., Milwaukee 59.55  
Ottenheimer & Co., Chicago ..... 186.25  
Procter & Gamble Dist. Co., Cincinnati ..... 12.50  
Albert Pick & Co., Chicago ..... 101.93  
Pathfinder Pub. Co., Detroit ..... 4.50  
R. L. Polk & Co., Detroit ..... 8.00  
Reid, Murdock & Co., Chicago ..... 100.40  
Stromberg, Allen & Co., Chicago 50.00  
Ray Sanders Co., Chicago ..... 20.00  
Geo. S. Sloan & Sons, Chicago ..... 148.72  
St. Joseph Steam Laundry, St. Joseph ..... 30.59  
Swift & Co., Chicago ..... 14.00  
Twin City Milling Co., St. Joseph 107.80  
Chas. W. Triggs Co., Chicago ..... 249.24  
Tribune Printing Co., So. Bend ..... 37.50  
Wallace & Sons Co., St. Joseph .. 16.89  
R. Wallace & Sons Mfg. Co., Chicago ..... 93.00  
West. Mich. Pike Assn., Muskegon 9.94  
H. O. Wilson, St. Joseph ..... 109.30  
Wrought Iron Range Co., St. Louis 9.06  
W. A. Walker, Treas., St. Joseph 100.00  
Sulzberger & Sons Co., of Am., Chicago ..... 232.94

Total ..... \$25,187.73

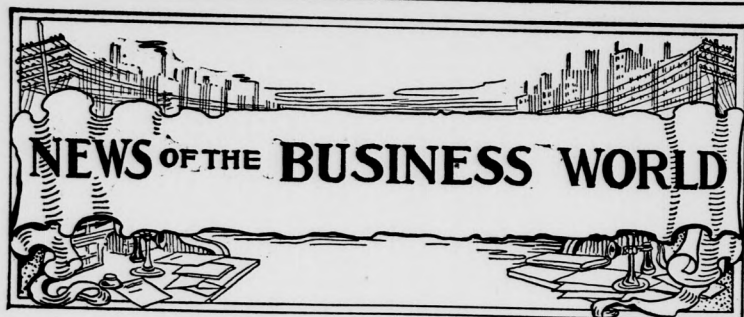
Assets.  
Real estate, hotel and mineral bath house ..... \$135,000.00  
Household goods, furniture and fixtures ..... 18,500.00  
Debts due on open accounts ..... 310.30  
Cash on hand ..... 30.46

Total ..... \$153,840.76

Dec. 4—In the matter of Clifford H. Ruddick, bankrupt, Niles, the trustee filed his final report and account, showing total assets above the bankrupt's exemptions of \$24.04, whereupon an order was made by the referee, calling the final meeting of creditors at his office on Dec. 20, for the purpose of passing upon such report and account and the payment of administration expenses. Creditors were directed to show cause why a certificate recommending the bankrupt's discharge should not be made by the referee.

Because artificially ripened fruit, especially oranges and grapefruit, disturb the digestive system, Washington retail dealers have been urged to buy fruit only under a guarantee that it has been ripened on trees. There is an excessive amount of acid in oranges and grapefruit artificially ripened, and such fruit is dangerous to infants. In bananas this condition is reversed. Bananas are always picked green and allowed to ripen after they are removed from the tree. An authority in banana growing states that bananas allowed to ripen on the tree are sour as vinegar and unfit to eat.





#### Movements of Merchants.

Sidney—The Sidney Potato Co. succeeds the Sidney Produce Co.

Remus—E. Case & Son succeed John W. Branch in the grocery business.

Pompeii—Clifford L. Enriken succeeds W. G. Wolverton in general trade.

Freesoil—Thomas S. Stephens succeeds Eddy & McArthur in general trade.

Negaunee—Bert Walker has opened a bakery in the Anderson block on Canda street.

Detroit—The Broadway Table Supply has changed its name to the City Table Supply.

Bellaire—George B. Stanley has taken over the management of the Bellaire House.

Lovells—The Crawford County Fruit Co. has increased its capital stock from \$10,000 to 30,000.

Holland—Mrs. Helene Pardee sold her millinery stock and fixtures at public auction, Dec. 4.

Charlotte—John Pease has purchased the hotel of George A. Williams and will continue the business.

Belding—Roy G. Cranmore has purchased the Otto Hoyt grocery stock and has taken possession.

Allegan—Leon Heaton has sold his restaurant to the former owner, Mrs. Peter Blanchard, who has taken possession.

Sunfield—R. S. Wiggins succeeds Barnum & Taylor in the grocery, shoe and men's furnishing goods business.

Merrill—C. A. Mayan, recently of Saginaw, has purchased the Conrad Kleppert harness stock and taken possession.

Tecumseh—Peter Lerdo has sold his stock of confectionery and fixtures to Michael Melonakas, who has taken possession.

Dighton—Edward Dean has sold his grain elevator to the Marion Grain Co. who will continue the business as a branch.

Ovid—Park Hires has purchased a store building on Main street which he will occupy with a restaurant about Dec. 15.

Stanton—W. E. Rasmussen has purchased the O. D. Vandebogert & Co. grain elevator and will take possession April 1.

Ishpeming—F. Braastad & Co. have taken over the W. J. Hebbard stock of bazaar goods and are closing it out at special sale.

Owosso—Fire completely destroyed the millinery stock and fixtures of Mrs. Florence Chapman, entailing a loss of about \$3,000, with \$2,200 insurance.

Jackson—C. F. Shields has opened a drug, confectionery and stationery store at the corner of First and Greenwood streets.

South Haven—L. D. Bellinger has sold his grocery stock to Paul Pomeroy, who will continue the business at the same location.

Battle Creek—Leon Heaton and George Wilber, both of Allegan, have formed a copartnership and engaged in the meat business.

Mancelona—R. McDonald, of Blanchard, has engaged in the meat business in connection with the Sam Wisler grocery store.

Iron River—The Hewitt Grain & Provision Co., of Escanaba, has opened a branch wholesale house in the Richter storage building.

Butternut—J. S. Cowin and W. F. Kerr have formed a copartnership and leased the hotel of Fritz Bros., taking possession Dec. 1.

Clarksville—Perry L. Preston, recently of Mecosta, has purchased the William Substance harness stock and will continue the business.

Holland—Mrs. St. Clair has sold her millinery stock to the Misses Anna Bontekoe and Anna Karsten, who have taken possession.

Hastings—Bert Saddler has purchased the Henry Newton meat and grocery stock and will continue the business at the same location.

Otsego—E. C. Mathews, of Kalamazoo, has leased a store in the Murray block and will occupy it with a stock of drugs about Dec. 15.

Manistee—The Hankow Tea Co., of Boston, conducting a chain of 200 stores, has opened a store here under the management of George Reddick.

Ravenna—S. L. Alberts, of S. L. Alberts & Co., dealers in general merchandise, died at his home Dec. 3, following a brief illness of pneumonia.

Vestaburg—F. B. Reader has sold his hardware stock to A. V. and J. E. Hornbeck, who have formed a copartnership and will continue the business.

Manistee—Fire damaged the Larsen & Hanson wall paper and paint stock Dec. 6, to the extent of about \$700. The loss is fully covered by insurance.

Vermontville—Fire of unknown origin damaged the L. W. Loveland drug stock and fixtures Dec. 3 to the extent of \$100. Loss fully covered by insurance.

Ypsilanti—Frank Smith, who has conducted a drug store at the same location for fifty-eight years, will retire from business on his eighty-first birthday, which will occur in a few weeks.

Port Huron—The Michigan Bean Co. has engaged in business with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in cash.

Kalamazoo—The Lo-Vis Co. has been organized to exploit and sell certain patented novelties and devices, with an authorized capital stock of \$25,000.

Ovid—D. K. Barnes has sold a half interest in his shoe stock to John Green. The business will hereafter be conducted under the style of Barnes & Green.

Howell—Hiram J. Watson has sold a half interest in his creamery to C. L. Miller, of Detroit, and the business will be continued under the style of Watson & Miller.

Jackson—Thieves entered the Chris Jenoff store, at 118 Railroad street, Dec. 6, and carried away clothing, cigars and tobacco and the contents of the cash register.

Big Rapids—R. B. Aldrich has purchased the oven and fixtures formerly owned by the Home bakery and will conduct a wholesale and retail bakery at 216 Maple street.

Caledonia—R. O. Dodge, who conducts a garage, has admitted to partnership, Lloyd Wenger, and the business will be continued under the style of Dodge & Wenger.

Charlotte—George Akas has sold his confectionery stock to Mrs. Ethel Gregory, who will continue the business at the same location under the style of the Candy Kitchen.

Kalamazoo—William Maxwell, who conducts a chain of five grocery stores here, has purchased the C. B. Rogers bakery at 112 Portage street and will conduct it to supply his own stores exclusively.

Luther—The Lake Produce Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed, \$300 paid in in cash and \$1,000 paid in in property.

Ludington—Sherman Bros., dealers in books, stationery and sewing machines, have dissolved partnership and the business will be continued by John Sherman, who has taken over the interest of his brother.

Iron Mountain—Fire destroyed the Charles Parent clothing, dry goods and men's furnishing stock Dec. 2, also the Samuel Khoury confectionery stock and store building, entailing a loss of about \$40,000.

New Era—Miss Ruth Wolting has sold her interest in the Adema & Wolting stock of cigars and confectionery to Joseph Newmyere and the business will be continued under the style of Adema & Newmyere.

Detroit—The Sterling Vibrator & Supply Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$7,400 has been subscribed, \$1,200 paid in in cash and \$5,000 paid in in property.

Albion—Homer C. Blair has been appointed receiver for John Brandl, bankrupt proprietor of the Chicago Bargain stores here and at Battle Creek. A meeting of the creditors will be held in Battle Creek Dec. 13.

Detroit—The A. E. Burns Co. has engaged in the wholesale and retail

footwear and clothing business, with an authorized capital stock of \$15,000, all of which has been subscribed, \$500 paid in in cash and \$9,500 paid in in property.

Maple Rapids—Fred Frisbie, who conducts a bakery, has formed a copartnership with LeRoy Hastings under the style of Frisbie & Hastings and opened a meat market which will be under the management of Mr. Hastings.

Beaverton—The Beaverton Co-operative Produce Co. has been organized to deal in dairy and farm produce, farm machinery, lumber, stone, brick, coal, fertilizer and all kinds of merchandise, with an authorized capital stock of \$25,000.

Monroe—The Luft-Brice Co., retail clothier, has merged its business into a stock company under the same style, with an authorized capital stock of \$10,000, all of which has been subscribed, \$2,000 paid in in cash and \$8,000 paid in in property.

Flint—The Garland Peanut Co. has engaged in business to buy and sell confections and operate, lease and sell coin controlled machines, with an authorized capital stock of \$2,000, all of which has been subscribed, \$500 paid in in cash and \$70 paid in in property.

Sault Ste. Marie—Jeremiah H. Moher, retail meat dealer, has merged his business into a stock company under the style of the Moher Meat & Provision Co., with an authorized capital stock of \$25,000, all of which has been subscribed and \$10,000 paid in in cash and \$10,000 paid in in property.

Holland—Cornelius Pieper, who has conducted a jewelry store on River avenue for the past thirteen years and a similar store at Zeeland for eighteen years, died at his home Dec. 2 aged 59 years. Death was due to diabetes, from which Mr. Pieper has been suffering for several years.

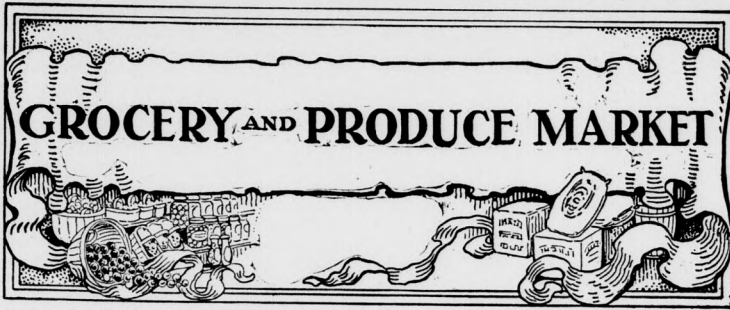
Detroit—Albert M. Barnes, proprietor of A. M. Barnes & Co., and the Goodrich Raincoat Co., bankrupt, having made a composition offer of 30 per cent. to the creditors, the appraisal of the stock by the Detroit Trust Co., receiver, has been halted, pending a meeting of the creditors Dec. 15. The trust company had petitioned for permission to sell the stock of the bankrupt at retail.

Hillsdale—The Worthington & Alger Co. tannery has been sold and the company disorganized. The Rochester Clothing Co., of this city, bought the skins, furs and other stock, and C. H. Kempton, of Hillsdale, and Harley Alger, of Chicago, the building and business. The managers of the company are arraigned by the creditors' committee for alleged misrepresentation of assets, which are found to be only \$18,000, while the liabilities aggregate \$33,918.25. Forty per cent. will be paid to holders of endorsed notes, 30 per cent. to holders of accounts and 25 per cent. to preferred stockholders.

F. Krantz has engaged in the meat business on Monroe avenue, north of Leonard street.

C. Katz has opened a meat market at 131 Division avenue.





### Review of the Grand Rapids Produce Market.

Apples—Standard varieties, such as Baldwins, Greenings, Wagner and Twenty Ounce command \$3@4 per bbl.; Northern Spys, \$4@5 per bbl.

Bananas—Medium, \$1.50; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.25.

Beans—Michigan buyers are paying \$3.15 for pea and \$4 for Red Kidney, hand picked basis.

Beets—50c per bu.

Butter—There is an active consumptive demand for all grades of butter and the market is firm at an advance of 1c per pound on Elgin creamery, which has found no response in Michigan markets. The make is very light and does not bid fair to increase very soon. The outlook is for a good, firm market, with further advances if there are any changes. Fancy creamery is quoted at 33c in tubs and 34½c in prints. Local dealers pay 23c for No. 1 dairy, 17c for packing stock.

Cabbage—40c per bu. or \$1 per bbl.

Carrots—60c per bu.

Celery—25c per bunch for home grown.

Cocoanuts—\$5 per sack containing 100.

Cranberries—Late Howes have advanced to \$9 per bbl.

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

Egg Plant—\$1.50 per doz.

Eggs—New-laid eggs are steady at a decline of 1@2c per dozen in Chicago and elsewhere. Local dealers are still paying 33c for fresh candled, the same as a week ago. Storage are moving out freely on the basis of 23c for April candled and 27c for extra candled.

Fresh Pork—8c for hogs up to 200 lbs.; larger hogs, 7½c.

Game—Dealers pay \$1@1.25 per doz. for rabbits.

Grapes—California Emperor, \$2.50 per 4 basket crate; Spanish Malaga, \$6.50@7.50 per keg.

Grape Fruit—Florida has declined to \$3@3.50 per box.

Green Onions—Carlotts, 65c per doz. bunches.

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

Lemons—California, \$4.25 per box for choice, \$4.75 for fancy.

Lettuce—8c per lb. for hot house leaf, \$2 per bu. for Southern head.

Maple Sugar—14@15c per lb.

Mushrooms—40@50c per lb.

Nuts—Almonds, 18c per lb.; filberts, 15c per lb.; pecans, 15c per lb.; walnuts, 16c for Grenoble; 16½c for California; 15c for Naples; \$2 per bu. for Shellbark hickory nuts and \$1.75 for large.

Onions—Home grown command 75 @90c per bu.

Oranges—California Valencias are steady at \$5@5.50; California Navals, \$3.75@4.25; Floridas, \$2.50@2.75.

Oysters—Standards, \$1.35; Medium Selects, \$1.50; Extra Selects, \$1.75; New York Counts, \$1.85; Shell Oysters, \$7.50 per bbl.

Peppers—Southern grown command \$2.50 per 6 basket crate.

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

Potatoes—Home grown range from 50@60c per bu. The market is strong.

Poultry—Local dealers pay as follows, live weight: Fowls, 10c; cocks, 8c; chickens, 11c; turkeys, 18c; ducks, 14c; geese, 11c. Dressed fowls average 3c above these quotations.

Radishes—25c for round hot house.

Squash—1½c per lb. for Hubbard. Sweet Potatoes—\$4.25 per bbl. for kiln dried Jerseys; \$3.25 for kiln dried Illinois.

Tomatoes—\$2 per 4 basket crate, California stock.

Turnips—50c per bu.

Veal—Jobbers pay 12c for No. 1 and 10c for No. 2.

### The Grocery Market.

Sugar—Eastern refiners have advanced their quotations on granulated from 6c to 6.15c, while Michigan refiners have advanced their quotations 30 points—from 5.45c to 5¾c, thus reducing the difference between the two from 60 points to 40 points. From now on the tendency will be to still further lessen this difference. The spot market is firm, but the market on futures is weak—there being ½c difference between December and January raws. On account of the scarcity in raws in this country at present, still higher prices are quite likely to rule on refined grades before Jan. 1. Great Britain for the moment seems comfortably supplied with both raws and refined and it is indeed fortunate that such is the case, as any large foreign export demand coming at a time when our refiners have not a sufficient stock of new crop raws for domestic refining would undoubtedly force a serious bulge in prices, even though same should not prove permanent. The American market is flooded as never before in the history of the industry with enquiries from many foreign countries, the number of new applicants increasing weekly, but during the past two weeks, owing to the fact that refiners are not supplied with new crop raws, it has been most difficult to transact export business in refined, for the reason that firm offers have not been obtainable from our refiners and foreign merchants and countries have been

in the habit of buying only against firm offers made. Then, again, most of the foreign enquiries, aside from Great Britain, desire to buy on c. i. f. terms, delivery and payment on arrival at destination, including war risk. The question of foreign exchange and firm offers of tonnage enter into such quotations and, with the already great difficulty of securing even firm offers of sugar, our merchants are unwilling to take such risks, and, notwithstanding foreign stocks are suffering through depletion, foreign merchants have so far been unwilling except in a small way to meet the terms offered on this side. However, the sooner they accustom themselves to promptly taking advantage of f. o. b. American prices and prompt acceptance of freight offered the better for all concerned.

Tea—There was a light demand from the country for the general list, the tendency being to wait until after the holidays before taking hold. It is remarked, however, that there is no especial pressure to sell on the part of holders who are encouraged by the strength of the Colombo and Calcutta markets reported in recent cables. Another factor emphasized in the trade is the loss of several steamers from Calcutta by submarines. In addition to the Lincolnshire and the Langton Hall already reported, advices Saturday told of the loss of the Clan McLeod, bound for London. It was estimated that fully 30,000 to 35,000 packages of tea were in the cargo, or about 3,000,000 pounds. Part of the India tea was for transshipment to the United States. London has been heavy of late, but reduction in the supplies through such developments should tend to improve the situation, according to the opinion of members of the trade.

Coffee—Nobody seems to have very much confidence in the situation. Rio 7s are still relatively firmer than Santos 4s, because they are scarcer. The former grade is about unchanged for the week, while the latter is a shade off. There is plenty of coffee about, and this is one factor in the weakness. Milds are unchanged and dull. Java and Mocha grades are unchanged.

Canned Fruits—Apples are in moderate demand at unchanged prices. California canned goods are moving in a very small way, particularly from first hands, and show unchanged prices. Small Eastern staple canned goods are unchanged at ruling quotations.

Canned Vegetables—Tomatoes are firmer and slightly higher. Advance figures on the 1915 pack are slightly over 8,500,000 cases. The situation and the outlook are very strong and prophecies are general that the market will go to \$1.25 next spring. Corn and peas are unchanged and quiet, corn being relatively firmer than peas.

Canned Fish—Although the larger packers of the better grades of salmon are apparently maintaining their prices on a fairly firm basis, some operators, according to reports, are displaying tendencies to shade the generally quoted inside prices that are

being asked. Imported sardines show no relief, stocks being still very small and prices very high. Domestic sardines are unchanged, except that sardine packers are trying to get 10c more a case.

Dried Fruits—Prunes are unsettled, owing to the arrival of new-crop prunes bought at a much lower price than now prevails. Second hands holders have offered them rather freely at substantial concessions below the ruling price. Some sales have been made on this basis. With the excess the market is quiet. Peaches and apricots are both firm and unchanged in price, with a fair demand. Apricots are the duller of the two, as they depend principally upon export demand. Raisins unchanged and quiet. Currants still scarce and high. As stated in recent reports, there are practically no Turkish figs in the market. California figs are being offered freely and pushed, but are not meeting with very ready sale. Citron has been reduced 1c a pound by large operators. Peels, both orange and lemon, are reported to be going into consumption rapidly. Lemon peel is said to be scarce, and will be practically exhausted by the first of the year, according to report.

Rice—The mills in the South are quiet and hold off on purchases of rough rice, for which the planters still ask full values. New Orleans advices state that conditions in the market for rough rice remain the same as last week.

Cheese—The market for full cream is very firm, with quotations unchanged and a normal consumptive demand. Most of the factories have closed for the season and the situation has settled into a groove that will probably last for some time.

Salt Fish—New Norway mackerel, both on spot and abroad, are very firm and high, particularly when the quality of the new catch is considered. The demand is very light, as a great many people have found it easier than they expected to get along without any mackerel whatever. Shore mackerel are satisfying a good part of the demand, although prices have not changed. Cod, hake and haddock are in fair demand at unchanged prices.

Provisions—The market for everything in smoked meats is steady and unchanged in price, with a normal consumptive demand, which at this season is light. Pure lard is steady and unchanged in price. Compound is firm at an advance of ¼c. Dried beef, barreled pork and canned meats are all unchanged and in moderate demand.

Stover & Faust have engaged in the grocery business at Charlotte, the Judson Grocer Co. furnishing the stock.

B. A. Goff has re-engaged in the grocery business at Three Rivers, the Worden Grocer Co. furnishing the stock.

John DeMeestra has purchased the grocery stock belonging to the estate of Leonard Smalheer, 1219 Alpine avenue.

### Sagacious Suggestions From Saginaw Salesmen.

Saginaw, Dec. 6—Saginaw is at all times waiting for you with open arms, but as a friendly tip, if you are accustomed to drinking city water in your home town, you will be sadly disappointed when here. Play Safety First and bring a jug of filtered aquapura with you. Dec. 3, for the seventh time, the citizens here voted down a plan for pure water.

W. B. Clark, manager of the Oxford Mercantile Co., successor to C. E. Baxter, has returned to his home from Harper hospital, Detroit. The same old story, appendicitis. He is doing nicely.

F. A. Davey, general merchant on Richfield Road, Flint, has moved his stock across the street into a fine new store which he has erected.

H. G. Pound, grocer, North Saginaw street, Flint, has disposed of his stock to Mrs. T. G. Grant. Her son will act as manager.

H. Hawkins, 736 Cornelia street, Flint, recently sold out to F. J. Quadie, who recently came East from Portland, Oregon. Mr. Quadie was in the grocery business there and reports business conditions in Portland and all along the coast in a deplorable condition.

The writer can not help but make mention of L. W. Kelly, South Saginaw street, Flint. If all merchants were as loyal to the traveling boys as he is, our road would be a smooth one. He is never too busy to greet you with a smile—one going deeper than the surface—and he appreciates your presence and knows that time is money. Mr. Kelly started in the grocery business several years ago on a small scale and to-day bears the distinction of being one of the leaders in his profession. He is ably assisted by his brother, E. G. Kelly, who is probably one of the best window display men in the Saginaw Valley.

S. Schluchter, manager of the co-operative general store at Pigeon, resigned last week. Business has not been in a flourishing condition for a time and the stockholders are at this time undecided as to what to do.

G. V. Black, "Bankrupt Stock King" of the Thumb, recently organized a stock company capitalized at \$50,000. Mr. Black has been at Berne in business. After organizing a stock company, he bought the old wood novelty factory at Pigeon to be used as headquarters. The first and third floors will be used as storage and the second floor as the general store room. At the opening a week ago he had special trains running to Pigeon. It is said he expects to put on an excursion once each month.

Once an active and real hotel man, always one such, is the life of our esteemed citizen, W. F. Schultz, of Bancroft fame. He purchased and took charge of the Heasty Hotel, of Pigeon, last week. This hotel has been run by Uncle George Farrar, as the boys know him, for many years, and has always been known as one of the good spots in the Thumb territory. Courtesy, cleanliness and a table fit for a king are the things that have always been uppermost in Uncle George's mind. We believe this same condition will exist under Mr. Schultz. Mr. F. W. Schultz, son of the owner, will be manager in charge.

It is doubtful if there is a man in Michigan more thankful for the blessings bestowed on him than O. D. Gilbert, Past Grand Counselor of Michigan U. C. T. Why this thankfulness? Why, it's a boy. Congratulations, O. D.

Dondey & Enser, of Quanicasssee, have purchased the hardware and implement stock of Otto Schmettler, of Munger.

Deputy Ben Mercer and H. D. Ranney, of No. 43, expect to go to Port Huron Saturday night to attend a special meeting of Tunnel City Coun-

cil, where a large class of grip luggers will take the vow.

Milins & Schultze have bought the Elkton Hardware Co. stock, owned by Page Bros., Elkton.

C. A. Webster, a former Oxford boy, but of late years in business in Hollywood, California, has returned to his former home and purchased the general merchandise stock of G. A. Brokinshaw.

As an example of fraternalism and to show to what extent one brother will go to protect another, I cannot help but make mention of an incident which happened last week between Saginaw and Durand on the G. T. R. R. H. D. Fox, one of the heavy men with Lee & Cady's Saginaw branch, and Bill Cashin, while roaming the streets of Flushing, came across a gentleman by the name of T. J. Pattison, who claimed to be representing the Blackney Cigar Co., Saginaw. After talking over business

Mr. Fox, who is of a tender parental nature, but an advertisement in the local paper which read: "Lost, strayed or stolen—T. J. Pattison. Reward for his return, dead or alive, one box of prunes."

W. J. Robinson, of this city, has received a very interesting letter from his brother who is now in Belgium serving with a Canadian regiment fighting the Germans. He is fighting in the first line and made the statement in the letter that it was pretty near hell on earth, but that Germany would be whipped good and plenty before the war is over.

If reports are true, the many friends of Horace Fox, representing Lee & Cady, of this city, will be sorry to know he expects to leave the road. It is understood he expects to go into the hotel and restaurant business at Harrison.

Dec. 4 will go down in history as a date never to be forgotten by the lo-

cal U. C. T. Oh, that I were a Bryan, a Joe Cannon or—last, but not least—a Mark Brown, with the silver tongued oratory they possess, that I might give vent to my feelings and present to you the actual scenes that took place around that festal board. Advance cards had been sent out to all. The regulars were on hand and also a lot of those fellows through whose stomachs you have to go to get to their hearts. They were there, too. Plates were laid for 150 people, venison being the only meat served. It was a real deer meal. A programme was arranged by the entertainment committee, with H. D. Ranney as toastmaster. Many good talks were given by both men and ladies. M. S. Brown again came forth and I know I voice the sentiment of the entire audience when I say, it was probably one of the greatest speeches Mark ever made. Pleasant mention must be made also of Herman Vasold, who related some of his experiences back in 1859, when he was in the cattle business in Nevada. He has served as Secretary and Treasurer for No. 43 for the past thirteen years. The real hit of the evening came when Mrs. D. MacArthur, wife of "Dan," delivered a poem entitled "The Ways of a Traveling Man." It was gotten up in a clever style and delivered in a pleasing manner. The banquet was served by the ladies auxiliary, to whom much credit is due. The entertainment committee

### Boy Scouts At Signal Work In Forest



For several years we have had Boy Scouts organized in this city. They have established a splendid summer camp and have accomplished much that has been worth while, but as far as this wonderful movement for the development of boys having been used here to its fullest scope and greatest advantage, the surface has yet scarcely been scratched. Therefore, there is a well-organized movement on foot at this time to call on the citizens of Grand Rapids to adequately support the Boy Scouts, that these activities may be made available for over 1,000 boys rather than the present 300. The plan is to raise \$10,000 to finance the work for a period of three years. This will include a paid executive who will give his full time to the work, a Scout headquarters, supplies, literature, the keeping of records, conducting the summer camp, etc. This proposition is backed by some of the most influential business men of the city. Dec. 15, 16 and 17 are the campaign days.

matters, they all decided to drive to New Lothrop. The hour for departing was set. Five minutes, fifteen minutes, a half hour and no T. J. in sight. Being somewhat alarmed at his absence, an inspection trip was made to all parts of the city, all public buildings and institutions—to no avail. So Fox and Cashin left for their business point without their new friend. Arriving at New Lothrop, their order books filled and still no signs of life from the lost brother.



**N**OW is the time to buy your Maxwell Automobile. I sell on the pay as you ride plan.

Phone, write or call for demonstration.

**JOHN VLASBLOM**

Kent County Distributor

214-16 Ionia, N.W. Grand Rapids

### Our Leaders

La Zoos 10c

Murphys 5c El Mara 5c

Order through the Worden Grocer Co. or direct

**Jas. J. O'Meara**

Manufacturer of

**Miss Kazoo  
5c Cigars**

Kalamazoo, Michigan

**Wanted Immediately** Experienced, capable man with wife at Moseley Station to buy beans, potatoes, seeds, grain, fruit, farm produce and sell feeds, coal, cement to farmers. Strong, able bodied, willing to work and do the work. References needed as to character and ability. We own a good house for residence.

**MOSELEY BROS., Grand Rapids, Mich.**



was composed of Mike Conaton, Ed. Knoop and Gordon Grant, a team better than the best. As was said of old, "Well, done, thou good and faithful servant." Cigars for the men and candy for the ladies was donated by Harry Oppenheimer, President of the Chamber of Commerce. Business engagements prevented him from attending. The dancing from 8 to 12 was a big feature of the evening.

If all the grocers attend the State convention in Battle Creek in February who state they would not miss it, it will be the largest convention ever held in the State. Men who have not been to a convention for years claim they will be there on time.

Say you saw it in the Tradesman.  
L. M. Steward.

#### Boomlets From Bay City.

Bay City, Dec. 6—Jacob Niergarth, an old resident of Long Rapids, Alpena county, is dead. He had been engaged in the general merchandise business for eighteen years and was very successful. He was very prominent in local affairs and will be greatly missed. His death is a distinct loss to Alpena county.

Madajski & Wittbrodt's general store and Jay Wright's hotel, both large wooden buildings at Munger, were destroyed by fire Thursday night, causing a loss estimated from \$20,000 to \$25,000, only partially covered by insurance.

The Caledonia Coal Co., of Saginaw, is opening up a new mine in Bay county, near Auburn. A force of men is now at work sinking the shaft which the company expects to have completed by Christmas. The vein is said to be from five to seven feet in thickness and of a very fine quality of fuel. The mine will be equipped with electric current from the Au Sable Power Co. for illuminating purposes.

The automobile and its careless driver continue to do their deadly work without interruption. Isaac A. Gilbert, former prosecuting attorney of Bay county and a prominent lawyer of this city, who was run down by an automobile and fatally injured Thanksgiving night, died Friday.

A rumor is in circulation that Horace Fox, a prominent Saginaw traveling man, has decided to engage in the hotel business, having purchased a hotel at Harrison. If the report is true, it will be pleasing news to the boys who make that town, for if there is anything that Harrison does need, it is hotel accommodations.

W. T. Ballamy.

The business game is like a prize-fight. Unless you battle on the square, you'll be disqualified—and your customers are the referees.

After a shirt has been to the laundry a few times it is pretty well done up.

#### Honks From Auto City Council.

Lansing, Dec. 6—Travelers representing various lines of holiday goods agree that the merchants of Lansing have placed larger orders than those of any other city in the State in proportion to its population.

E. A. Gilkey, for twenty-five years one of Lansing's leading grocers, has sold his store and stock of goods at 525 Michigan avenue, East, to Dr. Stearns, who will continue the business.

A. R. Griest has purchased the grocery stock and store fixtures of George Hungerford, 1600 East Michigan avenue, and will continue the business. Mr. Griest, who has just returned from a year's rest in the Southern and Western States, conducted a grocery at the same location several years ago.

H. L. Knickerbocker has moved his stock of groceries from 507 East Michigan avenue to the corner store, 501, which is owned by J. G. Reutter. In the near future he will open an up-to-date meat market in the rear, fronting on Cedar street, to be conducted in connection with his well-established grocery store.

J. W. Tracy, proprietor of the Auto Tire and Repair Co., 526 East Michigan avenue, has sold his building to Dr. Towles and already has a brick store well under construction just west of the Riker Lumber Co. offices. The new building will be two floors and basement with living rooms above.

The Lansing Granite Co., 408 Michigan avenue, East, will in the near future move its office and stock into more commodious quarters in the Ranney block, and the two floors thus vacated will be turned over to the Elliott Grocer Co., which is greatly in need of more room in which to care for its rapidly increasing business.

The traveling fraternity will be much pleased to learn that our time honored Counselor and jolly, good natured brother, James F. Hammell, is well on the road to recovery, after more than five months of continued illness and confinement to one room. He is now able to dress and walk about the house. One of the first things he did when able to reach the telephone was to play a practical joke on one of his friends.

H. G. Gill (Bateman Manufacturing Co.) came near taking a ride in a hearse last Monday—and thereby hangs a tale. Very early in the morning, on the first working day of the week, while it was yet dark, he ordered a hack to convey himself and luggage to the depot in order that he might get the first train out of petitors. He had just finished a hearty breakfast when he heard something which he supposed was the hack stopped in front of the house, and, hurriedly kissing the good wife, and with a kindly stroke of Tipperary's shaggy

coat, he grabbed his grips and ran down the steps "kerplunk" into a perfectly good hearse, the driver of which wanted to know where a certain number on that particular street was located. The real hack, which carries real live salesmen to early trains, arrived a minute later, but the missus, while not the least superstitious, ceased not to worry because of the bad omen, until Harry arrived on Friday with a big bunch of prosperous business.

Those of our Council who were unable to attend our last meeting missed something worth while. At 6:30 the committee, consisting of Messrs. Hastings, Jury and Glancy, assisted by other members, served more than 100 of our counselors, their wives, children and sweethearts, with a bountiful supper in the large hall adjoining the council rooms and, after a short business session of the Council, the musicians arrived and the gayety commenced, ending only with the stroke of midnight. So far as we are able to learn, everybody had a good time.

E. F. VanBuren has sold his cut-rate meat market, 305 North Cedar street, to Gephart & Douglass, who will continue the business. It is a safe bet that "Van" will not be out of business very long, but his plans for the future are, as yet, incomplete.  
H. D. Bullen.

#### Sparks From the Electric City.

Muskegon, Dec. 6—The union station at Muskegon has installed a hot air heating system which is very much superior to the old way of heating.

A new stunt in grocery dispensing has been put to a test by William Sweet, of St. Joseph, who has what is called a cafeteria grocery store. All goods are marked in plain figures and placed where they can be easily obtained by the customer. A clerk is on hand to answer all questions and put up the fruit and vegetables or any other article that needs to be wrapped. When the customer is through he walks toward the door, where sits the cashier, who glances over the articles and takes the required amount for what has been bought. This system is thought to give prompter service to the trade, a clerk being able to handle twice the customers he ordinarily would. Deliveries are being made twice a week only. This store is being watched with interest.

On Saturday morning a fire destroyed the second floor and did considerable damage to the main floor of the I. Gudelsky & Son building. This store is known as Little Henry's place. The fire is thought to have started on the second floor from an overheated electric stove. A cripple by the name of Smith lost his life in the fire. Great damage was done to the stock from the smoke and fire. The disaster, coming a few days before the holiday season, will work

some hardship on the holiday trade. Mr. Gudelsky will remodel his store and put in a new stock of goods as soon as the loss is adjusted.

Our next meeting will be held Dec. 18. Try and make your dates accordingly so that you can attend.

A nice Christmas gift to your friends—one that will be greatly appreciated—is a yearly subscription to the Michigan Tradesman.

In contrast with some of the high priced hotels or those who are in the habit of giving poor service, we wish to call attention to Verbeck's Tavern, at Pentwater. To those who had made this town before Mr. Verbeck was on the job, it will seem quite a change has taken place. The other hotel of the town seemed to care only to extract the long green and if you had a good breakfast or not, did not seem to worry the proprietor. Mr. Verbeck's rooms are all modern, having carpets on the floor and steam heat in the rooms. The meals are first-class in every detail and Landlord Verbeck, with his good wife, endeavor to make his hotel the real home of the traveling men. Let's all boost and help a good thing along by stopping at Verbeck's Tavern when in Pentwater.  
Milton Steindler.

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

Buffalo, Dec. 8—Creamery butter, extras, 33@34c; firsts, 30@32c; common, 26@28c; dairy, common to good, 22@28c; all kinds, 18@22c.

Cheese—Fancy, new, 16½c; choice, 15@16c.

Eggs—Choice new laid, 34@36c; storage, 22@25c.

Poultry (live)—Chicks per lb. 13@16c; cox, 11c; fowls, 12@15c; ducks, 14@16c; geese, 14c; turkeys, 19@20c; (dressed), chicks, 13@16c; fowls, 12@15c; cox, 12@13c; ducks, 17@18c; geese, 14@15c; turkeys, 22@24c.

Beans—Medium, \$4@4.10; pea, \$3.90 @4; Red Kidney, \$4.50@5; White Kidney, \$4.50@5; Marrow, \$4.50@5.

Potatoes—65@75c per bu.  
Rea & Witzig.

An apple caused trouble in the Garden of Eden and the descendants of Adam and Eve have been sinful creatures on that account. It was an apple that caused a Santa Fe train to come to a sudden stop the other day. The automatic air brakes were set, passengers were thrown forward and the train crew was panic stricken. The engineer attempted to go on and the train parted. It was all because an elephant was traveling in a special and wanted an apple which was in one of the pockets of his keeper's coat. The coat had been hung over the emergency air brake. The elephant pulled the cord, set the brakes and broke the train in two in his attempt to get the little apple.

# GOOD GOODS

**WORDEN GROCER COMPANY**

Grand Rapids—Kalamazoo

**THE PROMPT SHIPPERS**

# MICHIGAN TRADESMAN

(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY,**  
Grand Rapids, Mich.

#### Subscription Price.

One dollar per year, if paid strictly in advance; two dollars if not paid in advance.

Five dollars for six years, payable in advance.

Canadian subscriptions, \$2.04 per year, payable invariably in advance.

Sample copies 5 cents each.  
Extra copies of current issues, 5 cents;  
issues a month or more old, 10 cents;  
issues a year or more old, 25 cents.

Entered at the Grand Rapids Postoffice  
as Second Class Matter.

E. A. STOWE, Editor.

December 8, 1915.

## IF WE HAD BEEN PREPARED.

"Adequate preparedness" finds no difficulty in looking over the history of the United States and showing how every great crisis might have been averted or surmounted much more quickly, if we had been adequately prepared. The Revolution would have been won with infinitely greater ease if Gen. Washington had had a regular army instead of depending on his ragged Continentals. The War of 1812 would have been settled in a trice with an adequate navy. As for the Civil War, it has become a classic argument that if Mr. Lincoln had had at his disposal an army of sufficient dimensions the Confederacy would have been crushed in three months. It is rather unfortunate that adequate preparedness should have to fall back on wars in which inadequate preparedness won out every time. If we had beaten in 1776 or 1812, or the North had been beaten in the Civil War, what a case there would be for preparedness! Still, a good deal may be done with the fact that on three successive occasions we had to fight six years, two years, and four years to win a war which, with the aid of a pencil and piece of paper, might have been won in a year, in six months, in three months, respectively.

Nevertheless, one might follow the proffered lead and venturing into the sphere of speculative history, wonder what would have happened in 1861 if the United States army had been of great size and properly provided with officers adequately trained. Arguing from what actually did happen, we may say that if the United States army in 1861 had been ten times as strong as it was, then ten times as many highly trained and gifted officers would have placed their services at the disposal of the Confederacy. Of five men who led the Confederacy's desperate struggle—Lee, Jackson, Longstreet, Johnston, Beauregard—four were officers of the United States army at the outbreak of hostilities, and one, Jackson, was professor of tactics at a military academy. Of a dozen Union generals—Grant, Sherman, Sheridan, McClellan, Meade, Thomas, Buell, Burnside, Pope, MacDowell, Hooker, Rosecrans—no less than six had to re-emerge from civil

life to re-learn the lessons of war and save the Union. Grant had been out of the army since 1854, Sherman since 1853, McClellan since 1857, the others for seven or eight years. It might have been lucky for the North if no regular army had existed in 1861, and the genius of a Lee, the talents of a Longstreet and a Johnston, had been allowed to rust away in civil life!

We have yet to find a statistical treatment of Germany's war losses which does not end where it begins. An example is Gerald Morgan in the New Republic. His arithmetic is careful. He starts with Germany's population of military age. He counts the Germans in the active list, the Landwehr, the Landsturm. He makes allowances of all kinds—for deaths between the date of the last official census and the outbreak of the war, for those found unfit, for those who have probably become unfit during peace-time. He deducts the men in the various government services outside the army, applies various tests to the figures for casualties, and finds that Germany had 7,750,000 fighting men at her disposal at the beginning of the war, and on the first of the present month had 5,500,000 men left. At this point the writer recalls what some statisticians choose to overlook, that the Allies have also been suffering casualties. "France and Russia are losing men in a proportion not greatly different from Germany." So he is driven to the implicit argument that the Allies have many more men to lose, and that Germany is bound to be crushed, especially if we recall that England has suffered but small loss, and has just begun to throw her land resources into the game. Why, then, all the elaborate calculation about Germany's men of military age and her death-rate and casualties and non-combatants and the rest? We are back at the simple fact that the Central Powers, counting Turkey and Bulgaria, with a population of about 150 millions, are facing in France, Russia, Great Britain, and Italy a white population of about 250 millions. That is the basic fact.

The effect of holiday activity in trade is manifesting itself in all parts of the State. The purely reasonable activity, having been so long delayed, will have a somewhat shorter time to run than usual, and the remarkably warm autumn has also had its effect in lessening the demand for seasonable goods. Taken with the cool summer it has been difficult for clothing and dry goods merchants to clear their shelves, and probably more stocks have been carried over than in several years. Were it not that buying has been so largely from hand to mouth, this condition would be more unsatisfactory; but merchants have, on the whole, been careful buyers, and have been able to protect themselves. Just now they are experiencing a growing trade and are busy. Collections are likely to be rather less active until the selling of grain and beans is accelerated, but the credit of the man with several thousand bushels of wheat in his granary is mighty good, and the merchant is willing to carry him.

## GREATER MONROE DOCTRINE.

It is well known that the Monroe Doctrine does not owe its authorship to Mr. Monroe, but that it is of British origin and suggestion. But there is a Monroe Doctrine, which is very fitted to the present situation of affairs, which is never quoted and which is practically unknown.

After the conclusion of the Peace of Ghent, Great Britain purposed to put more and more warships on the Great Lakes. Secretary of State James Monroe addressed Minister Adams at London to try to dissuade the British government from this course, declaring that there would be vast expense incurred, and that the danger of collision would be increased, and that rivalry in armament would prove a continued stimulation of suspicion and ill will.

On the expression on the part of the British government of an unwillingness to accept this view, Mr. Monroe persisted and wrote, "the moral and political tendency of such a system [preparedness] must be to make war and not peace." This, in my estimation, is the Great Monroe Doctrine.

On April 28, 1818, Monroe published to the country the fact that on the Great Lakes in the future there should not float a single warship of either nation.

The benefit to the United States of this Monroe Doctrine has been incalculable.

## UNCONQUERABLE BELGIANS.

Few things are more eloquent of the indomitable spirit of the Belgians than their success in issuing secretly, each week, despite the efforts of their oppressors to discover it, a newspaper which satirizes the workings of the wonderful German mind as exhibited in Belgium. It is said that several complete editions of the paper are printed simultaneously in various hiding-places, it being impossible to run one large plant without imminent peril of discovery. The paper never fails to appear each Tuesday. Large rewards have been vainly offered for its suppression.

The most humorous "feature" of the issues to date is a large front-page photograph of his Super-Excellency Gen. von Bissing reading this secret Belgian newspaper! To the general, this must have been "frightfully" funny. At this rate, we may eventually expect a photograph, in this same secret Belgian journal, of the Kaiser's heart bleeding over Louvain.

## LUMBER TRADE NORMAL.

One of the most striking changes in the commercial activity of the country is to be found in the renewed activity in the lumber trade. This is now visible in all sections of the country. Revival was late in coming, but the most careful observers in the business now say all indications point to the trade revival after months of depression.

It started in the South several months ago, spread to the Middle West, and then to the Pacific Coast. This improvement has come largely from the enlarged use by car builders and others, to the increase in building operations in

some sections, owing to the late fall, and to heavy export sales to Europe. Since lumber generally follows next after steel in an industrial revival, it may be said that the business of the country has assumed a condition where the outlook is satisfactory and conditions practically normal.

Out of the boom that has come to munitions plants has frequently risen the housing problem. Eight months ago City Point, Virginia, was a cornfield; now it is a town of 27,000. Bethlehem and Penn's Grove find their living facilities strained. Bridgeport, in 1914 a city of 115,000, has very nearly 175,000 people, and, as a writer remarks of it, is "saddled overnight with problems that in other places and normal times develop with ample notice of their coming." Transportation can somehow be devised, recreation almost takes care of itself, part-time schooling can be provided in makeshift school buildings; but the really acute necessity is for homes for 8,000 families and for many thousands of unattached men and girls. Bridgeport investors have hesitated to begin wholesale construction. But the responsibility the arms companies are beginning to meet. Last month they established a real-estate department, bought fields adjacent to the plants, and now announce the building of a number of four and six-family houses and large dormitories. The companies state that most of their expansion will be permanent; and it would seem that here is a chance for building up something analogous to the garden cities of English, French and Swiss corporations.

John Wanamaker, who was reported as having accepted the invitation of Henry Ford to go in his ocean "flivver" on a peace mission to Europe, declines. The other evening he made an address in Philadelphia in which he said: "Mr. Ford has three things—a mission, a generous heart and a fat pocketbook; but he has no plan to stop the war." Mr. Wanamaker says he told Mr. Ford: "You are a manufacturer; I am a shopkeeper; another member of your party is an author, a fourth has no profession or business, and so on and so on. When we get across the water we could not get a door to open in Downing street or Potsdam or in the Wilhelmstrasse." Mr. Wanamaker is a practical and level-headed man and is not carried away by any false sentiment; nor is he drunk with success, as is the case with the Detroit manufacturer.

Every authorized representative of the Tradesman is under agreement to accept no money from any customers except in exchange for regular office receipt; to borrow no money from customers or others; to accept no courtesy whatever from any hotel, transportation company or place of amusement or entertainment. Any deviation from this iron-clad rule subjects the employe to instant dismissal.

Art is long, but spot cash is what the artist longs for.





### Two Kinds of Investments Peculiar To Banking Business.\*

Here in the bank among ourselves we talk shop and we think shop most of the time during our working hours and we have a good deal to do with investments of various kinds. The type that engages our attention almost exclusively is illustrated by the bonds we purchase as an investment for our savings deposits. We study them with care and try to choose from the many offering those which we think will be the safest, because we are investing the funds of other people. We think first of the safety, then of the income. We also have more or less to do with stocks of various kinds which are used as collateral security in support of commercial loans. Then there is a rather large investment in mortgages upon real estate which touches upon the values of land, the buildings erected thereon, the insurance, which is a protective feature, the outlook with regard to the future of the locality in which the property lies.

Another form of investment is illustrated in endorsements upon paper as a protective feature. This leads us to think of the quality, financial ability, character and standing of men in community. We make investments in commercial paper and doing so we size up the ability of the men who are responsible for the paper, not only their ability, but their experience in the business in which they are engaged, the perfection of the organization in case it is a corporation, and the methods pursued in handling the business of the organization.

In all this range of investments we have to deal with the protection of our bank interests, which are the interests of a large number of depositors. We strive to be very careful and to bring to bear upon the various problems presented to us all the ability we possess and the good counsel we can procure from others.

There is a second class of investments that I wish to chat with you about this morning of a very different character, but vital to us all as individuals making up communities of people and which are factors in the progress of the world. In this category I wish to speak first of education. This covers not simply that which we secure by going to school and college, but our development into useful men and women through the influences of training we can secure in any possible way to give us great-

\*Conversational address by Hon. Charles W. Garfield, before working force of Grand Rapids Savings Bank.

er aptitude in handling the affairs which come under our activities and which will make us useful members of community.

Moral fiber is an investment of vital importance to us. I mean by this the ability and will to stand for righteousness under the strain of any temptation. We are liable to be moved to and fro by extraneous conditions and influences and it requires not only judgment, but what we call in common phraseology "backbone" to withstand the temptations to weaken when all the strength we have is required to stand for truth, goodness, honesty, and all the virtues that make up character.

My third investment is spiritual insight. This is difficult to define and often comes as a natural endowment rather than a result of education. The ability to see the truth through a hazy atmosphere of doubt and evil conditions, to see the good in men and women when evil seems to be predominant, to see blue sky when the heavens are overcast, to catch rays of sunshine when darkness seems to prevail—these things which come largely as a result of a spirit of optimism are more useful than almost any material things which can be measured by the dollar denomination.

An investment in books is an important one for us all. Good books are like good people and if we have them about us and live in their atmosphere, we have an element of strength in the development of character and ability to get on in the world.

The investment which we make in friends is one that requires more thought and care and is of greater import than anything connected with what we call "banking investments." In the choice of our friends lies an element that is continuously with us as an ever present aid in time of need and is a source of strength and sympathy and helpfulness, the value of which we can not overestimate.

The investment in travel is a good one. It broadens our angle of vision, adds to our value and usefulness in our community, makes us better companions, and furnishes us with memories that are a constant source of satisfaction.

The investment in a home I consider one of vital importance to young people. The putting of money into something that is our own and will stay with us and give us comfort and connect itself with the most beautiful associations of life is a responsibility that many do not appreciate

## Manufacturers and Merchants

Find Frequent Opportunities to Save Money by Having on Hand Available Cash

Idle cash is loss.

Cash invested is not always available.

Certificates of Deposit draw interest, and the money they represent will be paid on demand at this bank, or at almost any other bank in the country.

### The Old National Bank

177 Monroe Ave., N. W.

Grand Rapids, Mich.

**YOUR** mind will be easier if you are sure your loved ones will be protected if anything happens to you If you appoint

### THE MICHIGAN TRUST CO.

of Grand Rapids

with its 25 years experience your Executor you will accomplish this. No matter how small your estate may be it will be carefully administered.

Send for blank form of will and booklet on Descent and Distribution of Property.

Safe Deposit Boxes to rent  
\$3 to \$5 per year

who live in flats or rented places which do not connect themselves with the roots of life. The place where every thing important is our own, every tree or shrub planted is a part of our belongings; every attribute that is brought about the place, sweetens our lives and ties us to a bit of the earth's surface as our very own, and helps in a large measure to develop stability in character and usefulness in life.

Another investment that we can make constantly and grows rapidly, if we give it attention, which we easily can, is the faculty of observation. The habit of seeing things and seeing them accurately is of untold importance to us in any style of life that we wish to live. It is a source of our most important education. It is a school that does not stop with any limitation of age, but continues with us while we remain in this world. It is a source of happiness, usefulness, and a resource of age.

One more investment of this type I will mention and that is standing and usefulness in community. We have no right to live just for ourselves. The business we take up as our part of life's responsibility should have for its actuating element, the desire to serve. Not what we shall make or lay away, or pile up in the way of material resource should satisfy us, but we should look beyond any accumulation of this kind to the use we can make of it during our lives for the benefit of our fellowmen. This responsibility is upon us day by day and illustrates itself in the slogan which I have often used in connection with children:

Do all the good you can  
In all the ways you can  
To all the people you can.

#### Changed Attitude of Bankers Toward Automobile.

Bankers throughout the country are more inclined now to look upon the business of distributing automobiles as a sound and practical proposition and as a business continuity. This attitude in the money house is something the distributor long has sought to bring about, and now that the motor car retailer has come to be viewed as a business man and not as a speculator, the motoring public will feel a degree of benefit. The banker has much to do with the dealer's efforts to further the use of automobiles in any given locality.

The banker is rightfully shy on easing the channels of money when the money is to be employed to further the use of a luxury, and the motor car for years was viewed as a luxury. It has ceased to be that, however, and has become an economic necessity. Its utility is demanded by the farmer as well as by the city department store. It brings the country districts into closer communication with the city marts and thus promotes commerce. It is the influence in the good roads propaganda in the entire Nation to-day, and in every way it creates values which are more than offset by its cost.

So the banker may well encourage the automobile distributors in his immediate vicinity toward the sale of automobiles to every possible prospect. Those centers which show the greater number of automobiles in their streets are certain to be the centers of prosperity.

Another factor which should operate to encourage the banker to favorable relations with the motor car retailer is contained in the vast developments throughout the industry here at home, together with what the developments mean to the motoring world, selling as well as consuming. These developments mean that all excessive and speculative costs have been eliminated from the completed car, and that instead of an experienced luxury the consumer is to-day offered a machine of the greatest utility and pleasure value at the minimum of cost. In every way the investment returns handsome dividends, and if it were not so the automobile industry would be fighting to keep itself alive instead of struggling, as it is, for more and still more resources in order to create cars as fast as the world takes them.

Still, the automobile does not sell itself in any sense. The tremendous demand which deluged Detroit this year was due not alone to sound economic conditions. It was due in a large sense to the fact that the manufacturers of automobiles have built in and around themselves organizations which for efficiency cannot be surpassed.

Perhaps no body of retailers in the world's industry comprise such genuine selling ability as do the distributors of automobiles. It takes ability to dispose of something that takes \$1,000 or more of the purchaser's money, and particularly is this true in a field where there is such competition as exists in the automobile industry.

For this reason the maker permits only a business man of real standing to represent him, and now that the makers have had a period of years to develop and strengthen their selling forces, the retailing branch has been brought to about the highest point of general excellence.

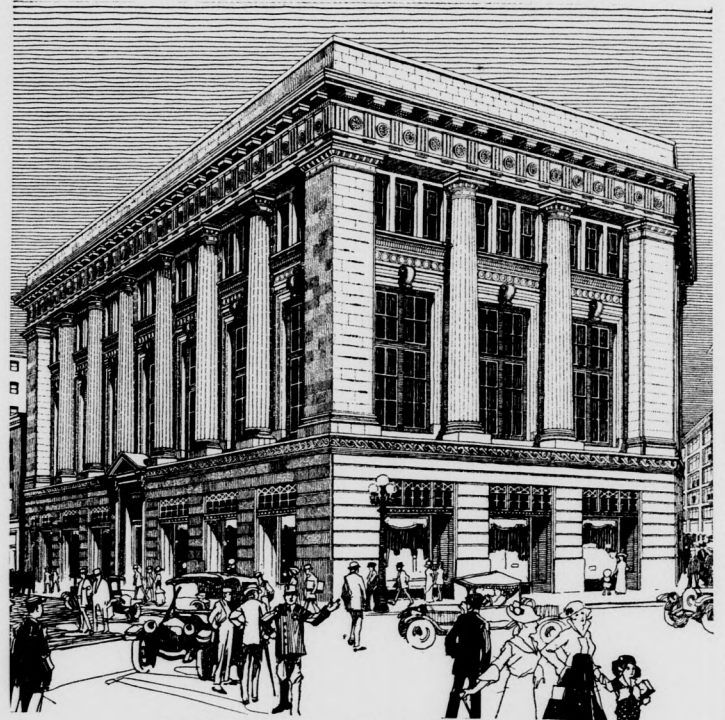
The banker does business with something solid when he co-operates with the automobile distributor.

A noted speaker has said, "Books are better than gold." Take the hint and read your trade paper. The subscription price is a bagatelle compared with the benefits you will accrue from it.

#### LOGAN & BRYAN STOCKS, BONDS AND GRAIN

305 Godfrey Building  
Citizens 5235 Bell Main 235  
New York Stock Exchange  
Boston Stock Exchange  
Chicago Stock Exchange  
New York Cotton Exchange  
New York Coffee Exchange  
New York Produce Exchange  
New Orleans Cotton Exchange  
Chicago Board of Trade  
Minneapolis Chamber of Commerce  
Winnipeg Grain Exchange  
Kansas City Board of Trade  
Private wires coast to coast  
Correspondence solicited

#### GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



Combined Capital, Surplus and Undivided Profits \$1,781,500  
Deposits Exceeding Seven and One-half Million Dollars

Business firms, corporations or individuals requiring reliable financial information relative to Grand Rapids businesses or business opportunities are invited to correspond with the investment departments of either the Grand Rapids National City Bank or City Trust & Savings Bank, which have at their immediate disposal a large volume of industrial and commercial facts.

## Shouldering Responsibilities

*Our training, experience, assured existence and ample resources justify you in committing to our care the various responsibilities which always accompany the administration of an estate.*

#### GRAND RAPIDS TRUST COMPANY

Robert D. Graham  
President

Hugh E. Wilson  
Secretary



**School Savings in Paris Township.**

The plan of having school savings banks has been practiced in France for a half century or more. The plan was introduced into this country by Mr. Thiry in a small way about twenty-five years ago.

The banks had been used in only a few cities when Grand Rapids adopted it in a small way, putting it into four of our city schools under the permission of the Board of Education. Very soon it was put into all of the public schools of the city and many of the parochial schools, the custody of the funds being in the Grand Rapids Savings Bank.

One day, a few weeks ago, it occurred to Mr. Garfield, who has been closely identified with the system in our city since it was inaugurated, that as long as it had become so useful in the city schools, it ought to be a good thing for schools in the country and, having this in mind and a commendable pride in his own township of Paris, he has, in connection with the Madison Square Branch of the Grand Rapids Savings Bank, introduced the plan into all of the schools of Paris township.

There is no reason why country boys and girls should not save their pennies and acquire habits of thrift and learn how to do banking business in a banking way as well as the children in the cities, and the opportunities for earning small amounts of money are as great in the country as in the city.

The teachers of Paris township and school officers have taken up the matter with a good deal of interest and Grand Rapids has the credit before the world of introducing for the first time the school savings bank system into the rural schools of a township.

It may grow to be an accepted part of a school curriculum. It has the hearty endorsement of Commissioner Freeland and it seems to be a forward movement that will secure, in an educational way, very desirable results.

When we think that the getting of a living is the most important thing connected with life in this world, habits of thrift and good methods of doing business would seem to be as important things to develop in connection with school life as any that could be introduced. May the good work go on.

**Late News of the Michigan Banks.**

Charged with embezzlement and making false entries in the Bank's books, Paul W. Sperling, general book-keeper in the Commercial National Bank of Saginaw was taken before the United States Court at Bay City, following his arrest at the instance of the Federal bank examiners. He demanded an examination and was released on \$4,000 bond furnished by his father. The complaint against Sperling, made as a result of investigations by Bank Examiner H.C. Blackman and his assistant, W. E. Stewart, both of Hillsdale, names \$1,000 as the amount of the book-keeper's alleged peculations, but it is understood the total probably will reach

\$3,000. It is said Sterling made a confession to the bank examiners. It is understood he covered up the peculations by entering various amounts on the Bank's books as due from other banks and bankers. Sperling is about 28 years old. He was married a little more than three years ago and has two small children.

Thorwald Gullickson and O. W. Smith have purchased the interests of the Western Land Securities Co. in the State Bank of Trout Lake, thereby making the citizens of Trout Lake owners of almost the entire stock.

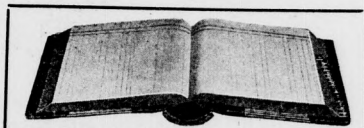
Elmer R. Webster, receiver for the E. Jossman State Bank of Clarkston, has sent \$5,000 to State Treasurer Haarer. There is now \$20,000 on deposit and as soon as there is a sufficient sum the Banking Commissioner is expected to apportion the money among the depositors.

A National bank is being organized for Gladstone by Escanaba business men. Most of the \$50,000 capital has already been subscribed.

A British India firm has opened in Detroit a bank credit of \$48,665, to be used in the purchase of plows of a special type and probably a brick-making plant, which were brought to its attention by United States Consul James Oliver Laing, of Karachi.

The First National Bank of Munising offers a prize of \$5 for the best article—not exceeding 1,000 words—on trading at home. The prize winning article will be featured in The Munising News of Dec. 17.

The activities of the German submarine continue and almost every day reports are published of ships sunk and lives lost. Presumably the Allies are doing all they can to prevent these depredations, but it has seemed all along to outsiders that it would be possible for them to take such precautions as would prevent these craft from carrying on their deadly work. The Germans have far exceeded the Allies in submarine performances, and for that matter have been rather more effective with their flying machines. Americans who have been abroad or hope to go, are sorry to see beautiful Italian cities, such as Rome, Venice and Florence, made objects of attack and disaster from bombs. Their treasures of art, once destroyed, can never be restored, and they are the property of the world quite as much as of Italy. In most cases the destruction of works of art is as wanton as the murder of innocent women and children, showing how little the Prussians have advanced from their barbarian ancestors.



*Its Loose Leaf opens like a Blank Book*

Write us

**THE Proudfoot LOOSE LEAF CO.**  
GRAND RAPIDS, MICH.

**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**

**3 1/2 Per Cent.**

**Paid on Certificates**

**Largest State and Savings Bank in Western Michigan**

Ask us about opening City Account

**GRAND RAPIDS SAVINGS BANK**

Coupon Certificates of Deposit pay 3 1/2 % interest

Coupons cashed each 6 months after one year

**GRAND RAPIDS SAFE CO.**

Agent for the Celebrated YORK MANGANESE BANK SAFE

Taking an insurance rate of 50c per \$1,000 per year. What is your rate?

Particulars mailed. Safe experts.

TRADESMAN BUILDING

GRAND RAPIDS, MICHIGAN

**Fourth National Bank**

United States Depository



**Savings Deposits**

**Commercial Deposits**

**3**

Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

**3 1/2**

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus  
**\$580,000**

WM. H. ANDERSON, President  
L. Z. CAUKIN, Cashier

JOHN W. BLODGETT, Vice President  
J. C. BISHOP, Assistant Cashier

Most business men are called upon, at sometime, to administer an estate where the situation demands the selection of conservative investments with as good yield as goes with "maximum" security. Municipal and first mortgage, serial, real estate bonds and certain kinds of public utility bonds are peculiarly fitted for such investments.

**HOWE SNOW CORRIGAN & BERTLES**

MICHIGAN TRUST BLDG GRAND RAPIDS MICHIGAN

**INVESTMENT BANKERS**

will give you the benefit of their experience and the same competent counsel that has won for them the confidence of their large clientel and many banker patrons.

**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.



### The "Shop Early" Idea a Mistake.

The importance of the holiday season to the dry goods store has been increasing yearly during the past twenty years, and as trade generally has been adversely affected during the last two years by "wars and rumors of wars," as well as by the unsettled conditions of the labor market, it will be of much greater importance to both wholesale dealers and retailers during the approaching season.

A feeling has been growing during the last few years that the Christmas trade has been forced on the public attention much too early. The "shop early" idea has been, some argue, encouraged too freely and persistently for the general good of the volume of Christmas trading; thus impairing the generous spontaneity of gift-giving, and often resulting in too much thought being given to the selection of gifts, coupled with the ever present desire in both men and woman to economize in Christmas expenditure.

When the people have too much time to think about any gift they have to make it usually results in selecting something that does not cost too much. On the same principle that when the collection box is passed at the end of a service in church, it often happens that the man who intended to drop in half a dollar will have time to think it over and ease his conscience with "a quarter."

As a rule it is better to let Thanksgiving pass completely by before saying much in your advertisements, or suggesting much in your windows, that may be classed as Christmas gift goods. For the reason that a multitude of the best people exchange gifts at Thanksgiving, especially young newly married folks, and the same will buy again for Christmas; whereas, when your Thanksgiving advertisements and windows remind them too much of Christmas they may decide to kill two birds with one stone and leave the buying until a few days before Christmas.

The toy department is perhaps the single exception to the above remarks. Toys may be safely exploited at most any time.

In a city of any considerable size you will find it greatly to the benefit of your Christmas trade to have some extra attraction in the way of "a show" in or near your toy store, a free exhibit of some rare animal or a juggler, or a magic lantern, or some Indians or a fine picture—or, perhaps, better than all a "Punch and Judy"—anything that will attract lookers, may also be trusted to attract a certain percentage of buyers—and everyone that goes away pleased from your show is a good free advertisement for it.

Where the actually Christmas merchandise in the lace section, men's section, and other general stocks, is exposed too early, as is very often the case, before the true Christmas motive takes hold of the public, it gets to be too well known, looked over and handled, and loses that element of freshness that is the inspiration to almost all classes of Christmas shoppers.

Therefore do not be in too much of a hurry to introduce the Christmas trading. Let Thanksgiving blow over before you even show your "shop early" signs—you will find it best in the long run.

John E. Mayhew.

### Women Want Style and Quality.

For a long time price governed the purchases of the average shopper; if an article appeared to be a bargain—that is, if it were cheap in price—even at the expense of value, it sold; thus we read of the wonderful bargain sales where \$2.00 waists sold for \$1.15, which were worth nearer plain fifteen. Women were happy in this belief, and retailers tried to please them. Cheap and showy, much, apparently, for the money, something cheaper than had been seen last week, until in the mad chase for bargains, quality and style were forgotten. While bargain hunting, the shopper forgot that the really smartly dressed woman wears ideas in advance of the trend of the season, is not only "up to the minute" in style, but ahead of it, and wears quality.

Gradually this bargain hunting is decreasing; the average woman today wants distinctive quality in her material, with a style up to the moment; supply this and shoppers are inclined to buy the goods. Women have more money to spend, and are more contented to spend it for good fabrics than ever before. In place of asking for the cheapest, now it is for "something new." Ahead-of-time styles make better profits for a department than bargain sales. The sale of a fabric that has real quality gives the impression of security and satisfaction to both buyer and seller. Women have learned values and good style, and manufacturers are giving them what they want. Goods are higher now than they were a year ago, but shoppers are not complaining. What they want is something different, a new sensation, and quality; give this, and the price will be paid uncomplainingly. It is up to the manufacturers to supply this.

### Vienna Blouses.

A note sounded in the blouse field in Vienna is underlying the dark tulle models now so popular with pink or black tulle.

Models embroidered in gay colors are veiled entirely, permitting the embroidered part to show only in a small vestee in front. The effect is quite charming.

Very effective are lace alternating with some transparent fabric striped blouses. The lace is oft times puffed. The bolero blouse is quite popular and Vienna shows charming taffeta boleros in a comprehensive assortment of patterns. Some models are wide apart in front and held together by a gold band disclosing a dainty lace under blouse copied from the peasant's bodice. When blouses are made of silk gauze or Mouselin they form a pretty contrast to the more substantial taffeta.

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.

### WE BUY RAW FURS

And pay highest market prices

DAVID GREEN, Furrier  
303 Division Avenue, S. Grand Rapids, Michigan



## Many Lines In One Bill

Buying on this principle gives you variety without over stocking. It gives you many profits on the same investment in place of a few. It saves you money on freight.

Our monthly catalogue—America's Price Maker in general merchandise—is dedicated to this kind of buying.

## Butler Brothers

Exclusive Wholesalers of  
General Merchandise

New York Chicago  
St. Louis Minneapolis  
Dallas

## Useful Xmas Goods That Are Good Sellers

Handkerchiefs, Mufflers, Suspenders, Garters, Neckties, Purses, Handbags, Fancy Aprons, Fancy Towels, Slipper Bags, Watches, Jewelry, Jewel Boxes, Gloves, Hosiery.

Many of the above mentioned lines are packed in attractive individual holiday boxes.

Mail orders promptly and carefully filled.

### PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Michigan



## Quality Delivery Boxes

You Would Improve Your Store

You are always anxious that everything about your store should be up to the mark of perfection, but what are you doing to improve your delivery service? "Quality" Boxes built for long, hard delivery service will solve your problem of damaged groceries, mixed orders and petty complaints.

### JOHN A. GRIER & CO.

1031-35 18th St.

Detroit, Michigan



### Wafted Down From Grand Traverse Bay.

Traverse City, Dec. 6—M. B. Holley, member of our Council, has returned from a tour of the large Eastern cities, giving his lecture on flags and pennants. Mr. Holley has the largest collection of flags in the world and is making a big hit. A good salesman can do anything.

George Burke, of Mancelona, owner of the Burke Hotel, is looking for a new landlord, as Mr. and Mrs. Sweet are moving to Big Rapids, where they have a large farm they think needs their attention. George, get a hotel man this time and give the boys a real hotel.

Rev. A. L. Thurston, the oldest minister in this region, and who we believe had more friends than any minister in this part of the country, died at his home in Kingsley, Friday, Dec. 3. In his active years of life he would take a vacation from the ministry in the campaign year and stump the State for his political party. Although he was getting feeble, he always kept up his reading and was, perhaps, the best posted man on current events in the town. Before the days of the railroads in this part of the State, Mr. Thurston walked from Big Rapids to Cadillac, where he preached the second sermon ever delivered there; and from there on to Manton, where he delivered the first sermon ever heard in the village.

George Creech, after taking a vacation for about a year, has just gone to work for a large novelty house. Good luck to you, George.

The Shining Star Hotel, at Sigma, is going under new management, Mr. Murphy having traded it to George Hollenbeck, of Summit City, for his farm. This is a new venture for Mr. Hollenbeck and we wish him good luck, for Sigma needs a good hotel. George has done every thing from farming to the show business. He was driving a yoke of cattle one hot summer day a few years ago and they got nearly played out, when he met a farmer and the farmer asked him, "your ox is nearly played out, ain't it, George?" "Well," George replied, "it is enough to play any ox out to breath as hard as he does."

Our friend from Muskegon thinks we are not saying much about the convention. Say, Muskegon, if you would spend about one Saturday in Traverse City and see the work our convention committee is doing and the bustle there is in Traverse City, you would go back home thinking this was a young San Francisco getting ready for the fair and that town of yours would look to you like Grawn does to us. Come along next June, Muskegon, and we will sure give you the glad hand and uncork something we have not mentioned in the papers.

C. A. Cressey, the popular singer sewing machine man, has a new title to his name. He is now the champion dumpling maker on Eleventh street. Last Sunday his wife went calling and Charlie was going to have a good supper ready for her when she returned. He asked a few of his many lady friends how to make dumplings. They each had a way of their own. Charlie thought he had an idea, too. The main thing was to have them light so he put in double the average amount of baking powder. Charlie says they were light all right, but very dark. The price of self-rising buckwheat flour has made a decided advance. Well, Charlie, a man is not supposed to know where all the cooking material is.

Farmers who had their crops frosted around Mancelona are making good use of the snow and are drawing logs and cordwood.

The railroads out of Traverse City realize the importance of our city as a trading center and are putting on

extra train service to take care of the Christmas shoppers.

Harry Hurley, the Henkel flour man, has returned from a trip over his new territory and reports things in fine shape. We are glad to see Harry get this territory, as he is a worker and a good clean fellow. If Harry gets as much new business for Henkel flour as he has new U. C. T. members, he will deserve an increase in salary soon. F. W. Wilson.

### New Fabric Combinations.

The evident wish to lighten the dark colors in vogue has brought out many combinations of fabrics and, in some cases, of colors. In street suits of the Russian order the belt may form a conspicuous view-point and be of beads or metal embroidery that brightens the entire costume. Velvet or silk are combined with broadcloth, serge, novelty and plain woolens. Silk and velvet are used together, also silk and net, chiffon or lace. Velvet is made up with metalized nets, laces and weaves of tinsel cords, chiffons, etc. Corduroy enjoys the privilege of being made up alone.

Plaid taffeta blouse are fashioned with straps and pockets of blue serge. Black chiffon blouses have points of colored satin on the top of the collar above a band of fur. Other dressy waists are of velvet and silk crepe, silk and chiffon, one of wisteria silk voile made up with purple velvet was to be worn with a purple velvet suit. For velvet and smart corduroy suits some of the new silks are taken for a blouse in direct contrast, as a flesh-colored pussy-willow taffeta or a shade just matching the velvet may be worn. Black velvet and black, white or gold lace are combined for afternoon and evening gowns.

### Chattel Mortgage Sale.

Notice is hereby given that, by virtue of certain chattel mortgages executed by W. J. and J. V. Smith, co-partners as W. J. Smith & Son, of Paw Paw, Michigan, I shall sell at public auction, to the highest bidder, on Monday, the 13th day of December, 1915, at one o'clock, p. m. at the store building known as, "The Racket Store," at Paw Paw, Van Buren County, Michigan, the property mortgaged, to-wit, a stock of merchandise consisting of dry goods, notions, groceries, crockery, glassware, hardware, etc., together with store furniture and fixtures. Said property has been inventoried by appraisers appointed by the District Court of the U. S. for the Western District of Michigan as follows: Merchandise \$4,902.03, furniture and fixtures \$1,035. The stock is in first-class condition and composed mostly of goods readily salable. The sale will be for cash, and immediate possession can be given.

Dated December 2, 1915.

David Anderson, Mortgagee.

### He's an Anti.

"Women have queer ways."

"How now?"

"The styles call for mannish hats.

So my wife bought a mannish hat for eighteen dollars."

"Well?"

"She could have bought a man's hat for four dollars."

## Michigan Knit Specialties



No. 7501—A very popular three-piece novelty suit for little tots. Consists of leggings, coat and cap. Made from best Saxony yarn, full fancy Cardigan stitch. All colors.

Sizes 20 to 28

Illustrated catalogue on application or sample assortment sent on approval. In writing, please state whether you are in the market for Sweaters, Sweater Coats, Hockey Caps, Gloves, Mittens.

Michigan Knitting Company Lansing, Mich., U.S.A.

## Holiday Specials

Fine quality white linen damask towels 20x38 @ \$6.00, 20x40 @ \$6.50, 22x42 @ \$9.00 dozen.

Fine quality linen huck towels 20x38 @ \$4.50 dozen.

Linen Table Cloth patterns, 72 inch width, 2 yd. patterns @ \$1.50, \$1.90 and \$2.20; 2½ yd. @ \$1.88, \$2.38 and \$2.75; 3 yd. @ \$2.25, \$2.85 and \$3.30 each.

Napkins 18 inch @ \$1.10 and \$1.25; 20 inch @ \$1.50; 22 inch @ \$2.25 and \$2.75 per dozen.

Linen lunch cloths 36x36 @ \$1.10 and \$1.25; 45x45 @ \$1.50 each.

Lace edge doilies 12x12 @ 90c per dozen; 18x18 @ \$2.00 per dozen.

Lace trimmed linen center pieces 36x36 @ \$12.00 per dozen.

Embroidered center pieces 36x36 @ \$7.50 per dozen.

Hemstitch square center pieces 30x30 @ \$2.00 per dozen.

Fancy lace edge scarfs 18x50 @ \$2.25 per dozen.

Fancy lace edge scarfs 18x50 @ \$4.50 per dozen.

Fancy lace edge center pieces 30x30 @ \$2.25 per dozen.

Fancy lace edge center pieces 30x30 @ \$4.50 per dozen.

Also a fine assortment of stamped towels, doilies, scarfs, etc., at various prices.

All orders by mail will receive careful attention.

## Grand Rapids Dry Goods Co.

Exclusively Wholesale Grand Rapids, Michigan

## AUTOMOBILES AND ACCESSORIES

### Now Is the Time to Buy.

Automobile enthusiasts who plan to own a car next year should get in touch with the dealer now. They should book their purchases during the winter, and as early in the winter as possible, thus ensuring themselves certain delivery when spring motoring days arrive, accompanied by Miss Sunshine.

Automobile retailing is no longer a spring and summer proposition. Winter is not what it used to be, or at least this coming winter will not be like its predecessors for the automobile distributor. No previous year in the automobile industry was like 1915. Many were inclined to believe the spread of the motor's popularity was something abnormal and in the nature of a boom, to be followed by reactions.

The tremendous sales of automobiles this year resulted from a logical spread of the auto's popularity and utility, because of a couple of years of bounteous crops and because all underlying conditions have been sound despite the hard times howls that have been a plague to business in all centers except here at home.

Consequently, the growth, which simply has deluged most all makers, has had none of the aspects, of a boom. There will be no after effects or adverse reactions. There will be no let-up in the ever-spreading popularity of the automobile.

All makers have made provisions for increased capacities for the coming year. There will be more automobiles made next year than were made this year. Likewise, there will be more people wanting the output, and clamoring at dealers to get it, next year.

Manufacturers know all about the real, underlying reasons which caused this year's tidal wave of demand to spring into existence. If there was anything not substantial, not real, not lasting, about that demand, they would be the first to know that too. The manufacturer has the most to risk on the stability of the demand. The wholesale expansions throughout the industry constitute the manufacturer's answer to any question as to next year.

The lesson from the situation as a whole reveals the obvious logic of buying now for next spring delivery. It is better to book the order now and do the waiting through the cold winter months than wait until spring and become one part of a triangle of vexation and disappointment involving yourself, the dealer and the manufacturer.

The old rule of rush in the spring is in the discard; preparedness now is the by-word of next year's motorist, or should be.

### Winter Tops at Low Cost.

Automobile tire manufacturers, garage-keepers and motor supply people generally find cause for rejoicing in the development and perfection of the removable winter top for motor cars. But no more so than the car owners and prospective purchasers, for with the winter top an established success, car owners are going to get vastly more good and more comfort out of their cars than has been possible in the past.

Up to this year a closed car has involved a very important price consideration, generally speaking, and during the months of severe winter weather most touring car owners have had to "lay up" their cars and fall back on the street cars. Not so now. Nearly everybody in position to buy an automobile at all can have a touring car and an inclosed winter car all in one for only a trifle more cost.

Complaint has been made that the Canadian customs law is being abused. It is said that United States auto owners touring in the Dominion have been very much annoyed. A protest has been registered against illegal fines imposed. Claims have been made regarding the discriminate seizure of cars. It is said that the Canadian officials are preying on the automobile owners, and according to all reports the law and the public are both being abused by some officials.

Mrs. Lee C. Boardman, founder of the woman's auxiliary of the Lincoln Highway Association and Mrs. Sarah Wright MacDonald have completed their 3,000-mile trip to the Pacific coast and are now delivering lectures at prominent Pacific coast cities with lantern slide illustrations of views of the highway taken on the journey across the continent.

Louis Chevrolet, the Detroit engineer, builder of racing cars, and racing driver, ranking in the first flight, is walking on crutches nowadays. Mr. Chevrolet is building a racing car which he will drive next year and dropped a piece of iron, striking his heel and placing him out of commission.

Jack London said, "Don't wait for inspiration; go after it with a club." That's the right idea, but don't swing your club so aimlessly that you knock inspiration silly.



### See the new Cadillac Eight

It's the Peer of Them All

Western Michigan Cadillac Co., Ltd.  
OSCAR ECKBERG, Mgr.  
19-33 LaGrave Ave. Grand Rapids, Mich.

### Make Out Your Bills

THE EASIEST WAY

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

### The UNITED Line

IN practically every Michigan community there are one or more potential users of motor trucks.

To the salesman who can put us in touch with the closing of such sales we have a most attractive proposition to discuss.

To this salesman and his prospects The United Line will easily present the lowest price for which the absolute maximum of motor truck value can be had.

### The United Motor Truck Company

Grand Rapids, Michigan

### Let us show you how the Studebaker Delivery Car

will save you money  
Write or call for demonstration or catalog

Peck Auto Sales Co.  
DISTRIBUTORS  
Ionia and Island Sts. Grand Rapids

### B. & S. Famous 5c Cigar

Long Filler

Order direct or through  
Worden Grocer Company

Special Holiday Packages

Barrett & Scully  
MAKERS  
Ionia, Michigan

## NOKARBO MOTOR OIL

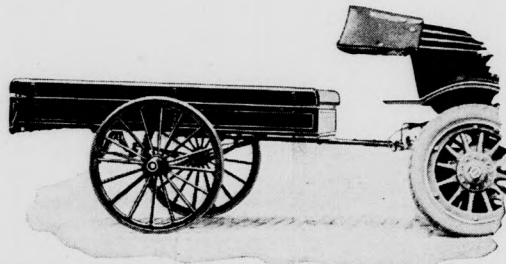
It is the one oil that can be used successfully on all automobiles operated by gasoline or electricity.

It will not char or carbonize.

It is the best oil for the high grade car, and the best oil for the cheapest car.

WRITE FOR PRICES AND PARTICULARS

The Great Western Oil Co.  
Grand Rapids, Michigan



### Randolph Auto Trailer

A strong well built trailer that can be attached or detached instantly to any make of car that will carry 1,000

pounds. Especially adapted to the use of grocers, butchers, hardware dealers, piano dealers, ice cream manufacturers, plumbers, laundrymen, painters, poultrymen, dairymen, farmers, in fact every form of business where light delivery is needed.

H. C. RANDOLPH, Jonesville, Michigan

Conservative Investors Patronize Tradesman Advertisers



**SUCCESSFUL SALESMEN.**

**W. H. Martin, Representing Eli Lilly & Co.**

William H. Martin was born on a farm near Circleville, Piqua county, Ohio, August 25, 1871. His parents were Scotch-Irish on both sides. When he was a small child the family moved to Athens, Ohio, where Mr. Martin attended school, subsequently going to the Ohio State University at Columbus, where he graduated on the medical course in 1892. On receiving his diploma he located at Chillicothe, Ohio, where he practiced for nine years. Ill health forced him to relinquish the practice of his profession and he sought and obtained a position as traveling salesman for Eli



W. H. Martin.

Lilly & Co., Indianapolis, who assigned him Texas and New Mexico territory, with headquarters at Amarilla, Texas. He remained there several years and was then transferred, six years ago, to Eastern Michigan territory, with headquarters at Detroit.

Mr. Martin was married June 19, 1896, to Miss Vira Hope, of Athens, Ohio. They have two children, a boy of 5 and a girl of 3. They reside in their own home at 165 Rhode Island avenue, Detroit, but spend five months of each year at their summer cottage at Lake Orion.

Mr. Martin has no church or fraternal affiliations except the U. C. T., in which he is aligned through Cadillac Council, of Detroit. His hobbies are fishing and hunting. He finds ample time to indulge in the former pastime at Lake Orion and holds the championship belt for having caught a four pound bass on July 4 of this year. His hunting is mainly confined to big game and his favorite hunting ground is Minnesota.

As an indication of the esteem in which Mr. Martin is held by his friends and associates, it may be stated that at the last meeting of the Michigan Pharmaceutical Travelers' Association, he was elected President, so that much of his time nowadays is devoted to the work of exploiting the next annual meeting of the organization, which will be held in Detroit the third week of June of next year.

Mr. Martin is never half-hearted about anything in which he engages. When he works it is with right good will and all his energy, and when he goes to the woods—and no one is more fond of such trips than he—he manifests the same energy and perseverance in fishing and hunting, entering into the spirit of it all and enjoying it.

Personally, Mr. Martin has the kindest of hearts, is of genial disposition, an agreeable companion on any social occasion and withal a staunch and steadfast friend. He draws around him wherever he lives a goodly circle and there are many homes where he is always a welcome guest. No man is more devotedly attached to his friends than he and few have so many. Possessed of excellent ability, sterling integrity, thoroughly upright and honorable in every way, he commands the respect and esteem of all who know him.

**"Utterly Failed Him."**

New York, Dec. 6.—It would be a pity if Prince Lichnowski's denial of the words attributed to him by Owen Wister were to obliterate from our minds the significance of what the German Ambassador actually did say. I had the story shortly after the outbreak of the war from a source which I am justified in regarding as "unimpeachable;" and it was to the following effect—that soon after Great Britain's declaration of war, a distinguished neutral called upon Prince Lichnowski to bid him good-by. He found the Prince in a state of distraction standing in a room full of trunks, which were being packed as rapidly as possible; and in response to his expressions of personal sympathy the Prince, who appeared to be broken-hearted, impulsively exclaimed: "I am a ruined man—a fortnight ago I assured the Emperor that there would be civil war in this country within a month." In other words the German Ambassador in London had informed his Emperor that Great Britain was on the verge of a civil war, which would prevent her from taking any part in the world-struggle that Germany was about to provoke. Small wonder that the Emperor, after he had taken the irrevocable step, should have addressed the bitterest reproaches to his Ambassadors whom he accused of having "utterly failed him."

W. F. Bullock.

**Now Write It.**

Take a lot of money,  
Take a lot of style,  
Take some words of honey,  
And some words of guile,  
Take a little dinner  
Lighted up with candles,  
Now and then a sinner  
Telling all the scandals,  
Take a little carriage,  
Take an auto, too,  
Take a little marriage,  
Take a drink or two,  
Take a bit of travel,  
Take a sneak, or worse,  
Then a sin unravel,  
Then a great divorce,  
Take a girl quite killing  
From a little hovel  
And you have the filling  
For a modern novel!

**Weed Chains**

All sizes for pneumatic and solid or dual truck tires in stock. Buy these through your local garage and encourage him. If he does not have them, give us his name and we will sell you direct.

**Sherwood Hall Co., Ltd.**  
Wholesale Distributors  
Grand Rapids, Michigan

**CARRIAGE AND AUTO ROBES**  
Single Plush Robes, 60-inch..... \$2.25, \$3.00 and \$3.50  
Extra Heavy Single Reversible Robe, 72-inch..... \$7.50  
**SHERWOOD HALL CO., LTD.**  
30-32 IONIA AVENUE, N. W. GRAND RAPIDS, MICHIGAN

**The Auto Trailer Has Arrived**  
Lowers the cost of your hauling. Let us prove it.  
Built to meet your requirements with capacities from 1,000 to 2,500 lbs. and can be properly attached to any car. Write, phone or call for demonstration.  
**THWING & CO.**  
DISTRIBUTOR FOR SCRIPPS BOOTH  
Storage, Repairs and Auto Supplies. New and Second Hand Cars.  
Two Doors West of Division Avenue, South  
15-17 Graham Street, S. W.  
Citz. 31883. Bell 3655 Main Grand Rapids, Michigan

**Talk**



Over Citizens Long Distance Lines connecting with 200,000 Telephones in the State. 95,000 in Detroit. 14,365 Telephones in Grand Rapids.

Copper Metallic Circuits

**Citizens Telephone Company**

**WHITE HOUSE BRAND**  
Has the Highest Commercial Rating  
**COFFEE**  
DWINELL-WRIGHT CO.  
BOSTON-CHICAGO  
Distributed at Wholesale by  
**Judson Grocer Co., Grand Rapids**



**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.

### Brightening Up the Store for Christmas.

Written for the Tradesman.

Foresighted preparation is a very important factor in handling Christmas trade but it is in the last two or three weeks of the season that the hardware dealer scores the most generously. So, while every shrewd dealer aims to prepare the public long beforehand for Christmas buying, he realizes too that when things are sweeping on to a climax is the psychological moment to make a dead set on his trade.

Hence, while Thanksgiving Day in the store should suggest Christmas in the goods shown and in the decorations, it is the last few weeks, and particularly in the last ten days, that the Christmas note should be sounded the loudest.

To secure your share of the gift trade and holiday trade, make your store "talk Christmas" to every customer.

In recent years the hardware store has come to be more and more recognized as a gift store, and, particularly, as headquarters for the most practical, useful and sensible kind of gifts. Nevertheless, there are still many people who give the first call to the jeweler, the dry goods merchant and the novelty dealer, and who never think of the gift possibilities of the hardware stock. The educational work which has trained the bulk of the populace to recognize the holiday possibilities of the hardware stock should therefore be continued by the dealer.

To educate the public to his holiday possibilities, the hardware merchant should, first, display his Christmas goods prominently; and should, second, provide for them a typical Christmas setting, imparting to his customers a suggestion of seasonable giving. The dealer who is satisfied to make one or two half hearted window displays and to provide perhaps one special counter for Christmas goods cannot expect to secure the results realized by the merchant who believes in the Christmas possibilities of the hardware and adopts aggressive methods of interesting the public.

Christmas trade must have Christmas coloring and Christmas backgrounds. The season is one when young and old are more directly influenced by the prevalent spirit than at any other time of the year. Who

would care to purchase a Christmas present in a dim, dingy store, or in one from which every hint of festivity and joy is rigidly excluded? Perhaps not even a holly spray or an ornamented show-card wishing customers a "Merry Christmas"—the women folk would simply pass by on the other side, to give their patronage to stores more brilliantly lighted or appropriately decorated. And the women folk have a big part in promoting Christmas trade; and it is the women that the hardware dealer will find it most desirable to interest.

Of course, Christmas decoration is sometimes overdone. There is such a possibility as piling it on too thick. The background or setting should not be made so pronounced as to swamp and obscure the goods themselves. But an attractive setting, not too much emphasized, will help to sell the goods. The subtle hint of Christmas and the Christmas spirit in the incidental decorations help to put the customer in the pleasant, seasonable frame of mind which stimulates giving.

For the last week or two of the holiday season, the Christmas stock should be given the most prominent place in the store. For the time being a good share of the heavy stuff, such as stoves and ranges, can be removed to the back of the store, thus giving more floor space. This does not mean that the stoves and ranges should be forgotten—they possess gift possibilities—but the aim throughout should be to "brighten up." To this end, too, goods which give a light and attractive appearance to the shelves should be featured. Of course any special Christmas lines are entitled to prominent place. Every customer knows that the hardware dealer carries nails; but there are a good many customers who will never know of his electrical goods department unless he plays it up.

The counters, shelves, silent salesmen and fixtures generally can be decorated with holy, real or imitation. Red crepe tissue paper or art muslin will also help out, and will emphasize the Christmassy effect. Christmas mottoes fit in admirably; they can be made in white card or cotton batting on a red background; or can even be devised of small articles, such as spoons, forks and pocket knives. Christmas trees, hung with the usual glittering decorations, can be placed about the store, and appropriate gifts can be shown on these. Santa Claus figures—if you haven't a real, live Santa Claus—will also help to attract the eager attention of the youngsters, who, as every mer-

Bell Phone 860      Citiz. Phone 2713  
**Lynch Bros.**  
 Special Sale Conductors  
 Expert Advertising—Expert Merchandising  
 28 So. Ionia Ave.      Grand Rapids, Mich.



### The Ventilation of School Rooms Is a State Law Requirement

For years the heating and ventilation as applied to school houses has been one of our special features.  
 We want to get in touch with School Boards that we may send them descriptive matter.  
 A record of over 300 rooms ought to be evidence of our ability.  
 Steam and Water Heating with everything in a material line.  
 Correspondence solicited.

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

# REYNOLDS

APPROVED BY THE NATIONAL BOARD OF FIRE UNDERWRITERS  
 TRADE MARK  
**H.M.R.**  
 ESTABLISHED 1868  
 OF FIRE UNDERWRITERS

# FIRE SAFE

# SHINGLES

Reduces Fire Insurance Rates

Will Not Ignite from Flying Sparks or Brands

Sold by All Lumber Dealers

**H. M. Reynolds Asphalt Shingle Co.**  
 "Originators of the Asphalt Shingle"  
 Grand Rapids, Mich.

## Foster, Stevens & Co.

### Wholesale Hardware

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

## The "Dick Famous" Line

### HAND AND POWER FEED CUTTERS

#### 40 Years the Standard

You can't buy anything better—and you can't beat our service, for as *Distributors for the Central Western States* we always carry a full stock of machines, parts, and accessories. This means instant action when you say the word. **Ask for Our Dealers' Proposition**

Get your share of this business. Ask for our printed matter and catalogues. We have the goods and are glad to tell dealers all about them.

### Clemens & Gingrich Co.

Distributors for Central Western States  
 Grand Rapids, Michigan

We Stand Back of Every Order We Sell

## Public Seating For All Purposes

Manufacturers of

**American Steel Sanitary Desks**

In use throughout the world

World's Largest Manufacturers of  
 Theatre Seating

**American Seating Company**

General Offices: 14 E. Jackson St., Chicago; Broadway and Ninth St., Grand Rapids, Mich.  
 ASK FOR LITERATURE





chant knows, are the beneficiaries and the inspiration of the huge proportion of the Christmas buying.

The idea throughout should be to provide a suitable setting for the Christmas goods. If there is sufficient floor space, a set piece can be arranged in many instances. A popular subject is the Santa Claus stocking. A mantelpiece can be contrived with an open grate, the effect of a glowing coal fire in the grate being secured by the use of red electric bulbs or ordinary bulbs placed beneath red tissue paper. From the mantel stockings can be hung, filled with appropriate articles, some of which can be shown protruding from the openings. Upon and around the mantel other specialties can be displayed. There might be a stocking for each member of the family, with appropriate articles showing from it or tied to it with string.

Another set piece may be contrived of a sleigh drawn by cardboard reindeer with the familiar figure of Santa driving. The sleigh can be made to fairly overflow with seasonable specialties. A background of cotton batting snow helps to make the picture attractive.

Another device is to fit up the entire store, or at least the selling portion, after the manner of a bazaar. Booths can be built up, decorated in red and green, with holly, tissue paper and bunting. The space secured by the shifting to the back of the store of heavy articles of hardware can be filled with appropriately decorated tables, showing lines of Christmas stock. Throughout, aim at picturesqueness and appropriateness in the settings.

With Christmas goods, it is generally advisable to have every article plainly priced. This helps the customer in making a selection, and saves the salespeople a lot of time at a season when the time of the salesman is crowded to the limit. Customers, especially where presents are concerned, like to look over the various articles and see how the prices run before approaching the salesman in earnest. They do not want to drag him around with them while they examine the goods; nor do they care to be forced at every turn to ask the price. Of course a good many merchants take the view that perhaps customers will be driven away by the price who could be persuaded to purchase if a good salesman got hold of them. But in most hardware stores the extra clerks secured for the Christmas season are not trained salespeople, and can in fact do little more than the price cards do toward influencing customers. And the great majority of customers like to have some idea of prices before they commence to negotiate. For one that may be persuaded to buy where goods are not openly price-marked, there are a dozen who will give first chance to the store which price-marks all its goods.

Of course, the window displays are an important factor in inducing people to enter the store in the first place. They should carry out the same general ideas, of featuring Christmas

goods against the Christmas background, and of extending to every passer-by the cheerful goodwill spirit of the Christmas season.

William Edward Park.

**Olives In Fruit Jars Not a Success.**

According to prominent olive packers, the practice of selling olives in quart and pint screw-top preserve jars is working out somewhat differently from what had been hoped for it by its originators. There is a disposition now to regard it as a mistake, likely to injure the popularity of Spanish olives, because it is found that olives packed in that way do not keep well. In fact, some packers are suffering very considerable losses by reason of returned goods, shipped back from stocks purchased only a few months ago.

Well informed olive men say that the custom was the happy inspiration of a certain large Chicago jobber, who suddenly discovered that he was carrying more bulk olives than would suffice several ordinary jobbers for several seasons. In his efforts to "get from under" he conceived the idea of putting them in fruit jars—quarts and pints, or even larger—and selling them at low prices to retailers, for sale in the same packages to consumers. It would do much to promote the use of olives, it was thought.

The experiment appeared so successful that other jobbers took it up and managed to unload immense quantities of olives in a short time. But now, it is said, the reaction has set in, and such large packages spoil or deteriorate before they are wholly consumed, only to be thrown back on the jobbers' hands. Several of the big packers in this city are trying to abandon the fruit jar package in favor of the cork closure, running to as large multiples as 22 ounces.

**California Has Big Crop of Rice.**

The rice crop of California this year is a record breaker. The yield is estimated at 125,000,000 pounds or 1,250,000 bags. This is an astonishing crop, in view of the fact that it is only three years since this cereal began to be a commercial crop in the State. In California the only variety grown is the Japanese, the crop consisting of about 90 per cent. of this variety. Eastern cities are taking this crop in great quantity, while a large tonnage is being shipped to Cuba, Porto Rico and South America.

The California crop, which is just beginning to move, is a record breaker, and the growers are holding back their rough rice for higher prices, and as the banks are aiding them, it is thought that the market will be at top prices for some time to come.

The acreage in rice in California has been expanded rapidly. In 1912 the acreage was only 1,400. This was increased in 1913 to 6,000 acres, and in 1914 the acreage was 16,000. This year this acreage has been largely increased, large stretches in Kern and Kings counties having been planted to rice. The other rice growing counties are Butte, Colusa, Glenn, Yuba and Yolo.

**Fashionable Trade.**

The fashionable trade, the trade of the people who are the moneyed class of the town or city is the trade that most merchants seem to think the most desirable. In a way that is true. The trade of such people is a valuable addition to the store's business, but unless you are situated in a location where there are "slathers" of that kind of people, you are likely to overreach in trying for that business and neglecting the mainstay of most stores—the business of the unfashionable. One cannot build up a big business on the trade of the "four hundred" alone. The four thousand or the forty thousand will spend more and spend it more regularly than the here to-day and gone to-morrow fashionable folk.

**Safe Expert**

W. L. Slocum, 1 N. Ionia, Grand Rapids, guarantees to open any safe, also change combination. Wire, phone or write when in trouble. Citizens phone 61.037.

**OFFICE OUTFITTERS  
LOOSE LEAF SPECIALISTS**

*The Tisch Line Co.*

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

**Wm. D. Batt  
Raw Furs**

Hides, Wool and Tallow

Write for Price List

24-26 Louis St.  
Grand Rapids Michigan

**EVEREADY  
FLASHLIGHTS**

are ideal Christmas gifts—handsome, useful and different from the ordinary run of presents. Among the many styles every member of the family will find just the one he wants.



Are you ready for the Christmas rush? Send in your order now. We're EVEREADY Headquarters.

C. J. LITSCHER ELECTRIC COMPANY  
Wholesale Distributors  
41-43 S. Market St. Grand Rapids, Michigan



**Franklin Carton Sugar Is  
Made From Sugar Cane**

Don't forget to tell your customers that FRANKLIN CARTON SUGAR is made from SUGAR CANE, because there is a decided preference for cane sugar on the part of the consumers and that makes it easier to sell. It is also true that FRANKLIN CARTON SUGAR is refined by the most modern processes, and then packed in the substantial cartons with the head of Franklin printed in blue on them, and sealed against dust, dampness and insects. It therefore comes to you as the sweetest, cleanest, daintiest sugar you can offer your customers, and the ready-to-sell cartons save you time and prevent loss by overweight.

Original containers hold 24, 48, 60 and 120 lbs. FULL WEIGHT of all CARTONS and CONTAINERS guaranteed by us

THE FRANKLIN SUGAR REFINING COMPANY  
Philadelphia

**Our Entire Line of GROCERY BAGS  
BEAR THIS MARK OF QUALITY**

Our Improved Square, self-opening, Grocery and Sugar Bags are the standards of quality.



Every bag full size and uniform strength.

Write for jobbing price list.

THE CLEVELAND-AKRON BAG CO., CLEVELAND

## THE MEAT MARKET

### German Regulations Regarding Meat Consumption.

The Kaiser has promulgated the following decree:

1. On Tuesdays and Fridays meat, meat wares and edibles consisting partly or wholly of meat must not be professionally disposed of to consumers.

This does not apply to the direct supply of the army and navy.

2. In restaurants, saloons or lunch-rooms, as well as in clubrooms and refreshment stations of any kind, there must not be sold:

(1) On Mondays and Thursday, meat, game, poultry, fish and other edibles fried, baked or boiled with fat or lard.

(2) On Saturdays, pork.

It is permissible to sell the meat and edibles mentioned in paragraphs 1 and 2 in the form of sandwiches.

3. The following are to be regarded as meat in the sense of this order: Beef, pork, lamb, mutton and veal, as well as poultry and game of all kinds.

Meat wares are canned meats, sausage of all kinds and bacon.

Fats are butter, butter substitutes, oil, artificial fats of all kinds, beef and pork fats and mutton tallow.

4. Police officials and expert investigators named by the police are authorized to enter at any time the business premises of all persons affected by this order, particularly the rooms in which meats, meat wares and fat are stored prepared, exhibited or sold. They are authorized to conduct a search, to inspect the business records and to confiscate by their own choice samples for investigation purposes, receipts for these samples to be issued by them.

The proprietors as well as their managers and supervisors are obliged to give the visiting police officials or experts information as to the procedure in the preparation of their products, about the origin, nature and extent of their supplies and sales.

5. The inspectors and experts are obliged, except for official reports and special reports of offenders, to observe silence as to the establishments and business conditions of which they take cognizance in the course of their investigations and to refrain from discussion or exploitation of the business and establishment secrets that come to their knowledge.

They will be sworn in to this effect.

6. Proprietors must post copies of this order in their stores and places of business.

7. A fine not exceeding 1,500 marks (\$375) or a prison term not exceeding three months will be imposed upon:

(1) Offenders against Nos. 1 and 2.

(2) Those who in violation of No. 5 do not observe silence or do not refrain from discussion of business and establishment secrets.

(3) Those who fail to display copies of this order as set forth in No. 6.

(4) Those who violate the regulations set forth in No. 10.

With regard to No. 2, prosecution will be undertaken only upon recommendation by the proprietor.

8. Local authorities have the power to close establishments whose proprietors or managers prove unreliable in the execution of the duties which are imposed upon them by this order or by the executive functions necessitated by it. This applies not only to public places, but also to stores where meats, meat wares or edibles consisting partly or wholly of meat are sold.

Appeals from police action are permissible. Such appeals are passed upon by the higher administrative authorities, the decisions to be final. Appeals do not cause delay of action against the appellants.

9. The stipulations of this order apply also to consumers' associations.

10. The Federal authorities determine upon the measures for the execution and enforcement of this order. They will decide what are to be regarded as the proper local authorities or as the higher administrative authorities in the sense of this order.

The Federal authorities or the authorities designated by them are authorized to substitute other days for those designated by paragraphs 1 and 2 and to decide upon exceptions from the stipulations set forth in paragraphs 1 to 3.

11. This order becomes effective on Nov. 1, 1915.

The Imperial Chancellor sets the date for its termination.

Berlin, Oct. 28, 1915.

### Stands by the Butcher.

She was a sweet young bride who had already found that what looks like a nice piece of meat in the shop often seems to have gone through a private transformation scene when it arrives home.

"How is it," she enquired eagerly, when a married friend called upon her, "that you always manage to have such delicious beef?"

"It's very simple," replied the elder woman. "I first select a good, honest butcher, and then I stand by him."

"Oh, I see; you mean that you give him all your trade?" said the innocent young bride.

"No!" answered her companion, grimly. "I stand by him while he is cutting the meat."

### G. B. READER

Successor to MAAS BROS.

Wholesale Fish Dealer



SEA FOODS AND LAKE FISH  
OF ALL KINDS

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

### W. P. Granger

Wholesale  
Fresh and Salt Meats

Poultry, Eggs and Oysters

Shipments of Hogs, Veal and Poultry  
Solicited

Daily Remittances

Telephone 61,073

112 Louis St. Grand Rapids

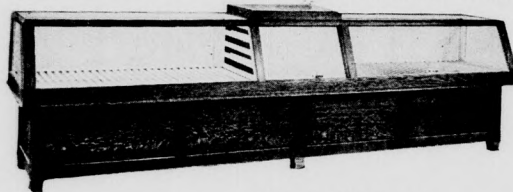
### CANVAS COVERS

For Wagons, Stacks, Merchandise, Etc.

WRITE FOR CATALOGUE

Chas. A. Coye, Inc. GRAND RAPIDS  
MICHIGAN

### NOWACZYK REFRIGERATED DISPLAY CASES



Write for Quotations

NOWACZYK HANDCRAFT FURNITURE COMPANY  
35-45 Prescott Street, S. W. Grand Rapids, Michigan

Circulating and ventilating system superior to any other case.

Recommended by the Health Department of Buffalo.

### WHOLESALE

## Flour, Feed, Hay, Bags, Twine

Bakers' Supplies and Machinery, Waxed Paper, Bread Wrappers

Dry Milk Powdered Egg Cooking Oil Compound

Everything for Bakers, Flour and Feed Dealers

### ROY BAKER

Wm. Alden Smith Bldg. Grand Rapids, Michigan

## PEACOCK BRAND

### Breakfast Appetites

can be encouraged and well satisfied with a nice rasher of bacon and fresh eggs. Go to your grocer's and get some of the famous Peacock mild cured bacon and fry it, pouring off the grease as quickly as it forms. This makes it crisp. Peacock Hams and Bacon are cured by a special process—brine is not used—so they are not salty. They are especially prepared by Cudahy Brothers Co., Packers, Cudahy, Wis., for those who want the best.

### Cudahy Brothers Co.

Packers

Cudahy, Wisconsin

### YOUR OLD SCALE

Let me overhaul and re-enamel it and make it good as new. Work guaranteed. Charges reasonable.

W. E. HAZARD,

1 Ionia Ave., N. W., Grand Rapids  
I do all work for Toledo Scale Co. in Michigan

## Rea & Witzig

PRODUCE  
COMMISSION  
MERCHANTS

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

Established 1873

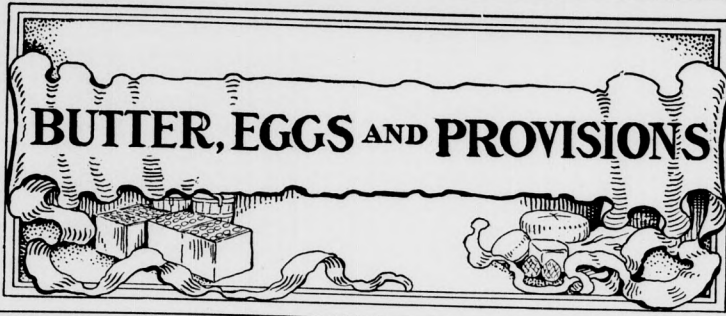
Live Poultry in excellent demand at market prices. Can handle large shipments to advantage. Fresh Eggs in good demand at market prices.

Fancy creamery butter and good dairy selling at full quotations. Common plenty and dull.

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

Refer you to the People's Bank of Buffalo, all Commercial Agencies and to hundreds of shippers everywhere.





**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.

**Recent Upward Movement in Cheese Values.**

Probably the basic cause of the recent upward movement of cheese values in this country has been the re-entry of the British government as a buyer on English and Canadian markets. The Montreal Trade Bulletin estimates that about 150,000 boxes of cheese have lately been purchased by British agents for war ration purposes. This has caused an advance in cheese values abroad and in the Dominion, and has helped to stimulate the confidence of domestic operators in American cheese. Another factor which has seemed to help our markets has been larger speculative buying by Southern trade, and it is no doubt a fact that the prospects for cheese consumption in the South are now somewhat better than a year ago. The improvement in English markets has not yet been sufficient to revive our export trade in cheese, in fact, values in this country have advanced about as fast as those abroad, and with the low rate of exchange there is about as big a margin between exporters bids and American asking prices as a few weeks ago before English markets advanced. The recent advances in cheese values here have therefore served to increase the rate of accumulation of cheese in American warehouses. The tendency will be to lessen domestic consumption and increase cheese production, which has lately been curtailed somewhat by low prices. And if we continue to keep values in this country above export basis during the fall we are sure to enter the winter with a heavier reserve of cheese than a year ago.

It is practically certain, in spite of somewhat improved industrial conditions in the South, that American cheese consumption will continue below normal this winter and that in order to clear the storage stocks of this season's make of American cheese by next spring we will be forced to export considerable cheese. We believe that the outcome of the 1915 deal will be determined wholly by the course of values abroad.

Besides the Antipodean make of cheese this winter the English markets will have a much larger stock of Canadian cheese to draw upon than a year ago, and their own production as well, which, however, according to latest reports, is shrinking

faster than a year ago. But the present world holdings of Cheddar cheese are much heavier than at the opening of September last year, there is still a great uncertainty as to the amount of cheese the British government will require this winter, the exchange market is in such condition that values abroad must be quite heavily discounted, and, with cheese prices restored to their normal relation to values ruling on other dairy products, conditions over most of our cheese-producing territory favor a normal, possibly a heavy fall make. And since American cheese do not sell on English markets at as high a level of prices as Canadian, it would seem a very risky undertaking for American operators to accumulate the surplus fall make at any higher prices than the fall make in the Dominion is secured.

**Where Distinctive Branding Helps.**

In considering the probable effect of the new law requiring cheese and buttermakers and factory owners or operators in Wisconsin to secure State license, Commissioner Weigle is quoted as follows in a recent newspaper interview.

"When the new law becomes operative next January each license under it will be given a number which may be made a valuable asset to its owner if it is used as a label for the product sent to market. It cannot be doubted that dairy products of known quality are sought after on all markets, and when a license has demonstrated the quality, purity and cleanliness of his product he easily secures a better price."

The truth of this prediction is strongly supported by the effects of the use of the New York State brand on whole milk cheese. This brand is simply supposed to guarantee that the cheese bearing it are whole milk, it carries no guarantee of the goods or of the sanitary conditions existing at the factory where produced. But the serial numbers on the brands enable the buyers on this market to identify a factory's product by number, and when these buyers find a mark that pleases their trade and that can be generally depended upon to furnish a uniform quality of cheese they will frequently arrange to take the mark regularly, often at a very attractive price. The factory's stencil number on the State brand thus serves to assure the buyer that he is getting the mark he contracted for and where a factory produces good cheese the serial number on the brand is thus of very considerable value.

If all Wisconsin cheese coming to

this market were similarly branded with a whole milk State brand and a label showing the factory's license number and implying proper sanitary conditions at the plant, it would doubtless be a valuable asset to those plants turning out high grade cheese suitable to the demands of the local market. It would give buyers a better opportunity to acquaint themselves with the marks likely to prove most satisfactory and from what sources they could be obtained.—New York Produce Review.

**Standing Room Only.**

They tell of a Slav who was in hard luck and was given a pair of trousers at the charity headquarters and told to go into a room and put them on. When he came out the superintendent asked:

"How do they fit?"  
 "Dey fit tighter as my skin."  
 "Tighter than your skin? That is impossible!"  
 "I kean seet down in my skin, but not in dese!"

**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.

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

**HART BRAND CANNED GOODS**

Packed by  
**W. R. Roach & Co., Hart, Mich.**  
 Michigan People Want Michigan Products

Mr. Flour Merchant:

You can own and control your flour trade. Make each clerk a "salesman" instead of an "order taker."

Write us to-day for exclusive sale proposition covering your market for

**Purity Patent Flour**

We mill strictly choice Michigan wheat, properly blended, to produce a satisfactory all purpose family flour.

**GRAND RAPIDS GRAIN & MILLING CO.,**  
 Grand Rapids, Michigan

**The Vinkemulder Company**

Jobbers and Shippers of  
 Everything in

**Fruits and Produce**

**Grand Rapids, Mich.**

Mail us samples BROWN SWEDISH, RED KIDNEY, MARROWFAT or WHITE PEA BEANS you may wish to sell.

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

E. P. MILLER, President F. H. HALLOCK, Vice Pres. FRANK T. MILLER, Sec & Treas

**Miller Michigan Potato Co.**

WHOLESALE PRODUCE SHIPPERS

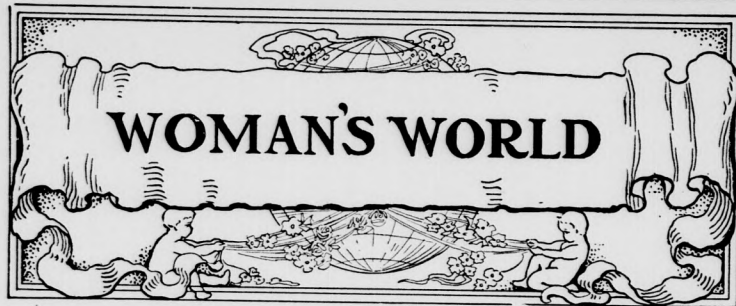
**Potatoes, Apples, Onions**

Correspondence solicited

Let us hear from you if you can load good potatoes

**Wm. Alden Smith Bldg. Grand Rapids, Mich.**

The H. E. Moseley Co. is associated with us in this business



### An Additional Subject For School Curriculums.

Written for the Tradesman.

A short time ago a group of friends were chatting together, when the conversation drifted to the general lack of knowledge regarding the use of money. A very bright woman who was present, a teacher well known throughout Michigan, remarked that every college ought to have a course of study in values, economy and personal expenditure, in order to give young people training in these most essential subjects.

A gentleman suggested that since most boys and girls never go to college, perhaps the course might better be made a part of the high school curriculum. Then the talk turned to other matters.

Is the idea advanced practicable? Can economy and a knowledge of comparative values and methods of laying out money to good advantage be taught in the elementary or the advanced schools, like reading or writing or cooking or electrical engineering?

Of the need for such teaching there can be no question. All about us we see people who work hard from youth until the decrepitude of age overtakes them, and never succeed in accumulating anything nor even in maintaining a comfortable style of living, simply because they spend thoughtlessly and wastefully. They never really get the good of their money. Such cases are not rare and exceptional, but instead sadly numerous. Persons who come to want in time of sickness or with advancing years have not all been idlers nor have they invariably worked for poor pay. More often they simply didn't know what to do with their earnings. Of those who have inherited ample means or even wealth, and who, through foolish and reckless extravagance have come to poverty, almost every neighborhood furnishes sad examples.

Instruction of the kind suggested is sorely needed—needed far more than the work that is put on some other branches that have a well established place in the curriculums—that is, if it would bring results. That is the only question.

That the subject would present peculiar difficulties can be seen at a glance. A few pupils would be very apt in learning it. Some children not at all brilliant in other respects are born financiers. When mere tots they have an amazing sense of values and an instinct for frugality that may be even over-developed. But a far greater number would be found al-

most hopelessly stupid in this branch. Ability to learn it would vary as greatly as the ability to learn mathematics. Every teacher knows that, in a room of fifty pupils, to perhaps three arithmetic and algebra and geometry seem to come without effort. The other forty-seven have to dig for all they get and never acquire enough to brag on.

The circumstances of some of the pupils would prevent their putting into application the knowledge they might gain. It is all but impossible to teach the value of a dollar to the boy or the girl who never has felt the lack of money. The student who works his way through college gets a pretty thorough course in personal expenditure without any theoretical study, while the young man of luxurious tastes, who has a wealthy and generous father to pay all bills, might not get much of a grasp of practical economy even though he devote a number of hours each week to the subject.

Not only would there be obstacles to the pupils learning, there also would be trouble about the instructors teaching. Educators are not as a rule shrewd and successful in money matters. If they were they would not select and stick to a profession that involves so large expenses and yields so inadequate returns. How many teachers succeed in laying up a competence for old age by following their calling? Perhaps they look to higher things than money. Granted that this is so, it still would be hard for them to impart knowledge which they do not themselves possess.

And this subject of values and economy in expenditure isn't something that they could learn by a few weeks or a few months cramming. It is doubtful whether much of ben-

efit can be gained from books. And even if a teacher had the requisite practical knowledge, this would be a hard subject to get into shape to present to a class. It isn't an exact science and never can be made one. Value always is relative—never absolute. What may or may not be good economy depends largely on circumstances.

Here is Mrs. Mansfield who is a very shrewd shopper. She studies and compares prices, watches for special sales, and devotes quite a share of her time to provisioning her household and buying the wearing apparel for herself and her three daughters. She really does wonders with a very moderate amount of money. And it pays her to do as



## Why not a Player for Christmas?

Among other things keep in mind the fact that the **PLAYER PIANO** solves the problem of "Why a silent piano in the home?"

With a Player installed in your home you or any member of your family can sit down and play the piano like a finished artist.

The Players we sell are really elegant pianos that may be played by hand like any ordinary piano, but in an instant the Player attachment may be switched on and it becomes a player ready and willing to produce the greatest music ever written as played by the greatest artists.

The Player's the thing. Ask us to send you special booklets on Players.

"When you think of Music—  
Think of Friedrich's."

### The I. X. L. Upholstering & Mattress Co.

Mfrs. of Driggs Mattress Protectors  
Pure Hair and Felt Mattresses  
Link and Box Springs  
Boat, Chair and Window Seat Cushions  
Write for Prices  
Citizens 4120 Grand Rapids



**At Holiday Time**  
There's a greater demand than ever for  
**Mapleine**  
the "maple" flavor for making syrup and flavoring desserts and dainties.  
Order from  
Louis Hilfer Co.  
1503 State Bldg. Chicago, Ill.  
**CRESCENT MFG. CO.**  
Seattle, Wash.

### Malek School of Music

Grand Rapids, Mich.

Highest Standard



Artist Teachers

Ottokar Malek, Pianist  
Founder and Director

The permanent Xmas gift to your children is

A Thorough Musical Education Under Capable Teachers

For Catalogue address  
234 East Fulton St., Grand Rapids, Mich.

## Christmas Candy

Everything for Your Holiday Trade

Hard Candies  
Cream Candies  
Chocolates

Pop Corn Balls  
Folding Candy Boxes  
Nuts, Dates, Figs, Etc.

Largest Candy Manufacturers in Western Michigan

Also distributors of the world famous  
**LOWNEY'S CHOCOLATES**  
in Fancy Christmas Packages

**WE SHIP PROMPTLY**

National Candy Co., Inc., PUTNAM FACTORY Grand Rapids, Mich.

## Friedrich Music House

206 Monroe Ave.  
Near Pantlind Hotel

Grand Rapids, Michigan



she does. With the work of her home on her hands she can not well go out to earn. If by putting some additional time on her buying she can save two or three hundred dollars a year, it is well worth her while to do it. She is practicing good economy.

Miss Woodville, who is a stenographer, is very differently situated. Being swift and skillful she holds a well paid position. In her buying, which is for herself only, she finds it necessary to reverse the tactics employed by Mrs. Mansfield. Miss Woodville can spend very little time in shopping. Small items she gets at her lunch hour. For larger purchases she once in two or three months takes a quarter or a half day off, selecting a time when she can best be spared from the office. On these shopping expeditions she does not try to go to all the stores nor to make exhaustive comparison of prices. When she finds an article she likes, at a price she can afford to pay and which seems to her reasonable, she buys. "I usually get good fair value," she says, "but very seldom any great bargains. I simply can't spend five or ten dollars worth of time and perhaps put my employer to serious inconvenience, on the chance of saving one or two or three dollars." Placed as she is, Miss Woodville's economy is just as sound as Mrs. Mansfield's.

Any valid teaching on this subject must follow principles broad enough to cover cases where the methods employed are as widely different as in the illustrations just given.

There is a great vagueness in the popular mind regarding values. Prejudice cuts an astonishing figure. Every dealer finds that there are some items that people are bound to get at a low price. A few cents advance on one of these is regarded as almost a killing matter. On other articles a good round price will be paid cheerfully. Shrewd merchants have long profited by the tendency to judge the prices on a whole stock by a few leaders thrown out as bait.

Many persons derive their ideas of economy from some maxim handed down past generations. Such never seem to consider that an adage usually presents only a single phase of wisdom, and that as contradictory proverbs as "A rolling stone gathers no moss," and "A sitting hen never gets fat," are both candidates for belief.

"The best is the cheapest" has a wide acceptance, despite the fact that the very best values to be found are in the low-priced staple articles that are used in immense quantities, and on which the cost of manufacture and sale are minimized. Many such are satisfactory and serviceable, and for common ordinary purposes their purchase is a far better expenditure of money than buying something finer and costlier would be.

Admitting all drawbacks and difficulties, the general introduction of such a course of study as that suggested could hardly fail to be most beneficial in effect. In getting it down firm and solid and authoritative just what should be taught, hard

thinking would have to be done and much discussion would be called out. Many delusions and erroneous beliefs regarding economy would be dispelled. While it hardly can be expected that a brief tuition would make able economists of most boys and girls, much would be gained if their minds were awakened to the importance of the wise use of money, and imbued with correct economic principles, so that they would learn along this line surely and rapidly when they get out into the harder school of actual experience. Quillo.

**Activities in Michigan Cities.**

Written for the Tradesman.

Shipments of sugar beets from Lake Odessa to the Lansing branch of the Owosso Sugar Co. this season will reach 2,300 tons and the price paid to farmers was \$6 per ton. The company will open a station at Clarksville next year.

Through efforts of the Lake Shore Commercial Club three boats of the Neff line will lay up for the winter at Saugatuck, which adds to the business activity there during the winter and spring.

The Common Council of St. Joseph has ordered that street cars resume the old plan of stopping at far crossings.

Flint plans to establish two comfort stations, one at the new city market grounds and the other on the north side of the river, near the First ward park.

Flint will expend over \$137,000 in extension of sewers next year.

Orleans is one of the smallest towns in Michigan having electric lights. The private plant is operated by a 15 horse power kerosene engine.

The Michigan State is rebuilding its telephone system at Coloma at a cost of nearly \$5,000.

Bay City will add forty lamps to its street lighting system.

Ann Arbor is still debating plans for an improved water supply and will probably either filter the river water or go to the wells at Steere farm.

Hillsdale is having a tilt with the State Board of Health because of an alleged faulty sewerage system and a septic tank to take care of the sewage will probably be outcome.

Nashville's Booster Club held a dinner meeting last week, attended by sixty members, and many topics were considered. If the cost is not excessive the manual training department of the public schools will be given the contract to make a number of road signs to be put up in the country surrounding Nashville. New factories will be secured if possible. The industrial committee is composed of L. W. Feighner, C. L. Glasgow and C. C. Deane.

A rest room with many conveniences has been opened in the town hall at Holly for the use of farmers.

Herbert M. Howe is the new Secretary of the Alpena Chamber of Commerce, succeeding John F. Wilkinson, who will engage in business in Detroit.

The Commerce Club of Adrian offers to give one-half of the state reward, or \$200 to \$500, on the first mile of each road built from the city limits.

Coldwater is asking for lower insurance rates in the business district and the Michigan Inspection Bureau will investigate. Almond Griffen.

City Phone 5995 Bell M 995

We have the finest of  
**Cut Flowers**  
Baskets, Plants, Etc.  
for Christmas

All flowers packed in neat  
Christmas boxes

**A. Hannah & Son**  
Floral Shop 18 Monroe Ave.

**Grand Rapids Jobbers**

Like to sell you the



**10¢ CIGAR**

as well as they like to smoke  
it, because it's ALL THERE  
all the time. Try it.

**H. Schneider Co.**  
132 Monroe Grand Rapids

**Diamonds**  
As an Investment



We can convince readers of this paper that quality considered, our prices on Diamonds make them a paying investment.

The scarcity of fine gems and conditions abroad is bound to cause an advance in price within a year.

When in the city visit our store and let us show you through our diamond stock.

It will pay you to see us before purchasing.

**J. C. Herkner Jewelry Co.**  
Grand Rapids, Mich.



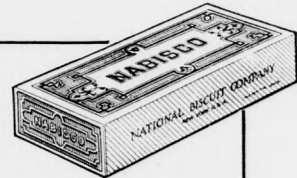
**What's In a Name?**

The name of every National Biscuit Company product has a selling value to the grocer. Biscuit baked by us bear names persistently advertised and easily recalled—names backed by the highest baking skill.

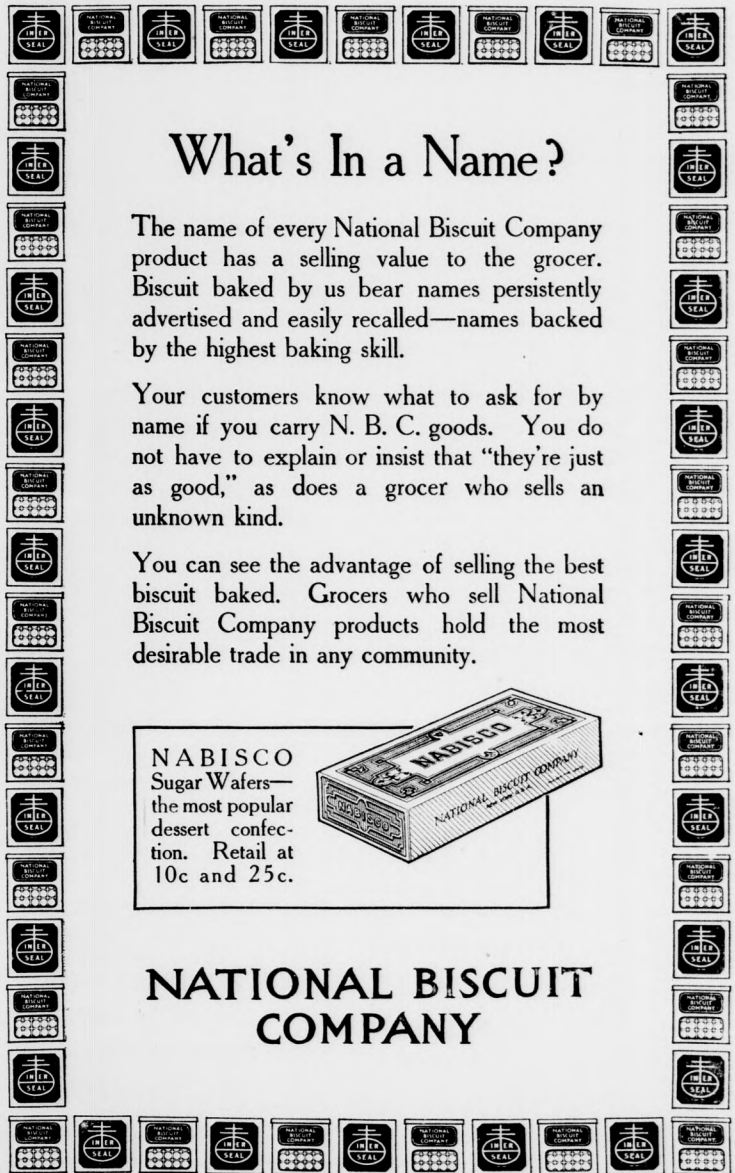
Your customers know what to ask for by name if you carry N. B. C. goods. You do not have to explain or insist that "they're just as good," as does a grocer who sells an unknown kind.

You can see the advantage of selling the best biscuit baked. Grocers who sell National Biscuit Company products hold the most desirable trade in any community.

**NABISCO**  
Sugar Wafers—  
the most popular  
dessert confec-  
tion. Retail at  
10c and 25c.



**NATIONAL BISCUIT COMPANY**





### One Way of Increasing Sales of Men's Shoes

The average man when purchasing shoes will invariably "loosen up" to a salesman and when he does it is up to the salesman to use the information to the advantage of the business.

A few days ago a representative of the Retailer was interested in watching a salesman in a large shoe shop in New York turn the tide his way. A man came in to purchase a pair of the fashionable dark brown cordovan shoes and was fitted properly with the second pair shown. The customer then told the salesman he had a pair of heavy grain shoes last winter he used for walking in the country that were never comfortable. That statement was enough for this live-wire shoeman, who immediately showed a grain boot made upon an easy fitting last that he knew would be comfortable as it was adapted to the man's foot. The shoes were fitted and the customer was not only convinced, but he purchased the shoes and thanked the salesman for calling his attention to the second pair.

The customer next remarked that he traveled about the country quite extensively and did not often see the range of styles shown him in this store. The salesman gathered the two pairs purchased, took them over to the wrapping counter and returned with the proper tree for a traveling man to carry. The extra sale of two pairs of trees was made instantly.

The foregoing just serves to illustrate that more than one item can be sold to a customer if the salesman will follow his leads. Demonstrate to the customer you are interested in catering to his individual requirements and you not only hold his business, but you keep right on adding his friends to your clientele. This policy also helps to make the men's business more brisk, a condition which this season the average dealer would welcome.—Shoe Retailer.

### Gabby Gleanings From Grand Rapids.

Grand Rapids, Dec. 6—One of the most enthusiastic and successful meetings held by Grand Rapids Council was conducted Saturday evening, Dec. 4. There was a nice turnout of members and a large class of candidates were put through the tortures of U. C. T. ism. The following are those who suffered from the antics of the goat:

A. J. Wanner, representing Hirth, Krause & Co.

C. S. Rodgers, representing the William K. Warren Co., Philadelphia. James S. Hansell, of the Joseph Campbell Co., Camden, N. J.

Jacob VandenBerge, of the Vanden Berge Cigar Co., city.

H. R. Markwell, with the Orater F. Woodward Co., LeRoy, N. Y.

Len S. Webb, of the Mergentha'er Linotype Co., Chicago.

C. R. Shaffer, of the American Radiator Co., Chicago.

Claude E. Batdorf and Richard E. Koning, of the Piowaty & Son Co., city.

George W. Hoffner, of the International Harvester Co.

Also the reinstatement of J. B. Hagle and the transfer from Petoskey Council of G. A. McPherson.

The degree team was captained by E. Stott and he deserves favorable mention, as he had "green" timber in most every member of the team and he got away with the work in a very creditable manner.

Among the committees appointed, the most important one in the eyes of the bunch was the "big feed" committee for the annual meeting to be held in March. The members are as follows: C. C. Perkins, chairman, assisted by H. T. Miller, H. L. Benjamin, A. E. Crandall, G. W. Ferguson and Fred Croninger. The satisfying of many appetites will be their greatest trouble, but we have every confidence in their ability.

Senior Counselor C. C. Herrick announced that the February meeting would be a Past Counselors' meeting, with the following officers in charge: S. C., Past Grand Counselor W. S. Burns; P. C., W. B. Holden; J. C., O. W. Stark; Page, Homer R. Brad-

field; Sentinel, Past Grand Counselor John D. Martin; Chaplain, Grand Counselor W. S. Lawton. It will be a very interesting meeting for the younger members to attend, as it will give them an opportunity to see how the "old heads" handle a meeting.

Junior Counselor A. N. Borden, who succeeds to the Senior Counselor's chair in March, made an appointment of officers for the memorial services to be held April 9, 1916. The officers will all be Past Counselors and are as follows: S. C., Grand Counselor W. S. Lawton; P. C., W. B. Holden; J. C., John Hondorp; Page, Homer R. Bradfield; Conductor, W. F. Ryder; Chaplain, John D. Martin; Secretary and Treasurer, Eugene Scott; Sentinel F. E. Beardslee. A. N. Borden will act as chairman of the meeting. The services will be held in the Council chambers, providing the hall can be obtained on that date. An announcement of the exact time and place will follow later.

We think Charles Perkins drew a real cross-my-heart prize when he was appointed chairman of the annual banquet committee. We know that "Perkie" likes good feeds and, as long as he has anything to do with the banquet, we all will be in at a "killing."

E. Stott was appointed chaplain to succeed E. G. Friend, who resigned.

Past Grand Counselor W. S. Burns took up the duties of the Junior Counselor during the initiation of the



## A Fall and Winter Shoe of Quality The Bertsch Waterproof



Chrome Tanned  
Chocolate Color

—  
In Stock for at Once  
Shipment

—  
Orders Solicited

—  
Samples on Request

- No. 971—Men's, Bertsch, six inch, brown waterproof, two full soles, eleven iron outsole, viscolized, Goodyear welt, last 29, small black hooks and eyes, tip Blucher, D & E ..... \$3.25
- No. 972—Men's, Bertsch, same only twelve inch, large nickel hooks and eyes ..... 4.50
- No. 970—Men's, Bertsch, same only sixteen inch, large nickel hooks and eyes ..... 5.25

**BUILT FOR SERVICE—WEAR LIKE IRON**

**Herold-Bertsch Shoe Co.**

Manufacturers Serviceable Footwear

GRAND RAPIDS, MICH.

Get  
right  
down  
to  
hard  
facts

HOOD  
RUBBERS

will keep you  
"right" with  
your trade  
and make  
YOU real  
money

Save that 5%

Biggest Stock in  
Michigan

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



candidates and acquitted himself in a very creditable manner.

A. N. Borden sure will make a "hum dinger" of a Senior Counselor, as he takes to it like a duck to water.

H. B. Wilcox, who was up State last week, says he saw some hogs being shipped that were so thin that mosquito netting had to be used on the crates to keep the porkers in. Some tale from the frozen North.

Captain W. N. Burgess requests that all members of the patrol of Absal Guild, A. M. O. B., be present at the U. C. T. Council chambers Saturday evening, Dec. 11, promptly at 6:30.

The ways and means committee of the A. M. O. B. met Saturday and some surprising stunts were hatched out, the announcement to follow later.

All Bagmen are requested to be present at the Dec. 10 meeting, as there will be important business transacted and a class of candidates mercilessly dealt with.

"Candy Kid" Leo Clark has had his appearance remodeled and a reward is offered for any one detecting the improvement without first asking the individual in question. The explanation of the improvement or investment, rather, will appear later.

Reports are coming in that the Hotel King, of Reed City, is having a full house very frequently. We can assign the reason to no other source than the ableness of the proprietor, D. W. Bosworth. He took the hotel about one year and a half ago when the patronage was almost nothing and has brought the standard of the hotel up to the equal of any of its size in the State. Mr. Bosworth is in a position to know the whims of the boys, as he himself is an extraveler and a member of the Grand Rapids Council and Absal Guild.

Many of the hotels in the small places still cling to the roller towel and the tissue towels which, to the eyes of a commercial man, are the same as a red flag in the face of a gentleman cow. There is no reason why, if they continue the use of paper towels, that we shouldn't carry a bunch of blotters, so that they could dispense with the crape roll so commonly seen suspended on the wall. There is a hotel inspector on the job some place maybe and the quicker he lamps some of the places where the above mentioned conditions exist the better and the quicker he will be appreciated. We can eat sour dough and side meat, but we would like to have an individual towel at least.

This happened in Port Huron in front of a fancy grocery store where a very nice display of cheese was shown. Fred DeGraff coming along set down his grips and intently viewed the cheese from the outside. After fifteen minutes of this pleasure—for it is a pleasure for Fred to see a cheese under any and all conditions

—he was seen to go inside of the store and make a barter with the proprietor for a part or a whole of the cheese in the window. Some like ham, some like eggs, but all Fred wants is cheese, cheese, cheese!

The dance committee has announced that the following ladies will have charge of the U. C. T. dance to be given Jan. 1: Mrs. A. F. Rockwell, chairman, assisted by Mrs. Fred Croninger, Mrs. Talley Stott, Mrs. Otto Heinzelman and Mrs. W. S. Cain.

A committee meeting was held at the home of Mrs. Rockwell, Thursday, Dec. 2, and plans made for the New Year hop. They refuse to divulge anything that took place at the meeting, so it is up to the sterner sex to sit tight and await developments. There is no question but what there will be something doing every minute, as the committee is hustling and the assured reward is a heap of shekels and a good time for everyone in attendance.

It is reported that the Hotel Stimpson, of Milan, the Park Hotel, of St. Louis, and the Bennett House, of Mt. Pleasant, have raised their rates above \$2 per. It isn't the fact that the boys are T. W.'s that they kick on some rates, but they believe there is a place for everything. There isn't a hotel in any town under 6,000 that is entitled to more than the \$2 rate and those which have raised them are not creating any great impression with the travelers. We are always glad to boost the hotels in our local columns, but we never intend any boosts to raise the rates.

Mrs. W. P. Drake and little daughter left Sunday evening for Jackson, where she will visit her mother for a week or ten days.

Mrs. C. W. Ziegler, of Bellevue, Ohio, is visiting with her brother, John J. Dooley, of 311 Auburn avenue.

Mr. and Mrs. W. S. Lawton entertained Mr. and Mrs. William Francke, Mr. and Mrs. John J. Dooley and Mrs. C. W. Ziegler to a splendid dinner at their home Sunday. Mrs. W. S. is not large in stature, but no one has anything on her when it comes to big eats or the way she treats and serves her guests.

Dave Drummond and his sunny smile was seen on the P. M. south last week. Dave sure is a winner when he puts that smile of his across.

Polish your shoes, wash your feet and clean your teeth for the next big U. C. T. dance, will be given Dec. 18. Don't forget, your friends may want to go, too.

Will some one please define the word persnickety-catality.

Attention Bagmen! Big doings Saturday evening, Dec. 11, and all members of the patrol are requested to be ready for duty at 6:30.

Harry Harwood was appointed special scribe to take care of the

news for the Sample Case. Harry is there with the necessary to put across some good stuff. Go to it, old top, misery loves company.

Lewis Moore, buyer for the W. B. Parker general store, of Nunica, was in Grand Rapids Wednesday calling on several of the jobbers.

A. C. True & Son, of Hopkinsburg, are building a new front on their general store. This hustling firm is enjoying a nice business and, knowing how they strive to please their customers, we predict their business will continue to grow and prosper.

The Commercial Hotel, of Grand Junction, is growing in popularity with the boys on the road and Landlord Meyers is establishing a reputation as a first-class host. His table is excellent and his linen spotlessly clean. It is a place where the boys are made to feel at home and a place that can be recommended to any grip lugger who chances that way.

Remember your parcels, the Bagmen meeting and the big "dance."  
L. V. Pilkington.

**New Hinged Wood Sole.**

Patents on wood soles that will bend with the foot in walking have been granted to two Marblehead (Mass.) shoe workers. Their invention provides for a hinge in the sole. This hinge, it is claimed, is waterproof, so that no water can leak into the shoe, and can be used in soles of metal, as well as in soles of wood.

Golf is a great game, but business is a better one. If you try as hard in the office as you do on the links to keep your average "par" there will be no need of taking up a collection for your funeral.

**Men's and Boys' High Cuts**  
**IN STOCK**



- No. 8195 1/4—Men's Brown Chrome Blucher, 11 inches high.
- No. B 8195 1/2—Same in black.
- No. 8355—Boys' Brown Chrome Blucher 9 inches high.
- No. 8355 1/4—Same in Youths.
- No. 8837—Same in Little Gents.
- No. 8356—Boys' Black Chrome Blucher, 9 inches high.
- No. 8356 1/4—Same in Youths.
- No. 8834—Same in Little Gents.

All of these numbers ready to ship the day your order is received.

**Rindge, Kalmbach, Logie Company**

"Makers of Shoes that Wear"

Grand Rapids, Mich.

**GLOVE BRAND RUBBERS**

**The Rubber That Satisfies Where Service is Demanded**

HIGH HEELS  
LOW HEELS

BROAD HEELS  
NARROW HEELS

NARROW TOES  
WIDE TOES

STRAIGHT LASTS  
FREAK LASTS

A style to fit every shoe that is made and for every service for which a rubber is required

**HIRTH-KRAUSE COMPANY**

**Grand Rapids, Michigan**



**Grand Council of Michigan U. C. T.**  
 Grand Counselor—Walter S. Lawton, Grand Rapids.  
 Grand Junior Counselor—Fred J. Moutier, Detroit.  
 Grand Past Counselor—Mark S. Brown, Saginaw.  
 Grand Secretary—Maurice Heuman, Jackson.  
 Grand Treasurer—Wm. J. Devereaux, Port Huron.  
 Grand Conductor—John A. Hach, Jr., Coldwater.  
 Grand Page—W. T. Ballamy, Bay City.  
 Grand Sentinel—C. C. Starkweather, Detroit.  
 Grand Chaplain—F. W. Wilson, Traverse City.  
 Grand Executive Committee—E. A. Dibble, Hillsdale; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. N. Thompkins, Jackson.  
 Next Grand Council Meeting—Traverse City, June 2 and 3, 1916.

#### Strong and Weak Points in Michigan Hotels.\*

I think I am in a position to discuss the subject of hotel keeping in a spirit of fairness, because during the thirty-three years I have published the Michigan Tradesman I have steadfastly declined to accept a courtesy of any kind from any hotel. The same rule applies to transportation companies and places of entertainment. I have applied the same rule to my employes and road representatives. They all know that any deviation from this regulation will be immediately followed by a severance of relations in the event of the violation being brought to my attention. This rule, rigidly adhered to at all times and under all conditions and circumstances, has given me a personal independence and the privilege of independent thought, action and expression which I could not consistently enjoy if I accepted the courtesies of men whose methods I am occasionally called upon to question or criticize.

I am somewhat in the position of the Kentucky colonel who visited New York in company with his son. On settling their bill at the hotel on leaving, the son got into a controversy with the clerk over an alleged overcharge, whereupon the father tapped the son on the shoulder and exclaimed in a manner characteristic of the Southern gentlemen: "Pay the bill and shoot the man."

About thirty years ago my business called me to Morenci during a period of terrific heat. It was Saturday afternoon before my mission was accomplished and I then drove over a dusty road to Hudson, where I was born and brought up, thinking I would spend Sunday among the familiar scenes of my boyhood days. I registered at the old Comstock House and asked for a room with bath. My request brought a broad grin to the face of the landlord, who said: "We

\*Paper read at annual convention Michigan State Hotel Association by E. A. Stowe.

don't wash people here. We eat 'em and sleep 'em."

A few years later I had occasion to make the same request at the Steele House, at St. Johns, when the aged clerk remarked: "I don't see what has come over the people of late years. They used to come to the hotel to eat and sleep. Now they all come to the hotel to get a bath—and we have only one room with bath in the house."

At a certain Northern Michigan town, about twenty-five years ago, the clerk of the only hotel in the place was ringing the bell for dinner on the front porch, whereupon a dog on the sidewalk set up a dismal howling. A traveling man passing by turned to the dog with the remark: "What are you crying about? You haven't got to go in there and eat."

I mention these incidents of early days merely to show by contrast the wonderful changes which have come with the years in the profession of hotel keeping. There is a long cry from the Biddle House to the Statler; from the National Hotel to our beloved Pantlind. From a place to eat and sleep—too often insanitary, cheerless and inhospitable—the public hotel has evolved into a place where all the creature comforts are provided with more or less fidelity. Indeed, the modern hotel possesses about all the conveniences and characteristics of the model home except the matter of privacy.

None of us would be satisfied with the accommodations we accepted gracefully twenty or thirty years ago. We pay more than we did then and we want more for our money than would satisfy us under former conditions. When we consider how generously guests are treated at dozens of the best hotels in Michigan and how nearly every feature which contributes to the completeness of the service rendered is carefully thought out and anticipated before it is even suggested or requested by the guest, I sometimes wonder if it will be possible to effect any material improvement in hotels of the first class, except in the elimination of some abuses which have crept into the profession to the detriment of the business and the disgust of the people. First and foremost, of course, I refer to the tipping system, which is increasing to such an extent that it has become an intolerable nuisance and which is a matter of universal condemnation among hotel patrons. Uncle Sam carries a letter 500 miles for 2 cents—and the bell boy expects 10 cents for carrying it up two flights of stairs. The same is true of the porter who

sends your trunks to the depot, the waiter who brings you a cup of coffee or the bar assistant who brings you a glass of beer. The tipping system is one of those importations from Europe and Asia which we could well dispense with and I should be pleased to see Michigan hotel keepers take a strong stand on this abuse and adopt effective measures to curtail it. It is possible that it can not be entirely abolished except by law. I have sometimes doubted the expediency of stringent legislation on this subject.

Another abuse which has of late years crept into some hotels conduct-

### Hotel Charlevoix Detroit

EUROPEAN PLAN

Absolutely Fire Proof

Rates, \$1 for room without bath;  
\$1.50 and upwards with bath.

Grinnell Realty Co., Props.  
H. M. Kellogg, Manager

### Livingston Hotel Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

### Snyder's Restaurant

41 North Ionia Ave.  
4 Doors North of Tradesman  
Special Dinners and Suppers 25c

### HOTEL CODY

EUROPEAN  
GRAND RAPIDS, MICH.

Rates \$1 and up. \$1.50 and up bath.

### Bryant Hotel Flint, Mich.

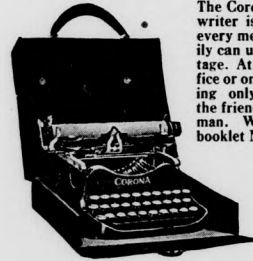
\$2.50 AND \$3.00  
PER DAY

Hot and Cold Running Water in  
All Rooms

Rooms with Bath

C. H. BLISS, Proprietor

### A CHRISTMAS GIFT



The Corona Folding Typewriter is a machine that every member of the family can use to an advantage. At home, in the office or on the road. Weighing only 6 lbs. makes it the friend of the traveling man. Write for Corona booklet No. 1.

Grand Rapids  
Typewriting Co  
333 Michigan  
Trust Bldg.  
Grand Rapids  
Michigan



**BUFFALO**  
450 Rooms 450 Baths  
Rates from \$1.25 a day



**DETROIT**  
800 Rooms 800 Baths  
Rates from \$1.25 a day  
200 room addition building



**CLEVELAND**  
700 Rooms 700 Baths  
Rates from \$2.25 a day  
300 room addition building

## Quantity—Variety

TELL us what you want, and we will take care of you. But you must tell us *in time*, for there are always many people wanting the same thing.

We have the accommodations you want, at the price you want to pay. *We want you to have what you want*, and will see that you do have it if you'll give us enough advance notice.

And we can *unquestionably* give you more for your money, whether you spend \$1.50 or \$20 a day.

Special care and thought have been given to the designing and furnishing of Hotel Statler lobbies and public rooms, that they may provide a pleasurable comfort not always found in hotels.

We furnish you a *good bed*, in a clean, light, well-ventilated, pleasant room; a luxurious bath and shave in your own private bath room. You don't have to ask for ice-water—a circulating system brings it to you; you don't have to ask for stationery—it's in your writing desk; you don't have to ask for a morning paper—it's left under your door before you wake (and there's no charge). Such things as these are but the starting point of the complete, interested service you get at Hotel Statler—where "the guest is always right." *And you get them whether you pay \$1.50 or \$6 for your room.*

**HOTELS  
STATLER**  
BUFFALO - CLEVELAND - DETROIT





ed on the American plan is the practice of making what appears to many of us to be an excessive charge for portions of a day where the guest does not remain a full day. A traveling man who is allowed \$3 per day for expenses and who is obliged to make more than one town a day frequently finds that his hotel expense is increased because of this practice to \$4 or \$5 per day, which forces him to draw on his own salary for expenses, which he should not be compelled to do in justice to himself and family. I hold in my hand a receipted invoice reading, "Lodging, breakfast and dinner for four at \$3 per day, \$11," which is a fair sample of the complaints which come to me almost daily from the traveling fraternity. This may be a good example of progressive arithmetic or intensive book-keeping, but the method of computation does not appear to me to be either fair or equitable. I presume you will discuss this subject in executive session later on and I trust you will give it the attention its importance deserves.

I have been sorely perplexed over the attitude of some of the best hotels in the State in their opposition to, and defiance of, the Henry law. Take the New Burdick, at Kalamazoo, for instance. I consider the Burdick one of the best conducted hotels in the country. The management leaves almost nothing to be desired. Yet I have repeatedly found the wash room utterly devoid of the individual textile towels prescribed by the Henry law. I have requested dozens of traveling men who are guests at the Burdick to report to me on this point and they always come back with the same report—nothing doing. I do not wish to infer that the Burdick is the only hotel in Michigan which defies the law. I am sorry to say there are many hotels open to this charge. I mention the Burdick by name because it seems to me a pity that so good a hotel otherwise should lay itself open to criticism in so small a matter. If the statute is unfair or works a hardship to any considerable number of landlords, it can be amended or repealed; but so long as it remains on the statute books, it should be lived up to in man fashion. Defiance of the law breeds socialism and anarchy and is only another form of savagery, where every man is a law unto himself.

The same general rule applies to the regulation prohibiting the maintenance of gambling establishments and blind pigs in local option counties. Too many landlords are tolerating both evils, thus bringing the profession of hotel keeping into disgrace, just as the blackmailing newspaper publisher brings disgrace on the entire newspaper profession.

Because the Tradesman aims to be the sturdy champion of the wholesale and retail merchant and their worthy go-between, the traveling salesman, it has naturally become, to some extent, a medium of voicing complaints which have no other method of exploitation. Among these complaints are, of course, occasional protests

against the particular practices of some hotels. In many cases I undertake to adjust these matters without publicity; but after my files contain ten separate complaints against a single hotel, made by reputable men over their own signatures, I frequently give the matter editorial attention in the belief that that is the quickest and most effectual manner to bring about a reformation. In taking this course, which is always an unpleasant duty, reluctantly performed, I have no personal interest to serve, no prejudice to vent, no resentment to vindicate. I am actuated solely by a desire to so present the matter to the landlord that he will very quickly see that unfairness will not be long tolerated by the traveling fraternity without vigorous protest. In nine cases out of ten the matter is satisfactorily adjusted and in many cases landlords who were entire strangers to me have become my personal friends, because they realized that a complaint which comes from at least ten reputable sources is entitled to investigation and reformation at his hands. In cases of overcharges, I have found several instances where the hotel did not share in the plunder. In three cases I have found where overcharges were authorized by the landlord, but absorbed by the clerk. These landlords had not yet learned that a man who will steal for them will steal from them as well. Considering how many opportunities the clerk has for peculation, owing to the lack of system in many hotels, I am surprised to note how few cases of dishonesty really exist.

For thirty years I have gone up and down the State preaching organization among all classes of business men. When I learned that the hotel men of Michigan had formed an association for mutual protection and advancement I commended it editorially. Later when your first President called on me without solicitation on my part and voluntarily and boastfully stated that the organization was formed to work with the liquor dealers to secure more favorable liquor legislation and to accomplish the repeal of the Henry law, I questioned the wisdom of such a course. President Puffer now assures me that he is not in accord with his predecessor on these vital questions, which I think does credit to his vision and his judgment. There is a crying necessity for uniformity of effort and concert of action along many lines connected with your business and if your policies are so shaped as to direct this work intelligently and fairly, only good will result.

I do not set myself up as a prophet or critic, but I very much want to do what I can, in my humble way, to assist in improving existing conditions, where they need improvement, and to commend, encourage and support those who so conduct their hotels as to entitle them to the favor of the public. I realize that you cater to a critical and exacting class. They are critical and exacting because you have made them so. In one respect your profession and my

own are identical. Every guest at your hotel is a severe critic. Every reader of my newspaper stands in the same position toward my publication. The perfect newspaper has never yet been established and never will be this side of the celestial shore. The perfect hotel has never been built. The perfect landlord has never been born. All we can do in this world is to aim to get as near perfection as possible. To do this we should welcome every suggestion, consider every criticism made in good faith and undertake to profit by any mistakes we may have made in the past. Josh Billings said that the wise man was not a man who never made mistakes, but one who never made the same mistake twice. The man who slobbers over you and volubly tells you how good your accommodations are is quite likely to knife you as soon as your back is turned. The man who quietly makes a sensible suggestion regarding your service will, if you take it in good part, continue as your patron in order to note whether you carry the suggestion into effect.

In my dealings with Michigan landlords for more than forty years, I have found them—as a class—to be men of high character, amiable in disposition, generous in their sympathies, tolerant with guests who sometimes overstep the line, and public spirited to a remarkable degree. Because of these qualities, they usually stand high in their respective communities and enjoy the confidence of the public, the love of their friends and the respect of their enemies. What more can be said of any class of men?

The above paper was prepared and read at the special request of the President and Secretary of the Michigan State Hotel Association. The presentation of the paper was followed by an interesting and animated discussion for an hour or more. No reference whatever was made to the tipping system or the blind pig suggestions, but the statement regarding irregular charges for hotel accommodations for less than a day, indulged in by some American plan hotels, was assailed right and left. No one attempted to defend the system with logic or argument. No proof was presented that the charges were justified. No one attempted to defend the abuse except on the ground that those landlords who resort to the practice are "out for the stuff" and are determined to "exact all the traffic will stand." Misrepresentation, ridicule, vituperation and reflections on the moral turpitude of both married and unmarried traveling men were frequently indulged in, but no one improved the opportunity to show why every hotel should be a law unto itself in formulating charging schedules which

have brought a dozen or more of the American plan hotels in the State into disrepute and placed their landlords in an unpleasant position before the traveling fraternity. The discussion disclosed the fact that there was no definite plan in making these charges—no regular schedule—no concert of action—no general agreement except to exact the last pound of flesh. President Puffer requested the Secretary to read a number of letters from citizens of Flint, certifying that the Hotel Dresden is 99 per cent, pure—that its kitchen is sanitary, its table ample, its service superb and its charges uniform—all which means nothing, because the men who wrote the letters live in their own homes in Flint and have no occasion to test the hospitality dispensed—and the overcharges indulged in—at the Dresden. The writer can get a thousand men in Grand Rapids to testify to his standing in this community—all the way from an angel to a horse thief—but the readers of the Tradesman have a better idea of his methods, trend of thought and aims in life than the people who live in the same city and know him only by sight. The opinion of any unprejudiced non-resident traveling man who makes Flint regularly and stops at the Dresden is worth more to the Tradesman than all the superficial testimony which can be secured from the citizens of Flint who merely look at the hotel as they pass by. As these lines are being written the eye of the writer falls on a letter from a manufacturer of Kalamazoo who arrived at the Dresden one day at midnight and stipulated with clerk for accommodation at the \$3 rate. After lodging and breakfast—a "mighty light meal," he describes the latter—the clerk demanded \$2.50 in settlement. The manufacturer demurred, whereupon the clerk reduced the charge from \$2.50 to \$1.75. Does this look like the "uniform rate" the citizens of Flint assert prevails at the Dresden? To the Tradesman it looks more like a case of exacting "all the traffic will bear," without regard to uniformity, justice or fairness. During the discussion many statements made in the Tradesman in the past—especially by its correspondents—were challenged, but no proof was presented in support of the challenges and they must, therefore, stand fully and completely sustained.

Mr. Hodge frankly admitted that he did not live up to the Henry law in regard to keeping textile towels in his public wash room in the New Burdick, at Kalamazoo. He said he obeyed the law during meal hours at a cost of \$35 per month for laundry bills and could not add to this expense by keeping textile towels on hand at all times.

The following day two sessions were held, devoted largely to the discussion of the liquor traffic. It will be recalled (Continued on page thirty-two).

**DIAMONDS \$10.00 to \$1,000.00**

**\$1.00 a Week**

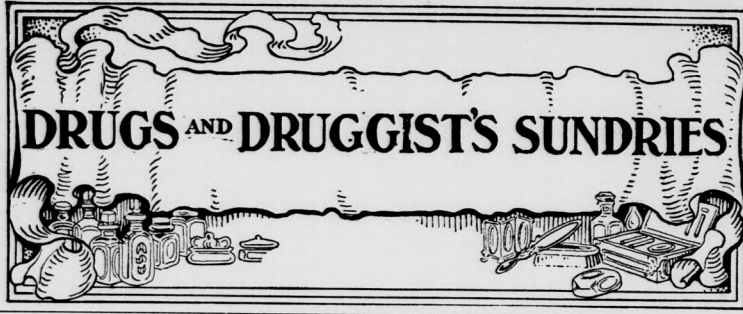
**CHRISTMAS DIAMONDS, WATCHES, LA VALLIERS**

Make your selection now. Be ready when Christmas comes.

**J. J. THOMSON JEWELRY CO.**

O. W. Stark, Mgr.

327 Monroe Ave., Grand Rapids, Mich.



**Michigan Board of Pharmacy.**  
 President—E. E. Faulkner, Delton.  
 Secretary—Charles S. Koon, Muskegon.  
 Treasurer—George F. Snyder, Grand Rapids.  
 Other Members—Leonard A. Seltzer, Detroit; Edwin T. Boden, Bay City.  
 Next Meeting—Grand Rapids, Nov. 16, 17 and 18; Detroit, Jan. 18, 19 and 20, 1916.

**Michigan State Pharmaceutical Association.**  
 President—C. H. Jongejan, Grand Rapids.  
 Secretary—D. D. Alton, Fremont.  
 Treasurer—John G. Stokete, Grand Rapids.  
 Next Annual Meeting—Detroit, June 20, 21 and 22, 1916.

**Michigan Pharmaceutical Travelers' Association.**  
 President—W. H. Martin, 165 Rhode Island avenue, Detroit.  
 Secretary and Treasurer—W. S. Lawton, Grand Rapids.

#### Use the Name Employed by the Customer.

There is an unconscious practice among pharmacists, which if given thought would be discontinued, as it often proves misleading to customers and leaves them pondering as to whether or not you understand what they asked for. This practice, according to the statement of Robert W. Terry in the Midland Druggist, is the one of labeling medicines by another name than that which the customer uses, viz.: boric acid for boracic acid; ammonium carbonate for baking ammonia; copper sulphate for blue vitriol, and yellow root for yellow puccoon.

A little care and thought exercised along this line may some time save a customer a trip back to the store with the question, "Why did I receive copper sulphate for blue vitriol?"

#### Have Santa's Postoffice in Your Store.

A plan that can be employed where holiday goods for young children are carried is to have a special Santa Claus' postoffice. Rig up a decorated box with a letter slot in it. Place the box in a conspicuous place and put a sign on it reading "Santa Claus' Letter Box." Advertise that all children desiring to write Santa Claus should mail their letters in the box he has left at your store for that purpose. State that if this is done no stamp is required on the letters. Children should be impressed with the fact that they must sign their names in full, and also give their papa's name. These letters can then be mailed to parents with a circular letter, etc., in respect to your goods.

#### The Greatest Chemical.

In recent years sulphuric acid has assumed such great importance in an industrial and commercial way that statistics showing the production are now given out annually by the United States geological survey, says the

Spatula. This material is probably used in a greater variety of ways in the chemical arts than any other substance. The most important classes of industry in which the consumption of sulphuric acid is involved are the manufacture of fertilizers, the refining of petroleum products, the iron, steel and coke industries, the manufacture of nitroglycerin, celluloid and similar products, and in general metallurgical and chemical practice.

#### Dental Anesthetic.

Cocaine Hydrochloride	....	18 grs.
Iodine, Thymol, of each	....	1 gr.
Eucalyptol	.....	1 min.
Oil Wintergreen	.....	2 min.
Alcohol	.....	30 min.
Glycerin	.....	1½ ozs.
Water to make	.....	4 ozs.

Dissolve the cocaine in the water; the other ingredients in the alcohol, add the glycerin, and mix the two solutions.

#### Powdered Castor Oil.

This is nothing more than a good grade of castor oil rubbed up in mortar with light calcined magnesia. Rub until all the oil is absorbed by the magnesia, adding magnesia until it assumes a powdered consistency. It will take equal parts by weight of each to do this.

#### Elixir Terpin Hydrate and Wild Cherry.

Terpin Hydrate	.....	384 grs.
Spirit of Bitter Almond	....	30 min.
Compound Spirit of Orange	....	45 min.
Glycerin	.....	1 oz.
Water	.....	3 ozs.
Syrup of Wild Cherry	....	6 ozs.
Alcohol, sufficient to make	..	3 pts.

#### To Tell Mushrooms.

To tell a mushroom, merely eat The specimen that you may meet. And note next day with studious care, If you've stayed here or gone elsewhere.

Are you getting as much out of life as you are out of business? It is just as criminal for a man to wreck his health through overwork as it is through whisky or drugs. When you have learned to economize the capital of your nervous system as frugally as you have that of your business, then, and then only, may you be considered successful. Russell Sage's overindulgence in work cut twenty years from his life. Were the millions he hoarded an equal exchange for twenty years he threw away? Sage—for all his wealth—was an unsuccessful man, for he did not know how to live.

The man who buys an automobile on the installment plan evidently believes in paying as he goes.

#### Jaunty Jottings From Jackson.

Jackson, Dec. 6—Fred L. Hopkins has moved his stock of groceries from the city market to North Mechanic street. The store is newly built and with an increased stock, new fixtures and new ideas, much new trade for Mr. Hopkins may be expected.

The "Stevens bill" may be a good thing, but the question is, does it grant special privileges to special classes? Then, again, would these same manufacturers who are working so hard to make it a law be as anxious for it if they were the retailer or distributor, instead of the manufacturer, whom it favors?

We understand that E. A. Stowe, editor of the Tradesman, read a paper before the Michigan State Hotel Association at the annual convention in Grand Rapids last week. We also understand that the members of this Association were so mindful of the true worth of this paper that they are going to have it published in their regular hotel journals. This paper was consistent in the line of reasonable suggestions for certain hotel reforms, which were specifically mentioned in both a broad and thoughtful way.

Elmer C. Puffer, proprietor of the Otsego, has announced that he will feed, free of charge, 125 of our poor children some day between Christmas and New Years. The important item to be on the bill of fare is turkey, although there will be much else to tempt their appetites and fill their stomachs. The Associated Charities help Mr. Puffer in selecting these children and the Otsego management will provide a banquet along novel and progressive lines.

W. Ralph Wagers, who represents the Tradesman and looks after the subscription list, has been in our city for several days. He attended the regular meeting of the Retail Grocers' Association and in addressing them

mentioned to some extent the trading stamp evil and the fight against it in our courts at the present time. We understand the retail board of our Chamber of Commerce contemplates writing Mr. Stowe to address them on this subject in the near future. Mr. Wagers doubled the Tradesman list in Jackson.

Elmer C. Puffer returned to Jackson as still President of the Michigan State Hotel Association. He was re-elected at the convention last week to this office.

A. R. Gfell, the Ann Arbor grocer, has purchased an interest in the meat market next door to him. He will at once take out the partition and make the store and market all one place. A progressive move on the part of Mr. Gfell.

Merchants are commencing to wonder if the hand-to-mouth policy on sugar is the right policy after all.

Charles White, of the Meade-White Co., Otsego block clothiers, took a run over to Chicago Saturday night. It seems that while he started the season with a large stock of overcoats, he is now in need of more and this in an emergency trip Mr. White is making. Spurgeon.

#### THE GRAND RAPIDS VETERINARY COLLEGE

Offers a Three Years' Course in Veterinary Science  
 Complying with all the requirements of the U. S. Bureau of Animal Industry. Established 1897. Incorporated under State Law. Governed by Board of Trustees. Write for Free Catalogue.

200 Louis St. Grand Rapids, Michigan

#### UNIVERSAL CLEANER

Great for the pots—great for the pans  
 Great for the woodwork—great for the hands.  
 ORDER FROM YOUR JOBBER

## Druggists' Sundries and Holiday Goods

On account of very much improved conditions in general business throughout the country, the orders placed with us this season for holiday goods have been beyond our expectations. We have urged all of our customers and friends to look over our line early so that we can give them the best possible satisfaction.

Appreciating the increase in business we have enlarged our orders and can say that goods from foreign countries and from American manufacturers have come to us more promptly and more completely than we could at first expect. We are yet in a position to accommodate customers in the holiday line as well as the staple line, but ask for as early a date as possible.

May we have the pleasure of a visit in the near future?

Yours respectfully,

Hazeltine & Perkins Drug Co.



When you see

**SAXOLIN**  
**PAPER LINED**  
**SANITARY SACK**  
 PAT'D. SEPT. 5, 1905-NOV. 18, 1913  
**THE C-A-BAG CO.**  
 CLEVELAND

the Paper-Lined Cotton Flour Sack, you know that Flour can not sift out nor dirt get in the flour

IT'S SANITARY PROTECTION.

Your Miller can supply you with flour packed in "SAXOLIN" SACKS.

THE CLEVELAND-AKRON BAG CO., Cleveland

# DUTCH MASTERS CIGARS



Made in a Model Factory  
 Handled by All Jobbers Sold by All Dealers  
 Enjoyed by Discriminating Smokers

G. J. JOHNSON CIGAR CO., Makers  
 GRAND RAPIDS

## WHOLESALE DRUG PRICE CURRENT

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

Acids		Mustard, true		Ipecac		
Acetic	6 @ 8	16 @ 17	90	.....	@ 75	
Boric	11 @ 15	Mustard, artifi	12 @ 12	Iron, clo	..... @ 80	
Carbolic	2 25 @ 30	Neatsfoot	..... 80 @ 90	Kino	..... @ 105	
Citric	68 @ 75	Olive, pure	2 50 @ 3 50	Myrrh	..... @ 70	
Muriatic	7 1/2 @ 12	Olive, Malaga,	..... 1 55 @ 1 65	Nux Vomica	..... @ 2 75	
Nitric	6 1/2 @ 7	yellow	..... 1 50 @ 1 60	Opium	..... @ 2 75	
Oxalic	6 1/2 @ 7	Olive, Malaga,	green	..... 1 50 @ 1 60	Opium, Capmh.	..... @ 2 90
Sulphuric	3 1/2 @ 6	Orange Sweet	3 00 @ 3 25	Opium, Deodor'd	..... @ 2 75	
Tartaric	57 @ 60	Organum, pure	..... @ 2 50	Rhubarb	..... @ 70	
Ammonia		Organum, com'l		Painis		
Water, 28 deg.	7 @ 12	Pennyroyal	..... 2 25 @ 2 50	Lead, red dry	7 1/2 @ 8	
Water, 16 deg.	5 @ 9	Peppermint	..... 3 00 @ 3 25	Lead, white dry	7 1/2 @ 8	
Water, 14 deg.	4 @ 8	Rose, pure	..... 12 00 @ 14 00	Lead, white oil	7 1/2 @ 8	
Carbonate	13 @ 16	Rosemary Flows	1 50 @ 1 75	Ochre, yellow bbl.	1 @ 1 1/2	
Chloride	10 @ 25	Sandalwood, E.	.....	Ochre, yellow less	2 @ 5	
Balsams		Sassafras, true		Putty		
Copaiba	75 @ 1 00	Sassafras, artifi	1 @ 10	Red Venet'n bbl.	1 @ 1 1/2	
Fir (Canada)	1 25 @ 1 50	Sassafras, true	..... 2 75 @ 3 00	Red Venet'n less	2 @ 5	
Fir (Oregon)	40 @ 50	Sperm	..... 90 @ 1 00	Vermillion, Eng.	1 25 @ 1 50	
Peru	5 75 @ 6 00	Tansy	..... 4 00 @ 4 25	Vermillion, Amer.	15 @ 20	
Tolu	75 @ 1 00	Tar, USP	..... 30 @ 40	Whiting, bbl.	1 1-10 @ 1 1/2	
Berries		Turpentine, bbls.		Whiting		
Cubeb	70 @ 75	Turpentine, less	..... 65 @ 70	L. H. P. Prep'd	1 45 @ 1 55	
Fish	15 @ 20	Wintergreen, tr.	5 50 @ 5 75			
Juniper	8 @ 15	Wintergreen, sweet	..... 4 50 @ 4 75			
Prickley Ash	..... @ 50	Wintergreen, art	4 00 @ 4 25			
Barks		Wormseed <th colspan="2">Wormwood</th>		Wormwood		
Cassia (ordinary)	25 @ 30	..... 4 00 @ 4 25	..... 4 00 @ 4 25			
Cassia (Salgon)	65 @ 75					
Elm (powd. 30c)	28 @ 30					
Sassafras (pow. 30c)	..... @ 25					
Soap Cut (powd.)	..... 23 @ 25					
Extracts		Potassium				
Licorice	30 @ 35	Bicarbonate	..... 75 @ 80			
Licorice powdered	35 @ 40	Bichromate	..... 47 @ 50			
Flowers		Bromide	..... @ 4 75			
Arnica	38 @ 45	Carbonate	..... 57 @ 60			
Chamomile (Ger.)	85 @ 90	Chlorate, xtal and	..... 57 @ 60			
Chamomile (Rom)	55 @ 60	powdered	..... 62 @ 65			
		Chlorate, granular	..... 40 @ 50			
		Iodide	..... 4 50 @ 4 60			
		Permanaganate	2 20 @ 2 25			
		Prussiate, yellow	..... @ 1 25			
		Prussiate, red	..... @ 6 50			
		Sulphate	..... @ 30			
Gums		Roots				
Acacia, 1st	50 @ 60	Alkanet	..... 60 @ 75			
Acacia, 2nd	45 @ 50	Blood, powdered	..... 20 @ 25			
Acacia, 3rd	40 @ 45	Calamus	..... 50 @ 1 25			
Acacia, Sorts	30 @ 50	Elecampane, pwd.	15 @ 20			
Acacia, powdered	30 @ 40	Gentian, powd.	23 @ 25			
Aloes (Barb. Pow)	22 @ 25	Ginger, African,	..... 15 @ 20			
Aloes (Cape Pow)	20 @ 25	powdered	..... 30 @ 35			
Aloes (Soc. Pow.)	40 @ 50	Ginger, Jamaica,	..... 30 @ 35			
Asafoetida	60 @ 75	powdered	..... 30 @ 35			
		Golden Seal pow.	6 50 @ 7 00			
		Ipecac, powd.	4 25 @ 4 50			
		Licorice	..... 22 @ 25			
		Licorice, powd.	18 @ 20			
		Orris, powdered	30 @ 35			
		Poke, powdered	20 @ 25			
		Rhubarb	75 @ 1 00			
		Rhubarb, powd.	75 @ 75			
		Rosinweed, powd.	25 @ 30			
		Sarsaparilla, Hond.	..... @ 65			
		ground	..... @ 20			
		Sarsaparilla Mexican,	..... @ 35			
		ground	..... @ 20			
		Squills	..... 20 @ 35			
		Squills, powdered	40 @ 60			
		Tumeric, powd.	12 @ 15			
		Valerian, powd.	45 @ 50			
Leaves		Seeds				
Sage, powdered	55 @ 60	Anise	..... 20 @ 25			
Buchu	1 75 @ 1 85	Anise, powdered	..... @ 25			
Buchu, powd.	1 85 @ 2 00	Bird, 1s	..... @ 12			
Sage, bulk	57 @ 60	Canary	..... 8 @ 12			
Sage, 1/4s loose	62 @ 65	Caraway	..... 20 @ 25			
Senna, Alex	30 @ 35	Cardamon	2 00 @ 2 25			
Senna, Tinn.	35 @ 40	Celery (powd. 55)	40 @ 50			
Senna, Tinn powd	45 @ 50	Coriander	10 @ 18			
Uva Ursi	18 @ 20	Dill	..... 20 @ 25			
		Fennel	..... @ 1 25			
		Flax	..... 5 1/2 @ 10			
		Flax, ground	5 1/2 @ 10			
		Foenugreek, pow.	8 @ 10			
		Hemp	..... 6 @ 10			
		Lobelia	..... 40 @ 50			
		Mustard, yellow	..... 20 @ 25			
		Mustard, black	..... 15 @ 20			
		Mustard, powd.	22 @ 30			
		Poppy	..... 35 @ 40			
		Quince	1 00 @ 1 25			
		Rape	..... @ 15			
		Sabadilla	..... @ 35			
		Sabadilla, powd.	..... @ 40			
		Sunflower	..... 10 @ 15			
		Worm American	20 @ 25			
		Worm Levant	1 75 @ 1 85			
Oils		Tinctures				
Almonds, Bitter,	8 50 @ 8 75	Aconite	..... @ 75			
Almonds, Bitter,	5 75 @ 6 00	Aloes	..... @ 65			
Almonds, Sweet,	1 25 @ 1 50	Arnica	..... @ 75			
Almonds, Sweet,	65 @ 75	Asafoetida	..... @ 1 35			
Amber, crude	75 @ 1 00	Belladonna	..... @ 1 65			
Amber, rectified	2 00 @ 2 25	Benzoin	..... @ 1 00			
Anise	4 50 @ 4 75	Benzoin Compo'd	..... @ 1 50			
Bergamont	1 35 @ 1 60	Cantharides	..... @ 1 80			
Cajuput	1 75 @ 2 00	Capnicum	..... @ 90			
Cassia	1 75 @ 2 00	Cardamon	..... @ 1 50			
Castor, bbls. and	..... @ 17 1/2 @ 20	Cardamon, Comp.	..... @ 2 00			
Cedar Leaf	90 @ 1 00	Catechu	..... @ 60			
Citronella	75 @ 1 00	Cinchona	..... @ 1 05			
Cloves	1 85 @ 2 10	Colchicum	..... @ 75			
Cocoonut	20 @ 25	Cubeb	..... @ 1 20			
Cod Liver	3 35 @ 3 50	Digitalis	..... @ 80			
Cotton Seed	2 00 @ 2 25	Gentian	..... @ 75			
Cuprebes	3 75 @ 4 00	Ginger	..... @ 35			
Egiron	1 75 @ 2 00	Guaiac	..... @ 1 05			
Eucalyptus	80 @ 1 00	Guaiac, Ammon	..... @ 80			
Hemlock, pure	..... @ 1 00	Iodine	..... @ 2 00			
Juniper Berries	5 50 @ 5 75	Iodine, Colorless	..... @ 2 00			
Juniper Wood	70 @ 90					
Lard, extra	90 @ 1 00					
Lard, No. 1	75 @ 85					
Lavender Flowers	..... @ 90					
Lemon	2 50 @ 2 75					
Linseed, boiled, bbl.	..... @ 67					
Linseed, bld less	74 @ 78					
Linseed, raw, bbl.	..... @ 66					
Linseed, raw, less	73 @ 78					

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

- Brooms
Flour
Cheese
Jelly
Wash Boards

DECLINED

Index to Markets
By Columns

Table listing various grocery items and their prices, organized by column (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).

Table listing various grocery items and their prices, organized by column (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100).

Table listing various grocery items and their prices, organized by column (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100).

Table listing various grocery items and their prices, organized by column (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100).

Table listing various grocery items and their prices, organized by column (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100).

Table listing various grocery items and their prices, organized by column (1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100).



6

Table 6: Butter, Soda, Oyster, Sugar Wafer Specialties, CREAM TARTAR, DRIED FRUITS, EVAPORATED MILK, FARINACEOUS GOODS, PEARL BARLEY, PEAS, SAGO, Tapioca, FISHING TACKLE, Cotton Lines, Linen Lines.

7

Table 7: Poles, FLOUR AND FEED, Winter Wheat, Kansas Hard Wheat, Spring Wheat, Oats, Hay, Feed, FRUIT JARS, GELATINE, GRAIN BAGS, Herbs, HIDES AND PELTS.

8

Table 8: Tallow, Wool, HORSE RADISH, ICE CREAM, JELLY GLASSES, MAPLEINE, MINCE MEAT, MOLASSES, MUSTARD, OLIVES, PEANUT BUTTER, PETROLEUM PRODUCTS, PICKLES, BARRELS, SALT, SALT FISH, Common Grades, SALT, SALT FISH, Common Grades, SALT FISH, Common Grades.

9

Table 9: Smoked Meats, Sausages, Beef, Pig's Feet, Tripe, Canned Meats, RICE, ROLLED OATS, SALAD DRESSING, SALERATUS, SAL SODA, SALT, SALT FISH, Common Grades, SALT, SALT FISH, Common Grades.

10

Table 10: Mackerel, SEEDS, SHOE BLACKING, SODA, SPICES, Pure Ground in Bulk, RICE, ROLLED OATS, SALAD DRESSING, SALERATUS, SAL SODA, SALT, SALT FISH, Common Grades, SALT, SALT FISH, Common Grades.

11

Table 11: Oolong, English Breakfast, Ceylon, TOBACCO, Plug, Pure Ground in Bulk, RICE, ROLLED OATS, SALAD DRESSING, SALERATUS, SAL SODA, SALT, SALT FISH, Common Grades, SALT, SALT FISH, Common Grades.



SPECIAL PRICE CURRENT

15

16

17

12

13

14

Table of prices for various goods including Smoking (All Leaf, BB, BB, BB, Badger, Banner, Belwood, Big Chief, Bull Durham, etc.), Queen Quality, Mop Sticks, Pails, Toothpicks, Traps, Washboards, Vinegar, Wicking, Woodenware, Butter Plates, and various oils and greases.

Table of prices for various goods including Mop Sticks, Pails, Toothpicks, Traps, Washboards, Vinegar, Wicking, Woodenware, Butter Plates, and various oils and greases.

BAKING POWDER K. C.

Table of prices for Baking Powder (K. C.) in various quantities and brands.

Table of prices for Royal Baking Powder in various quantities.

Table of prices for CIGARS from various brands like Johnson Cigar Co., Dutch Masters, etc.

Table of prices for COFFEE (OLD MASTER COFFEE) in various quantities.

Table of prices for WOOD BOWLS in various sizes.

Table of prices for WRAPPING PAPER in various types and quantities.

Table of prices for YEAST CAKE in various quantities.

Table of prices for AXLE GREASE (MICA AXLE GREASE) in various quantities.

Roasted Dwinell-Wright Brands



Table of prices for Roasted Dwinell-Wright Brands coffee in various quantities.

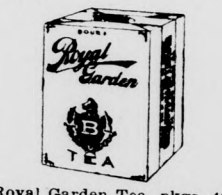


Table of prices for Royal Garden Tea in various quantities.

Table of prices for SOAP (Lautz Bros. & Co.) in various quantities.

Table of prices for FITZPATRICK BROTHERS' SOAP CHIPS in various quantities.

Proctor & Gamble Co.

Table of prices for Proctor & Gamble Co. products like Lenox, Ivory, Star, etc.

Table of prices for Swift & Company products like Swift's Pride, White Laundry, etc.

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

Table of prices for A. B. Wrisley products like Good Cheer, Old Country, etc.

Table of prices for Scouring products like Sapolio, Scourine, etc.

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

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

Advertisement for 'The only 5c Cleanser' with an image of the product tin and text: 'Guaranteed to equal the best 10c kinds 80 - CANS - \$2.90'

Advertisement for 'FOOTE & JENKS Killarney (BRAND) Ginger Ale' with text: 'An Agreeable Beverage of the CORRECT Belfast Type. Supplied to Dealers, Hotels, Clubs and Families in Bottles Having Registered Trade-Mark Crowns'

Large advertisement for 'SOMETHING MORE' with text: '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'



# 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—Opportunity for industrious young man. Start in planing mill business for yourself in a manufacturing town of Northern Iowa. Run by electric power. Address G. A. Zimmerman, Mason City, Iowa. 659

Real Estate Broker—Parties wishing a location in a moderate climate in farms or fruit lands or good village property, address W. C. Amerman, Koshkonong, Missouri, Representative National Co-operative Realty Co. 660

For Sale—Stock of staple and fancy groceries, crockery and glassware, located in a good trading point in Central Michigan. Reason for selling, death of owner. Address No. 661, care Michigan Tradesman. 661

Arrange January Sales Now—Expert advertising will reduce your stock 1/2 to 2/3 at a profit. Big cash results guaranteed. Greene Sales Co., Jackson, Michigan. 662

Wanted Position—By young man with ten years of mercantile experience. Wish a position in a store. Clean from all bad habits. Best of references. Address No. 663, care Michigan Tradesman. 663

The Detroit Mercantile Adjusters, counselors and executors of high grade special sales, 505 Whitney Bldg., Detroit, Michigan. 664

Wanted—To hear from owner of general merchandise store for sale. State cash price and description. D. F. Bush, Minneapolis, Minn. 667

To Exchange—120 acres excellent farm land for stock general merchandise; 1/2 mile from school, 32 acres cleared, 20 acres fine new seeding, 12 acres fall plowed, 200 apple trees one year set. For particulars address No. 658, care Michigan Tradesman. 658

Wanted—Side line agents to carry our gas mantles in all parts. Erie Gas Mantle Mfg. Co., 507 French St., Erie, Pa. 656

Wanted To Buy—For cash, stock of general merchandise from \$4,000 to \$1,000. Enquire of G. D. Caplon, Walkerville, Michigan. 655

For Sale—First-class restaurant, average daily business over \$50, three-story building, living rooms and furnished rooms, rent \$30; population 6,000; reason, sickness. Henry Robinson, Charlotte, Michigan. 654

For Sale—C. Creter's peanut and popcorn machine, No. 1 wagon, cost \$400, used two summers, good as new, \$200. F. V. Mills, Decatur, Indiana. 653

Men's neckwear. 50c styles open end \$1.75. Send money order. Soltan Raduziner, 621 Broadway, New York. 665

For Sale—Stock general merchandise, including dry goods, groceries, furnishings, trunks, etc., only one in good town. We wish to give our time to our orchard, therefore must sell. Investigate. Lock Box 292, Thompsonville, Mich. 656

For Sale—Seven nice modern floor cases, eight feet, wired, good as new, for just half price. A bargain. Address No. 667, care Michigan Tradesman. 667

Wanted—Merchant with clean general merchandise stock to locate in best place in State. Factory running over time. If you mean business write Harmon Bros., Onaway, Michigan. 668

For Sale—Stock and store fixtures. Good trade. Poor health reason for selling. Stock and fixtures will invoice about \$1,200. Cheap rent. Good brick store in center of village. Only racket store in town. Terms cash. Address No. 650, care Michigan Tradesman. 650

For Sale—Whole or one-half interest in old established machinery and mail order house. Your money can be doubled annually. J. T. Simonson & Company, Muskegon, Michigan. 651

For Sale—Good profitable harness and leather goods business located in a live country town of 2,000. Stock consists of harness, horse collars, strap work, saddlery, hardware, trunks, bags, suitcases, etc. Good repair shop, well equipped with electric motor, harness stitching machines, shoe finishing machine, tools, etc. Will inventory about \$2,200. If you want a money-maker write at once, as this must be sold quick on account of ill-health. Address owner, K. W. A., 1104 Jefferson avenue, Grand Rapids, Michigan. 647

For Sale—Combination ice cream parlor, confectionery, restaurant and transit rooms. One of the finest places in Central Michigan. Only real place in city. Will sell cheap. Address, Lock Box 303, Ovid, Michigan. 645

For Sale—Live grocery and crockery business in Southern Michigan. Leading store over 30 years. \$4,000 stock with \$35,000 sales. Splendid opportunity. Address No. 644, care Tradesman. 644

For Sale—Up-to-date stock of men's and boys' clothing, furnishing and shoes, suits made to measure. Also branch office for dry cleaning. Best location and established trade in best farming town in State. Other business interests reason for selling. Must be cash sale, and at once. Address No. 643, care Tradesman. 643

For Rent—Building equipped for general store purposes at Delton, Barry county; good railroad town. Address G. W. Kern, Onondaga, Michigan. 640

Must Sell At Once—Only bakery, confectionery and ice cream parlor in town of 1,500. Come and look it over and make me an offer. Did nearly \$10,000 worth of business this season. Will sell either with or without the bake-shop. Lock Box 554, Ovid, Michigan. 639

We Buy—Bankrupt drug stocks, also solicit listings of those who desire to sell or trade their business. N. J. Weeks, Kalamazoo, Michigan. 633

For Sale—Clean stock general merchandise, established business in town 800 population. Address E. & J., care Tradesman. 635

For Sale—Good bakers' oven, mixer, gasoline engine. Also soda fountain and ice cream fixtures. Enquire H. N. Coombs, Box 325, Edmore, Michigan. 632

For Sale—General stock inventorying about \$11,000, located in strong business center surrounded by well-to-do Danish people. Reason for selling, owner has other business which demands his attention. Rent low. No trades. Terms reasonable. Two bright young men can make a fortune in ten years. Address No. 631, care Michigan Tradesman. 631

Wanted—Any good manufacturer's line to sell in Western Montana, Idaho and Washington or in British Columbia and Alberta. Must be the right goods and at bottom price. References given. W. F. Paxton, Lethbridge, Alberta, Canada. 628

For Sale—Grocery and meat market in town about 1,000. Am doing about \$18,000 annually. Best location in the town. Reason for selling I am going away. Price \$2,000 cash. C. W. Freer, Box 11, Galesburg, Michigan. 616

To Exchange—160 acres heavy virgin timber, birch, maple, hemlock, ash, elm, etc., near railroad in Northern Wisconsin, for good stock, hardware preferred. Address No. 618, care Michigan Tradesman. 618

For Rent—Building at 949 Cherry St. A-1 place for meat market. Next to Maloney's grocery. Enquire G. Heyt, 949 Cherry St., Grand Rapids, Michigan. 599

For Sale—Or might exchange for real estate in city if location suited, \$9,000 stock of clothing, shoes and furnishings; old established business clean and up-to-date, in one of Michigan's best towns of about 1,500. Easy terms or can reduce stock to accommodate purchaser. Address No. 601, care Michigan Tradesman. 601

Wanted—To hear from owner of good mercantile stock for sale. Box 1735, Houston, Texas. 608

For Sale—Two meat markets located at 112 Michigan street and one at the corner of Walker and Garfield avenues. Good locations and doing fine business. I have three markets and been able to take care of all. One requires all my time. Address Walter Thomasma, 400 Leonard St., Grand Rapids, Mich. 560

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Buyer, Milwaukee, Wisconsin. 925

Safes Opened—W. L. Slocum, safe expert and locksmith, 1 Ionia Ave. N. W., Grand Rapids, Michigan. 104

For Sale—Clean stock general merchandise in one of best towns 800 population Central Michigan; finest country around. Will reduce stock to \$2,000 or \$2,500, and sell stock and fixtures at inventory, one-half down, balance on contract. Address No. 583, care Tradesman. 583

Move your dead stock. For closing out or reducing stocks, get in touch with us. Merchant's Auction Co., Reedsburg, Wisconsin. 963

Business Opportunity—Wanted, a responsible firm or individual, experienced in the grain business to establish and operate a second elevator in a live town in the center of the best agricultural district in this State. Located on the P. S. & M. Branch of the Grand Trunk Railway. No better opening in the State for a responsible dealer with available capital. Local capital can be secured if desired. For particulars call on or address the Farmers & Merchants State Bank, Carson City, Michigan. 572

Merchandise Sales Conductor. For closing out entirely or reducing stocks, get Flood, Dexter, Michigan. 18

Shoes—We are stock buyers of all kinds of shoes, large or small, parts of or any kind of merchandise. Largest prices paid. Write at once, Perry Mercantile Co., 524 Gratiot avenue, Detroit, Michigan. 517

Hardware For Sale—About \$5,000 stock and fixtures in a town of 1,500 population, Central Michigan. Annual business \$20,000 to \$22,000 per year. Stock clean, location best. Furniture and fixtures about \$700. Enquire W. C. Hopson Co., 220 Ellsworth Ave., Grand Rapids, Michigan. 569

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

Stocks Wanted—If you are desirous of selling your stock, tell me about it. I may be able to dispose of it quickly. My service free to both buyer and seller. E. Krusenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 870

## HELP WANTED.

Wanted—A clerk for general store in country town, 25 to 30 years of age, (married preferred), with at least two years' experience. Must be bright and industrious. Wages according to ability. Reference required. Address No. 648, care Michigan Tradesman. 648

## POSITION WANTED.

Wanted—Manufacturers' agent, wishes to represent a manufacturer at Atlanta, Ga. all or part time. Capable of handling salesmen. Commission only. Address Agent Fairview and Oakland, Decatur, Georgia. 634

Wanted a Position—As clerk, any kind. Three years experience in candy and tobacco store, or would like to learn good trade. Can give best of references. Lee J. Lemerand, Monroe, Michigan. 630

Position Wanted—Middle aged man with many years of mercantile experience desires a position as manager of general store. Capable of handling every detail of business. Address No. 373, care Michigan Tradesman. 373

## Furniture for Christmas

You realize the great advantage in making your Christmas selections early, as you get the benefit of a large and complete line to choose from. We suggest you call within a few days, as our Christmas display is now ready.

## Klingman's

The Largest Furniture Store in America

Entrance Opposite Morton House

Corner Ionia Ave. and Fountain St., Grand Rapids, Michigan

## WHY

Michigan People should use Michigan Flour made from Michigan Wheat

- 1—It excels all other flours in flavor.
- 2—It excels all other flours in color (whiteness.)
- 3—It excels all other flours for bread making.
- 4—It excels all other flours for pastry making.
- 5—It requires less shortening and sweetening than any other flour.
- 6—It fills every household requirement.
- 7—Michigan merchants should sell, and Michigan people should buy Michigan flour made from Michigan wheat for every reason that can be advanced from a reciprocity standpoint.

## Use Tradesman Coupons



### Strong and Weak Points in Michigan Hotels.

(Continued from page twenty-four). The Tradesman stated in its issue of Oct. 27 that ex-President Green insisted that the hotel men had organized the association to fight the oncoming wave of prohibition. President Puffer wrote the Tradesman under date of Nov. 2 that such was not a fact—that the organization was not formed for that purpose and would not be diverted to any alliance with the liquor interests so long as he was President. This letter was published verbatim in the Tradesman of Nov. 3. At the sessions Thursday the members present listened to several representatives of the liquor interests, after which the subject was discussed at great length, culminating in the adoption of a resolution authorizing President Puffer to appoint a committee—headed by Fred Postal, of Detroit—to consider the advisability of the hotel men co-operating with the wholesale and retail liquor dealers and brewing interests of the State to combat inimical liquor legislation in the coming campaign!

Mr. Puffer appointed the committee without delay or protest and subsequently accepted a re-election as President thus clearly showing that he was not sincere in the vigorous protestations he registered in his letter of Nov. 2, which was published in the Tradesman of Nov. 3. These culminating events clearly disclose the ulterior motive for bringing the hotel men together. It is not to improve the hotel service, not to increase the volume of business, not to learn how to serve the public more acceptably, not to consider suggestions as to the manner in which the profession may be elevated and the standing of the members enhanced in the communities in which they live, but to protect their saloon bars from the engulfing wave of prohibition which will shortly sweep the liquor traffic of Michigan out of existence. It grieves the Tradesman to be compelled to record this opinion in cold type, but facts are stubborn things and the facts are herein set forth as they appear to the writer, plainly and frankly stated, without evasion or circumlocution.

The Tradesman does not deny the right of the hotel men to form an organization for any purpose they please, but they should be honest about it and not deny that their association is intended to fight prohibition and then go to work and create the necessary machinery to do that very thing. Consistency is just as much a jewel in the hotel business as in any other walk of life.

### Jackson Grocers Planning Coming Food Show.

Jackson, Dec. 7—Plans for the coming pure food show, which is to be held at the Masonic temple, were considered by the Jackson Retail Grocers' Association at the last meeting. The committee in charge of the arrangements for the show are R. S. Howland, G. W. Thorp, C. C. Allen, Clyde Smith, Mrs. W. Kilgallin and Mrs. M. Stilwell. It is planned to appoint sub-committees later.

System is being used in the preparations for the pure food show, and it is expected that it will far surpass the one held last year and will be equal to any that has thus far been held in the State. Considerable at-

tention will be given to the decoration of the booths, all of which will be uniform in size.

A committee composed of R. S. Howland, A. E. Webster and Clyde Smith was appointed to confer with a number of wholesale dealers for the purpose of discovering the most advantageous place to make purchases of groceries. It is stated that the retail grocers of Detroit have established a wholesale house of their own, and it is declared that a similar step may be taken in Jackson in time.

Officers will be elected at the next meeting of the Association and meetings will hereafter be held every two weeks at Sauer's hall.

### Late News of Interest to Travelers.

The damage suit of Lewis M. Steward (Postum Cereal Co.), against Thomas Walsh, the Bay City grocer, has been postponed again, owing to the illness of the defendant's chief counsel. While the Tradesman has not thoroughly investigated the alleged reason for the delay in going to trial, it looks like another case of trying to wear the prosecution out by postponements.

Agreeable to promise, President Puffer, of the Michigan State Hotel Association, recommended in his annual address at the annual convention of this organization held in this city last week, that all traveling men carrying membership cards in the U. C. T. receive free entertainment for their wives at all the Association hotels on presentation of their card of membership in the U. C. T., but the recommendation was laid on the table by the members of the convention, who preferred to leave the matter to the decision of each landlord individually, instead of binding all the members to an iron-clad rule.

An Evart correspondent writes: Evart is losing this week one of its oldest residents, James H. Voller, who was proprietor of Evart's pioneer drug store for more than thirty years, which he disposed of about two years ago. He has departed for the metropolis and will become boniface of the New Interurban Hotel, located at the southwest corner of Jefferson and Woodward avenues. For many years Mr. Voller has been gradually preparing for this move and transferring his holdings to Detroit, where he is now a large owner of real estate, the property located as stated above being a part of his extensive holdings. The location is one of the best in the city and the premises have been thoroughly rearranged and refitted for hotel purposes, modern and up-to-date in every detail. Mr. Voller will be missed from our business activities, and his excellent family from our community, where they are highly esteemed.

Charles F. Logie (Rindge, Kalmback, Logie Co.), who has been too ill to travel for several months, is gradually improving at his home in this city.

H. A. Smith has re-engaged in the grocery business at Belding, the Worden Grocer Co., furnishing the stock.

Tony Swantek, of Gaylord, has taken the management of the Hotel Dawson, at Wolverine.

Some men would rather be broke than right—if there's more coin in it.

### Manufacturing Matters.

Crystal Falls—The Judson Mining Co. has increased its capital stock from \$500,000 to \$750,000.

Monroe—The capital stock of the Van Blerck Motor Co. has been increased from \$135,000 to \$250,000.

Detroit—The Craig-Thomas Electric Co. has changed its name to the R. C. Thomas Electric Co., Inc.

Detroit—The capital stock of the American Injector Co. has been increased from \$150,000 to \$200,000.

Detroit—The Porcelain Enameling Manufacturing Co. has increased its capital stock from \$10,000 to \$25,000.

Stockbridge—H. J. Kiepert has sold his creamery to James Dezwarte, of Garden, who will continue the business.

Baraga—The Zenith Lumber Co. has filed a petition in bankruptcy. Liabilities, about \$85,000; assets, about \$40,000.

Albion—The Maple City Dairy Co. has been incorporated with an authorized capitalization of \$4,500, all of which has been subscribed and paid in in cash.

Benton Harbor—The Morrill & Morley Co. has increased its common stock from \$30,000 to \$35,000 and decreased its preferred stock from \$20,000 to \$15,000.

Detroit—The Premier Cushion Spring Co. has been organized with an authorized capitalization of \$25,000, of which amount \$12,500 has been subscribed and \$2,500 paid in in cash.

Jackson—The Jackson Machine Tool Co. has been incorporated with an authorized capital stock of \$30,000, all of which has been subscribed, \$4,311 paid in in cash and \$25,689 paid in in property.

Mancelona—The Cadillac Lumber Co. has purchased the plant of the Mancelona Screen Co. and will keep it in operation here until arrangements can be made to handle the business from Cadillac.

Kalamazoo—The Ivor Heater Co., manufacturer of gas and electric heaters, has been organized with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Baldwin—The Gloria Sales Co. has been organized by W. S. Cookright and A. B. Vaughn to engage in manufacture of the Oxo-Gas burner, an attachment for converting ordinary kerosene into a fuel for either heat, cooking or lighting.

Detroit—The A. T. Harrow Tractor Co. has been incorporated with an authorized capital stock of \$300,000 common and \$100,000 preferred, of which amounts \$200,000 common has been subscribed and \$150,000 common paid in in property.

Jackson—The Sparks-Withington Co. has taken over the plant and stock of the Cleveland Radiator Co. and thus acquired an accessory which, with its output of radiator fans and pumps, gives it a complete cooling outfit for an automobile.

Detroit—A new company has been organized here to manufacture auto tops, seat covers and automobile body trimmings under the style of the Consolidated Auto Top Co., with an authorized capital stock of \$10,000, all of which

has been subscribed and \$4,400 paid in in cash.

### New State Bank at Detroit.

Detroit, Dec. 7—A bank, to be known as the Commonwealth Savings Bank, has been organized to take the place in the Hammond building at present occupied by the Wayne County and Home Savings Bank after that Bank moves into its new home at Michigan and Shelby. The new Bank will be opened early next year. It is understood that it will be purely a savings bank. The capital is to be \$500,000 with \$100,000 surplus paid in. The board of directors will include a number of men prominent in local financial and industrial circles. The promoters of the Bank announce that the names of the directors will be announced later.

Some of the delegates to conventions held in this city do not relish the manner in which they are welcomed by our Gambler Mayor, who usually improves the opportunity to insinuate that those delegates who come from dry counties would do well to carry home with them a supply of budge, instead of trying to drink themselves to death while in our midst. If they overstep the line and find themselves playing checkers with their noses through over-indulgence in intoxicants, they are invited to jingle the Mayor's phone and invoke his aid to secure immunity from punishment. The Tradesman has received many letters from leading citizens in dry counties, protesting against such insulting allusions to visitors who come to the city for legitimate purposes, uttered by an official who ought to hold himself aloof from such insinuating suggestions and welcome all visitors to Grand Rapids as though they were gentlemen and not boozers and toughs.

The Wilson administration has employed a hundred women to go around the country imparting to wives the secret of how they can add to their husbands' salaries. The secret is this: "Never buy anything you can make yourself. The woman who does her own baking, makes her own clothes and everything else she can, is the one whose husband rises up and calls her blessed." To a man up a tree—the retail merchant, for instance—it would look as though the Government could be in better business.

The up-to-date war correspondent never fails to work in the word "imbroglio."

### BUSINESS CHANCES.

For Sale—Stock of general merchandise, consisting of clothing, shoes, rdy goods, groceries, etc. Stock will invoice about \$4,500. For particulars, write the owner, B. Newberger, Avoca, Mich. 672

For Sale—One of the best retail bakeries and groceries in good West Virginia business town. Will sell building and stock or just stock and rent at a good rent. Small stock groceries on hand. Write for particulars, James Ray, Weston, West Virginia. 671

For Sale Cheap—Sheet metal works in town of 5,000. No competition. Top prices for work. Investigation cheerfully invited. Located twenty miles east of Tampa, Florida, in heart of good farming community. Address Plant City Tin and Sheet Metal Works, Plant City, Florida. 670

For Sale—General store. Clean stock. Well located. Tontogany, Ohio. Invoices \$5,500. F. A. Brown, Nicholas Bldg., Toledo, Ohio. 669



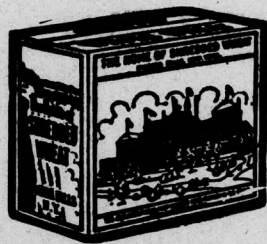
## IT'S A "REPEATER"

It's easy to fill your shelves with new-fangled cereal foods, but no grocer wants to load up with them until a demand has been created. The best "repeater" among breakfast cereals is

# Shredded Wheat



now recognized as the one universal, staple breakfast cereal eaten by youngsters and grown-ups in all climes and in all seasons. The best advertised cereal in the world and hence the best seller, bringing the quickest turn-over and a fair, steady profit all the year 'round.



The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Shredded Wheat Co.  
Niagara Falls, N. Y.

# Ceresota

Is the Prize Bread Flour  
of the World

The millions who now use Ceresota Flour once used other kinds, and were induced to try this famous flour and continue using it **Because they like it better, Because it makes better bread, Because it makes more loaves.**

Housekeepers are never disappointed in Ceresota.

JUDSON GROCER CO.

The Pure Foods House

Wholesale Distributors

GRAND RAPIDS, MICHIGAN

## The State and National Pure Food Laws are Very Strict

The standard set by the pure food officials for baking powder is very high

### And It Should Be

Dealers and consumers are entitled to the fullest protection against poisonous and harmful substances in their foods, and against fraud, deceit and misrepresentation in their sale.

The wise manufacturer is getting in line with the Pure Food Laws (*not fighting them*) and cooperating with the Pure Food Officials to make his product better, purer and free from all taint of misrepresentation in its sale.

## KC Baking Powder

complies with all Pure Food Laws, and its manufacturer has never fought them. It *does not* contain any albumen (sometimes called white of egg) an ingredient discredited everywhere—and we have never used the fraudulent "water glass test."

Just a can of pure, legal baking powder, guaranteed to give perfect satisfaction.

**25 Ounces for 25c**  
(More than a pound  
and a half for a quarter)

At all grocers

Jaques Mfg. Company, Chicago

## Let "LITTLE BUSTER" Sell Your Holiday Confections



Folks are beginning to think in holiday terms. That means that it's time "LITTLE BUSTER" should be prominently displayed in your show window. Popping corn forms a base upon which more holiday confections are built than any other article.

### "Little Buster"

is ideal for making Cracker-Jack, Sugared Pop Corn, Pop Corn Balls, as well as for popping to be eaten without trimmings. There is no waste, every grain perfect, 16 full ounces to the package. That is four ounces more than his nearest competitor. When popped the contents of a "LITTLE BUSTER" package makes more corn than any package on the market.

### Ideal for Trimming Xmas Trees

"LITTLE BUSTER" is ideal for trimming Christmas Trees and decorating. The grains explode making a large flaky mass of pure white.

"LITTLE BUSTER" will help sell at least twenty other profitable items in your store. These are necessary to go with popping corn in making confections.

"LITTLE BUSTER" pays you a handsome profit.

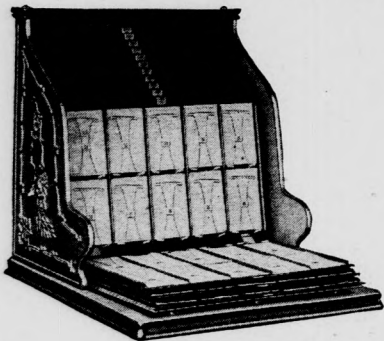
Sold by all jobbers



**THE ALBERT DICKINSON CO.**

Chicago, Illinois

## The Total Account System



- 1—Shows at a glance what each customer owes you.
- 2—Shows total of outstanding accounts.
- 3—Shows cash received, what for and from whom.
- 4—Cash paid out, what for and to whom.
- 5—Provides a daily statement to each customer.
- 6—Reduces the outstanding accounts.
- 7—Collects petty accounts.
- 8—Prevents disputed accounts.
- 9—Prevents forgotten charges.
- 10—"Balances your books" each night and saves many hours labor.
- 11—With one writing your accounts are posted and errors eliminated.

### At Prices You Can Afford

The Total Account Register is an expert bookkeeper that makes no errors. Watches your business all day long and demands no salary.

It debits and credits each transaction at the very time it occurs—and is ever ready to give you totals any moment required.

In appearance it resembles a cash register. Is made of solid bronze metal with mahogany base and top—handsomely designed and beautifully finished. An ornament to any store—a safe-guard and money-saving necessity to the successful conduct of a retail business.

No. 1, 70 account size, No Cabinet	<b>\$15.00</b>
No. 2, 110 account size, Metal Cabinet	<b>24.00</b>
No. 3, 170 account size, Metal Cabinet	<b>31.00</b>
No. 4, 250 account size, Metal Cabinet	<b>40.00</b>
No. 5, 390 account size, Metal Cabinet	<b>55.00</b>
No. 6, 510 account size, Metal Cabinet	<b>60.00</b>

All Styles and Kinds of Salesbooks, Duplicate and Triplicate  
Get Our Prices

### STAR PAPER COMPANY

Salesbook and Store System Dept.

405-7-9 East Main Street

Kalamazoo, Michigan

Exclusive Territory for Live Salesmen in Michigan



## California Raisin Bread

Made with SUN-MAID Raisins  
The Nationally Advertised Raisin

Baked by bakers—after a special recipe supplied by us—  
and sold by grocers everywhere.

### A New Profit

This is a double source of new profit. Our \$160,000 nation-wide advertising campaign on this bread, and Sun-Maid Raisins in connection with it, has created a new demand. You can sell more raisin bread, and you can make over twice as much per loaf on this bread as you are now making on white bread.

Thousands of grocers throughout the country are doing it. Let us tell you how we help them, and will help you. Send this coupon to-day for our plan of co-operation with grocers.



## Sun-Maid Raisins

The Nationally Advertised Raisin

California's choicest product, in clusters and pound cartons.

### Another New Profit

Our advertising is increasing the per capita consumption of raisins in the United States. People are using raisins now who never thought about them before. That means more raisin sales for you. The increased demand, of course, is for Sun-Maid Raisins, the only kind that is nationally advertised. We'll help you get the full results in new profits from this new demand. Send this coupon to-day for our plan of co-operation with grocers.

### CALIFORNIA ASSOCIATED RAISIN CO.

Membership 6000 Growers

Home Office, Fresno, California

Hearst Building, Chicago.

113 Hudson Street, New York

### Mail this Coupon to Our Nearest Office

Please send me complete details of plan by which I can make more money through increased sales of raisin bread and package raisins. (24)

Grocer's Name .....

Street .....

City ..... State .....