

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. \$1 PER YEAR

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, DECEMBER 22, 1915

Number 1683

We wish to express to our many friends in the retail trade our appreciation for so many evidences of good will and to extend Holiday Greetings to you and yours. We ask for your continued favorable consideration as your Quality Grocers.

Judson Grocer Company,
The Pure Foods House
Grand Rapids, Mich.

"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



RESCENT FLOUR

"Mother's Delight"
"Makes Bread White and Faces Bright"

VOIGT MILLING CO., GRAND RAPIDS, MICH.

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.

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



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.
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Estimates Free

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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

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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 22, 1915

Number 1683

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PRESIDENT WILSON'S VISION.

The love of balanced periods may not be the root of all evil, but it appears to have led Mr. Wilson's better judgment rather far afield. In his Columbus address, he seeks to cover the Mexican question with those ethical draperies, so well calculated to soften—when they do not conceal—the harsh lines of undesired results. He professes to find in the Virginia bill of rights a complete vindication of his attitude, although the connection between that bill and the problem presented by Mexico—even in his incisive words—is not entirely obvious. And he is betrayed—one might almost imagine, from self-generated heat—into the utterance of a clear-cut threat; always a regrettable indulgence, especially in matters of suspended judgment. Mexicans may have a free hand in destroying property and in taking the lives of Americans, Englishmen, Spaniards, Frenchmen and Germans, but until they settle upon some form of government, no one—while Mr. Wilson is in power—shall "butt in." Inclusive of all the rest of humanity this must be construed as exclusive of Mr. Wilson himself, since he has not hesitated to butt in, with results that are, in the opinion of many well-informed people, most unfortunate. It would seem to be a dangerous as well as an autocratic delusion for any one to hold that his are the only hands to touch a tangled skein whose unraveling involves the fortunes of millions. And we may find some day that other nations will hold us to a strict accountability for the logical results of our singular policy of watchful waiting.

Mr. Wilson still has visions—as of old—which he refers to as the source of curious inspirations. He believes that the common man should be consulted as to the way he is to be governed, although such deference is not exactly characteristic of Mr. Wilson himself. This is a familiar creed among those who look upon the common man as the mere equivalent of a vote. For one like Mr. Wilson, however, who is indifferent to votes, and for whom history has been something more than a pastime, the avowal is a hard one to construe. Has

Mr. Wilson forgotten that a profound work on government was inspired by precisely this question put to a man whose name is a household word among cultured people? Of course the common man is the last one who should be consulted in such a matter, because he is the least qualified to give an intelligent answer, even in the way of his own immediate interests.

And Mr. Wilson would have us admit that American business men are timid! The men who founded our railroads, which began with a streak of rust from somewhere to nowhere; who faced unflinchingly losses and bankruptcies, the men who conceived our great corporations and who dared to translate conception into action, may have had all the vices which politicians are so fond of attaching to them at voting time, but they were hardly timid. Mr. Wilson's reference to their visits to Washington is not an altogether happy one, because there have been visits to the capital, for quite different purposes from those that Mr. Wilson would have us infer. They have gone to urge Mr. Wilson, who frankly declared that he knew nothing of business, to exercise prudence in meddling with so intricate a matter as modern business, where interference held the potency of great mischief and only a vanishing chance of good. Yet in the case of his ill-advised Shipping bill, Mr. Wilson would reverse his attitude and have Washington take initiative action which business men have not sought and do not want.

These reflections are offered for what they may be worth, with the hope that they may assist in the formation of an intelligent opinion as to the wisdom or unwisdom of supporting Mr. Wilson, in the event of his seeking a re-election.

More than a score of bartenders and proprietors of saloons in Syracuse admit that Billy Sunday's campaign has cut down their profits. The night trade received the worst blow. One saloon-keeper, according to the Post-Standard, freely admitted that his bar receipts had not been sufficient to cover his expenses since the opening of the Sunday meetings and another said he was ashamed to look at his cash register. Trade may pick up again. The evangelist's opponents who sneer at his efforts say the conversions are only temporary. Even at that they will do good. As Sunday himself says, a bath is not lasting, but no one will refuse to take one on that account.

May the spirit of the Christmas-tide be in your heart and dwell there both now and evermore.

GERMANY TO BEND.

It is known that those close to the German Embassy expect a satisfactory settlement of the Lusitania case by Christmas or New Year's. They declare that if the Government had let the Boy-Ed and von Papen case drift until after the Lusitania settlement, it would have been out of the way by this time. They feel that the difficulty of a settlement in Berlin has been intensified, but they are still extremely hopeful of getting one soon. Perhaps they underestimate what our State Department will insist upon and are, therefore, over-optimistic, but optimistic they are.

For this their reason is their belief that as long as the German government has surrendered on practically everything else, it will not hesitate to "go the whole hog," having made up its mind not to get into war with the United States. Had the Germans been inclined to break with us they would have recalled von Bernstorff some time ago; that they have not done so is in part explained by their strong feeling that a breaking off of diplomatic relations would sooner or later mean war, simply because there would be no one either in Berlin or Washington to interpret the purposes of one nation to the other.

Again, the German government is in a position to swallow another bitter pill because of its control of the press. It is a fact that very little about the surrenders hitherto has appeared in the German press—so little that it would amaze Americans if they realized it. The absolute reversal of policy now demanded by the United States of Germany in the Lusitania matter, if agreed to, would doubtless be glossed over for the present in the same easy way. What the German public will say after the war is over and they begin to find out some of the facts, remains to be seen.

"DOLLAR WHEAT."

Dollar wheat prevailed for a few days to the Northwestern farmers last week, and they sold freely, not only of storage tickets, but of wheat to be delivered from the farms within a short time.

There is the greatest merchandising situation known in wheat in the Northwest as the spring-wheat crop this year is the only good one that can be depended upon for high-grade wheat. Millers all over the country are buying it, which accounts for the limited accumulations in stocks during a period of greatest movement.

Mills are grinding spring-wheat and selling flour in the winter-wheat territory and have had an immense business the past three months. One of the

largest millers there says the mills are sold several months ahead, and will have to run at full capacity to catch up.

This situation in the face of the Government's estimate of 1,000,000,000 bushels wheat, the largest by 100,000,000 bushels ever raised, looks queer. But the war has brought, and is constantly developing many strange things that have never appeared before.

ALBERT AND CONSTANTINE.

Albert kept faith, lost his country and saved his soul.

Constantine violated his agreement, kept his country and lost his soul.

Albert will go down the ages as one of the great ones in the history of the world.

Constantine, on the other hand, has made his name odious for time and eternity.

A promise is made to be kept; an agreement is made to be lived up to; a pledge is never violated by a person who bears the semblance of manhood. Any one who makes a promise, pledge or agreement and who fails to live up to it writes himself down as a beast and a barbarian, unworthy of association with honorable men, because he violates a fundamental principle on which humanity and civilization rest.

In his annual report, Franklin K. Lane, Secretary of the Interior, devotes considerable space to the need there is for improvement in country schools. There are 22,000,000 children attending school in this country, and it is manifest on its face that they are the hope, and indeed the security of the Nation. A citizenship educated in this country can be reasonably trusted and reckoned certainly safe. Unquestionably the country schools are a great deal better now than they were fifty or even twenty-five years ago. The old saying has it that the largest room in the world is the room for improvement, and that is certainly true in this matter. The National department might profitably spend less money on rivers and harbors and more on education. There are hundreds of thousands and indeed millions of children who have no educational advantages beyond those provided by public schools. In the cities there are graded, and there are high schools, the graduates of which have a pretty good working education. The little red schoolhouse about which so much has been written could be made a good deal better than it is, and it ought to be. This will involve the expenditure of more money, incident to a demand for a higher grade of teachers who must be better paid. It will be worth all its costs, however, and more.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Dec. 20—It was just twenty-five years ago last Thursday that W. R. Bacon, the Soo's well-known druggist, came home from Ann Arbor for his Christmas vacation, and from all accounts this was the last vacation that Mr. Bacon had. He believes in all work and no play and spends 365 days each year in his business, which accounts for his success. He has been in the same location for all these years and if he lives twenty-five years more he will probably have one grand celebration, if not a vacation. He is a member of the Booster Club and his cheerful disposition has won for him a large circle of friends who would miss him if he were not at his place of business when they called.

R. T. White, manager for the Michigan State Telephone Co., left last week to spend the Christmas holidays with his parents in Brattleboro, Vermont, his former home. Mr. White expects to visit at New Haven, where he will live over the scenes of his college days and will meet many of his former friends. He expects to enjoy every minute of his stay in the East.

President Knapp, of the Union Carbide Co., and a few friends from New York made the Soo a visit last week, being the guests of Mr. L. H. Davis, Superintendent of the Power Co. here. Mr. and Mrs. Davis gave a dinner in honor of the guests, making their visit one long to be remembered.

The Canadian canal was closed last Friday for the season, which is one day later than last year. The canal will be pumped out and the employees laid off until the opening of navigation next year.

The many friends of A. H. and J. B. Eddy, of this city, were sorry to learn of the death of their brother, Arken Eddy, which occurred in the Canadian Soo last week. The remains were accompanied to St. Joseph's Island for interment by his brothers.

Otto Fowle, one of the Soo's best known business men and financiers, being President of the First National Bank, has been honored by the Masonic body at Marquette, where Mr. Fowle was made President of the new Masonic class re-organized at Marquette session last week. Mr. Fowle is one of the Soo's live wires and his many friends were pleased to learn of the honor extended him by the fraternity.

George Shields, of the Shields grocery, at Algonquin, was the lucky purchaser of the A. Nicholas lemon stock and there will be no excuse for the Algonquin people going without lemonade during the winter, as George has laid in a stock which should last him until spring at a price less than the grower's first cost.

The many friends of Harry H. Marks were pained to learn of his demise last week. Mr. Marks had been superintendent of the State fish hatchery in this city since 1896 and was one of the best known men throughout the State. He was born in Dextor, New York, in 1872, and when but 14 years of age he became identified with his father in the study of fish culture. When 20 years of age he was transferred from Detroit to Paris, Mecosta county, where he was engaged in brook trout propagating for the following two years. After this he was engaged for two seasons as messenger in charge of the distribution of the fish throughout the various sections of the State, finally being made manager of a car identified with this branch of service. He was thus employed for eleven seasons, during which he also passed intermediate periods in the fish hatchery here, finally becoming the superintendent of the local hatchery. He was a member of the Knights Templar and Masonic order.

"By this time there must be as many ships in the bottom of the ocean as there are on top, according to war reports."

Charles O. Pregitzer, for the past ten years with the Cornwell Company here, has tendered his resignation to enter into business for himself at Unionville.

The Christmas edition of the St. Ignace Enterprise is certainly well named and is a credit to its publishers, Clyde W. Hecox and Mr. Hoban. It was always understood that the Chicago American was some paper, but it looks cheap alongside of the Christmas edition of the Enterprise, which certainly is a credit to the town.

We note that Hon. Chase S. Osborn's name will appear upon the ballots for the Presidential primary election, according to reports received from a Lansing staff correspondent of the Detroit News, and it is, indeed, pleasing to the Ex-Governor's many friends here to learn this. He will receive the hearty support of his home part of the State.

Lumbering operations around Hessel are showing much activity. The Hossock camp now has seventy men employed and anticipate adding to this number.

Pickford has a new moving picture theater, the opening performance having occurred Wednesday evening of last week. Lee Young installed the moving picture machine belonging to Young Bros. and the theater has a very attractive appearance. The Pickford residents are looking forward to a great deal of amusement during the winter months.

Miss Peterson has accepted a temporary position as accountant with the Cornwell Company.

"While might isn't right, it is a fine imitation."

G. G. Roe & Sons, of Pickford, have opened a new general store at 1904 South Ashmun street, in the building formerly occupied by Lamb & Son as grocers, being the first and last store on Ashmun street. They expect to carry a full line of groceries and provisions, also buy hay and other farm products. Mervin Roe will be the manager. He has had several years' experience in the general store of N. L. Field, at Rudyard, and was Secretary of the Rudyard Creamery Co. for the past two years.

"You can take a day off, but you can never put it back."

The Manistique Commercial Club has organized a credit and rating bureau to protect local merchants against the dead-beats of the community. The idea is a good one. It has heretofore been restrained from printing lists with credit ratings on the grounds that the big agencies had a monopoly on this business through their copyrights.

The Soo is to have another community Christmas tree. It is much larger and of better formation than the one used last year. A local committee of prominent Sooiters will look after the festivities, which promises to be on a large scale.

Otto B. McNaughton, for the past few years Assistant Cashier in the First National Bank and one of the Soo's most promising young business men, was united in marriage last week to Miss Regina Carmelita Roll, daughter of Frank Roll, of the Roll repair works. The young couple are well known throughout the city and their numerous friends wish them a very successful and happy future.

Langtaff Bros. have opened a new meat market at 539 Queen street, in the Canadian Soo, which will be known as the independent market, having no connection with any of the other meat companies. Frank Langstaff will act as manager. He has had several years experience as one of the head meat cutters for the Hussey Ferrier Co., in the Queen street store, which has given him

much prestige with the trade in the Canadian Soo. Frank is a live wire, with a pleasant smile for every one and with his experience in the business the future success of the new firm is assured.

"A man is never too old to learn unless he is too young to realize it."

Frank Allison's new Overland has arrived and Frank took a party of friends out in the country last Sunday. It was the unanimous opinion of those present that Frank would make an expert chauffeur, having kept the road both ways, although there were snow banks at both sides of the road. The telephone service was not cut off between here and Pickford and, there being no marks on the car to show any disaster, it is evident that Frank did drive the car.

William G. Tapert.

"A Large Order."

Granville, Ohio, Dec. 21—I note your editorial suggestion of the German evacuation of Belgium, France, Poland, the Baltic Provinces and Serbia, with an indemnity to Belgium, as terms of peace to be insisted upon by England and that you refer to it as "a large order." Large it may be, and large may be the labor and sacrifice on the part of the Allies which will still be required in order to secure it. I have no doubt, however, that I express the conviction of a great majority of those who have admired the moral tonic of the Tradesman during recent years in saying that peace on less terms will be a moral calamity, only to be followed by an early renewal of the strife. Furthermore, a peace leaving Germany in possession of any of these territories, conquered against the will of their inhabitants by methods which have trampled the laws of war and of humanity underfoot, will do ten times more to drive our own country into the hateful crater of militarism

than the passage of the "preparedness" measures now before Congress. The world-wide outburst of moral indignation which followed Germany's course at the outbreak of the war, nowhere more trenchantly expressed than in your own editorial columns, seemed to mean that civilization had reached the point at which such a course could have no hope of success. If Germany is to come out of the struggle with anything whatever that can make her own people believe that her course has been other than a blunder and a failure, that hope is, for the time being, destroyed. I cannot conceive of anything which would play into the hands of our own extremists and seriously imperil our own prospects of continued peace more inevitably than such a result. And if I believed, as I do not, that such an outcome was probable, I should welcome our own armed interference to prevent it as the shortest, most honorable, and most life-saving path to a world-peace which could receive the moral approval of moral men, and have some likelihood of permanence. W. H. Johnson.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Dec. 22—Creamery butter, extras, 34@35c; first, 32c; common, 28@30c; 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. 12@16c; cox, 11c; fowls, 12@15c; ducks, 15@17c; geese, 15@16c; turkeys, 22@13@16c; cox, 12c; ducks, 18@20c; 13@16c; cox, 12c; ducks, 18@20c; geese, 17@18c; turkeys, 26@28c.

Beans—Medium, \$4; pea, \$3.80@3.90; Red Kidney, \$5; White Kidney, \$5; Marrow, \$5.

Potatoes—70@80c per bu. Rea & Witzig.

We Invite

Father, Mother, Brother, Sister and the Children

To Become Members of the

Peoples Savings Bank

1916—Christmas Savings Club—1916

It Started Monday, December 20

You may join any day this week, but don't delay—join to-day

We want the whole Family to have the Merriest Christmas it has ever known. Every one from Father down to the Baby can easily carry a Membership in one or more classes. Each will receive a Check ten days before Christmas, and all will have money to buy presents and other things that go to make up the festivities.

Make It a Family Affair; Let Every One Be a Member

Members starting with 5 cents and increasing five cents each week for fifty weeks, get..... \$63.75

Members starting with \$2.50 and decreasing five cents each week for fifty weeks, get..... \$63.75

Members starting with 2 cents and increasing two cents each week for fifty weeks, get..... \$25.50

Members starting with \$1.00 and decreasing two cents each week for fifty weeks, get..... \$25.50

Members paying 50 cents a week fixed, for fifty weeks, get a check for..... \$25.00

Members paying \$1.00 a week fixed, for fifty weeks, get a check for..... \$50.00

There are No Conditions—Nor Extra Costs
All You Have to Do is to Make Payments

Peoples Savings Bank

S. W. Cor. Monroe and Ionia Aves.

Grand Rapids, Mich.

Recent Incorporations in Michigan.

Detroit—The Kay Salt Co. has increased its capital stock from \$100,000 to \$200,000.

Detroit—The Commerce Motor Car Co. has increased its capital stock from \$100,000 to \$200,000.

Jackson—The Lusk Foundry Co., Ltd., has changed its name to the Pioneer Foundry Co., Ltd.

Detroit—The capital stock of the Mills-Fox Baking Co. has been increased from \$30,000 to \$50,000.

Birmingham—The W-S Truck Co., manufacturer of four-wheel drive trucks, has increased its capital stock from \$30,000 to \$50,000.

Detroit—The Gus F. Smith Co., which is engaged in the quarry engineering business, has increased its capital stock from \$9,000 to \$25,000.

Detroit—The Whitman United 5 and Redford—The Grand River Lumber & Coal Co. has been organized with a capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Scofield—The Scofield Telephone Co. has been incorporated with an authorized capitalization of \$2,000 of which amount \$1,000 has been subscribed and paid in in cash.

Detroit—The Onguard Auto Necessities Co. has been incorporated with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in property.

Detroit—The Joe Harris Clothing Co. has engaged in business with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,200 paid in in cash.

Detroit—The Independent Electric Supply Co. has been incorporated with an authorized capitalization of \$6,000 all of which has been subscribed and \$3,000 paid in in cash.

Muskegon Heights—The Muskegon Heights Gas Co. has engaged in business with an authorized capital stock of \$20,000, all of which has been subscribed and \$2,000 paid in in cash.

10 cent Stores Co. has been organized with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$100 paid in in cash and \$2,400 paid in in property.

Detroit—The Ferro Stamping & Manufacturing Co. has engaged in business with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$10,000 paid in in cash.

Dighton—The Dighton Grain Co. has engaged in the general grain and elevator business with an authorized capital stock of \$5,000, all which has been subscribed and \$3,000 paid in in cash.

Detroit—The Gardner-White Co. has engaged in the manufacturing and mercantile business with an authorized capital stock of \$30,000, all of which has been subscribed and paid in in cash.

Remus—The Anderson-Percy Co. has been organized to engage in the mercantile business with an authorized capital stock of \$10,000, all of which amount has been subscribed and \$3,000 paid in in property.

Detroit—The Foster Chemical Co. has engaged in business to manufacture chemicals with an authorized capitalization of \$2,000, all of which has been

subscribed, \$1,100 paid in in cash and \$900 paid in in property.

Detroit—The Eclipse Motor Car Co. has been organized to manufacture cars, carriages, wagons, boats and tools, with an authorized capital stock of \$30,000, of which amount \$15,500 has been subscribed and \$1,000 paid in in cash.

Saginaw—Wylie & Wilson, Inc., has engaged in the manufacture of slack cooperage and other wood products with an authorized capitalization of \$40,000, of which \$20,000 has been subscribed and paid in in cash.

Detroit—The MacLachlan Paint Co. has been organized to manufacture paints, oils, glass, varnishes, etc., with an authorized capital stock of \$10,000, all of which has been subscribed and \$3,100 paid in in cash.

Detroit—The Huff Laboratories, Inc., has been organized to manufacture gasoline and electrical engines and appliances, with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$5,000 paid in in cash.

Kalamazoo—The Acme Paper Curing Co. has been organized to manufacture paper curing machines and electric motors to operate them, with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Jackson—The C. A. S. Sales Co. has been organized to manufacture automobile parts and accessories with an authorized capital stock of \$60,000, of which amount \$60,000 has been subscribed, \$6,160.91 paid in in cash and \$53,839 paid in in property.

Detroit—A new corporation has

been organized to deal in automobiles and accessories under the style of the Apperson Motor Sales Co., with an authorized capital stock of \$1,500, all of which has been subscribed and \$375 paid in in cash.

Detroit—The Detroit Auto Products Co. has been organized to manufacture automobile parts and accessories. The company has an authorized capitalization of \$50,000, of which amount \$35,000 has been subscribed and \$10,000 paid in in cash.

Quotations on Local Stocks and Bonds.

Public Utilities.	Bid	Asked
Am. Light & Trac. Co., Com.	385	390
Am. Light & Trac. Co., Pfd.	109½	112
Am. Public Utilities, Com.	38	40
Am. Public Utilities, Pfd.	71	74
*Comw'th Pr. Ry. & Lt., Com.	59½	61½
*Comw'th Pr. Ry. & Lt., Pfd.	84½	86
Pacific Gas & Elec., Com.	57	59
Tennessee Ry., Lt. & Pr., Com.	10½	12½
Tennessee Ry., Lt. & Pr., Pfd.	43	47
United Light & Rys., Com.	44	48
United Light & Rys., 1st Pfd.	72½	75
Comw'th 5% 5 year bond	101	103
Michigan Railway Notes	100½	101½
Citizens Telephone	70	74
Michigan Sugar	97	100
Holland St. Louis Sugar	7	8
Holland St. Louis Sugar Pfd.	9	10
United Light 1st and Ref. 5%		
bonds	86	89

Industrial and Bank Stocks.

Dennis Canadian Co.	70	80
Furniture City Brewing Co.	40	50
Globe Knitting Works, Com.	130	140
Globe Knitting Works, Pfd.	98	100
G. R. Brewing Co.	90	100
Commercial Savings Bank	220	
Fourth National Bank	220	
G. R. National City Bank	165	170
G. R. Savings Bank	255	
Kent State Bank	250	260
Old National Bank	195	203
Peoples Savings Bank	300	
* Ex dividend.		
December 22, 1915.		
December 15, 1915.		

The really conceited man is the whole parade when walking alone.

ROYAL BAKING POWDER

Absolutely Pure

A liberal stock of "ROYAL BAKING POWDER" on the grocer's shelves is as staple as gold. This value lies in the knowledge of consumers everywhere that "Royal Baking Powder is Absolutely Pure."

**Fully
Guaranteed**

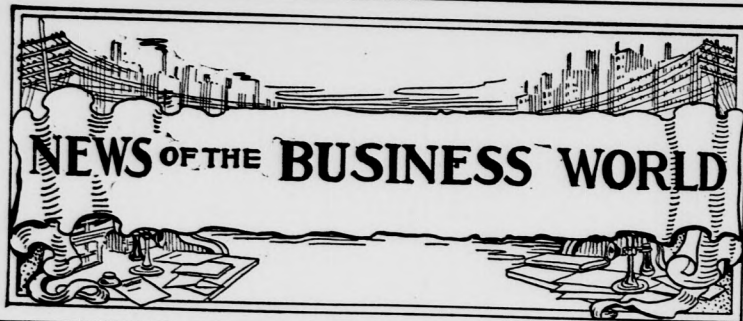


It is easy to sell an article which is in constant demand. Royal Baking Powder is known all over the world and will pay you more and surer profit than any other baking powder.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK





Movements of Merchants.

Belding—H. A. Smith has engaged in the grocery business.

Battle Creek—Carl Moore has opened a bakery on South Jefferson avenue.

Mulliken—N. A. Malony succeeds A. R. Merritt in the restaurant business.

Fife Lake—Orrin Harvey has opened a meat market in the Brower building.

Hallock—George Munn & Co. are succeeded in general trade by the Kunkle general store.

Columbiaville—Dell LeValley has opened a meat market in the old bank building.

Remus—The Anderson Percy Co. has purchased the grocery stock of the J. F. Boughn Co.

Ishpeming—Edwin Johnson has opened a confectionery store on Cleveland avenue.

Battle Creek—Carl Moore has opened a grocery store at 55 South Jefferson avenue.

Hillsdale—David Boag has sold his bakery to L. D. Keys, of Napoleon, Ohio, who has taken possession.

Nashville—Bready & Swartz have opened a meat market at the corner of Main and Sherman streets.

Fenton—Fire destroyed the bakery of Eby Bros. Dec. 17, causing a loss of over \$1,000, fully covered by insurance.

Belding—Roy A. Cranmore has purchased the Otto Hoyt grocery stock and will continue the business.

Nashville—J. F. Bement is closing out his stock of jewelry and silverware and will devote his entire attention to optical work.

Belding—Mrs. A. B. Hull and Miss Josephine Asselin have formed a co-partnership and engaged in the millinery business.

Bay City—The S. & O. Drug Co. has opened a store at 110 Washington avenue under the management of Fred D. Soderquist.

North Branch—Charles Clancy has leased his meat market to his brother, William, who will continue the business.

Hesperia—A. T. McGeorge is closing out his stock of drugs and will remove to Merrill, Wis., where he will engage in a similar business.

Eaton Rapids—Claude A. Holder has sold his grocery stock to G. A. Burgess, recently of Springport, who has taken possession.

Benzonia—E. B. Judson has opened a meat market in connection with his grocery store under the management of C. H. Hearn.

Reed City—Miss Bessie Curtis has engaged in the confectionery business on Chestnut street under the style of the Sugar Bowl.

Adrian—E. S. Fisher has sold his

grocery stock and store fixtures to Ed. Lofberg, who will continue the business at the same location.

Northville—The Globe Furniture Co. is building an auto truck of three-quarters ton capacity, which it will put on the market, commencing Jan. 3.

Bangor—James Yates has sold his interest in the grocery stock of Yates & Meabon to his partner, who will continue the business under his own name.

Saginaw—Fire destroyed the saddlery warehouse of Morley Bros. Dec. 17, causing a loss of about \$50,000. The damage is entirely covered by insurance.

Battle Creek—Dewitt Sisters, manufacturers of feather flowers, have opened a retail store at their factory on Prairie avenue and Grand Boulevard.

Shelby—Mrs. Daisy LaDue, formerly engaged in the hotel business at Edmore, has leased the Shelby Hotel of Mrs. F. E. Beede and will take possession Dec. 27.

Sigma—W. A. Murphy, who has conducted the hotel here for the past six years, has sold it to Mr. Hollenbeck, of Kingsley, who has taken possession.

Calumet—William H. Richards, who has conducted a clothing and shoe store here for the past twenty years, is closing out his stock and will retire from business, Jan. 1.

Oak Hill—John Borucki, meat dealer, was arrested by State Inspector J. P. Fetz, charged with selling young and immature veal. He pleaded guilty and paid a fine of \$50 and costs.

Evart—Razzoog & Smalley, dealers in clothing and men's furnishing goods, have dissolved partnership and the business will be continued by M. S. Razzoog under his own name.

Negaunee—Miller Bros., who have conducted a grocery, flour and feed store for the past thirty-four years, will sell their stock Jan. 1, to Curley Bros., two of whom are in the employ of the retiring firm.

Adrian—William Westfall, who recently sold his interest in the Nagel & Westfall grocery stock, has purchased the meat and grocery stock of George F. Ballenberger and will continue the business at the same location, 24 Comstock street.

Adrian—Franklin J. Russell, custodian of the H. O. Erlacher grocery stock since the creditors filed an involuntary petition in bankruptcy, following the disappearance of the owner, has sold the stock and fixtures to Mrs. Alice Dolph, of Blissfield and James E. Gilson, of Deerfield, who have formed a co-partnership and will continue the business.

Flint—F. N., T. L., and H. H. Sharp, three brothers, of Milford, Ind., have purchased the agricultural

implement stock of A. Brabbs and will continue the business at the same location, 717-719 South Saginaw street, under the style of the Sharp Hardware & Implement Co. Lines of heavy and shelf hardware will be added to the stock.

Michigan State Brand.

The Tradesman has received a copy of the rules and regulations adopted to govern the use of the Michigan State Butter Brand, which become effective on January 1, 1916. The rules provide for the licensing of all those entrusted with the use of the brand, require the submission of samples of the product whenever called for by the Dairy and Food Department and the maintenance of "satisfactory" sanitary surroundings in the licensed plants. They limit the receipts of milk or cream to that complying with the State's sanitary law and require that the butter be made from pasteurized milk or cream, heated to not less than 140 deg. F. for twenty minutes or to not less than 180 deg. if not held. In at least 75 per cent. of the scorings of the samples collected by the Dairy Department the butter must grade "commercial extras" (92 or 93 score) if less than thirty days old and if held at a temperature lower than 55 deg. F. a pretty severe test if the butter is held near the limit, and no sample shall score less than 91 points. The butter must contain not less than 80 per cent. fat, must carry less than 16 per cent. water and from 2½ to 3¼ per cent. salt. The reason for establishing a minimum for salt is not clear, since Michigan produces considerable sweet butter which should be entitled to the brand if filling all other requirements. The color must be uniformly of the "highest June shade." This requirement may help to distinguish Michigan State Brand butter from oleo produced under a color limit, but it may make the butter less acceptable in certain high class outlets in the cities where a light straw shade is preferred and where butter with unusually high (the "highest") natural color is sometimes objected to. The rules properly prohibit the use of neutralizers or preservatives (other than salt). Creamery plants must score 85 out of a possible 100 when judged on the official score card. Creameries must make monthly reports to the Dairy Department, advising them to whom the butter is shipped, must notify the department of changes of makers and must install a thermostat or recording thermometer in connection with all pasteurizing machinery and file all charts for inspection.

On the whole, the rules should prove satisfactory to Michigan creamerymen. They can be amended easily as experience dictates and they are certainly strict enough to ensure a high grade table butter under the brand, if its use is properly controlled. Who will have the honor of securing the first license to use the trade mark?

The villain always gets his on the stage. In real life he gets ours.

Pioneer Grand Rapids Grocer Wintering in California.

Los Angeles, Dec. 17.—Acting on your suggestion when I left Grand Rapids, I write to you about some of our wanderings of late. Wife and I had decided to go to California on a visit, which was not an easy matter. We left home Monday, Nov. 29. Traveling in a tourist sleeper, we found congenial company and between them and the scenic mountain route, the time passed quite rapidly. In Southern Colorado, along Trinidad we saw the coal mines, reminding us of the fierce strife of past days. From there we traveled in a high altitude through New Mexico, with its rugged mountain scenery and the quaint adobe or mud houses of the Mexicans. Indians were selling or offering their wares at the depots. Then Arizona, where we remained in high altitude until Thursday evening, when Friday at daybreak we were entering the orange groves of California, with the accompanying plants and trees, the great palm trees, of different variety, cactus, and more of the semi-tropical kind. We arrived on schedule time, which I thought was a great improvement over what I had experienced here in the past. Our relatives were awaiting our arrival and gave us a hearty welcome. We remained with them until last Saturday when we moved into a furnished housekeeping apartment on the ground floor. It is in the western part of the city, overlooking the San Monica range of mountains and on the south of us is the oil well district and West Lake Park—a very extensive high priced residence portion. After dark we look over a long stretch of valley starting at Hollywood avenue and ending at sea shore resorts. With its countless flickering lights in the clear California sky, it looks like a grand illumination. I wish all could enjoy it. The mountain scene is most inspiring, standing there like unmovable sentinels, reminding us of the words of the Psalmist, "As the mountains are around Jerusalem, so the Lord is around them that fear him." We are gradually beginning to feel at home. Home sickness is wearing off. I wish I had our machine, which I enjoyed so much during the summer months. It is the new model ford. I just received a letter from our Jacob, at Vinkemulder's, that our interest at home is in good condition, so the Lord blesses us that we can enjoy our stay here. I hope to see more of the Grand Rapids friends and acquaintances, of whom I have met some already.

Frank Dyk.

The decision of the education authorities of Geneva to discontinue the teaching of German handwriting in their schools, on the ground that it is injurious to the eyesight, is a reminder that Germany has a bigger proportion of its people wearing spectacles than any other nation. It has, indeed, been instanced as a proof of the superior "kultur" of Germans that so many are be-spectacled. For some years before the war, however, the use of plain Roman type was becoming general throughout Germany, but since the war this reform has been opposed as unpatriotic. Count Reventlow recently denounced the Roman characters as typically English.

You read the Tradesman to keep abreast of the strides your business competitors are making. Heed some of our tips and you will be showing your heels to the fellows whose dust you are taking to-day. There never was a business man could not be benefited by a thorough perusal of his trade journal.



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, \$5@6 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—60c per bu.

Butter—The market is active, with a good consumptive demand at slightly higher prices. Receipts of butter are very light and the withdrawals from storage very heavy. The market is healthy throughout on the present basis, and probably will remain about as it is now for some little time. Fancy creamery is quoted at 34c in tubs and 35½c in prints. Local dealers pay 23c for No. 1 dairy and 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 \$10 per bbl.

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

Eggs—An active consumptive demand is absorbing the receipts of fresh eggs on arrival, and storage eggs are firm also. Everything good in eggs is in good demand, and the situation is very strong and healthy. Local dealers pay 30@31c for strictly fresh. Storage are held at 23c for April candled and 26c for extra candled.

Egg Plant—\$1.50 per doz.

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, \$7.50@8 per keg.

Grape Fruit—Florida is steady at \$3@3.75 per box.

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

Holiday Decorations—Holly, \$3.50 @4 per case; holly wreaths, \$1.50 per doz. for single and 2.25 per doz. for double; evergreen coils, 90c for 20 yards.

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

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

Lettuce—12c per lb. for hot house leaf, \$2.25 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—The market is a little stronger, on account of stock not keeping well, owing to the prevailing wet weather during the growing season. Dealers hold at 75@90c per bu.

Oranges—California Navals, \$3.25 @3.75; 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 60@70c per bu. The market is strong, with a marked upward tendency.

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—60c per bu.

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

Perry Barker, who has been manager of the Jackson branch of A. E. Brooks & Co. for several years, has taken the position of credit man for the Grand Rapids branch of the National Grocer Co. Mr. Barker was with the house of Brooks & Co. when it was established at this market and subsequently established the Perry Barker Candy Co., at Lansing. He brings to his new position a wide and varied experience.

The annual meeting of the Worden Grocer Co., held yesterday, re-elected the old directors and the latter subsequently re-elected the old officers for the ensuing year. Dividends were declared on the basis of 7 per cent. on the preferred stock and 10 per cent. on the common stock.

F. E. Leonard, a prominent manufacturer of London, Ont., was in the city Thursday and Friday of last week on a visit to his old friend, William Frederick Blake.

J Tinkler has engaged in the grocery business at Parmalee. The Judson Grocer Company furnished the stock.

The Grocery Market.

Sugar—Refined has declined 20 points in New York—from 6.15c to 5.95c. Michigan refined has declined 10 points—from 5¾c to 5.65c. The market is weak.

Tea—The local tea market continues seasonably dull, with prices steady. The situation is generally regarded as satisfactory, the recent pessimism being based on the reaction in London, incidental to large stocks. Now that steamers are being sunk and shipments delayed by the war operations, it is felt that, statistically, the conditions are improving. Calcutta is cabling that no ships will be available for carrying tea before January 1. Owing to the uncertainty regarding the closing of the Suez Canal, there is a tendency to suggest sending the vessels around the Cape of Good Hope, thus keeping down the war insurance. Some firms are bringing tea via the Pacific Coast and overland. Both Colombo and Calcutta have been easier this week, due to small sales and the lack of shipping. Apparently the Russians are less of a factor in the situation.

Coffee—Prices of all Brazilian grades are about where they were a week ago, good Santos 4s and Rio 7s being, in fact, inclined to be a shade higher. Milds are unchanged for the week, but the outlook is somewhat weaker, as the new season is opening and new crop milds are beginning to come forward. Mocha and Java are unchanged and dull.

Canned Fruit—Coast advices report that the general tone of the market continues to display stronger tendencies, although the range of prices that are being offered by the California packers on all lines show no material change. Apricots cherries and pears are said to be extremely short on the Coast. Apples are unchanged and quiet.

Canned Vegetables—Tomatoes are higher and strong. The publication of the statistics apparently showing the 1915 pack to be much under the probable consumption is responsible for the present firmness. It seems reasonably certain that prices will go still higher. The demand for tomatoes is good, especially for anything that can be picked up below the top price. Corn and peas are unchanged, corn being relatively firmer than peas. The demand is seasonably good.

Canned Fish—Salmon shows no change and light request. Imported sardines are still very scarce, especially the French brands, which are virtually out of the market and prices are well maintained. Domestic sardines show a very strong tendency, with a steady demand in progress for small stocks. Supplies are reported to be comparatively light, with the steady demand for light quantities slowly exhausting the available stocks.

Dried Fruits—Prunes are somewhat weaker on the Coast, but small sizes are firm on account of scarcity. In the East the situation is about unchanged. Eastern holders of prunes who bought early are reaping a very large profit. Peaches and apricots are unchanged and dull, both being firm Raisins, currants and all other dried

fruits remain unchanged on last week's basis.

Rice—The weather is unfavorable for business, apart from the holiday influence. Distributors are holding off until the turn of the year, and some circles expect quiet conditions until the inventories are out of the way. The feeling is cheerful, owing to the reports from the South, which indicate that the mills are resuming purchases of rough rice. The planter seems to be winning out in his fight for high prices.

Cheese—The market is firm, with a normal consumptive demand for the season and a fair export demand. Stocks are reducing rapidly and the situation is steady to firm.

Provisions—All cuts of smoked meats are firm at unchanged prices and with good consumptive demand for the season. Pure lard is firm and unchanged, while compound is also firm at an advance of ¼@½c. This is due to the high cost of cotton-seed oil. Dried beef, canned meats and barreled pork are all unchanged and in fair demand.

Salt Fish—The mackerel situation is about as it has been for two or three weeks. No important change has occurred in price. The supply of Norway mackerel is still very light and will continue to be. Cod, hake and haddock in fair demand at unchanged prices.

Late News of Interest to Travelers.

Dr. G. W. Ferguson gave a stag dinner party last Sunday. The guest of honor was his old time friend, Prof. John F. Donovan, formerly of the Ferris Institute and now traveling representative for a Constantine concern. The boys all enjoyed themselves hugely, showing their high appreciation of Mrs. Ferguson's deftness and diplomacy as a chaperon and the Doctor's heartiness as a host.

Manley Donegal Jones (Telfer Coffee Co.) is behind the tea and coffee counter at the I. M. Smith Co. this week. He frequently finds himself away from his post of duty, fondling the green things for sale in the produce department.

John M. Shields, who has covered the trade of the Northern portion of the Lower Peninsula several years for the Worden Grocer Co., has been succeeded by William W. Hubbard, who started with the Worden house in a minor position and has gradually worked up to special salesman. Mr. Hubbard will continue to reside in Grand Rapids.

Involuntary bankruptcy proceedings have been begun against Louis Goldman, dry goods, clothing and shoe dealer at Cadillac, on the petition of the Grand Rapids Dry Goods Company, P. Steketee & Sons and the Herold-Bertsch Shoe Company, whose claims aggregate about \$600. It is understood that Goldman's liabilities are about \$40,000.

H. R. Benton, meat dealer at Walkerville, has added a line of groceries. The stock was furnished by the Judson Grocer Company.

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

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, Dec. 20.—L. V. Pilkington and James M. Goldstein, please take notice: The Saginaw Manufacturing Co. manufactures 95 per cent. of the wash boards made in North America. Our city is also the home of the largest art furniture manufacturing plant in the United States, the Herzog Manufacturing Co., and, according to Wood's Guide, in population we are the third city in the State.

F. R. Armstrong, grocer of Flint, is having the interior of his store redecorated. He has spent several hundred dollars on new glass show cases and when completed he will have one of the most modern groceries in Auto Town.

Harry B. Hunt, of Battle Creek, former representative of the Postum Cereal Co., has accepted a position with the Toledo Computing Scale Co., with headquarters at Battle Creek. Harry is a live wire and has the best wishes of many of the boys in his new field.

Jan. 1 the new Kenwood Hotel, at Pontiac, formerly the Hodges Hotel, will throw its doors open to the general public. The building has been remodelled and refurnished throughout and is under the personal supervision of H. P. Hildebrand, former owner of Hotel Whitney, at Ann Arbor, and known to all the boys as "Hildy." There are sixty rooms, thirty-six with bath, with public shower bath on each floor. The Hotel will be conducted on the European plan. "Hildy" has always been noted for his hospitality toward the traveling fraternity and it is quite sure he will be well patronized in his new place of business.

Maybee & Travis, popular Pontiac grocers at 141 Oakland avenue, have grown through their hard labor and courteous treatment toward their patrons and fellow men into an establishment commendable to any town. Mr. Travis is buyer of the grocery department and, on account of his good nature, is very popular among the grocery peddlers.

E. F. Cooper, at one time a merchant at Wellsville, has opened a modern cash grocery at 111 East Ann street, Ann Arbor.

It would be well, from the many complaints coming from the Bryant Hotel, Flint, for the State Hotel Inspector to pay them a visit and explain the real meaning and value of the Henry law.

As a real surprise to their many friends, the following invitation has been received by many:

Mr. and Mrs. Thos. H. Burton request your presence at the marriage of their daughter, Besse Gertrude, to Joel Walter Stout, Thursday, Dec. 23, 1915, at 4 p. m., at 815 North Monroe street, Bay City.

Mr. Stout is one of the most popular traveling men in this part of the State with the trade. He represents the Libby, McNeill & Libby Co., of Chicago. He recently joined Saginaw Council. As a salesman he is clever, as an entertainer he is great, as a husband may he be the best on earth! J. W. hearty congratulations from every one of the boys of No. 43!

William McKay, charter member of Saginaw Council and now living in Bay City, is leaving for the South for a three months' vacation. He has been traveling in Northern Michigan for Lee & Cady for the past twenty years. Clare Linton, of this city, will cover the territory in his absence.

Many of the specialty men of Saginaw have discarded their time worn sample cases for their gladstones, donned their very latest and boarded the choo choo cars for their old homes during the holidays. Fred E. Wigen, representing the Calumet Baking Powder Co., has gone to visit his parents at Baldwin, Wis. Mrs. Wigen preceded him three weeks ago. Homer Reeves and wife will spend the holidays with their parents at Grand Rapids. Mr. Reeves represents the Hershey Chocolate Co. E. M. Owen, salesman for P. G. Soap

Co., will spend the holidays in Detroit, accompanied by his wife and daughter. Yours Truly will remain at home and nurse rheumatic bumps and prepare for the onslaught of the enemy on and after Jan. 1.

Saginaw Council held its regular meeting Saturday night. The attendance was very good. Three new names were added to the membership roll. Total membership to date, 254. A booster committee has been appointed for the January meeting and it is expected a large class will be initiated. Don't forget the (we don't call 'em hops up here) social dance and big entertainment for the kiddies Jan. 1, 1916, at 7:30 p. m. If you have children and don't see that they get there, you are not doing right by them. Therefore, beware of a guilty conscience.

Truly this should be a Merry Christmas to us in this "land of the free and home of the brave." While the custom is for making merry and singing praises in remembrance of the birth of our Savior, let us be ever mindful of the awful scenes now going on across the seas. Let us hope and pray that the Christmas season of 1916 will find the trenches empty and "Peace on earth and good will toward men."

L. W. Steward.

Boomlets From Bay City.

Bay City, Dec. 20.—Bay county land is in good demand, several large sized deals in farm lands in Monitor township having been recorded this week. The lowest price was \$100 per acre in any of these transactions, while one large tract brought \$150 per acre. This is certainly a very satisfactory price and speaks well for the quality of land, which only a few years ago was covered with pine timber.

Bassold Bros., who have conducted a creamery in this city for several years, have sold their plant to Martin Seidel, who will take control of the property Jan. 1.

Rudolph Heth, of Gladwin, has sold his stock of groceries and meats to James Bradley, of Peck, and Carlos Bradley, of Gladwin. The business will be conducted under the firm name of Bradley & Bradley.

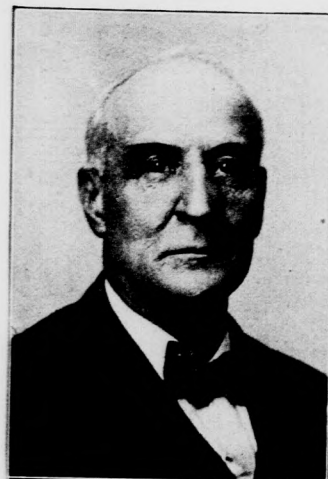
H. W. Loop, who conducts a general store at Edwards, has bought the J. B. Miles building and has moved his stock to that location. This gives him more room and better facilities for doing business.

William Grawberg, Rose City, has sold his stock of general merchandise to Edmunds Bros.

Bay Council, at its last regular meeting, added five new members to its rapidly increasing membership, as follows: Frank Riley, F. W. Rheinboldt, August H. Dehn, M. Lazarus and Walter Rix.

One of the oldest and most respected members of Bay Council is Past Senior Counselor E. B. Braddock, who retired from the road early last summer, after fifty years of active service as a commercial traveler. His long service on the road entitles him to the honor of being the oldest traveling man, in point of service, in Michigan. Mr. Braddock was born in Essex, Connecticut, seventy-seven years ago last November. He spent most of his early life in that vicinity, clerked for some time in Hartford, coming to Michigan in 1858, when about 20 years of age. In company with his cousin, H. A. Braddock, he staged it from Fenton to Saginaw, then skated down the river to Bay City, where, with the exception of a short time in Ann Arbor and Muskegon, he has since lived. In 1862 he was united in marriage to Miss Mary Stevens, daughter of Appleton Stevens, one of Bay City's pioneer lumbermen, and at one time mayor of Bay City. His business career has been somewhat varied, having been at one time engaged in the manufacture of soft drinks, selling the goods on the road. Later he was in partnership with Mr. Bateman, as

Braddock & Bateman, manufacturing cigars, and did a very extensive business. He later sold his interest in the business to his partner and accepted a position with Horace Becker, wholesale grocer, representing him in the territory north of Bay City. About twenty-five years ago he en-



E. B. Braddock.

tered the employ of W. I. Brotherton & Co., wholesale grocers, and continued with the business through its various changes, which at the present time is known as the Bay City Grocer Co. (Lee & Cady branch), until early last summer when, on account of failing health, he was compelled to retire. Mr. and Mrs. Braddock's friends are too numerous to mention, not only in the city but throughout Northern Michigan, and I think I am expressing the sentiments of all in wishing them a Merry Christmas and a Happy New Year.

W. T. Ballamy.

Annual Meeting of Jackson Grocers.

Jackson, Dec. 20.—At the annual meeting of the Jackson Retail Grocers' Association, the following officers were elected:

President—R. C. Cary.
First Vice-President—Arthur Darling.

Second Vice-President—H. M. Dickerson.

Secretary—J. H. Flint.
Trustee three years—C. W. Gulick; two years—Clyde Smith; one year—Orin Allen.

Preparations for the pure food show, according to reports given at the meeting, are progressing finely. The booths for the display of goods are going fast. To date over thirteen concerns have signified their intentions of making the show the biggest success ever. H. J. Flint is manager of the exhibit.

Resolutions were prepared and adopted whereby the grocery stores of the city will be closed all day Christmas. This will give the clerks and proprietors themselves a holiday together with members of other concerns of the city. Owing to this fact the housewife is urged to "buy Christmas provisions early."

The next meeting of the Association will be held December 28 when a banquet to which all members, their clerks, or friends are invited. The grocers also went on record in the matter of giving even more special attention than in the past to collections. This problem of the retailer will probably be worked out on different lines than in the past.

Detroit.—The American Injector Co. has been incorporated to engage in the manufacture of brass and iron goods with an authorized capitalization of \$150,000 common and \$50,000 preferred, all of which has been subscribed and \$150,000 paid in in property.

*We extend the compliments of
the season, a very*

**Merry Christmas and
Happy New Year**

to all our friends and customers.

HOWE SNOW CORRIGAN & BERTLES
MICHIGAN TRUST BLDG. GRAND RAPIDS MICHIGAN
INVESTMENT BANKERS

Empress KEITH'S
TWO SHOWS DAILY
2:30 AND 8:30

A BIG HAPPY NEW YEAR BILL

FRANK McINTYRE & CO.—In the "Traveling Salesman"

DOOLEY & SALES, "That's Silly" | MARY MELVILLE, The Lonesome Comedienne

JAS. B. THOMPSON & CO.—In "The Burglars' Union"

"THE INTERNATIONAL GIRL"
In the National Costumes Worn by the Eternal Feminine in the Nations at War

MARTINETTI & SYLVESTER—"The Boys With the Chairs"

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

Sparks From the Electric City.

Muskegon, Dec. 21.—F. W. Wilson, the Traverse City correspondent of the Tradesman, tells us how hard they are working to make the convention which will be held in their fair city a success. No doubt, Wilson, you and your worthy brothers are working hard, but unless you tell some of the other boys about it through the Tradesman, they will forget you are going to have a convention. We thank you for your invitation to come and as you say you will uncork something which you have as yet not written about, we will be there working hard for A. W. Stevenson for Grand Sentinel.

W. W. Richards and John Harper had the pleasure of driving to Hesperia last week during a snow storm.

Our brother scribe, L. V. Pilkington, of Grand Rapids, was seen in Traverse City looking over his headquarters for the U. C. T. convention which will be held there in June.

Hats off to Editor Stowe, the champion of the traveling men in Michigan, who went into the hotel convention and frankly and emphatically told the landlords where they were lacking, irregardless of whom it hurt. A few more men like Mr. Stowe would have a tendency to make this world a little easier to go through than what it is now. Mr. Stowe is directly responsible for the correction of many evils which existed in Michigan hotels. Unless we are very much mistaken, he will stay by them until he obtains many more concessions for hotel patrons.

The work on the new addition of the Occidental Hotel is progressing very rapidly.

After declaring blue Sunday for Grand Rapids, we believe Mayor Ellis' chances for being the Republican nominee for Governor next fall will be brighter. Just count his votes in Grand Rapids.

You can purchase a package of gum in Muskegon on Sunday without being questioned. Why don't some of you disgusted Grand Rapidites move to a good town?

Charles Inman, of Heinz 57 varieties, was initiated into our mysteries last Saturday. Charles promises to be on tap when the sound of the gavel is heard. We appreciate this spirit and sincerely hope he will come often to the meetings.

Harold Foote, our worthy Secretary, forgot there was a meeting and did not show up. Better be on hand, Foote, or you will be liable to be docked for short time.

Herman Anderson is chairman of the banquet committee and promises to let the boys know when Grand Senior Counselor Lawton will honor us with a visit. Who knows more about eats than Herman Anderson?

E. P. Monroe, our Past Counselor, is busy on the job in Illinois, but promises to be home for Christmas.

S. Steindler has gone to Chicago on business.

Now we hear that a member of Saginaw Council desires the office of Grand Sentinel and is visiting the different councils with some of his friends to boost his candidacy. Six years ago Saginaw was honored by having Mark Brown elected Sentinel. He has been a worthy officer and all U. C. T. members are proud of the work done for the traveling fraternity by our present Past Counselor. We, however, believe in distributing honors to be obtained in the U. C. T. circles as much as possible and believe the time is not ripe for Saginaw Council to place another candidate in the field when the present Past Counselor is a Saginaw member.

Muskegon Council has never had any representation in the grand body, with the exception of the year Mark Brown was Grand Counselor, when he appointed A. W. Stevenson Grand Chaplain. A. W. Stevenson has the support of a good share of the travelers. He has belonged to the U. C. T. ever since it was organized in Muskegon. He has been Chaplain for the last nine years in Muskegon, served on the bus and baggage committee for one year, has had his name on more petitions to No. 404 than any other member. In view of all the facts and for the sake of fair play, give as deserving a member as Stevenson a chance and give Muskegon a little recognition by using all honorable means in electing A. W. Stevenson Grand Sentinel in Traverse City next June.

The following are the committee chosen by the Council to secure reservations at Traverse City and act as a boosting committee for A. W. Stevenson for Grand Sentinel: Christ Follrath, Matt Steiner and Milton Steindler. All those intending to go to Traverse City, please notify the committee at once, so proper reservations can be made. Don't put this off, but do it now.

Attention is called to the hotel keeper at Empire who has been reported as giving the boys as fine steaks as one can obtain anywhere. Individual towels are used and beds are as good as you can ordinarily secure for twice the money.

We like to hear remarks like the above and will gladly publish any news concerning hotels.

In accordance with a custom which is in vogue at this season of the year, we take this means of wishing all a Merry Christmas. Milton Steindler.

Honks From Auto City Council.

Lansing, Dec. 20.—Watch Lansing grow. Better than 50,000 now and coming faster every minute.

Compliments are due Detroit on its busy appearance. The down town district looks like coming out of church all the time.

The Buffalo Pitts Co., of Buffalo, N. Y., has opened a branch house in Lansing, with R. E. McHugh as manager. Several carloads of repairs for the various machines manufactur-

ed by this concern have already arrived and are now being placed in the Reeves block, on Grand street, where headquarters have been leased for a term of years. Sample machines will arrive about Jan. 1 and it is expected that the branch will also handle a line of gas tractors on a jobbing basis. S. B. Potter, formerly with the Emmerson-Brantingham Implement Co., has been engaged as salesman and others will be added to the sales force as soon as the right men can be found. Mr. McHugh has a wide experience in the machine business and is well and favorably known throughout the State.

F. H. Hastings, Stuart Harrison and F. T. Jury, three prominent members of our Council, braved the elements last Tuesday and sallied forth with dogs and guns, expecting to lay in a supply of game which would last until Washington's birthday. Six miles from town they stalked one lone rabbit which ran in a circle until each had taken six shots, the last of which crippled poor Mr. Cottontail to such an extent that the dogs caught it.

Mrs. H. G. Gill was quite seriously burned about the face and arms last Sunday by a premature explosion of oily refuse which was being consigned to the furnace. It is believed, however, by reason of prompt attention and skilled treatment no disfigurement will result.

E. G. Poxson (Hugh Lyons Co.) reports a very successful business this season and prospects favorable for still greater in 1916.

James F. Hammell, Jr., of Port Huron, and George Hammell, of Cincinnati, will visit their parents in this city during the holiday season.

We notice in the columns of the Tradesman frequent criticisms of the hotel inspection and we wish to say a word in defense of Brother Hammell, who takes to heart any unfavorable comment (concerning what might be termed a neglect of duty) by those who are uniformed as to the true state of affairs. In the first place, there is no one who draws a salary or has his expenses paid as a hotel inspector, for the Henry law made no such provision. It is true, however, that a very strong effort was made for such provision, but we understand it was killed in the committee for political purposes. As a last resort Mr. Hammell volunteered his services; that is, such services as he could render, outside of his regular duties as Chief Clerk for the Department of Labor, absolutely free, and thus far all inspections have been made under his direction by factory inspectors while in discharge of their regular duties, without fees, or even expenses for this particular work. Furthermore, Mr. Hammell has been confined to his home since June 5 and seriously ill. We presume to say that some of those who are so apt in criticising could secure an appointment as deputy inspector, provided

they were capable and willing to serve in that capacity without remuneration or expenses.

The Perry Barker Candy Co. has enjoyed a very prosperous business during the year just closed and is now moving to more commodious quarters on North Grand street.

H. D. Bullen.

Status of the Bean Market.

Under normal conditions Michigan produces 270,000,000 pounds of beans. This year, owing to unfavorable climatic conditions, the present estimate is about 60 per cent. of an average. The prevalence of anthracnose has made them lose heavily in picking, and it is doubtful if there will be much more than 50 per cent. of an average crop available for the trade this season. The California crop has heretofore been practically all consumed on the Pacific Coast territory, in the states of Oregon, Washington, Idaho, California, Arizona, New Mexico and Texas, so a very small percentage will be available for supplying the short interest caused by the Michigan small supply, and most of the surplus from California has already been shipped into territory ordinarily supplied with Michigan beans. Records for 1913 show that there were imported into this country something over 1,000,000 bushels, or practically 61,000,000 pounds of beans, as against practically no importations this year. Even the orient, from which a considerable quantity was drawn last year, is not to be reckoned as a source of supply this season, as England, France and Russia are, through agents, buying practically all the stock available, which is being shipped direct to European countries.

Between the shortage in Michigan, and the closing of European ports as a source of supply, it would seem a shortage in general will develop sooner or later.

On the other hand, the price of beans is very high, and as a food product is beyond the reach of the middle and lower classes who are the real bean buyers, and it is a question of whether beans will be taken at the present high price for food, as compared with other commodities which are selling at a less figure.

Ernest L. Wellman.

A man can't afford marriage on twelve dollars or so a week; but plenty of girls will try it with him.

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E. A. STOWE, Editor.

December 22, 1915.

THE KINGDOM OF KINDNESS.

It is a curious exercise to look back through the years and see how many great minds have agreed that the golden age is only the Christmas spirit carried into all the months. Not the buying and selling, the giving of trinkets and toys, for that is not the biggest thing in even the most ordinary Christmas, but the spirit of good will to men, the spirit that will not be party to the offending of the poorest child, the spirit that seeks out the unfortunates so that Christmas, of all the days of the year, will not be marred like other days by having our plenty spell the want of others. That is the spirit that is going to complete this world and make it the finest habitation in God's universe. And when the day of completion is fully come, not a company of angels, but a whole race, will chant the Gloria of the first Christmas, and the wheels of factories and the hum of stores and the business of banks and the various activities of the work-a-day world will be but the diapason of the song.

Men are groping after the Christmas spirit in all sorts of ways, wise and unwise. The human family is straitened until the new relation between men be accomplished. Men who say the philosophy of Christ is impracticable are oftentimes the very men who are doing most to make it practicable. Men who scout the story of the miracles, are to-day devoting themselves, mind and body, to doing work in the spirit which wrought the miracles. Men who balk at the hard saying of the cloak and the added mile are giving greater gifts than these to a people who do not always appreciate them, and in a hundred thousand ways the spirit of Christ is becoming regnant in the lives of men. If you despair of the world, this is true of you—you are out of touch with the best things in it. If you say the world is cold, you have not by your charity brought yourself in touch with the staggering amount of unselfishness displayed every day, by persons who wear no tags and belong to no societies. If you say religion is dying out as a moving force, be sure of this—you are not in a position to know anything

about it. No man who stands near the heart of things can doubt the widening of the frontier of the kingdom of kindness. One of the surprises that await the careful observer is the almost unbelievable increase of true religion in the world, and he who decries the indifference of the people has need to look to his own condition. Christ has walked through our churches and emptied some of them because He has sent His people into the highways and byways on the missions He loved best to fulfil. He has walked through our schools and His "suffer the little ones to come unto me" has resulted in the revolution of educational methods. He has walked into our hospitals and through the inspiration of His spirit has sent the doctors and nurses among the poor and stricken and organized the social service departments whereby a cancerous widow, with eight children, is cured also of poverty and the disease, while her dependent children are cared for. Jesus had one prescription for ailing men and women which has aptly been written by a recent writer—"Prescribed—a friend." More people are willing to be friends to those who need them than at any time in the world. And finding friends in men, the ailing and the erring and anxious have been able to complete their cure by finding the friendship of God.

This is the Christmas spirit that has found its way into all the months. If it continues to grow as it has been growing, it will be difficult to tell when the festival rolls round, for Christ will be born in some divine passion for humanity every day. Not so very many decades ago a lowly stable held every person in the world who loved the little Jewish Babe. To-day a world does Him homage, the wise men of the West along with the wise men of the East, the artisan of America as well as the shepherds on night watch in Palestine, all the mothers of men as well as she who was so inexpressibly exalted among women. There is no theology in this homage, any more than there is anatomy in your friendship for your friend. It is the human spirit answering unto the master of the human spirit, and acknowledging the authority of Jesus as the supreme teacher of rational, serene and happy life. Christmas is not a time for theology, any more than one's birthday is a time for gynecology. For as far as the race has followed His teachings, that far have the rough places been made smooth and the drear places pleasant.

Make it easy for the people who buy Christmas presents at your store to have them delivered to the recipients direct from the store. It will increase your sales. Have plenty of pens and fresh ink in the writing rooms for writing cards and notes to accompany gifts. It wouldn't be a bad idea for the store to have some nice labels printed with a modest mention of the name of the firm. Any attempt at advertising on the label or card that you give to customers to send to their friends with their gifts would be exceeding bad taste—even disgusting.

THE FINAL ESTIMATE.

Perhaps what has most impressed people who studied the Government's final report of last Wednesday, on the crops of 1915, was the estimate of total values. There were, indeed, several agreeable surprises in the estimates of quantities produced. For wheat, the billion-bushel estimate of October is more than maintained, the actual increase over that month's forecast being almost 10,000,000 bushels, all in the Northwest.

The yield of oats is also placed 23,000,000 bushels above the October estimate. As against the trade's constant reports that the Government's previous figures on both corn and winter wheat had been greatly prejudiced by harvesting conditions, last week's revised report cuts only 1,800,000 bushels from the October winter wheat estimate, whereas private experts had claimed 60,000,000 loss, and adds 36,000,000 bushels to the November estimate on corn.

But the valuations, on the basis of December prices, are such as to strike the imagination. They far surpass all precedent. Taking, for instance, the six grain crops—corn, wheat, oats, barley, rye, and buckwheat—the aggregate estimated value, \$3,417,932,000, compares with \$3,236,523,000 even in last year's period of large harvests and abnormally high year-end prices, and exceeds by 27 per cent. the \$2,677,516,000 estimate on the same six crops in December, 1912, a year in which all previous records were broken, and in which the Secretary of Agriculture described the harvest valuations as "an unthinkable amount of wealth." Including the other harvests, such as cotton, the Government's total valuation exceeds last year's estimate by \$595,000,000, and 1912 by \$811,000,000. The Department's valuation of all the output of our farms, including animals and animal products, is \$10,000,000,000. It was \$9,532,000,000 in 1912.

The chief considerations arising from these enormous crops and their immense money value are the result of the marketing of them and the effect of the farmers' profits on general business. Railways have certainly reflected the movement of the crops; between that influence and the "war orders," one of the most remarkable situations ever recorded is being witnessed, in the excess of demand on transportation facilities over supply; and earnings are reflecting the heavy business by the high-record results for the autumn months.

The greatly improved condition of general business, which started first in the farming sections and the Eastern manufacturing districts, is spreading to other quarters. It is a far better situation than a year ago; indeed, the general comment of the hour has been that there have been few years in the past when the outlook for the remainder of the season was better—always (so many of the prophets add) barring sudden cessation of the war in Europe. But even in that event, the underlying belief is that while certain branches of the steel trade might be adversely affected, general business—even in steel—

could not be greatly deranged by it. There is no surplus of manufactured goods; there is plenty of money, the West's position being the strongest in quick assets of its entire history, and with the way our manufacturers are reaching out for export business, prospects for our country after return of peace can scarcely be called discouraging.

Among other factors, there is the available agricultural wealth on hand and yet unsold. Conditions in Europe seem to ensure a good demand. Under these conditions, farmers in the winter wheat section have 40 to 60 per cent. of their crop on hand; they seem to expect higher prices. In the spring wheat sections of the Northwest, as far as Montana, farmers have sold more wheat since September 1 than ever before in their history. This was due to the short crops of the previous years putting them where they had to have money. They have marketed nearly 70 per cent. of their immense crop of wheat. But even they are believed to have large supplies of oats on hand to sell; the yield was enormous.

Taking the country as a whole, it is estimated by one of the most careful statisticians that there are 600,000,000 bushels wheat still left on the farms, compared with 398,000,000 bushels December 1 last year, and 374,000,000 bushels at this time in 1913. On the basis of 1,000,000,000 bushels for the wheat crop, regardless of the carry-over from the previous harvest, this would show marketings of 400,000,000 bushels in five months, which is not doing badly.

Marketing of corn has been slow, as the crop was late and farmers behind with their work. It is beginning to move more freely now, although below the average. Railroads in the Central West, however, have done and are doing all the business they have capacity for the past four months, and this situation is certain to continue into the new year. This means sustained volume of general trade.

Railroads on both sides of our Northern boundary have moved more grain since harvest than in any previous year. Duluth and Minneapolis have received 160,363,000 bushels of wheat since August 1, an increase of 44,000,000 bushels over last year. Arrivals of all grains and flaxseed at the two points were 236,253,000 bushels, a gain of 53,000,000 bushels over the same time in 1914. All this is being reflected in current railway earnings reports; and the huge business yet to be done, in moving the crops still on the farms, will be reflected later.

As the light of the Christmas sun gradually encircles our globe, so will the Christmas carol welcome his rising; and as his rays gild alike the palace and the hut, so will the sweet influences of Christmas steal into the thoughts and hearts of men of every station.

Stop thoughtless giving. It is a waste of money, and no one thanks you. Far better an appropriate trifle than a costly present for which the recipient has no use.



"Lending a Hand" to Those in Need.*

In that famous slogan for which Edward Everett Hale was responsible—

Look up and not down
Look out and not in
Look forward and not backward
And lend a hand;

there may be some people who will take exception to any one of the first three propositions, but no one will for a moment think that the last one is not universally applicable. As you and I day by day travel the streets of Grand Rapids we have constant illustrations of the value of its application. As I stepped out of the bank yesterday with a hand full of letters and my umbrella and found a little difficulty in slipping the letters into the mail box, a newsboy on the corner promptly came up and held the box open while I slipped in the letters. It was a little thing for a boy to do, but exhibited the right spirit.

Not long ago an elderly lady driving her horse up to a pole near the opening of the bank was in a little trouble finding the hitching strap in her buggy and a newsboy, who sells papers on the corner, put his papers on the sidewalk and ran to the lady, found the rum strap and assisted her to hitch her horse. While he was thus engaged, a gust of wind took his papers and scattered them hither and yon over the street. Twenty people were immediately chasing the papers and they were gathered and handed to the little boy as he returned from his act of kindness. This illustrated in a graphic way my theme for this morning.

Not long ago a farmer came down Jefferson avenue, turned in quickly at the corner of Fulton street, struck the groove in the curve of the car track and in an instant his load was overturned, the hay was dumped in the way of everybody and the farmer was in great trouble, when one of our good citizens came by, threw off his coat and waistcoat and immediately assisted in returning the hay to the wagon and very quickly the street was cleared. It took but a little while. It was only a kindly thought behind an action, but how few would have done it.

Yesterday as I came along Ionia street, at the entrance of one of the large buildings an expressman and his helper were lifting a very heavy box over the tailboard of their wagon. At the first attempt they did not get it high enough to pass it over the end of the wagon. They tried again and failure seemed inevitable. One of our good citizens, who is known for the perfection of his attire, happened along with a cane in one hand and a cigar in the other, saw the dilem-

ma and in an instant put his shoulder under the box and gave the necessary boost to throw it into the wagon. The expression of wonder on the part of the expressmen, as the gentleman passed on, was quite noticeable and the respect for the one who had rendered the assistance went up a good many notches.

As we carry on our various lines of activity, we are apt to think "this is my work and that is yours" and when our work is done, neglect to lend a hand to one who is less fortunate in accomplishing his allotted task. We should not only have the good will to lend a hand, but we should develop alertness in noticing the needs of others. How often we hear people say, "What a nice thing that was to do! Why didn't I think of it?" Thinking quickly and grasping the opportunity to be helpful are important requisites in the fulfillment of our full duty in this world. We should cultivate the spirit of helpfulness. We sometimes divide mankind into two classes—boosters and kickers. Both are in a way useful, but there should be about a hundred boosters to one kicker and we should count ourselves fortunate to be classified with the former.

It is well for us, as we perform our regular duties day by day, to remember that this is our town and the obligation is not upon the other fellow alone, but upon us to do what we can to make it a good town. The church to which we are attached is our church and it is our duty to do a part in maintaining its usefulness. The neighborhood in which we live is our neighborhood and to make it a good neighborhood we must be alert to aid in its development along neighborly lines. This is our bank. It does not belong to the stockholders alone, nor the directors who manage it, nor the officers who are immediately connected with its success, but it belongs to all of us and we should feel that our obligation is always to lend a hand in making it as useful as possible to the community through the perfection of its methods and the attractiveness of its atmosphere.

Everywhere about us we find the discouraged, the perplexed, those of dull minds and those who are sick at heart. The opportunity is always with us to say an encouraging word or to use a helping hand, to help clarify the vision, to comfort the unfortunate and to carry our sympathies to the wounded heart. That beautiful story made a classic by our Saviour, under the title of the "Good Samaritan," should be constantly in our mind. In truth we can not avoid it, because wherever we go we find even to-day the priest and levite who neglect their duty and we can not be too grateful for the many good samaritans who do not fail to lend a hand.

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

Ingersoll and Beecher were great friends, although, they differed radically in their opinions. One time, after a visit together, in which the controversy had been unusually acrid upon different views of some religious tenet, Beecher accompanied Ingersoll to the side of the street and, just as they were bidding each other adieu, a cripple walking on a crutch was finding some difficulty in crossing the street, for it was quite muddy. Beecher said, "Robert, what would you think of a man who would knock the crutch out from under that cripple?" The quick response came, "It would be a damn mean trick and he should be thrashed for it," to which Beecher quietly responded, "Did you ever think, Robert, that in expressing so eloquently your views with regard to the Bible you are guilty of the very thing that you now so emphatically condemn?"

There are many ways in which we can lend a hand which have to do with the prejudices and possibly narrow mindedness of people, but we can always afford to be kind and tolerant and helpful and strive to build up rather than to tear down.

Years ago, you may possibly know, it was the custom when a conference came to town, to entertain the delegates at the various homes of the townspeople. An Episcopalian conference was to be enjoyed by a city in the Middle West and the committee of the local church was engaged actively in finding places to assign the visiting clergymen. There were two widows, bearing the same name, connected with the church. One was a very poor woman, living in a very modest house and having hardly the comforts of life. The other was a wealthy lady in another part of the city, enjoying large wealth and whose house was always open for such occasions. Through an error in the messenger, the bishop was taken to the home of the poor widow and the missionary from the North woods was turned over to the hospitality of the mansion. There might have been a series of unfortunate incidents connected with this blunder on the part of somebody if all the parties had not had the right spirit. The bishop found his opportunity in bringing great joy to the poor widow's heart and by engaging in wiping the dishes and paring the potatoes and doing little odds and ends of kindly things to help out the good lady. He refreshed the scenes of his boyhood and, in appreciation of the kindly spirit of the house, he found the sweet reward of an opportunity not neglected.

The poor missionary was nearly overwhelmed with the wealth of his surroundings, but, as a result of the hospitality, he awakened the interest of the well-to-do household in his missionary efforts and returned to his own home, with a good purse to help build up the work to which he was devoted. The kindly, sympathetic, beautiful spirit of all transformed the blunder of the committee into a gracious opportunity.

Let us appropriate the sweet lesson to our own lives in our relationships to other people and strive wherever we are to extend a helping hand.

Why Bonds Are Attractive.

More than thirteen years ago, when the Boer war was dragging to a

conclusion and Great Britain had increased her national debt on that account by a billion dollars, it was generally assumed that peace and a resumption of the Rand gold output would cause an advance in British consols.

At the risk of considerable unpopularity the Wall Street Journal pointed out then that not only consols, but all high grade securities held for fixed income, must necessarily decline with the increased gold production and its consequent smaller purchasing power. Dealers in bonds and manufacturers who read that article did not like this unpleasant truth. The Wall Street Journal was denounced as a "theorist" by interested parties and those who do not know that there never was a good workman, yet, who did not have a sound theory, even if he could not define it.

For ten years or more bonds continued to decline. Consols, admittedly the premier security before the present war, lost ground steadily, in spite of large purchases in the open market for the sinking fund. Bonds legal for savings banks in the State of New York in ten years showed an average decline of 15 per cent.

There is now an equally sound economic reason for believing that the tide has turned, in spite of the tremendous indebtedness incurred by the belligerents and even by those countries compelled to enforce an armed neutrality.

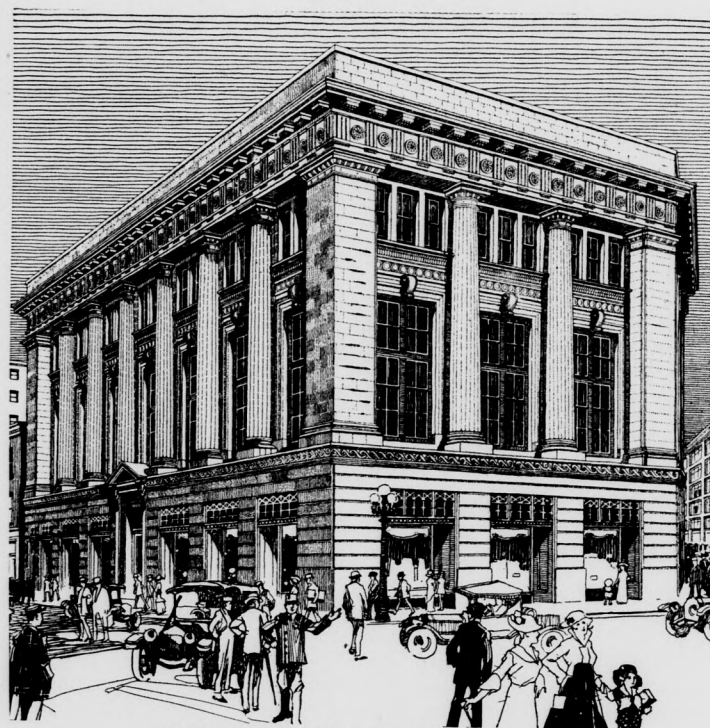
Just as it was pointed out in these columns, thirteen years ago, that a large number of new countries would put their currencies on a gold basis, so it may be said that all the world's output of gold, and more, will be required to render sound the enormous mass of fiat currency which has been issued. This will necessarily enhance the price of gold. It will increase its purchasing power, even where some of the nations, in their domestic affairs at least, as, for instance, Germany, are compelled to go through national bankruptcy.

What this means, therefore, is that high wages will not continue long after the war, that commodity prices will show a considerable decline, possibly over a long period of years, and that interest rates will be lower, perhaps following a crisis in the adjustment of a stricken world's financial affairs. Bonds, and especially gilt-edged bonds, therefore, are cheap to-day, and, if the war terminates in the spring, are likely to look cheaper still in a year's time at substantially higher prices.—Wall Street Journal.

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President

Hugh E. Wilson
Secretary

Broadminded Plea For Business Expansion.*

There has been a demonstration in the world in the past fifteen months of the wonderful extent of credit when the people are aroused and in earnest. We have seen unheard of sums raised with apparent ease. If Great Britain and Germany can each raise approximately six billion dollars in fifteen months for war purposes, what could the United States do for industry, for its own progress, and to support the progress of the world in this time of universal calamity, if a spirit of unity and high purpose could direct its action.

Suppose, if you please, that it were possible for a wise and benevolent despot to direct the affairs of this country for the next few years, what an opportunity he would have to place this Nation rightfully and usefully in the van of the world's progress! He would threaten no existing industry but breathe into every one a new confidence in its future. He would find a way to deal with piratical acts in the business field, without, in doing that, putting restraint on all enterprise and initiative and a clog upon all progress.

He would see that the transportation systems of the country were brought up to the highest state of efficiency, but demanding efficiency he would also recognize that those transportation systems serve every other industry, and that reasonable profit for the transportation lines is the truest economy for all interests. He would recognize some of the great lessons that this war has taught, one of the most important of which is the tremendous efficiency that an industrial machine can attain if there is unity in its direction, and, lacking a benevolent despot, a wise and patriotic Congress and political administration could do all that.

We have a motto in this country holding that, "United we stand; divided we fall." That is just as true in industrial and commercial affairs as in political life. The efforts that have been made to enforce competition have been without any care for the economic effect resulting; without any regard for the increased costs. Lawmakers in seeking to cure unfair practices, which form but a fraction of a per cent. of the total business, have hampered all business in a most costly manner. We have paid a tax to this theory of enforced competition that might almost be compared to the cost of the belligerent nations of the war, and that tax has been laid upon all of us.

No consumer of goods can escape it and people of small incomes suffer most from it. Increased pay affords no relief of the wage earning people from the burdens of wasteful productions, for every increase in wages means an increase in living costs to the entire population. The only way to better the conditions of the millions is by more effectively organizing the forces of production, so that the output may be increased.

*Address by Frank A. Vanderlip, President National City Bank of New York, before American Association of Woolen Worsted Manufacturers.

This benevolent despot, whom I have been picturing as controlling our destinies for a time, could give to our business life a security that would attract the idle capital of the country to the work of more thoroughly organizing, perfecting and developing the existing manufacturing establishments.

He would instill into every employer and wage earner alike the importance at this time of establishing the industries of the country upon an unassailable basis of efficiency and low costs. He would encourage the employer to supply the best possible tools that capital can provide; and the best organization that management can devise; he would call for such a fair division with labor that workmen would give the best energy and skill at their command to accomplish the desired end of efficiency and low costs. He would keep our heads level and hold us down to real work. He would show us that prosperity is to be found, not in the deceptive profits of the stock market, not in higher prices for the things we buy and sell to each other, not in higher wages that must in turn be offset by higher prices, but in a greater production of goods at a low cost, leading to a broader, surer position in the world's markets.

The whole world is looking expectantly to the United States. This is the richest country in the world in liquid wealth, and in equipment for the production of everything the world wants, either in war or in peace. It has the instinct and experience of growth. We know how to expand. Our industries have practically doubled their output in ten years. And now we are the only great industrial nation at peace, and able to give our energies to production and to building-up while the rest of the world is wasting and tearing down. There ought not to be an idle man in the United States for years to come, and, if we could put ourselves under a wise and benevolent despot, or in other words, if we could have a good organization and good understanding with ourselves, and work to a common purpose, there would not be one.

The Same Reason.

A party of tourists in Ireland came across a native whitewashing the front of his house.

"Halloa, Pat," said one. "Why aren't you whitewashing the back as well as the front?"

"Well," said Pat, "it's jist fur the same reason that you don't put a front on the back of yer shirt."

United Light & Railways Co.

Chicago Davenport Grand Rapids

Preferred Stock Dividend No. 21

The Executive Committee of the Board of Directors have declared a dividend of one and one-half per cent. (1½%) on the First Preferred Stock, payable out of the surplus earnings on January 1, 1916, to stockholders of record at the close of business 3 P. M., Dec. 15, 1915.

Stock transfer books will re-open for transfer of stock certificates at the opening of business, Thursday morning, Dec. 16, 1915.

L. H. HEINKE,
Secretary.

Dec. 15, 1915.

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

Capital - - - \$500,000

Surplus and Profits - \$500,000

Resources Over

8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan

Ask us about opening
City Account

GRAND RAPIDS SAVINGS BANK

Coupon Certificates of Deposit
pay 3½% interest

Coupons cashed each 6 months
after one year

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.

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

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

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.

GRAND RAPIDS SAFE CO.

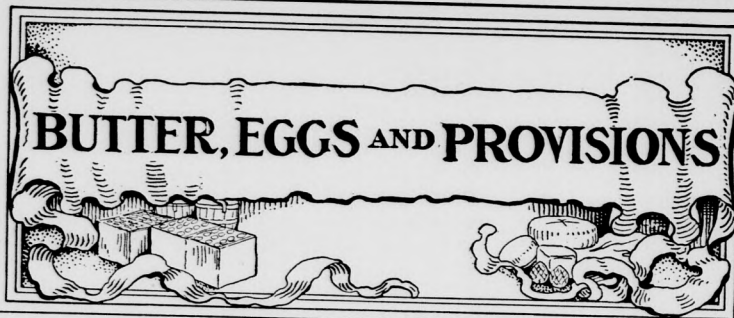
Agent for the Celebrated YORK MANGANESE BANK SAFE

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

Particulars mailed. Safe experts.

TRADESMAN BUILDING

GRAND RAPIDS, MICHIGAN



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.

Potato Varieties Most Profitable To Growers.

With the close of the potato harvest season for 1915 the time seems opportune to call to the attention of both the grower and the seedsman the desirability of considering seriously a very material reduction in the number of varieties grown in any given community or section of the country.

It has been the history of every other staple crop that the fewer the varieties grown the more easily are they marketed. The pioneer fruit grower in America tried to grow as large a list of varieties as he could afford to purchase, while to-day the tendency is to reduce the list to the least number that can be depended upon to meet the market requirements. The reason for this is that it has been found a much easier task to sell large quantities of one variety than an equal quantity made up of a large number of varieties. It is believed that the same principle applies to the potato crop.

In a recent publication by the Department of Agriculture, Bulletin No. 176, a system of classification of potatoes is presented in which the leading commercial types are referred to eleven groups, and a list of the varieties studied which are thought to belong to each group is furnished. In many cases the varieties listed in each group are so nearly identical that in the opinion of the author of this bulletin there is no justification for the retention of more than 10 per cent. of them.

The commercial grower should determine what group or class of potatoes is best adapted to his climatic and soil conditions, and then confine his efforts to not more than one or two varieties within that group. In this way it will be possible for him to become more familiar with the behavior of the variety he is growing; to recognize its special cultural requirements; and to offer for sale a much more uniform and high-grade product than where he is dissipating his energies on a dozen or more varieties.

The potato growers of some of our Middle West states, particularly those of Wisconsin, are being strongly urged by their potato specialists and state associations to adapt the community plan of growing potatoes of one, or, at the most, two varieties.

In this way the buyer can be assured of securing a uniform stock, in car-load lots, of Green Mountain, Rural New Yorker, or other classes of potatoes.

The movement must come from the grower through confining his efforts to a few varieties, preferably not more than one or two. These should be selected intelligently, with reference to soil and climatic conditions. For example, the Green Mountain group is particularly well adapted to the cooler and moister sections of the United States. The Rural New Yorker, while succeeding under similar conditions, is also able to produce satisfactory crops where air and soil temperatures are higher, and where the summer precipitation is scant, provided moisture is abundant in September and October. The Irish Cobbler group, consisting of early varieties, is at its best in the North, but also produces well when planted as an early truck crop in the South.

The size of the seedsmen's lists is very largely, if not entirely, governed by the grower, and the remedy lies wholly with him.

The efforts of the potato grower, dealer, and seedsman should be directed as follows:

1. Reduce the variety list to a few standard commercial varieties.
2. Standardize these by careful selection and culture.
3. Adopt the community plan of growing but one or two varieties and advertise this fact to the public.

Demand a higher grade seed potato from your seed grower or dealer, but in so doing be willing to pay a correspondingly better price for it.

May Use Poster Stamps During December.

The Postoffice Department will not place any restrictions during the month of December on the use of Red Cross and other stamps on the face of letters and parcel post packages. It has come to the attention of postoffice officials that its order prohibiting the placing of adhesive stickers on the same side of mail matter as the postage stamp has resulted in many persons failing to receive their mail during the holiday season because of its being considered unavailable. Many business houses have been inconvenienced because of the failure of their correspondents to comply with the postal regulations, and representations were made to the Department with a view to the suspension of the order. This suspension will however, be only operative during the month of December, the order again becoming effective on January 1.

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



Its Loose Leaf opens like a Blank Book

Write us

THE PROUDFIT
LOOSE LEAF CO.
 GRAND RAPIDS, MICH.

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

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

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.

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

Shortage of Mutton Likely.

We have been investigating the number of sheep and lambs on feed this year compared with last, and find that about 22,000 less went on feed from all the markets, including stuff shipped direct from the range, says a Western live stock house. Figuring that 200,000 of the fed stuff has already been marketed, and considering the shortage in the natives throughout the country, which everyone concedes, there is no question but that there will be about half a million less on feed Dec. 1 than one year ago. From what information we can get from Montana, Idaho and other Western states, there are 50 per cent. less on feed there than there were last year; so there is bound to be a shortage this year when the fed stuff is marketed. However, it could be no other way, as the number of sheep and lambs marketed at the various Western markets show over two million decrease up to date compared with a year ago. This condition, and the high prices skins and wool are selling at, with prospects of even higher wool markets, mean nothing but higher prices for the balance of the season; and while last year's late market was extremely high, we would not be surprised to see it even higher than last year. The only dark spot in the whole sheep business is that a good many of the lambs are in inexperienced hands and up to this time only a small percentage of them have made them good.

Liver Sausage.

Take two pigs' livers and one calf's liver and cut into slices, removing all the veins. Pour boiling water on the livers and repeat the operation until the livers are freed from all blood and look white and clean. Then chop the livers quite fine and add all the fat obtained from the intestines of one pig after it has been boiled half an hour and chopped fine. Add two and one half pounds of fat pork in small cubes and season with the following: Six ounces of salt, one ounce of ground marjoram, one-half ounce of ground thyme, one-quarter ounce of ground sage, two ounces of ground pepper and one ounce of ground allspice. Stuff into narrow hog casings and place in hot meat broth used in preparing it. Keep there thirty minutes over a moderate fire without boiling. Unless clear broth or water is used the sausages will not be white. While cooking they must be continually turned, lifted to the surface and pricked with a fork to prevent the fat from gathering in one place. After removing from hot

water place in cold water, allowing them to remain long enough to thoroughly cool.

Difference Between Mutton and Goat Meat.

Mutton is distinguished by firm, dense, fine fibers and its dark red color. Its consistence is moderately firm. The muscles are not intermixed with fat. Rich deposits of fat will be found, however, between the groups of muscles in well fattened animals. The fat is pure white, hard, firm, brittle and has no odor. The bone marrow is firm and slightly red.

Goat meat is in general paler than mutton. The fat and bone marrow look somewhat like that of sheep. The fat is chiefly located in the kidney capsules. The muscles contain but little fat. The odor of the meat and fat is strong, resembling the odor of the living goat.

If these characteristics are looked for there should be no trouble in distinguishing between the two varieties of meat.

No More Sunday Meat Selling in Montgomery, Ala.

The city authorities of Montgomery, Ala., have ruled against a petition to permit the opening of retail meat shops in that city on Sunday from 4 to 9 a. m. The plea was made that, on account of the warm climate and lack of refrigeration in many cases, it would be a convenience, if not a necessity, to permit this Sunday morning opening. Retail meat dealers appeared in a body to protest against the opening order. If it was permitted all would have to open, as competition would compel it. No retailer wanted to open his shop on Sunday unless compelled to do so to prevent loss of trade. The City Commissioners by a unanimous vote denied the Sunday opening petition. Fortunately, Sunday closing is now more the rule than the exception.

Over Salty Meat.

The only method to rid meat of some of its saltiness is to soak it in cold water for twenty-four hours, changing the water every six hours. By this method a great deal of the salt can be withdrawn from it. Have the water as cold as possible, adding some ice to it if necessary. After it comes out of the water pack it in a brine of 40 degrees salometer test.

Small Mind.

She—I hear you and Grace quarreled last night.

He—Yes, I was angry and spoke my mind.

She—Yes, she said you went away without a word.



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

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.

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

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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.

PEACOCK BRAND

Breakfast Appetites

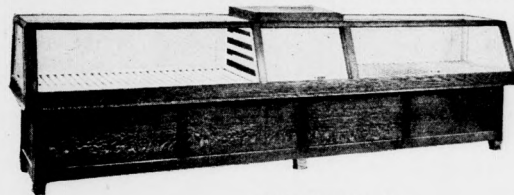
can be encouraged and well satisfied with a nice rasher of bacon and fresh eggs. Go to your grocer's and get some of the famous Peacock mild cured bacon and fry it, pouring off the grease as quickly as it forms. This makes it crisp. Peacock Hams and Bacon are cured by a special process—brine is not used—so 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

NOWACZYK REFRIGERATED DISPLAY CASES



Circulating a n d ventilating system superior to any other case.

Recommended by the Health Department of Buffalo.

Write for Quotations

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

Grand Rapids, Michigan

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



Mohair Again Coming Into Public Favor.

The mohairs of to-day are examples of the wonderful textile progress that is interesting the entire world; their weaves, coloring, texture, finish and resilient qualities are indicative of the perfection wished for and demanded in these days of art and the practical in dress fabrics. Their former objectionable features, and there were a few, have been eliminated and the average woman's verdict is that mohairs are comfortable for all the year. "Light enough for hot weather and made warm for cool weather; comfortable for all days."

This is a woman's verdict as to the present attainments among the mohair manufacturers trying to please the up-to-the-minute shopper.

The coming vogue for mohairs is probable; their intrinsic worth is acknowledged and appreciated and the almost universal use to which they may be applied is fore-shadowed by present and coming styles and the world-wide feminine desire for that elusive "something new." Fashion points to mohair as the fabric able to, in the vernacular of the day, "fill the bill."

There are many indications from the textile world that point to mohair as being the fabric destined to be worn by all classes in nearly all seasons as it is of more than one weight. Mohair has been worked with until of a chiffon weight and also heavier and of a soft texture as all exclusively fashionable materials must be. The introduction of "tropical" cloths for summer wear as well as for winter resort use gave the idea to perfect mohair until it became ideal, which point it seems to have reached, and to-day this country is reaping the benefit in men's and women's mohairs made with every known improvement and which will be eagerly accepted by dressmakers, tailors, costumers and the cutting trade as soon as the fact is driven home to them.

The fabrics are appearing in mottled, striped, plain and checked effects with a very high finish and delightful softness; more sheer and with a higher luster. To see them confirms the indications that many opinions point to mohairs as the extensively desired fabric for the spring and summer season. In men's wear the call for mohairs during 1915 has been more extensive than in several years and such a trade indicates a big move coming in women's mohairs as well.

This is the crucial time for mohairs to succeed, and with the trade

press and agents, fashion writers and buyers united in showing the public that the best mohair made is right here now, no power will prevent its progress. After a favorable season for men's wear similar fabrics for women always feel the trade thus secured out of ordinary channels.

The present condition of mohairs fits them for many purposes among which we may list suits, dresses, sport coats, skirts, petticoats, rompers, children's coats, suits, baby carriage covers, bloomers, bathing suits, automobile coats, motor caps, sport smocks, furniture slips, men's suits, office coats, raincoats for all, Pullman car gowns, men's auto coats, porch table covers, and more to follow, for new ideas will arise as the fabric becomes talked of and displayed in its revival. Manufacturers and buyers will make a great mistake to push the cheaper grades in these days when intrinsic worth, real quality, count for much.

It is said by fabric experts that this fabric will withstand the moisture of a humid climate better than any other fabric known and hold its appearance longer. It is a dust "repeller" and has the smart swing and standout touch from its resilient texture that keeps it in the fashionable humor of the day. The coming styles are well adapted to the utilization of mohair and can be worked together in complete harmony.

A fabric may come, but its remaining depends upon the manner it is treated by the trade and customers; the latter are prepared for mohair fabrics as witness their reception of the tropical cloths and the trade should recognize the immense possibilities of mohair and act at once. Mohair is a textile fiber holding a prominent position in the manufacture of women's and men's wearing apparel. Yet every few years it has been allowed to be retired until dame fashion looking for "something new" brings forth mohair as a lucky find. Mohair should be prominently before the public as a can't-do-without-it staple. From its inherent merits mohair deserves all of the popularity that will come its way. The dyes are always reliable and the colors of the goods now in hand include all of the smart shades from white to black with such effects as plain, changeable, striped in plain and fancy designs as well as checks.

French designers have been sufficiently interested this fall to send out a model suit of mohair trimmed in fur, a very smart innovation.

Any man can give advice, but not every man can prove its value.

A Sidewalk Suggestion.

Place a piece of carpet on the sidewalk in front of your window display of vacuum cleaners. Then put a card in your window stating that at a certain specified time the carpet will be cleaned by one of the machines in the window.

This rather unique idea seems likely to create some interest and comment. Just how many people will go out of their way to attend the demonstration remains to be seen by those who test it. But even though the sidewalk is not crowded with spectators during the demonstration, the advertising value of the scheme is not lost. On the following day show the pile of dirt with a card stating that this was taken from the carpet on the sidewalk the day before. The accumulated dirt is an interesting and convincing argument in favor of the efficiency of the cleaner. It is a concrete illustration of the claims which are made for it.

One dealer has utilized the dirt and dust taken from the cleaner as the basis of a novel guessing contest. He offers to give away free a cleaner to the person who will guess nearest to the weight of the dirt removed from the carpet on display. Every person entering the contest registers his name and address and if his home is wired for electricity. By this means the names of many prospects are secured.

The Old Town.

"Where's the old blacksmith shop where I picked the hot penny off the anvil?"

"The blacksmith organized the Gluetown Garage and Gasoline Corporation, sold the stock and went to Europe."

"Where's the old oaken bucket from which I sipped many a cool draft?"

"The health department has it in a glass case as a horrible exhibit."

"What's become of the little red schoolhouse?"

"Mrs. Can Coin bought it to use as a hospital for her Pomeranians."

"How about the common where we used to play one old cat?"

"The Confederate league has bought it and we're going to have a game there as soon as we can get Bill Duffy to jump to us."

"The old tavern is the same, I suppose?"

"No; Billy went out of business rather than cater to the motorist taste for drinks with seven kinds of liquor and vegetables in them."

"The post office?"

"Not much changed. But Joe Gimp isn't postmaster any more. This post card craze drove him blind trying to keep up with his reading."

"Isn't anything the same as it used to be?"

"Yes, just one. When you go to get shaved, you'll find that the barber's conversation and his razor are exactly the same as they were when you went away."

There are lots of good things in this world. Are we one of them?

Montana Imitation Buffalo Robes

52-in. 62-in. 72-in.
\$7 \$8.50 \$10

Sherwood Hall Co., Ltd.

30-32 Ionia Avenue, N. W.
GRAND RAPIDS, MICHIGAN

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.

Waterproof Horse Covers

Write for Prices

Chas. A. Coye, Inc.
Grand Rapids, Mich.

Wm. D. Batt Raw Furs

Hides, Wool and Tallow

Write for Price List

24-26 Louis St.
Grand Rapids Michigan

We wish all our friends and patrons a Merry Christmas.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

J. S. Brock has resigned as President of the Otsego Commercial Club, believing that someone should be at the head who is not connected with the retail business. His successor is E. W. Eady.

Jitney owners of Pontiac have organized and adopted rates of fare, which range from 5 cents on paved streets to 10 cents on unpaved in the mile circle.

Mt. Pleasant officials, after inspecting the boulevard lighting system at Cadillac, have reported in favor of adoption of a similar system at home.

W. R. Simons is the newly chosen President of the Marshall Board of Commerce. An iron foundry has been secured for Marshall, which will be in operation in January.

Secretary Mangum, of the Marquette Commercial Club, reports that two new industries have been secured during the year and that there are five more "warm" prospects in sight. Five directors were re-elected as follows: E. S. Rice, M. W. Jopling, J. R. Van Evera, E. L. Pearce and F. S. Case.

Howell's two business organizations, the Commercial Club and the Boomers, will unite.

Freight and passenger traffic at Baldwin show an increase this year. The Pere Marquette has built large extensions to its tracks there which will relieve congestion in the new yards.

Flint has installed new city scales, which may be used free of charge at any time by farmers for the weighing of farm produce.

Benton Harbor has about forty-five miles of water mains as compared with twenty-one miles five years ago; also 307 fire hydrants in use, and increase of ninety-two over last year. In view of these and other improvements and the addition of a new fire truck, Mayor Ryno believes that the city is entitled to a better classification and lower insurance rates.

Fire Chief Delfs, of the Lansing department, recommends the purchase of an aerial truck and the adoption of a building code in order to lower the city to a second-class rating in fire insurance. Lansing's fire loss during November was only \$225.

Fire underwriters state that there is a large amount of defective electric wiring at Albion and that a local electrical inspector is needed.

Almond Griffen.

Gabby Gleanings From Grand Rapids.

Grand Rapids, Dec. 20—The fifth dancing party given by Grand Rapids Council came to a close Saturday evening at midnight with the largest crowd of the season, which proves the fact that the parties are growing in popularity and that those who attend do not hesitate to advertise the good times to be had tripping the light fantastic under the auspices of the U. C. T.'s hustling committee. All the parties have been very successful, but the New Year's party is expected to outdo all previous efforts. The ladies have charge of this dance and report a large sale of tickets. As to the programme they have arranged, they absolutely refuse to divulge any secrets. Queer, isn't it? Nevertheless, we can safely say

that there will be some doings and that the old council chambers will hold a jolly bunch of peddlers and their friends. Remember that Jan. 1 is the date for the culmination of the ladies' efforts.

W. P. Drake is on the job again after a few days' illness. Bill says he isn't all here now, as he had a tonsil removed. He also reports he has had two sick babies for the past week.

Hull Freeman, of 1430 Sherman street, fell on icy steps in front of his home Thursday and, as a result, received a severe scalp wound.

A. P. Anderson entertained his father from Greenville over Sunday. T. J. Tasker, of Holland, and a member of Grand Rapids Council, has signed a contract with the Brown & Sehler Co. to handle its line of silo fillers and farm implements. Mr. Tasker will act as a special representative and have the entire State.

The National Grocer Co., of Cadillac, has purchased the property in which it has been quartered for the past eight years. The property was purchased of W. H. Parrish, of Grand Rapids, and the consideration was \$22,000. It will make extensive improvements, among which will be a new heating and sprinkling system.

The Hotel Hodges, of Pontiac, which was remodeled and renamed the Hotel Kenwood, opened for business last week. Everything was not in readiness, but due to the fact that the salesmen for the Oakland Automobile Co. held their convention last week, the Hotel was opened to accommodate the visitors. The Hotel will be run on the European plan and will have good rooms for \$1 per. The dining room has not opened as yet, but will be ready for business by Jan. 1.

We wondered why Charles Perkins was wandering around in a listless sort of a manner and, upon enquiring the nature of his troubles, learned that the firm with whom he has been for the past thirteen years has decided to go out of business. A. M. Amberg, of the firm of D. M. Amberg & Bro., has been ill for the past five years and it is due to his ill health that the firm has decided to discontinue business. They have been in business for the past fifty-four years and during that time have enjoyed a flourishing business. Charley says it is like leaving home, he has been with them so long. He has several offers of a new position, but has not decided upon any of them as yet. May he leave the old firm with all their blessings on his head and may he enter a new position with all the enthusiasm he has always shown for his old employers' interest!

Fred Buck is confined to his bed in St. Mary's hospital with typhoid fever. It looks slim for Fred for any Christmas turkey.

Most of the boys must have "holed" up some place yesterday, because we were unable to arouse many of them by telephone. As a result, Gabby Gleanings is a small bundle this week.

Wishing every one a Merry Christmas, I promise to dig up more for next week. L. V. Pilkington.

Back of all the numerous evils that beset the grocer, both the jobber and the retailer, are two main motives—ignorance and cupidity. Nor is it always outside the ranks of the grocer that either or both originate. All of which suggests that there is plenty of room for education in competitive law as well as administrative methods. It is undoubtedly true that the ignorant grocer, with little real knowledge as to the cost of doing business, is a bad competitor; an enemy not only to himself but to every man who is forced to compete with him. It is also true that the manufacturer and the job-

ber who play favorites in trade and sell goods at lower prices to some than to others, do much to make fair competition impossible. Likewise it is true that the grocer is the natural victim of fifty-seven varieties of schemer, for about fifty-six of which the grocer will usually "fall," through both ignorance and cupidity; ignorance of the laws of economics and cupidity which deceives him into chasing will-o'-the-wisps. But another enemy to the grocer, along both lines, is the man within the ranks, supposed to be a trusted and safe adviser, who really conjures up trade evils in the hope that the net result may inure somehow to his benefit. The net result of his activity is a great deal of trade dissatisfaction that is not justified and of discontent for which there is little, if any, occasion.

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

Are Your Net Profits Satisfactory?

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

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

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas



DR. PARKER'S
WAIST
AND
HOSE SUPPORTER
COMBINED



We sell and recommend this hose supporter waist. Sizes assorted or solid 2, 4, 6, 8, 10, 12, 14 years. Price \$2.00 per dozen.

Try our Notions and Fancy Goods Department. Good merchandise at reasonable prices is our aim.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan



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.

Stoves and Tinware After Christmas.

Written for the Tradesman.
Foresight is a prominent attribute of the successful hardware merchant. Before Thanksgiving Day he is looking forward to and planning for Christmas; and before the Christmas campaign is over, he must commence to lay his plans for the new year.

In this connection the average merchant is apt to leave his stove stock out of the reckoning. It has been pushed back in most instances to make room for Christmas specials; and the tendency is to leave it there.

"We can't sell stoves after Christmas" is the view of the average merchant. "They may sell in other places all right, but they won't sell here."

Yet there are instances—not a few—where hardware merchants have conducted very successful stove sales in the early winter months. These instances illustrate what can be done along this line.

As a matter of fact, although many stove prospects have determined to settle down to the use of an old stove or range through the winter, the hardest part of the winter is yet to come. Just about New Years, if not before, the old heater undergoes a heavy pull; and the heavy pull is apt to emphasize the deficiencies of the old model as compared with modern heater which the hardware merchant has in stock and has been trying to sell. When the deficiencies are emphasized by hard experience, the stove owner is apt to say: "Well, we'll have a new heater for next winter, sure."

The hardware dealer whose aggressive advertising steps in at this juncture and asks, in effect, "Why go through an uncomfortable winter with an old stove?" stands a good chance to do a little profitable business.

Stock taking is as necessary in the stove department as in any other branch of the hardware store. The stove inventory is not, however, a difficult one to take; and, if taken immediately after Christmas, it affords the excuse for a stock taking sale in which stoves can be featured very effectively. Indeed, a pre-inventory sale is not out of place. It will not interfere appreciably with stock taking, for the merchant can in most instances take stock almost at a glance. There is no dead stock; he is a poor merchant indeed who allows a range or heater to remain in stock until it is out of date.

Numerous instances are reported where hardware dealers have secured good results by offering special inducements. Price is, of course, a feature that will always appeal; and the fact, skillfully emphasized, that these special prices are for the month of January only, will guard the merchant against "come-backs" when the regular stove season recurs and he sells at normal prices. Results just as good can, in many cases, be secured, by varying the inducements so that, at least nominally, the price is maintained. Under this plan "combinations" are featured in the January stove sale. Thus, each stove purchaser will receive a razor, a lamp, a carving knife, or some other article of hardware of sufficient value to serve as an inducement. It is almost always possible to secure the necessary premiums by going over the stock and selecting articles which, while still good, have been in stock for some time, and which, normally, the merchant at this time of the year would have to offer at a sacrifice in order to move them.

In a good many cases merchants, even at the height of the holiday season, do not allow their stoves to drop entirely out of sight. Occasionally a stove or range will be purchased for gift purposes at the Christmas season itself. They can be advertised along with the regular Christmas lines, and clerks can suggest them where comparatively expensive gifts are desired. Where this has been done, the mind of the prospective customer is in some measure prepared for the stove sale which almost immediately follows the holiday season. It will in any event be easier to awaken public interest than where the stoves have been allowed to drop entirely out of sight.

The minute the holiday season is ended, active steps are in order. The stoves should be brought to the front, and aggressively advertised. They can be featured in window displays. The selling campaign must be energetic, since it is usually advisable to time the sale so that it will be over before the big drive of the January stock taking commences, about the middle of the month.

The featuring of stoves, however, does not mean that stoves should be featured exclusively. This is far from desirable. Where there is one chance of selling a stove or range at this season of year, there are scores of chances of selling kitchen utensils. The stoves have this advantage, however, that they harmonize thoroughly with the household goods. In fact, they supply a sort of background or coloring; just as Christmas decorations in red and green supply a background for the Christmas specialties featured in December. A display featuring a modern range as a

center of attraction and a complete line of household accessories in connection with it, will prove to have greater pulling power than a range displayed in itself, or a display confined entirely to kitchen utensils. By linking the two together, you help the sale of household goods and at the same time lose no chance of selling a stove or range.

Excellent displays can be devised along this line. With heaters, a model living room can be shown—the heater in the foreground, perhaps an electric reading lamp, electric foot warmer, chafing dish, and convenient accessories of one sort and another. A model kitchen will show, not only the modern range, but a complete line of kitchen utensils. By displaying the latter suitably arranged in a kitchen cabinet, the latter important kitchen accessory can incidentally be advertised.

It should not be forgotten that, in addition to the immediate sales, which are worth considering, these January displays have a distinctly educative value. The immediate returns are by no means to be despised. As an in-

REYNOLDS 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.

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

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

stance, some years ago in a city of 18,000 people a hardware firm held a kitchen utensil sale early in February. The sale was backed by brisk advertising, and brought over \$500 worth of business in this one line—surprising volume of business considering that it was made up of small individual sales, and the time of year at which it was held.

The educational side of the sale can be stimulated by demonstrations. The season is a quite one, normally; and the salespeople will have ample time to show the goods and to urge their selling points. Hence, it is an excellent time to demonstrate new lines, with an eye not merely to immediate sales but to later business. Thus, electrical goods can be demonstrated incidentally; they represent modern methods of handling household problems and, in places where there are many users of electric current, a hardware dealer can often build up quite a business in these lines.

So, too, aluminum can be advantageously demonstrated at this season. It is a new thing, and it offers opportunities to the merchant who secures the agency for a good line and who pushes it systematically, persistently and comprehensively. These lines need not be included in the general scheme of price-reduction; rather, the aim should be to seize the opportunity to introduce and demonstrate them to customers, new and old, who may be attracted by price advertising and who will undoubtedly be interested in household goods.

William Edward Park.

The Crank.

I am an old crank.

I know it, because I hear them say so behind my back.

It makes me peevish when I see buyers spending time and energies on bum jobs when they can't take care of their regular customers who want to pay full price.

I always get cross when I see a dozen saleswomen gossiping while customers are trying to spend money with us.

I lose my temper when I see anyone sell a garment that doesn't fit—for I hate to see us making enemies for the store.

I'm a crank about people being on their jobs, keeping their ambition going at top speed, looking bright and cheerful, and serving customers as best they can.

I never can get used to buyers waiting until all of a wanted article is sold before they begin to think of getting more.

I fuss over all the unnecessary delays I see every day in almost every department of the store; I don't see why everybody can't do it now.

I am ill-natured over salespersons making out addresses wrong and then kicking because of their credits.

I always have a grouch when I see expensive stock thrown around carelessly.

In short I'm a grump, grouch, fuss-budget and first-class crank—but there's a lot of things to be cranky about in a big store like this!

Activities in Michigan Cities.

Written for the Tradesman.

A. M. Herrington is the new manager of the Citizens telephone exchange at Freeport.

A fine office building with walls of pressed brick is being erected for the East Jordan Chemical Co., at East Jordan.

The Houghton County Macaroni Manufacturing Co. has started operations at Hancock and is turning out forty boxes of macaroni per day at the start. A drying plant is being installed which will care for a larger output.

The Republic Motor Truck Co., of Alma, recently secured an order from a Chicago firm for 700 trucks, which involves over \$1,250,000. Over 300 men are employed at the plant and the force will be increased.

The Commercial Club of Eaton Rapids favors continuing the street paving work in the spring to include Canal, State and Hamlin streets.

The Grand Ledge Boosters' Club has completed its organization by electing Howard S. Thompson Secretary and Treasurer. Regular meetings will be held and new chairmen will preside at each meeting. Walter Vanderbilt is appointed to preside at the next dinner meeting.

Reports from Ishpeming show a much larger movement of iron ore this year than was anticipated early in the season, the figures showing close to 100 per cent. more ore than was shipped last year. Railway companies are buying new locomotives and equipment and the ore carrying fleets are being increased, preliminary to what promises to be a record-breaking year in 1916.

Albion has close to 8,000 people, according to a recent census, and is one of the growing towns of Michigan.

The auto dash plant at Milford which was burned during the summer has been rebuilt and is in operation again.

Jackson has outgrown its city hall and is looking up a site for a new building.

The Michigan employment institution for the blind at Saginaw has installed a new telephone switchboard and students will be taught how to use the board, adding another trade resource.

Saginaw plans to turn on its new boulevard lights Jan. 1.

Bay City has let the contract for an addition to its municipal lighting plant on the west side of the river.

Boys in the Arthur Hill trade school, at Saginaw, will build a real house from basement to roof for a citizen there, for the sake of the experience gained.

The Michigan Wild Life Conservation Association will hold its annual convention in Saginaw Feb. 23-26, with an exhibition in connection.

For the sixth time in ten years Saginaw voters have refused to authorize a bond issue for a new water-works plant.

Almond Griffen.

Nothing pleases people more than to see a worthless boy "make a man" of himself.

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.

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.

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.

Bell Phone 860

Citz. Phone 2713

Lynch Bros.

Special Sale Conductors

Expert Advertising—Expert Merchandising

28 So. Ionia Ave. Grand Rapids, Mich.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

237-239 Pearl St. (near the bridge) 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.

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

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.

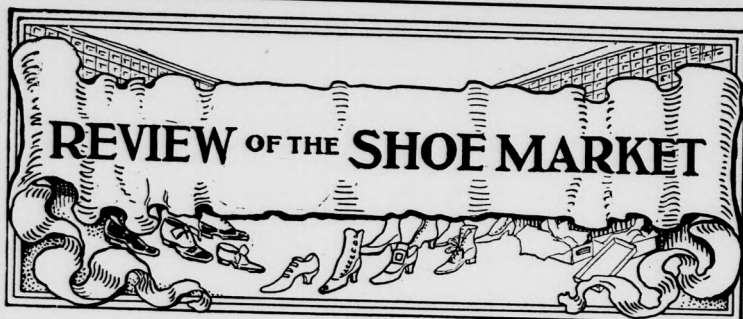
Always at Your Service



The Citizens Telephone Company's
Long Distance Lines

Connecting with over 200,000
Telephones in the State of
Michigan alone

Citizens Service Satisfies



Problems of the Small Town Shoe Merchant.

The small town retailer who pays close attention to the buying end of his business usually gets his share of the shoe trade of his community. In one town of some 300 inhabitants a new merchant arrived. He bought his store from an established merchant, who had specialized in groceries, and prepared to sell shoes. He had never lived in a small town; he had heard somewhere that the class of citizens from which his trade would be recruited were strong for bargains. He judged that late styles would not be in demand. He decided that high-grade shoes would be beyond the purse of the majority of the citizens. With these ideas in mind he stocked up with odds and ends, which he bought cheaply and could retail at moderate prices and still make a good profit. He desired to give his customers good bargains, but his shoes didn't sell.

Youths from the country looked over his stock, smiled behind their hands, and filed out of the door. When the dealer mentioned reduced prices they traveled all the faster. The only sales the dealer made were to customers who didn't care particularly what they bought, just so it was cheap.

"This won't do," explained the dealer to another business man who had become chummy with him. "I am doing the poorest business I ever heard of. I'll have to move out and go where shoes are in demand."

"The right kind of shoes are in demand here," replied the young barber.

He extended his neatly shod feet. "See these shoes," said he. "They're the new English style," replied the dealer. "Shoes of that grade do not retail for less than \$5."

"I could have sold twenty pairs like these if I had been supplied, during the past two days," explained the barber. "All the boys like this style. Why don't you stock up with up-to-date quality shoes. The styles you are selling, or trying to sell, were in fashion five years ago."

The dealer asked his young business friend to assist him in selecting a new stock. He gladly complied.

"Now," said the dealer, "when those shoes arrive I want you to inform each of your interested friends that I have the new style on hand, and will guarantee satisfaction. If the boys want style, they'll get it; there is no use for them to go to the larger towns. Fire away."

His young business friend began to recommend the shoe dealer's stock. Customers arrived and the dealer be-

gan to make sales. His late model shoes sold on sight; salesmanship was not required. The dealer began to realize that mouth to mouth advertising was a trade pulling proposition in a small town. Where so many citizens were intimately acquainted, mouth to mouth advertising progressed automatically. If the dealer carried the proper stock he would do a good business with a minimum amount of effort. If he sold out-of-date goods, the news would quickly spread, and his store would be avoided by shoe customers.

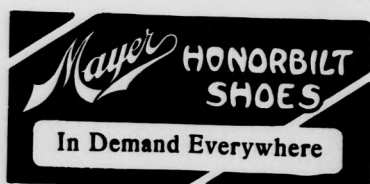
The above facts relate to the sale of dress shoes, but work shoes, or shoes for the laboring man, are "best sellers" in the town where farmers trade. The farmer, no matter if he is worth \$500,000, is apt to wear work shoes five or six days in the week.

There is one dealer in a town somewhat larger than the first mentioned, who does a larger business than any of his competitors. He occupies a modest store and is not very favorably located. But he sells shoes! A friend who was interested in the matter asked the dealer why he had such good success.

"I specialize on the sale of popular shoes," replied the dealer. "I do not attempt to carry a wide variety of styles. I have two styles of work shoes; one style is lighter than the other and sells for less money. Both styles are manufactured by the same firm."

"I have built up a large business through the advertising which these two styles of work shoes have given me. I sell the majority of the laboring men in this vicinity. Carpenters, masons, farmers, etc., have found that these shoes are exceptionally serviceable. By selling large quantities of these two styles I can make attractive prices."

When retailing shoes in the smaller towns dealers have many problems of advertising to face. Frequently an advertising campaign gives disappointing results. There is only one successful method of advertising shoes. The shoes should be allowed to advertise the store. There are several methods of accomplishing the desired result; but each method bears directly upon the main object. If



A Good Many Retailers

Have found they didn't have enough

WALES GOODYEAR

(Bear Brand)

RUBBERS

*And we're getting a lot of re-orders—
"Bear Brand" Rubbers are the thing this year. You'll find it hard sledding trying to satisfy your trade with any other make-shift brand.*

Many bright retailers have caught on and are pushing Bear Brand Rubbers hard. Send in YOUR order now, we can send the goods promptly, but the sales you lose running short of sizes will pay the freight many times over.

Herold-Bertsch Shoe Co.

Manufacturers of Bertsch and H. B. Hard Pan Shoes
Grand Rapids, Michigan

Leather Top Rubbers

For the Lumberman's and Farmer's Trade

The bottoms of "Glove" brand, duck Lumbermen's Overs; the tops of heavy, serviceable leather, with full bellows tongue. Carried in 8 inch, 11 inch, 14 inch and 17 inch heights.

Also made with Red Pressure Process bottoms and brown leather tops.

Send for catalogue and prices.

Hirth-Krause Company

Grand Rapids, Mich.

quality shoes are well advertised, the dealer will be well advertised also.

Newspaper advertising, moving picture advertising, and outdoor advertising are all time tried and successful methods of attracting customers to the dealer's place of business. Newspaper advertising is perhaps the peer of any other method, although in some instances other methods might give better results. The dealer who requires the assistance of a well-directed advertising campaign will find that the three methods, used in conjunction, will be most helpful.

Moving picture advertising has given satisfactory results for the majority of small town shoe retailers who have given the method a fair trial. In the small town the moving picture show is appreciated. Everything thrown upon the screen receives marked attention. The best class of citizens can be found among the audience. In the average small town the moving picture show is the place of high class amusement. The retailer who wishes to increase his sales usually does so after throwing advertisements upon the screen.

One dealer who has sold shoes in a small town for more than thirty years believes outdoor advertising is the best method of giving publicity to a stock of shoes. He generally uses postures put out by the manufacturers, and distributes them thoroughly over the country. When a dealer draws considerable of his trade from the rural districts outdoor advertising is especially advisable.

"I didn't appreciate or understand the advantages of window display until I tried it," remarked another small town dealer. "I moved into a store which had two large windows. A salesman advised me to let the show windows assist me in drawing trade. He gave me some advice regarding how to display shoes and I decided to get busy. I wanted to get the trade of the young men and boys; for this purpose I had stocked some nobby styles. I displayed samples of the stock and watched for results. My show window was well lighted; at night the shoes showed up well from the street. While a display such as the one I made would be classed as ordinary in any city, it was superior to anything of the kind which had ever been done in my town."

"The town was filled with farm hands and farmers' sons the following Saturday night. My window displays took with them. My two clerks, as well as myself, were kept busy until a late hour. I was elated with the success of the window displays."

The dealer mentioned makes his displays as natural as possible. He wants the attention of the citizens who pass along the street to be attracted to his shoes. Foreign matter, excepting a limited amount of attractive trimming, is kept out of the window. He attaches a small, neat card to each pair of shoes. He explained that this method makes many sales before the customer enters the store. The dealer believes it is a good plan to display an attractive pair of socks above the shoes. He

keeps his show window spotlessly clean at all times, and the shoes on display are dusted daily.

Good salesmanship assists the retailer in selling prospective customers who have attracted to his place of business. The shoe salesman should make a point of fitting his customer with the greatest possible care—and expeditiously. If the dealer knows his stock, and the customer knows what he wants, the sale can be quickly made. The salesman should be able to explain the superior merits of his shoes, and give a perfect fit in every case. The satisfied customer comes again and he recommends the store to his friends.—Shoe Retailer.

Italian Army Shoe Contract.

The Italian army shoe contracts for 1,000,000 pairs was placed last week. The makers are working with the greatest energy to make deliveries as per terms of the contract. This Italian army shoe does not differ essentially from the one ordered several months ago, with the exception that it has sort of a tip and wing reinforcement, intended to make the shoe more serviceable. This necessitated changing the last by heightening the toe a little to allow more room for the toes in marching, as this wing tip had the effect of making the forepart of the shoe a little more rigid. Another change was the stitching of the counter on the outside of the quarter. This did away with the necessity of the counter pocket, which was a source of a good deal of bother, and when not properly sewed in caused discomfort to the wearer.

Farm 100 Feet Under Ground.

Operating a mushroom farm 100 feet under the surface of the earth is the pleasant and profitable experience of William Krumlaugh, an Ohio farmer.

Two years ago he began growing mushrooms in beds located in the worked-out rooms and entries of a small coal mine on his farm. The mushrooms net more than the coal during the winter months. First he planted 150 square feet to test out the plan. Now he has 1,000 square feet of mushroom beds.

They mix fresh manure with straw, wet it down, and let it stand four or five weeks. Spawn is then broken up in small pieces and mixed with manure and straw. Then it is piled into coal cars and hauled 400 yards into the mine to the beds which are 100 feet under the ground. Leaf mould is placed on top of the manure and spawn to a depth of 1½ inches.

Within ten weeks the mushrooms raise themselves above the loam. Their delicately fragile pink-and-whiteness blooms weirdly in the darkness. These beds form what is believed to be the only strictly subterranean farm in existence.

The mushrooms are picked when they are three inches high. Every two or three days a new crop is ready for market. They are packed in boxes and are sold to restaurants and hotels. The nearest market pays 35 cents a pound. The mushrooms marketed in Pittsburgh and Chicago bring nearly twice that price.



**To All Our
Friends and Customers**

We extend to you

**Our Heartiest Christmas
Greetings**



Rindge, Kalmbach, Logie Company

A Merry Christmas To You

—, and here is
something that
will make it so

HOOD RUBBERS

The People's
gauge of
Quality

The Merchant's
gauge of
Price

Get HOOD'S
and
you will be
merry

Write us

Grand Rapids Shoe & Rubber Co.

The Michigan People
Grand Rapids



Suggestion For a Little After-Christmas Thinking.

Written for the Tradesman.

It is wise to take stock of ourselves occasionally, or, to use an old hackneyed but still very expressive phrase, "to pause and consider the path in which our feet are walking." Would it not be a good idea for each one of us after Christmas is over and as we are about to enter upon a new year, to sit down quietly some evening and apply to ourselves the test of Christmas—that is, to review the thoughts and feelings that have come to us with the holiday season, with a view to determining the tendencies of our own development.

Very likely before this Woman's World gets a reading in many Tradesman household—or certainly soon after—the great Day will be over. Have we had a merry Christmas? With all of us who have passed the rosy years of early youth, the answer depends largely on whether or not we have retained the power to be merry.

"Heap on more wood, the wind is chill,

But let it whistle as it will,
We'll keep our Christmas merry still."

runs the old carol. It is possible to be glad in spite of adverse circumstances. Indeed gladness, if it come at all, usually must come, in spite of some untoward conditions. Joyousness depends, not upon freedom from all ills, but on the ability to rise above and forget sorrow and disappointment.

Nothing but a sharp and recent bereavement or the hurt of a fresh and deep wound should keep us from being joyous at this season. If we are letting work and petty cares so engross us that we can not take the time to be glad even at Christmas, if our common everyday thoughts have gotten to running in dismal channels so that nothing looks bright and hopeful to us, then it is time to face about and change our course.

Christmas is pre-eminently the season of kindness and good will, of relief of suffering and want, of sympathy and warm fellow-feeling, of the renewal and strengthening of the ties of blood and of friendship. These emotions and activities taken together have been happily personified under the name of the Spirit of Christmas. Have we responded to this Spirit?

As we have selected and purchased gifts, or as we have with our own fingers fashioned dainty remembrances, as we have sent out our greetings and invitations, as we have

decked trees and filled stockings, have we entered heartily into the spirit of the occasion, have we honestly tried to confer pleasure, have we sought to make fitting expression of genuine love and regard, or have we taken up these tasks in a mechanical sort of way, the main thought being to discharge burdensome obligations—to do what was expected of us—as speedily as possible?

What Christmas has come to mean to us depends mainly upon our outlook on life and the estimate in which we hold our fellow-beings. Youth is normally optimistic and over-trustful. But after a few years experience we see things through sorrowfully disillusioned eyes. Then gradually and at first almost imperceptibly there is apt to come on a hardening of the nature.

The thrifty and industrious person, shocked at the waste and shiftlessness that is all about, is likely to become selfish and even parsimonious. Possibly endeavors to help others have been received ungratefully or donations have been misapplied. At any rate the tendency with such a one is to turn a deaf ear to the cries of poverty—to say that those in wretched circumstances have brought their unhappy condition upon themselves, and that it is a waste of money and effort to try to alleviate their woes.

Pained and embittered by seeing continually the greed, the deception, the hypocrisy, the treachery, of which poor human nature furnishes countless examples, the upright, conscientious man or woman is liable to grow suspicious and mistrustful and to impute wrong motives where they do not exist. Cynicism is the natural mental tendency of advancing years.

And we are likely to become exacting, over-critical, censorious, harsh in our judgment of others. If concerning Christmas we find our minds inclined to dwell chiefly upon the follies and abuses of an unwise and extravagant celebration of the day, so that we are blinded to the great outpouring of affection and tenderness of which also there is abundant evidence, it will be well to take a little warning. If we find ourselves in our general habit of thought endorsing the sentiment of that witty misanthropist who remarked "The more I see of people the better I like dogs," it is high time to call a halt.

A young middle-aged man whose daily occupation threw him much with people and gave him constant reminders of the seamy side of human nature, so that he felt he was grow-

ing almost to hate his fellow men, observed playfully, "I sometimes wonder what I'll be like if I should live to be seventy years old." This was spoken lightly, more in jest than in earnest, yet it expresses an idea that each one of us well may take seriously.

The whitening of the hair, the fading of complexion, the weakening of the muscles—these are not the worst nor the saddest of growing old. The loss of love and kindly feeling, the shriveling up of the sympathies—these are far more to be dreaded. And it is the little beginnings of misanthropy, allowed to take root and flourish during middle life, that result in a cross and crabbed and perhaps even a friendless old age.

To keep faith in humanity after many individuals have broken faith with us, to see the pure gold in humankind after bitter experience has made our eyes keen to discern the dross, to deal fairly with those strange contradictions of character in which much of good and much of evil are mingled in the same person, and always to be ready to recognize merit and to overlook and forgive faults and failings—all this comes not without effort. But it is worth while.

Becoming gloomy and misanthropic is not inevitable if a little struggle

is set up against the tendency. The alternative qualities can be cultivated. We ourselves must determine whether as the years glide along we shall grow to be like Scrooge—that is, as Scrooge was before his marvelous transformation—or like sweet and ever adorable Tiny Tim. Quillo.

All Dolled Up.

"Mrs. Judkin read a paper before the suffrage club yesterday afternoon."

"Did it show careful preparation?"

"No; but Mrs. Judkin did."



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.

The I. X. L. Upholstering & Mattress Co.
Mrs. of Driggs Mattress Protectors
Pure Hair and Felt Mattresses
Link and Box Springs
Boat, Chair and Window Seat Cushions
Citizens 4120 Write for Prices Grand Rapids



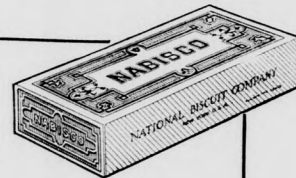
What's In a Name?

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 confection. Retail at
10c and 25c.



NATIONAL BISCUIT COMPANY



HYSTERICAL HATRED.

It Has Been Transferred From England to America.

Holland is full of anecdotes illustrating the fanatical, unreasoning non-human temper of Germany at war. I was told on good authority, and at first hand as such stories go, of a Berlin woman who telephoned her friends to come to the house in the evening: her son had just fallen in a hero's death for the fatherland, and they were going to toast the event in champagne.

I was inclined to believe the story. After having been in Germany I am ready to concede that such an event might have happened in the early months of the war, although I should doubt whether it could have been frequent even then. I know that it would not happen now, except on the part of the sporadic pathological neurotic that crops up in every country even in time of peace. The German father or wife to-day meets the shock of the death of son or husband at the front with exactly the same sensations, and with exactly the same reactions of the emotions as would an American or an Englishman.

This is not hearsay. I speak from knowledge which is not hard to obtain, with fifteen hundred deaths coming in day after day. I admit it may have been different at first. But the Germany of the autumn of 1915 is a very different thing from the Germany of the autumn of 1914; and this change of spirit Germans themselves confess to.

To begin with, and to prevent misconception, it must be said emphatically that the change is not one of loss of confidence. In England I finally encountered one or two clear-headed pessimists who thought a draw was the best Britain could look forward to. In Germany every soul I met was absolutely confident that Germany would triumph. Broadly, and in view of the Central advances in the past six months, it may be said that sentiment as to the outcome is exactly parallel in the two countries. The only difference is that the average Englishman expects to win next year, and the German believes he has won now.

But, with unshaken confidence, it is an infinitely soberer Germany than it must have been at the outset. The unconciliating patriotism remains; but the exaltation has gone out of it. Even the hate has gone. After ten days in Berlin it occurred to me that I had not heard "Gott strafe England," nor seen it on paper. I asked my friends about it. Most of them laughed sheepishly. Yes, that had been, but it wasn't any longer. Perhaps the naval officers among whom it started still used the greeting. Every one else had stopped long ago.

The only time the phrase came into my experience was on a railroad station at Vienna, where a solitary, bedraggled placard with "Gott strafe Italien" remained on the wall. The Viennese, who, whatever their faults, are not given to deceiving themselves, laughed openly at the characteristically lagging Austrian imitation of the Prussian sentiment. And that in spite of the fact that if there is one thing in the war in regard to which the Austrian shows real feeling it is Italy.

And the Hymn of Hate is dead. One hears it in England—in parody; but not

in Germany, in either seriousness or jest. Instead, they are discussing whether the sentiment it expresses is a wise one to have. One man, as cultured a gentleman as there is in the land, had never heard the verses. His wife got out her scrap book and read it. It rings even better in the original than in the translation, of course; and I maintained that, worthy or unworthy as its springs might be, it was genuine white-hot poetry that would last. The family was divided in opinion.

They have even got to criticising Lisauer for writing his hymn. He defends himself by admitting that he would not write it now, but insists that at the time it represented a deep national feeling. He is very likely right; and we can let the defence go at that. But they are not singing the hymn to-day.

In fact, there is far more bitterness against America than toward England. Friends, chance acquaintances, strange fellow-travelers, it was always the same. They were careful to make it clear that they were trying not to be personally offensive; but the way they flashed up at the word America left no doubt that the resentment sprang from a deep and sensitive source. I am certain that one can count on the fingers of his hands the Germans in all Germany who are not convinced that our country has played them unfair. That may only prove Germany blind and wrong; it is a delicate subject, and I am not judging any people; I am only stating facts. Perhaps the feeling will die down, too.

"Let Americans do what they consider to be to their own interest," seemed to be the German attitude, "but let them not pretend to be neutral about it."

The explanation that the great majority of the American people were not neutral in sentiment seemed to strike most Germans as a ray of illumination. "Oh, well, of course, in that case, it is different," and somehow something in them seemed content. That may also seem illogical; but again it is German. I doubt whether any German could adequately explain to any American the mental process involved; but I am sure that practically every German would feel it.

You can talk all the English you want in Berlin with impunity. I have heard it frequently and done it repeatedly, on the subway, on trains, in restaurants, on the streets, in the Tiergarten. I have had some occasional looks of curiosity; but never a word. I have had no occasion; yet I should feel deep hesitation at speaking German in a street of London.

They have no hymn of hate in England. That is not the English way. But they have something in their hearts that is appalling in its quietness, like being face to face with an elemental force. I should not want any man to feel towards me, or any nation to feel against my people, as England feels toward Germany.—A. L. Kroeber in N. Y. Evening Post.

A pat on the back is better than a blow. Your competitor is just as human as you are. A kindly word will make his heart glow—a "foxy" trick will make it bitter. We are all out for business, but every one of us can get it with due respect for our competitors.

Santa Claus

never devised a better Christmas gift than a good piece of FURNITURE, which is always appreciated and affords comfort and genuine pleasure to the entire family.

Klingman's

The Largest Furniture Store in America

Entrance Opposite Morton House

Corner Ionia Ave. and Fountain St., Grand Rapids, Michigan



Quality Delivery Boxes

An Investment With Big Dividends

Don't bother with poor, broken delivery boxes of odd sizes. Your most profitable investment, in both time and money, will be to install "Quality" Wire-Bound Boxes on each delivery route. They are made of the best material, in uniform sizes, and sold to you at unusually low prices.

JOHN A. GRIER & CO.

1031-35 18th St.

Detroit, Michigan



Lots of Rush Orders

Carloads after carloads of that splendid "WHITE HOUSE" COFFEE are taxing the capacity of the Boston factory of Dwinell-Wright Co., although recently increased fully 25%. Mighty good coffee, isn't it?

Distributed at Wholesale by

Judson Grocer Co., Grand Rapids, Mich.

AUTOMOBILES AND ACCESSORIES

The Auto Industry Now on Sound Basis.

"The trend of the motor car industry in America toward a sound, practical basis of production and selling, particularly visible last season, is a purely natural use of motor cars," writes Charles W. Fraser, in analyzing the situation affecting the American automobile manufacture.

"Perhaps no more clean exposition has been given of the place the automobile occupies in present day existence than that put forth by a great New York National bank in one of its advertisements:

"The automobile" this advertisement read, 'has long ceased to be merely an expensive luxury, and is now an economic necessity as well to the farmer as to the department store or in any occupation where expedition or economy can make its use valuable.

"By means of the automobile the outlying country is being brought closer to the big cities, and the values that are created in this way more than offset any ordinary expenses which the motor car may develop either in the way of daily upkeep, depreciation or wear and tear.

"This bank would be glad to see every farmer and merchant in possession of an automobile, first for his use in his industry, and, second, for his pleasure, for there is a weighty economic factor of efficiency in the social conditions that surround labor.'

"So long as the use of the motor car was confined to a comparative few, who found it a new toy and distraction, excessive prices, due largely to extravagance in manufacture and marketing and to limited production facilities, were possible. The self-propelled vehicle was a new thing, must establish its own precedents, and those who could afford them as luxuries paid luxury prices for them.

"Gradually, however, this field proved too constrained, and there arose a demand from less exclusive sources. To meet this the cheap car was developed, and for some time, two extremes, the very expensive car and the comparatively very cheap one, dominated the market. There was no middle strain worthy of consideration.

"In the last seven years this hiatus in price has been completely spanned by the development of several makes of medium priced automobiles of generally satisfactory ability. But it was not until the season just ended that the producers of the highest grade cars, the real aristocrats of

the industry, realized the significance of this great central market and set about to serve it.

"To bring their product within reach of this market herculean economies must be effected. Five elements enter into the cost of motor car manufacture. They are: Cost of material, cost of labor, overhead expense, dealers' discount and the manufacturer's profit. Since the early days of the industry heavy reductions in the latter two items have greatly increased values. But further sacrifices were made in this direction, as far as possible.

"Savings in the buying of material other than by means of increased buying facilities were impossible if the manufacturer would bring to this market a car of the same quality as he had hitherto produced. The answer lay in reducing the cost of labor through increased and improved manufacturing facilities and in reducing the overhead expense by enlarging his output. The more the output could be enlarged practically the less portion of overhead expense each car would have to bear.

"How well the leaders of the industry adjusted themselves to this new condition is seen in the value offered last season, when better cars were marketed at lower prices than ever before. The tendency toward sound, businesslike practices in production and marketing was general in scope, and almost every great company shared in it. True, a very few concerns kept to the old idea, and strove to compete with the new, while handicapped by the old practice of limited outputs and high prices, but their market had narrowed to alarming and almost vanishing proportions, and the real prosperity of the season was enjoyed through the greater market.

"The general use of the automobile has brought it to face conditions similar to those faced by any other utilitarian commodity, and as has always been the case the public, which provoked these conditions, has gained the benefit."

Pick It Up.

Whenever you talk with an interesting person with ideals and worthwhile principles you are bound to be stimulated both by that personality and by the mind beyond that personality. There is something in every one for you, so therefore, if that something crops out—

Pick it up.

Every book that you read, if it is of any value at all, has something in it distinctly and especially for you.

All through the various strata of business are priceless treasures awaiting the sharp, ready eye of the alert, and the growing man or woman is the one who not only faces these things, but who picks them up. Get these three little words firmly fixed in your mind in connection with everything useful and valuable to you in this world. Remember in their connection, just as soon as you see anything that you can use—

Pick it up.

George Matthew Adams.

Farmers Buy Cars.

Reports to state officials from Iowa motor car dealers show that the farmers of Iowa have spent \$36,000,000 this year for new cars.

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

IN every community there are many Motor Truck prospects to whom a sale can be made when factory requirements are not too rigid.

We will help dealers with prospects to make the sale; also, it may be a step toward establishing a permanent and profitable connection. You don't have to buy a "demonstrator."

The United Motor Truck Company
Grand Rapids, Michigan

EVEREADY FLASHLIGHTS

Last year dealers everywhere found real money meeting the big Christmas rush for EVEREADY Flashlights. Many who ordered at the last minute had difficulty in getting their goods on time.

Make sure right now that your stock is in good shape. Send in your order to-day to EVEREADY Headquarters.



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

A Good Salesman.

"What!" cried the careful housewife. "you charge me \$1 a bushel for these potatoes?"

"Yes, madam," answered the polite grocer. "That is the very lowest price we can sell them for."

"How is it that I can get them from Brown's for 90 cents then?"

"I cannot say, madam. Perhaps Mr. Brown has taken a fancy to you. He is a widower and you are beautiful. Unfortunately, I—yes'm, \$1.



NOW 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

Holiday Suggestions

Plush Robes	\$ 3.00 to \$ 25.00
Fur Robes	9.00 to 100.00
Auto Robes	4.00 to 25.00
Tonneau Robes	9.00 to 22.00
Steamer Rugs, 60x80 in.	5.00 to 11.00
Riding Saddles	5.00 to 30.00
Riding Crops	2.25 to 5.00
Bridles	1.50 to 12.50
Coach Whips	1.00 to 6.00
Driving Whips .....	.15 to 15.00
Carriage Heaters	1.75 to 4.00
Fur Coats	22.00 to 55.00
Fur Gauntlet Gloves	3.00 to 7.00
Fur Gauntlet Mittens	1.25 to 4.00
Puttees	2.50 to 4.00
Sleighs and Swede Bells ....	.50 to 5.50
Ford Robes	2.00 to 3.00
Ford Radiator Covers	2.00 to 2.25
Universal Robes, fit all cars	3.50

Sherwood Hall Co., Ltd.

30-32 Ionia Ave., N. W.

Grand Rapids, Michigan

B. & S. Famous 5c Cigar Long Filler

Order direct or through
Worden Grocer Company

Special Holiday Packages

Barrett & Scully
MAKERS
Ionia, Michigan

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Dec. 10—Ulysses G. Gilbert, Grand Rapids, has this day filed a voluntary petition in bankruptcy, and judgment has been made and the matter referred to Referee Wicks. The first meeting of creditors has been called for Jan. 3, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may come before the meeting. The schedules of the bankrupt reveal that he has no assets not claimed as exempt and the following are listed as his creditors:

Campbell Bros., Marquette	\$228.37
Russell Morin, Marquette	16.16
Chas. H. Wheelock, Battle Creek	15.00
R. W. Boyer, M. D., Marquette	6.00
W. B. Lunn, M. D., Marquette	29.00
H. W. Sheldon, M. D., Negaunee	26.00
Russell C. Markham, Marquette	29.00
Z. Vadnais, M. D., Marquette	44.00
W. Sam Shipp, M. D., Battle Creek	11.75
St. Mary's Hospital, Marquette	32.95
Stafford Drug Co., Marquette	5.50
F. B. Weed, Battle Creek	11.00
Union Clothing Co., Marquette	24.25
Hager Bros. Co., Marquette	2.40
J. Barabe, Negaunee	92.06
S. S. Thomas, Negaunee	40.71
Kelly Shirt Co., Grand Rapids	10.00
Gately-Wiggins Co., Calumet	38.00
Ira M. Smith Co., Grand Rapids	9.48
Dr. B. A. Nelles, Grand Rapids	7.75
F. H. Vandenberg, Marquette	35.00
E. A. Beaumont, Marquette	32.00
H. J. Hornbogen, Marquette	4.00
Gil Hodgkins, Marquette	16.00
Consolidated Fuel & Lbr. Co., Negaunee	33.00

In the matter of John Spore, bankrupt, Mulliken, the first meeting of creditors was held this date. It appeared from the examination of the bankrupt that the estate contained no assets not claimed as exempt by the bankrupt and it was accordingly ordered that no trustee be appointed. There will be no dividends. The principal claim against the estate consisted of judgment for damages caused by automobile accident.

In the matter of William C. Walsh, bankrupt, Boyne Falls, formerly owner of a private bank at that place, a special meeting of his creditors was held this date. Claims were allowed. The third report and account of the trustee shows a balance on hand, as per second report and account of \$3,709.63; additional receipts of \$979.40; total, \$4,689.03; and disbursements as follows: administration expenses, \$195.14; attorney fees, \$368.30; preferred claims, \$403.65; second dividend of 20 per cent., \$1,958.58; total, \$2,926.67. The balance on hand, \$1,762.36, was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. Sale of certain real estate to the B. C. G. & A. Railway for right of way for \$50 was authorized. Decrees of Charlevoix Circuit Court in the suits of the trustee against certain parties for the recovery of preferences was approved, and the trustee directed to sell the lands recovered by such suits for this estate. Order for distribution was made and a third dividend of 8 per cent. was declared and ordered paid. Total dividends paid to date in this matter aggregate 53 per cent.

Dec. 11—In the matter of George Hall, Jr., hearing on trustee's report of offer of \$450 for certain of the assets of the estate was held this date. No cause being shown to the contrary, the trustee was directed to make sale in accordance with the offer.

Dec. 13—In the matter of Jacob Tangenberg, bankrupt, Grand Rapids, a special meeting of the bankrupt's creditors was held this date. The first report and account of the trustee, showing total receipts to date of \$644.55, disbursements of \$10.25, and a balance on hand of \$634.30 was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. Certain administration expenses were approved and ordered paid, and preferred claims and first dividend of 5 per cent. paid.

Dec. 14—In the matter of Frederick C. Wise, bankrupt, Grand Rapids, the first meeting of creditors was held this date. It appeared from an examination of the bankrupt and his schedules that the estate contained no assets not claimed as exempt and it was accordingly ordered that no trustee be appointed. There will accordingly be no dividend for general or preferred creditors.

Dec. 15—In the matter of the Welch-Atkinson Shoe Co., the hearing on certain contested claims, which was fixed for this date, has been adjourned, by consent of the parties to Dec. 22.

Dec. 16—In the matter of Edward E. Stein, bankrupt, Herps, the trustee has filed his report and account as follows: total receipts from sale of assets and accounts receivable to date, \$983.58; disbursements: account of bankrupt's expenses, \$113.27; administration expenses, \$23.08; total, \$136.35; balance on hand, \$847.23. A special meeting of the bankrupt's creditors has been called for Jan. 3, at which time the first dividend will be declared and ordered paid.

In the matter of George W. Roup,

bankrupt, Comstock Park, the first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, reported and was discharged. By vote of creditors Walter H. Brooks, Grand Rapids, was elected trustee and bond fixed at \$1,000. An inventory and appraisal has been made and the assets will be offered for sale at once. The estate should pay a substantial dividend to creditors.

Ralph L. Meyers, of Alanson, has this day filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks, who has also been appointed receiver. H. Taylor, Alanson, is in charge as custodian. The first meeting of creditors has been called for Jan. 4, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before the meeting. The schedules of the bankrupt show assets as follows:

Grocery and hardware stock	1,100.00
Real estate	725.00
Bills receivable	474.75
Machinery, etc.	10.00
Accounts receivable	905.81

Total \$2,215.56

Liabilities are listed at \$7,286.56, and the following are shown as creditors of the bankrupt:

Emmet county, tax claim	\$ 37.34
Iretta Myers, Alanson	63.00
Secured.	
First State Bank, Petoskey	\$555.36
S. F. Bowser & Co., Ft. Wayne	90.00
Young & Chaffee, Grand Rapids	60.00

Unsecured.

Blackney Cigar Co., Saginaw	5.03
Puhl-Webb Co., Chicago	21.34
Hammond, Standish & Co., Saginaw	11.84
Donaldson Bros., Mt. Clemens	75.47
Sherwin-William Co., Chicago	13.51
Inland White Lead Co., Chicago	29.68
H. Eikenhout & Sons, Grand Rapids	40.33
M. Ploway & Sons, Grand Rapids	7.23
Brown & Sehler Co., Grand Rapids	36.30
F. Votruba Harness Co., Traverse City	21.80

Moore Plow & Implement Co., Greenville

Commercial Milling Co., Detroit	46.75
John Deere Plow Co., Lansing	107.50
E. J. Brach & Sons, Chicago	15.65
Jewett & Sherman Co., Milwaukee	16.00
Dr. Hess & Clark, Ashland, Ohio	11.95
Standard Oil Co., Grand Rapids	10.40
Valley City Milling Co., Grand Rapids	39.30

Union Cutlery Co., Olean, N. Y.

Hanky Milling Co., Petoskey	227.60
Alma Roller Mills, Alma	44.01
Renfro Bros., Chicago	2.98
F. E. Moore Co., Lakeview	12.00
Petoskey Grocery Co., Petoskey	449.48
Foster, Stevens Co., Grand Rapids	205.68
Clark & Host Co., Milwaukee	3.85
C. W. Mills Co., Grand Rapids	10.06
Lakeside Biscuit Co., Detroit	4.58

Champion Potato Machinery Co., Hammond

Butler Bros., Chicago	77.35
R. Herschel Mfg. Co., Peoria	69.56
E. J. Brach & Sons, Chicago	5.99
R. L. Myers, Alanson	2,700.00
Iretta Myers, Alanson	398.00
Michigan Wire Fence Co., Adrian	303.00
Association Mfgs. Co., Waterloo	58.43
American Ag. Chem. Co., Detroit	25.00
American Steel & Wire Co., Chicago	80.00

Armour Fertilizer Works, Chicago

Cornwall Beef Co., Traverse City

Iretta Myers, Alanson

Cheboygan Electric Light Co., Cheboygan

Citizens Bank of Alanson, Alanson

The bankrupt has, in addition to the above liability, a liability as endorser on notes given to him and by him discounted at various banks, etc., which contingent liability is \$986.11, very little, if any, of which will actually be a liability against this estate.

Dec. 17—In the matter of James Vetger, bankrupt, Zeeland, the first meeting of creditors was held this date. It appeared from the bankrupt's examination that there were no assets in the estate not claimed as exempt and no trustee was appointed. There will be no dividends for creditors and the estate will be closed at the expiration of time for confirmation of the bankrupt's exemptions.

In the matter of Ebel J. Norden, bankrupt, a special hearing was held on the trustee's report of offer of \$415 for the stock in trade of the bankrupt. No cause being shown to the contrary, it was ordered sold for the sum stated.

Lingering Doubts.

The patient explained his symptoms fully. The specialist regarded him closely over the top of his spectacles.

"Yes, I see," he commented gravely; "now tell me, have you ever been operated on for appendicitis?"

"Well," responded the patient, dubiously, "I certainly had an operation, but I have never been quite sure whether it was due to appendicitis or professional curiosity."

Satisfied Customers

Are the biggest asset a manufacturer, a jobber or a dealer possesses.

You cannot make money unless you sell your goods.

You cannot sell your merchandise profitably to a disgruntled lot of people.

Get your friends enthusiastically talking about the excellent service you render, the high quality of your goods, the fair treatment accorded them by you and your organization and you will be obliged to enlarge your quarters and increase your stock.

The best flour for you to sell is one that will give the best satisfaction to the greatest number.

You not only want a flour that sells readily but one upon which you can realize a good margin of profit.

We believe you can turn money invested in

LILY WHITE

"The Flour the Best Cooks Use"

often, and the high quality of the flour will secure for you an excellent margin of profit.

It's results that count and it's results you want. Here are some of the right kind:

Louis Christianson of Muskegon, Michigan, says: "I have been handling Lily White since 1887, and during that time have never had any returned. It outsells any other flour ten to one."

Here's one from H. O. Kent, Montpelier, Vermont. "In the fourteen years I have been handling Lily White I have failed to find another that gives the satisfaction to the consumers that this brand does. I have never had a barrel returned."

A Pine Tree State opinion from E. A. Goding, Masardis, Maine:

"I have been handling quite a number of grades of flour and feel satisfied in saying that Lily White Flour is far superior in color, quality and flavor to any other grade I have handled. I have found that Lily White once used, always used when it can be obtained."

From the land of cotton: "I hear from the office that you do not intend to ship but 1,000 barrels this week, but I am under contract to get 1,500 barrels a week, and you must arrange in some way to get it to me."—W. M. Crosby, Birmingham, Ala.

From Indianapolis, Indiana: "Mrs. Goodwin is noted among her friends as a fine cook and she says: 'Lily White is equal if not superior to the well known brand I have been using. It is sweeter and does not dry out so quickly.'"—A. T. Goodwin.

Enough said—write us for our co-operative sales plan.

Valley City Milling Company

Grand Rapids, Michigan

The Trail of White

Is A Familiar Sight

Until the introduction of **SAXOLIN**, no material improvement had been made in the Cotton flour package.

SAXOLIN—The Paper-Lined COTTON, Sanitary Sack is

DUST PROOF

DIRT PROOF

And insures absolute protection to Flour from the Mill to the Home of the Consumer.

Ask Your Miller.

SAXOLIN PAPER LINED

THE CLEVELAND-ARON BAG COMPANY, CLEVELAND

The Sack that keeps the Flour IN—and the Dirt OUT

THE CLEVELAND-ARON BAG COMPANY, CLEVELAND



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. Thompson, Jackson.
 Next Grand Council Meeting—Traverse City, June 2 and 3, 1916.

Wafted Down From Grand Traverse Bay.

Traverse City, Dec. 20—Louis Henke gave a farewell supper at his home in Petoskey to E. C. Konkenhoff, the Brook's candy man, who leaves soon for Jackson to look after his business interests there. About twenty friends sat down to a very generous feed and a jolly good time.

We are pleased to learn that the Michigan East & West Railroad has been adding some new equipment and has changed its time card, which should meet with the hearty approval of the traveling public and especially the citizens of Manistee. It is now running a train starting from Manistee about noon and connecting at Tustin with the G. R. & I. North and South bound trains. It has also established a Sunday train, giving the boys who Sunday at Manistee, as well as the business men, a chance to get out their Sunday mail so it will reach Grand Rapids and Detroit Monday morning. We hope the public will give this little road business enough to warrant a continuance of this schedule and show their appreciation of the same.

The Walton Inn, at Walton, is one of the many good hotels in Northern Michigan which deserves the patronage of the boys. Mr. and Mrs. F. F. Kinney, the proprietors, have added many conveniences, such as electric lights, owning their own system, steam heat and individual towels. Mrs. Kinney's home cooking, as well as her pleasant smile and courteous treatment, ably assisted by their little daughter, Gladys, robs the monotony of that long wait for G. R. & I. connections and makes one think life is worth living after all. The boys wish the Kinneys a Merry Christmas and Prosperous New Year!

R. L. Myers, Jr., of Alanson, conducting a general store business, has gone into voluntary bankruptcy. Mr. Myers has been in business several times in Alanson and, this is the outcome of his last venture, which is only of about a year's duration. We are informed that Mr. Myers purchased a car last summer and during the busy season spent several weeks making a pleasure tour of the Southern part of the State. Had he put this time and money in his business, which rightfully belonged to his creditors, I do not think there would be any occasion for the firms who trusted to his honesty to pay for their goods to now be losing nearly two thousand dollars. We have a lot of sympathy for a person

that through fire, sickness or other great financial troubles fail; but it seems to show a yellow streak for a young man in the prime of life to think so little of that one great essential asset in business—his credit—to petition the courts for voluntary bankruptcy.

Fred C. Richter, the hustling salesman of Freeman, Delamater & Co., will spend the next week with his house in Detroit.

Archie Jordan, the old standby in the hardware line, will spend a few days with Hibbard, Spencer Bartlett & Co., of Chicago, from whom he gets his spending money.

W. F. Murphy says twenty-five good Irishmen could do more toward stopping the European war by licking about eleven hundred and fifty Germans than Henry Ford will do with his crew on the Oscar II. Murphy is going to Detroit next week. He did not say whether he was going to visit his house, Buhl Sons Co., or talk it over with Ford's secretary.

E. C. Knowlton, the prune salesman, who says the Monarch brand is always on top, will talk it over with the Reid-Murdoch Co., in Chicago next week.

We are somewhat surprised that a city the size of Grand Rapids, with the many good officers they have, should start such a foolish game of petty politics as they did in the administration of the blue laws last Sunday. Talk about horse play! It isn't in it with this deal. It is more foolish than the rows of olden times in a country school. Brace up, Grand Rapids, you have all you can look after in the city hall.

A. D. Supernaw left home in somewhat of a hurry Monday morning, and if he misses any trains this week the Empire Cream Separator Co. should find no fault with him this time; but if he forgets his Ingersoll again fire him.

We believe the proprietor of the Hotel Compton is a good fellow and means to do what is right, but his inexperience as a hotel keeper leads us to think that a few little hints might be of service to him. First, don't forget that the basement and toilet rooms are a part of the hotel and that the condition of these—a part of time at least—is inexcusable and unbearable by the most hardened Knight of the Grip. Now we are very fond of strictly fresh eggs, but it isn't necessary to keep hens in the basement as an advertising feature for home grown eggs. We also like to be called in the morning in plenty of time for the trains; but Costolo & Son keep a nice assortment of first-class alarm clocks at a moderate price; therefore we think it unnecessary to keep roosters in the basement to awaken the guests at all hours of the morning. We think for \$2 a day we are entitled to more modern conveniences.

One of the best meetings held by our Council in the past year was held Saturday night. There was a good turnout and initiation of candidates. After the meeting a nice little lunch was served, with lots of good cigars for desert. The feed was a treat given by W. F. Murphy and Harry Hurley. After the supper several

good talks were given by the members. The coming convention was very thoroughly discussed and many of the members not on the main committee were very much surprised to know how much of the heavy part of the arrangements had been completed and how thoroughly every little detail had been worked out by the committee. Some time after January all of the sub committees will be announced, as many of them are already selected. Then we expect to see everything boom.

F. W. Wilson.

To the German Merchant Who Lost Business.

Detroit, Dec. 20—I read with sincere regret about your declining business and social position, for which you blame the disgrace which the Kaiser has brought on the German name. I do not agree with you. If you heed the President's request to be neutral and would not be so "out-spoken" in your condemnation of Germany," your friends would still be your friends, but as loyal Americans they do not care to listen to your tirades against one of the beligerents. Furthermore, as a merchant, you cannot afford to be pro-German nor pro-Ally.

The writer is of German birth, but an American first, last and all the time. We should respect our flag and keep it aloof from the terrible war. Be reasonable to that voice which tells us to stand by our flag and to help our President maintain the exalted position of our country as the savior nation of the world. Our foreign affairs are serious enough these days without us, as individuals, passing judgment, one way or the other. I grant you, as free born men, we have a right to express our personal opinions, but as loyal Americans we must be neutral.

Budd J. Mendel.

Mark's Rebuke.

Mark Twain was lunching one day with a friend in a cafe. Two overdressed young men entered, and the first said, in a loud voice:

"Waiter, bring me some lobster, a bottle of white wine, and a chop. Just mention my name to the chef, too, so that everything will be done to my liking."

The second said:

"Bring me some sole with peas, and tell the chef who it's for."

Mr. Twain gave his order a moment later. He said, with a wink at his companion:

"Bring me a half-dozen oysters and mention my name to each of them."

Big Business.

Willie was small, but he had learned that big things are achieved by dealing with matters in the mass instead of in detail.

"Now," he said to his mother, shortly before Christmas, "I've written a letter asking for what I want, and I think it covers everything."

"That's good," said his mother; "what did you ask for?"

"Two toy shops and a candy store."

Wishing you a Merry Christmas and a Happy and Prosperous New Year,

We are your obedient servants,

J. J. THOMSON JEWELRY CO

O. W. Stark, Mgr.

327 Monroe Ave., Grand Rapids, Mich.

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

Snyder's Restaurant

41 North Ionia Ave.

4 Doors North of Tradesman

Special Dinners and Suppers 25c

Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

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

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

Park Place Hotel

Traverse City, Mich.

The leading all the year 'round
 hotel in Northern Michigan. All
 conveniences.

All outside Rooms.

American plan.

W. O. HOLDEN, Mgr.

Greetings of the Season

As we approach the Holidays our thoughts naturally turn to the good cheer of Christmas time and also to the thought of the closing of another year of the calendar; and the beginning of a new year with its hopes and expectations.

Our reflections lead us to be thankful for the associations and friendships which have come to us through our business relations. We are thankful, too, because we believe we have passed out of the rather trying business conditions which have prevailed during the last few years, and are on the threshold of a year of great prosperity, which will bring to you and to us greater success, and, we hope, greater happiness.

With this thought in mind, we offer to all of our friends and the people of Western Michigan our best wishes for a very Merry and Happy Christmas, and our heartiest desire that each one may have a very happy and a very prosperous New Year.

WORDEN GROCER COMPANY
GRAND RAPIDS—KALAMAZOO

The Prompt Shippers

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Dec. 20—Nearly all arrangements have been completed for the opening of the Traveling Men's Fair at the Detroit Armory on Dec. 2 and to continue for three days. Through the wide acquaintance of the traveling men, the fair and hippodrome has been well advertised and every indication points to one of the most successful fairs ever held in Detroit. Entertainment and novel features will be introduced as only can be done by a bevy of hustling traveling men. The Traveling Men's Fair Association, is composed of members of Cadillac Council and for originality, aggressiveness and ability, they can not be surpassed by any body of traveling men in the world. That is why the fair is bound to be a huge success.

Robert Lowenberg, for a number of years with A. Krolik & Co., has tendered his resignation to take effect Jan. 1. He will join the firm of Sarasohn & Shetzer, wholesale dry goods, at 309-313 Gratiot avenue. Mr. Lowenberg came to Detroit from Elkton about ten years ago and has been in the employ of A. Krolik & Co. ever since that time. At present he is assistant manager of the underwear and men's furnishing goods departments. Sarasohn & Shetzer have leased a large building on Jefferson avenue, in the heart of the wholesale district and will take possession within a few weeks. The growth of the firm during the past few years has been marked. From a small beginning, several years ago, when they were doing a strictly local business, they have developed until to-day they are represented in many parts of the State. Mr. Lowenberg becomes a member of the firm.

Germany is about to float another loan. Can it be that Belgium has been squeezed dry?

Arthur Lee, well-known representative for the Buhl Sons Co., has resigned and on Jan. 1 will join the sales force of the Hibbard, Spencer & Bartlett Co., of Chicago. Mr. Lee, who makes his home in Milford, will continue to cover practically the same territory as before.

"England's part in the war," says a writer, "might have been worse." Mebbe, but how?

Burr Vesey, in charge of the house furnishings department for the J. L. Hudson Co., has been confined to his home for a few days by illness.

Mr. Neddermeyer, of the Neddermeyer Co., general merchants of Richmond, was a business visitor in Detroit last week.

According to letters received by members of the Fair Association, traveling men and merchants from all over the State will attend the Fair at the armory the week between Christmas and New Years.

Harvey E. Skillman, representative for the Grand Rapids Shoe & Rubber Co., Grand Rapids, was a business visitor in Detroit last week. Mr. Skillman has had Detroit added to his territory recently and will specialize there with the Hood Rubber Co.'s line. The Grand Rapids house is the Michigan distributor. According to reports, Mr. Skillman is well pleased with the new addition to his territory and to date the results have been gratifying. Mr. Skillman is the pioneer traveling man of his house and has many friends in all parts of the State, as well as in this city, and now that it is his intention to visit Detroit at intervals of from four to six weeks, his list of friends here will be greatly enhanced. The ability of Grand Rapids traveling men is generally recognized, wherever they go.

F. Lincoln, general merchant of Drake, was in Detroit last week on business.

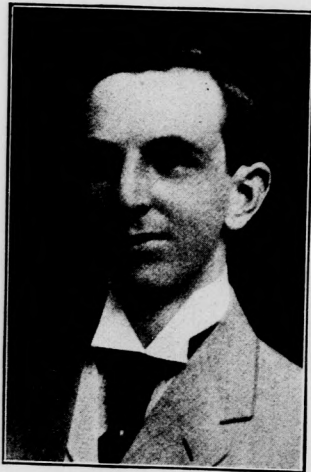
It is understood that the Retail

Dealers' Association have passed resolutions condemning the practice occasionally indulged in by some wholesalers of selling goods to the consumer direct. No doubt the wholesalers will gladly welcome such a movement on the part of the retailers and will use all means in their power to suppress the habit.

Mrs. M. Ratigan, at one time with Edson, Moore & Co., has assumed charge of the women's department of the National Life Insurance Co., of Vermont, with offices at 433 Majestic building. Her work will include soliciting, in connection with her duties as manager of the women's department of the local offices.

It looks as though an expedition would have to be sent to settle the controversy between the Ford peace advocates.

Lafer Bros., grocers on Cadillac Square for a number of years, will move into a new building being constructed for them at 31-33 Broadway about May 1. The building, when completed, will be one of the most modern retail stores in Michigan, as well as the largest. The structure will be five stories high and will be occupied entirely by Lafer Bros.



Frank D. Ferris.

Frank D. Ferris, as is the case with most of the chairmen and workers of the Traveling Men's Fair Association, is going about his duties with vim and enthusiasm. To make a success of any undertaking one must be enthusiastic over his work. Mr. Ferris' official title is that of chairman of entertainments. From all available information to date the fair will produce, through his efforts, more fun, frolic and entertainment to the square foot than any circus extant. Frank D. Ferris was born in Elkhorn, Wis., January 28, 1881; "and a mighty cold January it was," he remarked to the writer. He lived in Elkhorn until he completed a grammar and high school education, after which he started out to make his own way in the world. He secured his first position with the Chicago Portrait Co. in Chicago and was given entire charge of the shipping department. He remained with this house for three years, leaving to accept a position as salesman for the Royal Worcester Corset Co., of Chicago. He has represented this house for fourteen consecutive years. His first assignment was to cover some of the Western states, which he did for three years, being subsequently transferred to Michigan. From a mediocre business some eleven years ago and with a mere handful of what could be called regular accounts, the volume has increased until Mr. Ferris to-day handles 504 accounts in the State. During the course of his travels he met Miss Hazel Abair, of Bay City, and while she was attending the Conservatory of Music in Detroit they were married July 6, 1907. For a number of years he has been interested in the

U. C. T. and at present is holding the office of Junior Counselor and next year will see him occupy the highest office in the gift of the Council. He modestly attributes his success as a salesman to the merits of the goods he has been selling, but we are of the opinion that his personality and perseverance have largely contributed to the result. We say this without wishing in any way to detract from the merits of Royal Worcester corsets. Mr. Ferris finds relaxation from his strenuous duties every year by a fishing trip, usually spent near the scene of his boyhood home. Frank D. Ferris is a successful salesman, a man of honor and, as all who know him will attest, a loyal friend and a gentleman.

Samuel Netzorg, the well-known clothing merchant at 1191-1193 Jefferson avenue, had a narrow escape from death last Thursday night when a bandit who, together with two others attempted to rob him, fired twice point blank at him. The bullet went wide of its mark and Mr. Netzorg grappled with the man and held him until the police arrived. The other two escaped. Mr. Netzorg has received many compliments for the pluck and bravery he displayed.

William T. Radcliffe, dean of the traveling force of the D. M. Ferry Co., was tendered a dinner by twenty of his fellow associates at the Hotel Statler last Thursday night. The occasion was the forty-fifth anniversary of his connection with the house. Mr. Radcliffe has relinquished his duties on the road and now holds a desk position in the house.

Bert Green and Julian Krolik, department managers for A. Krolik & Co., were in New York last week on business for the firm.

Plans are completed for the reception of the veteran travelers at the sixth annual banquet and reunion to be held at the Hotel Wayne Dec. 29. Many have sent their remittance for dues and tickets. Those who have not yet done so are requested to advise Secretary Samuel Rindskoff, care of the Detroit Safe Co., at once. The dues and tickets are \$2 and an extra charge of \$1 will be charged for ladies. The re-union begins at 2:30 p. m. in the sun parlor of the hotel and the banquet begins promptly at 6:30.

It is a wise man who can make a fool of himself and get away with it.

J. P. Dietrich has succeeded Cusick Bros. in the grocery business at 2125 Jefferson avenue.

C. D. Hamilton, of Fowlerville, was in Detroit last week on a business trip.

Speaking of its army, England has a very strong navy.

A. Bahooth has opened a grocery and fruit store at 291 St. Aubin avenue.

The Tradesman goes 'round the country, but its policies always remain square.

"Pat" Cowan has returned to the employ of the Bullock Green Hardware Co., after having been employed by a down-town hardware store for some time. Mr. Cowan is one of the best known hardware men in the city and is especially well known to the builders and contractors, having specialized in builders' hardware. The Bullock Green Co. conducts six stores in different parts of the city.

Trombly & Murphy have opened a restaurant at 840 Kercheval avenue.

While we have given special mention of many of the active workers in the Fair Association, there are others whom we, through lack of time, have not given the credit due them. Many of these members are the real power behind the large undertaking and their work has been an invaluable aid in its perfection. The executive ability of Lou Burch, Michael Howarn and E. S. Cheny, the hard work of John Solomon, Tom Burton, O. E. Jennings, S. C. Pungs, George Fleetham, Howard Jickling, J. E. Bullock and James Hardy, all contribut-

ed toward the promised success of the Fair. Never has the writer come in contact with a more enthusiastic, hustling crowd of U. C. T. members. We say this with all due respect to Grand Rapids and other councils.

Joseph Barsa, 939 Mack avenue, has enlarged his store building and increased his stock of groceries.

H. Forgue, 1747 Mack avenue, will open a branch grocery store at the corner of Hillger and Goethe.

The Mears News is being quoted with regularity in one of the country's most original and humorous columns, the "Afterthoughts" in the Detroit News. Behind the keen humor, we believe we detect the virile pen of the Kronik Kicker.

William Fixel, with A. Krolik & Co., is home from a long Northern trip and has brought with him many amusing stories of incidents which occurred on the G. R. & I. coaches when the brakemen and conductors attempted to enforce the rule prohibiting passengers from placing their feet on the seat ahead of them. It is a well known fact to those who have ever ridden on a G. R. & I. coach that it was really nauseating even to enter them. A few alleged new coaches have been placed on the Northern run and the rule mentioned was promulgated. This rule really works a hardship on those that have a long trip to make on the Slow Running Line, not being able to stretch their weary limbs. But why mention any of Bill Fixel's report of funny happenings when the hired help of the road are following out their instructions. The service that has always been handed the traveling men by the G. R. & I. has always been a huge joke in itself.

[The Tradesman is assured by J. W. Hunter, Superintendent of the Northern division of the G. R. & I., that no such rule as above described is now in effect. He says he promulgated such a rule last June to apply on the passenger coach attached to the fast train which was run during the resort season, but that the rule lapsed when the train was taken off in September. If any employee is still undertaking to enforce the rule, Mr. Hunter says he is exceeding his authority in an excess of enthusiasm or for some other cause.]

We might suggest as a motto for the G. R. & I. "Michigan last and forever last."

The Stahl Hardware Co. has opened a new hardware store at 1578 Gratiot avenue.

The Park Hotel, recently purchased by William ("Dad") Schultz, of Saginaw, is now opened to the public.

President Wilson hasn't much on some of the rest of us when it comes to signing a number of notes.

Zanhoutte Bros. have opened an up-to-date meat market at 1903 Mack avenue.

M. J. Adams, formerly with the Carl M. Green advertising agency, has joined the forces of the Frank Seaman, Inc., agency with offices in the Kresge building.

Hale & Kilburn Co., of Philadelphia, have opened offices in the Garfield building in charge of Charles H. Brennan, well known to the automobile trade in Detroit. The company manufactures automobile parts.

The Peninsular State Bank will build a branch bank building at the corner of Harper avenue and Dubois street.

"William Alden Smith Favored for President in Kalamazoo." From the headline in the Free Press. Maybe he is—in Kalamazoo.

W. G. Smith, formerly traveling representative for the Lozier Motor Co., has joined the sales force of Scott Sinclair, better known as "Scotty the Ford Man." 815 Woodward avenue.

The Wayne County and Home Savings Bank moved into the new building last Monday. The building and property, valued at over \$1,000,000, is ten stories high and is the larg-

est building in Michigan devoted exclusively to banking.

A. M. Kuerth has been appointed salesman for the Detroit branch of the Chevrolet Motor Co., succeeding Morgan Douglas, who has been appointed assistant sales manager with offices in Flint.

The annual convention of the district managers and salesmen of the United States Tire Co. was held in Detroit last week, the convention being concluded on Friday night with a dinner at the Ponchartrain.

"Bavarian Soldier Goes to Prison for Telling Lies," from a daily paper. Lucky liar.

G. H. Breitenwisher, general merchant of Manchester, was in Detroit last week.

Thousands of traveling men are home for their holiday vacations. It is thought that most of the families will stand the strain of the protracted stay.

No use talking, Christmas is very "dear" to us.
Last call for the Big Fair.
Meetcha there any night.
James M. Goldstein.

Try to set your employees—particularly the half-baked and unfledged youngsters—an example of honest business dealing and high-minded citizenship. The office or store or shop is not a church, but it need not be an apprentice room for the "old boy" with the horns.

UNIVERSAL CLEANER

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

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

1915

1916



To our Customers and Friends:

May Happiness surround you at
Christmas and Prosperity attend you in
the New Year.

Sincerely,

Hazeltine & Perkins Drug Co.

WHOLESALE DRUG PRICE CURRENT

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

Acids		Mustard, true	16 00@17 00	Ipecac	75
Acetic	6 @ 8	Mustard, artifl	12 00@12 25	Iron, clo.	60
Boric	11 @ 15	Neatsfoot	80@ 90	Kino	80
Carbolic	2 25@2 30	Olive, pure	2 50@3 50	Myrrh	1 05
Citric	68@ 75	Olive, Malaga,		Nux Vomica	70
Muriatic	4 @ 7	yellow	1 55@1 65	Opium	2 75
Nitric	9 1/2@ 12	Olive, Malaga,		Opium, Capmh.	2 90
Oxalic	67@ 70	green	1 50@1 60	Opium, Deodorz'd	2 75
Sulphuric	4 @ 7	Orange Sweet	3 00@3 25	Rhubarb	70
Tartaric	57@ 60	Organum, pure	2 50		
Ammonia		Organum, com'l	75	Paints	
Water, 28 deg.	7 @ 12	Pennyroyal	2 25@2 50	Lead, red dry	7 1/2@ 8
Water, 18 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	Ochre, white oil	7 1/2@ 8
Carbonate	13 @ 16	Rosemary Flows	1 50@1 75	Ochre, yellow bbl.	1 @ 1 1/4
Chloride	10 @ 25	Sandalwood, E.		Ochre, yellow less	2 @ 5
Balsams		I.	8 50@8 75	Red Venet'n bbl.	2 1/2@ 5
Copaiba	75@1 00	Sassafras, true	10 @ 10	Red Venet'n less	2 @ 5
Flr (Canada)	1 25@1 50	Sassafras, artifl	60	Vermillion, Eng.	1 25@1 50
Flr (Oregon)	40@ 50	Spearment	2 75@3 00	Vermillion, Amer.	15@ 20
Peru	6 50@6 75	Sperm	90@1 00	Whiting, bbl.	11-10@1 1/4
Tolu	75@1 00	Tansy	4 00@4 25	Whiting	2 @ 5
Berries		Tar, USP	30@ 40	L. H. P. Prep'd	1 45@1 55
Cubeb	70 @ 75	Turpentine, bbls.	61		
Fish	15 @ 20	Turpentine, less	65@ 70	Insecticides	
Juniper	8 @ 15	Wintergreen, tr.	5 50@5 75	Arsenic	7@ 12
Prickley Ash	50	Wintergreen, sweet		Blue Vitriol, bbl.	12
Barks		birth	4 50@4 75	Blue Vitriol, less	13@ 17
Cassia (ordinary)	25@ 30	Wintergreen, art	4 00@4 25	Bordeaux Mix Pst	8@ 10
Cassia (Salgon)	65@ 75	Wormseed	3 50@4 00	Hellebore, White	
Elm (powd. 30c)	28@ 30	Wormwood	4 00@4 25	powdered	17@ 25
Sassafras (pow. 30c)	25	Potassium		Insect Powder	30@ 50
Soap Cut (powd.)	23@ 25	Bicarbonate	80@ 85	Lead Arsenate	8 1/2@ 16
Extracts		Bichromate	57@ 60	Lime and Sulphur	
Licorice	30@ 35	Bromide	65 50	Solution, gal.	15@ 25
Licorice powdered	35@ 40	Carbonate	57@ 60	Paris Green	20@25
Flowers		Chlorate, xtal and		Miscellaneous	
Arnica	38@ 45	powdered	57@ 60	Acetanolid	1 75@2 00
Chamomile (Ger.)	85@ 90	Chlorate, granular	62@ 65	Alum	15@ 21
Chamomile (Rom)	55@ 60	Cyanide	40@ 50	Alum, powdered and	
Gums		Iodide	4 50@4 60	ground	20@ 25
Acacia, 1st	50@ 60	Prussianate, yellow	21 25	Bismuth, Subni-	
Acacia, 2nd	45@ 50	Prussianate, red	26 50	trate	3 60@3 65
Acacia, 3rd	40@ 45	Sulphate	30	Borax xtal or	
Acacia, Sorts	30@ 50	Roots		powdered	6 1/2@ 12
Acacia, powdered	30@ 40	Alkanet	90@1 00	Cantharides po	2 25@5 75
Aloes (Barb. Pow)	22@ 25	Blood, powdered	20@ 25	Calomel	2 18@2 20
Aloes (Cape Pow)	20@ 25	Calamus	50@1 25	Capsicum	30@ 35
Aloes (Soc. Pow.)	40@ 45	Elecampane, pwd.	15@ 20	Carmine	4 50@4 75
Asafoetida	90@1 00	Gentian, powd.	23@ 25	Cassia Buds	40
Asafoetida, Powd.		Ginger, African,		Cloves	30@ 35
Pure	1 15@1 25	powdered	15@ 20	Chalk Prepared	7 @ 8 1/2
U. S. P. Powd.	1 30@1 50	Ginger, Jamaica	30@ 35	Chalk Precipitated	7 @ 10
Camphor	56@ 60	powdered	30@ 35	Chloroform	65@ 71
Guaiac	50@ 55	Goldenseal pow.	6 50@7 00	Emoral Hydrate	2 00@2 25
Guaiac, powdered	55@ 60	Ipecac, pwd.	4 50@4 75	Cocaine	4 60@4 90
Kino	70@ 75	Licorice	22@ 25	Cocoa Butter	55@ 65
Kino, powdered	75@ 80	Licorice, powd.	18@ 20	Corks, list, less	70%
Myrrh	40	Orris, powdered	30@ 35	Copperas, bbls.	01
Myrrh, powdered	50	Poke, powdered	20@ 25	Copperas, less	2 @ 5
Opium	13 25@13 45	Rhubarb	75@1 00	Copperas, powd.	4 @ 6
Opium, powd.	14 75@14 95	Rhubarb, powd.	75@1 25	Corrosive Subl.	2 03@2 05
Opium, gran.	15 00@15 20	Rosinweed, powd.	25@ 30	Cream Tartar	44@ 46
Shellac	61@ 65	Sarsaparilla, Hond.		Cuttlebone	45@ 50
Shellac, Bleached	35@ 40	ground	65	Dextrine	7 @ 10
Tragacanth		Sarsaparilla Mexican,		Dover's Powder	2 @ 50
No. 1	2 @ 30	ground	20@ 35	Emery, all Nos.	6 @ 10
Tragacanth pow	1 25@1 50	Squills	20@ 35	Emery, powdered	5 @ 8
Turpentine	10@ 15	Squills, powdered	40@ 60	Epsom Salts, bbls.	4 @ 4 1/2
Leaves		Tumeric, powd.	12@ 15	Epsom Salts, less	5 @ 8
Sage, powdered	55@ 60	Valerian, powd.	45@ 50	Ergot	1 25@1 50
Buchu	1 75@1 85	Seeds		Ergot, powdered	2 75@3 00
Buchu, powd.	1 85@2 00	Anise	20@ 25	Flake White	15@ 20
Sage, bulk	67@ 70	Bird, ls	12	Formaldehyde lb.	10@ 15
Sage, 1/2 loose	72@ 78	Canary	8@ 12	Gambier	20@ 25
Senna, Alex	30@ 35	Caraway	20@ 25	Gelatin	75@ 80
Senna, Tinn.	35@ 40	Cardamon	2 00@2 25	Glassware, full cases	80%
Senna, Tinn powd	45@ 50	Celery (powd. 55)	40@ 50	Glassware, less	70 & 10%
Uva Ursi	18@ 20	Coriander	10@ 18	Glauber Salts bbl.	2 @ 1 1/4
Oils		Dill	20@ 25	Glauber Salts less	2 @ 1 1/4
Almonds, Bitter,		Fennell	1 @ 1 25	Glue, brown	11@ 15
true	8 50@8 75	Flax	5 1/2@ 10	Glue, brown grd.	10@ 15
Almonds, Bitter,		Flax, ground	5 1/2@ 10	Glue, white	15@ 25
artificial	5 75@6 00	Foenugreek, pow.	8 @ 10	Glue, white grd.	15@ 20
Almonds, Sweet,		Hemp	7 @ 12	Glycerine	60@ 70
true	1 25@1 50	Lobelia	40@ 50	Hops	45@ 60
Almonds, Sweet,		Mustard, yellow	20@ 25	Hops	45@ 60
imitation	65@ 75	Mustard, black	15@ 20	Iodine	5 68@5 91
Amber, crude	50@ 75	Mustard, powd.	22@ 30	Iodoform	6 18@6 30
Amber, rectified	75@1 00	Poppy	35@ 40	Lead Acetate	15@ 20
Anise	2 00@2 25	Quince	1 00@1 25	Lycopodium	2 25@2 35
Bergamont	4 50@4 75	Rape	15	Mace	85@ 90
Cajuput	1 35@1 60	Sabadilla	35@ 40	Mace, powdered	95@1 00
Cassia	2 00@2 25	Sabadilla, powd.	35	Menthol	4 50@4 75
Castor, bbls. and		Sunflower	10@ 15	Morphine	6 30@6 55
cans	20@22 1/2	Worm American	20@ 25	Nux Vomica	15
Cedar Leaf	90@1 00	Worm Levant	1 75@1 85	Nux Vomica pow.	15
Citronella	75@1 00	Tinctures		Pepper, black pow.	30
Cloves	1 85@2 10	Aconite	75	Pepper, white	35
Cocoonut	20@ 25	Aloe	65	Pitch, Burgundy	15
Cod Liver	3 35@3 50	Arnica	75	Quassia	12@ 15
Cotton Seed	85@ 95	Asafoetida	1 35	Quinine, 5 oz. cans	70
Croton	2 00@2 25	Belladonna	1 65	Rochelle Salts	36 1/2@ 40
Cupbebs	3 75@4 00	Benzoin	1 00	Saccharine	15 00@17 00
Eigeron	1 75@2 00	Benzoin Compo'd	1 00	Salt Peter	46@ 50
Eucalyptus	80@1 00	Buchu	1 50	Seidlitz Mixture	31@ 35
Hemlock, pure	1 @ 1 00	Cantharadies	1 80	Soap, green	15@ 20
Juniper Berries	5 50@5 75	Capsicum	90	Soap, mott castile	12@ 15
Juniper Wood	1 25@1 50	Cardamon	1 50	Soap, white castile	
Lard, extra	90@1 00	Cardamon, Comp.	2 @ 20	case	7 @ 00
Lard, No. 1	75@ 85	Catechu	60	less, per bar	75
Lavender Flowers	6 @ 60	Cinchona	1 05	Soda Ash	3 1/2@ 8
Lavender, Gar'n	1 25@1 40	Colchicum	75	Soda Bicarbonate	1 1/2@ 5
Lemon	2 00@2 25	Cubeb	1 @ 20	Soda, Sal	1 1-10@ 4
Linseed, boiled, bbl.	67	Digitalis	80	Spirits Camphor	75
Linseed, bld less	74@ 78	Gentian	75	Sulphur oil	2 1/2@ 5
Linseed, raw, bbl.	65	Ginger	95	Sulphur Subl.	3 @ 5
Linseed, raw, less	73@ 78	Guaiaac	1 @ 1 05	Tamarinds	15@ 20
		Guaiaac, Ammon.	80	Tartar Emetic	60
		Iodine	2 @ 20	Turpentine Venice	90@1 00
		Iodine, Colorless	2 @ 20	Vanilla Ex. pure	1 00@1 50
				Witch Hazel	65@1 00
				Zinc Sulphate	8 @ 12

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED	DECLINED
Brick Cheese Flour Peanut Butter Whole Cloves	Sauer Kraut

Index to Markets

By Columns	1	2
Ammonia	12 oz. ovals, 2 doz. box 75	Little Neck, 1 lb. @ 1 25
Axle Grease	AXLE GREASE Fraser's 1 lb. wood boxes, 4 doz. 3 00 1 lb. tin boxes, 3 doz. 2 35 3 1/2 lb. tin boxes, 2 doz. 4 25 10 lb. pails, per doz. 6 00 15 lb. pails, per doz. 7 20 25 lb. pails, per doz. 12 00	Clams Clam Bouillon Burnham's 1/4 pt. 2 25 Burnham's pts. 3 75 Burnham's qts. 7 50 Corn Fair 85 @ 90 Good 1 00 @ 1 10 Fancy 1 30 @ 1 40 French Peas Monbadon (Natural) per doz. 1 75 Gooseberries No. 2, Fair 1 35 No. 2, Fancy 2 50 Standard Hominy 85 Lobster 1/4 lb. 1 45 1 lb. 2 25 Picnic Flat 2 80 Mackerel Mustard, 1 lb. 1 80 Mustard, 2 lb. 2 80 Soused, 1 1/2 lb. 1 60 Soused, 2 lb. 2 75 Tomato, 1 lb. 1 50 Tomato, 2 lb. 2 80
Baked Beans	BAKED BEANS No. 1, per doz. 45 @ 90 No. 2, per doz. 75 @ 1 40 No. 3, per doz. 85 @ 1 75	Mushrooms Buttons, 1/2 lb. @ 17 Buttons, 1 lb. @ 33 Hotels, 1 lb. @ 25 Oysters Cove, 1 lb. @ 75 Cove, 2 lb. @ 1 40 Plums Pears in Syrup No. 3 cans, per doz. 1 50
Bath Brick	BATH BRICK English 95	Peas Marrowfat 90 @ 1 00 Early June 1 10 @ 1 25 Early June sifted 1 45 @ 1 55
Bluing	BLUING Jennings' Condensed Pearl Bluing Small C P Bluing, doz. 45 Large C P Bluing, doz. 75	Peaches Pie No. 10 size can pie 1 00 @ 1 25 Grated Pineapple 1 75 @ 2 10 Sliced Pineapple 35 @ 3 60 Pumpkin Fair 80 Good 90 Fancy 1 00 No. 10 2 40
Breakfast Food	BREAKFAST FOODS Apetiso, Biscuits 3 00 Bear Food, Pettibone's 2 13 Cracked Wheat, 24-2 2 80 Cream of Rye, 24-2 3 00 Quaker Puffed Rice 4 25 Quaker Puffed Wheat 4 45 Quaker Bkfst Biscuit 1 90 Quaker Corn Flakes 1 75 Victor Corn Flakes 2 20 Washington Crisps 1 85 Wheat Hearts 2 05 Wheatena 4 50 Evaporated Sugar Corn 90 Grape Nuts 2 70 Grape Sugar Flakes 2 50 Sugar Corn Flakes 2 50 Holland Rusk 3 20 Krinkle Corn Flakes 1 75 Maple-Flake, Whole Wheat 3 60 Minn. Wheat Cereal 3 75 Ralston Wheat Food Large 18s 2 25 Ralston Wht Food 18s 1 45 Ross's Whole Wheat Biscuit 2 80 Saxon Wheat Food 2 80 Shred Wheat Biscuit 3 00 Triscuit, 18 1 80 Pillsbury's Best Cerl 4 25 Post Toasties, T-2 2 50 Post Toasties, T-3 2 70 Post Tavern Porridge 2 80	Raspberries Standard Warrens, 1 lb. Tall 2 30 Warrens, 1 lb. Flat 2 45 Red Alaska 1 80 @ 1 90 Med. Red Alaska 1 40 @ 1 45 Pink Alaska @ 1 20 Sardines Domestic, 1/2 lb. 3 30 Domestic, 1/4 lb. 2 85 Domestic, 1/8 lb. 2 35 French 1/4 lb. 7 @ 14 French, 1/8 lb. 13 @ 23 Sauer Kraut No. 3, cans 80 No. 10, cans 2 30 Shrimps Dunbar, 1 lb. doz. 1 45 Dunbar, 1 1/2 lb. doz. 2 70 Fair Succotash 90 Good 1 20 Fancy 1 25 @ 1 40 Strawberries Standard 95 Fancy 2 25 Tomatoes Good 1 10 Fancy 1 40 No. 10 3 60 Tuna 1/4s, 4 doz. in case 2 60 1/4s, 4 doz. in case 3 60 1s, 4 doz. in case 5 60
Butter Color	BUTTER COLOR Dandelion, 25c size 2 00 Paraffine, 6s 7 Paraffine, 12s 7 1/2 Wicking 20	CATSUP Snider's cats 2 25 Snider's 1/2 pints 1 35 CHEESE Acme @ 18 Carson City @ 18 Brick @ 20 Leiden @ 15 Limburger @ 20 Pineapple 40 @ 60 Edam @ 85 Sap Sago @ 24 Swiss, domestic @ 20
Candles	CANDLES Paraffine, 6s 7 Paraffine, 12s 7 1/2 Wicking 20	Cheese Acme @ 18 Carson City @ 18 Brick @ 20 Leiden @ 15 Limburger @ 20 Pineapple 40 @ 60 Edam @ 85 Sap Sago @ 24 Swiss, domestic @ 20
Canned Goods	CANNED GOODS Apples 3 lb. Standards @ 90 No. 10 @ 2 75 Blackberries 2 lb. 1 50 @ 1 90 Standard No. 10 @ 5 25 Beans Baked 85 @ 1 30 Red Kidney 75 @ 90 String 1 00 @ 1 25 Wax 75 @ 1 25 Blueberries Standard 1 40 No. 10 6 50	Cheese Acme @ 18 Carson City @ 18 Brick @ 20 Leiden @ 15 Limburger @ 20 Pineapple 40 @ 60 Edam @ 85 Sap Sago @ 24 Swiss, domestic @ 20
Carbon Oils	Carbon Oils	
Catsup	Catsup	
Cheese	Cheese	
Chewing Gum	Chewing Gum	
Chicory	Chicory	
Chocolate	Chocolate	
Clothes Lines	Clothes Lines	
Cocoa	Cocoa	
Cocconut	Cocconut	
Coffee	Coffee	
Confections	Confections	
Cracked Wheat	Cracked Wheat	
Crackers	Crackers	
Cream Tartar	Cream Tartar	
Dried Fruits	Dried Fruits	
Evaporated Milk	Evaporated Milk	
Farinaceous Goods	Farinaceous Goods	
Fishing Tackle	Fishing Tackle	
Flavoring Extracts	Flavoring Extracts	
Flour and Feed	Flour and Feed	
Fruit Jars	Fruit Jars	
Gelatine	Gelatine	
Grain Bags	Grain Bags	
Herbs	Herbs	
Hides and Pelts	Hides and Pelts	
Horse Radish	Horse Radish	
Ice Cream	Ice Cream	
Jelly	Jelly	
Jelly Glasses	Jelly Glasses	
Macaroni	Macaroni	
Mapleline	Mapleline	
Meats, Canned	Meats, Canned	
Mince Meat	Mince Meat	
Molasses	Molasses	
Mustard	Mustard	
Nuts	Nuts	
Olives	Olives	
Petroleum Products	Petroleum Products	
Pickles	Pickles	
Pipes	Pipes	
Playing Cards	Playing Cards	
Potash	Potash	
Provisions	Provisions	
Rice	Rice	
Roiled Oats	Roiled Oats	
Salad Dressing	Salad Dressing	
Saleratus	Saleratus	
Salt Soda	Salt Soda	
Salt	Salt	
Salt Fish	Salt Fish	
Seeds	Seeds	
Shoe Blacking	Shoe Blacking	
Snuff	Snuff	
Soda	Soda	
Spices	Spices	
Starch	Starch	
Syrups	Syrups	
Table Sauces	Table Sauces	
Tea	Tea	
Tobacco	Tobacco	
Twine	Twine	
Vinegar	Vinegar	
Wicking	Wicking	
Woodenware	Woodenware	
Wrapping Paper	Wrapping Paper	
Yeast Cake	Yeast Cake	

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CHEWING GUM
Adams Black Jack 62
Adams Sappota 65
Beeman's Peppin 62
Beechnut 62
Chiclets 1 32
Colgan Violet Chips 65
Colgan Mint Chips 65
Dentyne 62
Doublemint 64
Flag Spruce 59
Juicy Fruit 59
Red Robin 62
Sterling Gum Pep. 62
Sterling 7-Point 62
Spearmint, Wrigleys 64
Spearmint, 5 box jars 3 20
Spearmint, 3 box jars 1 92
Trunk Spruce 59
Yucatan 62
Zeno 64

CHOCOLATE
Walter Baker & Co.
German's Sweet 23
Premium 35
Caracas 28
Walter M. Lowney Co.
Premium, 1/4s 35
Premium, 1/2s 35

CLOTHES LINE
No. 40 Twisted Cotton 95
No. 50 Twisted Cotton 1 30
No. 60 Twisted Cotton 1 70
No. 80 Twisted Cotton 2 00
No. 50 Braided Cotton 1 00
No. 60 Braided Cotton 1 25
No. 80 Braided Cotton 1 85
No. 60 Sash Cord 1 75
No. 80 Sash Cord 2 00
No. 72 Jute 1 10
No. 60 Sisal 1 00
Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10
No. 20, each 100ft. long 1 00
No. 18, each 100ft. long 2 10

COCOA
Baker's 39
Cleveland 41
Colonial, 1/4s 35
Colonial, 1/2s 33
Epps 42
Hershey's, 1/4s 30
Hershey's, 1/2s 33
Huyler 36
Lowney, 1/4s 38
Lowney, 1/2s 37
Lowney, 5lb. cans 37
Van Houten, 1/4s 12
Van Houten, 1/2s 12
Van Houten, 1s 65
Wan-Eta 36
Webb 33
Wilber, 1/4s 33
Wilber, 1/2s 33

COCOA
Dunbar's per lb.
1/4s, 5lb. case 30
1/4s, 5lb. case 29
1/4s 15 lb. case 29
1/4s, 15 lb. case 28
1s, 15lb. case 27
1s & 1/2s 15lb. case 28
Scalloped Gems 10
1/4s & 1/2s pails 16
Bulk, pails 13
Bulk, barrels 12
Baker's Brazil Shredded
10 5c pkgs., per case 2 60
25 10c pkgs., per case 2 60
16 10c and 35 5c pkgs., per case 2 60

COFFEES ROASTED
Common 19
Fair 19 1/2
Choice 20
Fancy 21
Peaberry 23
Common Santos 20
Fair 20 1/2
Choice 21
Fancy 22
Peaberry 23

COFFEES ROASTED
Maracaibo 24
Choice 25
Mexican 25
Choice 26
Fancy 26
Guatemala 25
Fair 25
Fancy 26
Java 26 @ 30
Private Growth 26 @ 30
Mandling 31 @ 35
Aukola 30 @ 33
Mocha 30 @ 33
Short Bean 25 @ 27
Long Bean 24 @ 25
H. L. O. G. 26 @ 28
Bogota 24
Fair 24
Fancy 25
Exchange Market, Steady
Spot Market, Strong
Package
New York Basis
Arbuckle 16 50

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McLaughlin's XXXX
McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago, Ill.
Extracts
Holland, 1/4 gro. bxs. 95
Felix, 1/4 gro. 1 15
Hummel's foil, 1/4 gro. 85
Hummel's tin, 1/4 gro. 1 43

CONFECTIONERY
Stick Candy
Horehound 9
Standard 9
Standard, small 9 1/2
Twist, small 10
Jumbo 9 1/2
Jumbo, small 10
Big Stick 9 1/2
Boston Sugar Stick 14
Mixed Candy
Broker 8 1/2
Cut Leaf 10
French Cream 10
Fancy 10
Grocers 7
Kindergarten 12
Leader 9
Monarch 10
Novelty 11
Paris Creams 11
Premio Creams 14
Royal 8 1/2
Special 10
Valley Creams 13
X L O 7 1/2
Specialties
Auto Kisses (baskets) 13
Autumn Leaves 13
Bonnie Butter Bites 17
Butter Cream Corn 15
Caramel Dice 13
Cocconut Kraut 14
Cocconut Wafles 14
Coffy Toffy 14
Dainty Mints 7 lb. tin 16
Empire Fudge 14
Fudge, Pineapple 14
Fudge, Walnut 14
Fudge, Filbert 14
Fudge, Choco. Peanut 13
Fudge, Honey Moon 14
Fudge, Toasted Cocoa-nut 14
Fudge, Cherry 14
Fudge, Cocconut 14
Honeycomb Candy 16
Iced Maroons 14
Iced Gems 15
Iced Orange Jellies 13
Italian Bon Bons 13
Lozenges, Pep. 11
Lozenges, Pink 11
Manchus 14
Molasses Kisses, 10 lb. box 13
Nut Butter Puffs 14
Pecans, Ex. Large 14

CRACKERS
National Biscuit Company Brands
In-er-Seal Trade Mark Package Goods
Baronet Biscuit 1 00
Flake Wafers 1 00
Cameo Biscuit 1 50
Cheese Sandwich 1 50
Chocolate Wafers 1 00
Fig Newton 1 00
Five O'Clock Tea Bct 1 00
Ginger Snaps NBC 1 00
Graham Crackers 1 00
Lemon Snaps 50
M. M. Dainties 1 00
Oysterettes 50
Pretzels 50
Royal Toast 1 00
Social Tea Biscuit 1 00
Saltine Biscuit 1 00
Saratoga Flakes 1 50
Soda Crackers, N.B.C. 1 00
Soda Crackers Prem. 1 00
Tokens 1 00
Unedda Biscuit 50
Unedda Ginger Wafer 1 00
Vanilla Wafers 1 00
Water Thin Biscuit 1 00
Zu Zu Ginger Snaps 50
Zwieback 1 00

Other Package Goods
Barnum's Animals 50
Soda Crackers NBC 2 50
Fruit Cake 3 00
Bulk Goods
Cans and boxes
Animals 12
Atlantics, Ass'd. 13
Avena Fruit Cakes 12
Bonnie Doon Cookies 10
Bonnie Lassies 10
Bo Peeps, S. or M. 8 1/2
Bouquet Wafers 20
Cameo Biscuit 25
Cecelia Biscuit 16
Cheese Tid Bits 20
Chocolate Bar (cans) 20
Chocolate Drop Center 18
Chocolate Drops 18
Chocolate Puff Cake 18
Choc. Honey Fingers 16
Circle Cookies 12
Cracknels 20
Cream Fingers 14
Cocconut Tafta Bar 15
Cocconut Drops 12
Cocconut Macaroons 18
Cocconut Molasses 15
Cocconut Honey Fingers 12
Cocconut Jumbles 12
Coffee Cakes Iced 12
Crumpets 12
Dinner Pail Mixed 10
Extra Wine Biscuit 12
Family Cookies 10
Fig Cakes Ass'd. 12
Fireside Peanut Jumb 10
Fluted Cocconut Bar 12
Frosted Creams 10
Frosted Ginger Cook. 10
Frosted Raisin Squ. 10
Fruited Ovals 8
Fruited Ovals, Iced 9
Full Moon 10
Ginger Drops 13
Ginger Gems Plain 10
Ginger Gems, Iced 11
Graham Crackers 9
Ginger Snaps Family 9 1/2
Ginger Snaps Round 9
Hippodrome Bar 12
Honey Fingers Ass't 12
Honey Jumbles 12
Household Cooks, Iced 10
Imperial 10
Jubilee Mixed 10
Kaiser Jumbles 12
Lady Fingers Sponge 30
Leap Year Jumbles 20
Lemon Biscuit Square 10
Lemon Cakes 10
Lemon Wafers 18
Lemona 10
Lorna Doon 18
Mace Cakes 10
Macaroon Jumbles 18
Mary Ann 10
Mandalay 10
Marshmallow Pecans 20
Mol. Frt. Cookie, Iced 10
NBC Honey Cakes 12
Oatmeal Crackers 9
Orange Gems 10
Oreo Biscuit 25
Othello 15
Penny Assorted 10
Picnic Mixed 12
Priscilla Cake 8
Raisin Cookies 12
Raisin Gems 13 1/2
See Saw, S. or M. 8 1/2
Reveres Ass'd. 17
Rittenhouse Biscuit 14
Snaparons 15
Spiced Cookie 10
Spiced Jumbles, Iced 12

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Peanuts
Fancy H P Suns
Raw 6 @ 6 1/2
Roasted 7 @ 7 1/2
H. P. Jumbo,
Raw 7 1/2 @ 8
Roasted 8 1/2 @ 9

CRACKERS
National Biscuit Company Brands
In-er-Seal Trade Mark Package Goods
Baronet Biscuit 1 00
Flake Wafers 1 00
Cameo Biscuit 1 50
Cheese Sandwich 1 50
Chocolate Wafers 1 00
Fig Newton 1 00
Five O'Clock Tea Bct 1 00
Ginger Snaps NBC 1 00
Graham Crackers 1 00
Lemon Snaps 50
M. M. Dainties 1 00
Oysterettes 50
Pretzels 50
Royal Toast 1 00
Social Tea Biscuit 1 00
Saltine Biscuit 1 00
Saratoga Flakes 1 50
Soda Crackers, N.B.C. 1 00
Soda Crackers Prem. 1 00
Tokens 1 00
Unedda Biscuit 50
Unedda Ginger Wafer 1 00
Vanilla Wafers 1 00
Water Thin Biscuit 1 00
Zu Zu Ginger Snaps 50
Zwieback 1 00

Other Package Goods
Barnum's Animals 50
Soda Crackers NBC 2 50
Fruit Cake 3 00

Bulk Goods
Cans and boxes
Animals 12
Atlantics, Ass'd. 13
Avena Fruit Cakes 12
Bonnie Doon Cookies 10
Bonnie Lassies 10
Bo Peeps, S. or M. 8 1/2
Bouquet Wafers 20
Cameo Biscuit 25
Cecelia Biscuit 16
Cheese Tid Bits 20
Chocolate Bar (cans) 20
Chocolate Drop Center 18
Chocolate Drops 18
Chocolate Puff Cake 18
Choc. Honey Fingers 16
Circle Cookies 12
Cracknels 20
Cream Fingers 14
Cocconut Tafta Bar 15
Cocconut Drops 12
Cocconut Macaroons 18
Cocconut Molasses 15
Cocconut Honey Fingers 12
Cocconut Jumbles 12
Coffee Cakes Iced 12
Crumpets 12
Dinner Pail Mixed 10
Extra Wine Biscuit 12
Family Cookies 10
Fig Cakes Ass'd. 12
Fireside Peanut Jumb 10
Fluted Cocconut Bar 12
Frosted Creams 10
Frosted Ginger Cook. 10
Frosted Raisin Squ. 10
Fruited Ovals 8
Fruited Ovals, Iced 9
Full Moon 10
Ginger Drops 13
Ginger Gems Plain 10
Ginger Gems, Iced 11
Graham Crackers 9
Ginger Snaps Family 9 1/2
Ginger Snaps Round 9
Hippodrome Bar 12
Honey Fingers Ass't 12
Honey Jumbles 12
Household Cooks, Iced 10
Imperial 10
Jubilee Mixed 10
Kaiser Jumbles 12
Lady Fingers Sponge 30
Leap Year Jumbles 20
Lemon Biscuit Square 10
Lemon Cakes 10
Lemon Wafers 18
Lemona 10
L

6

Sugar Fingers 12
Sugar Crimp 10
Vanilla Wafers 20

Butter

N B C Square 7
Seymour Round 7

Soda

Premium Sodas 8
Saratoga Flakes 13
Saltines 13

Oyster

Dandy, Oysters 7
N B C Oysters Square 7
Shell 8

Sugar Wafer Specialties
Adora 1.00
Nabisco 1.00
Nabisco 1.75
Festino 1.50
Festino 2.50
Lorna Doone 1.00
Anola 1.00
Champagne Wafers 2.50
Above quotations of National Biscuit Co., subject to change without notice.

CREAM TARTAR

Barrels or Drums 41
Boxes 42
Square Cans 45
Fancy Caddies 50

DRIED FRUITS

Apples
Evaporated Choice blk @.09
Evaporated Fancy pkg.

Apricots

California 9 1/2 @ 10 1/2
Citrone 16 1/2

Currants

Imported, 1 lb. pkg. 12
Imported, bulk 11 1/2

Peaches

Mulrs—Choice, 25lb. 6 1/2
Mulrs—Fancy, 25lb. 7 1/2
Fancy, Peeled, 25lb. 12

Pears

Lemon, American 13 1/2
Orange, American 13 1/2

Raisins

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

California Prunes

30-100 25lb. boxes @ 7 1/2
30-90 25lb. boxes @ 8 1/2
10-80 25lb. boxes @ 9 1/2
30-70 25lb. boxes @ 10
50-60 25lb. boxes @ 10 1/2
40-50 25lb. boxes @ 11

EVAPORATED MILK
Red Band Brand
Baby 2 40
Tall 3 50
5 case lots, 5c less; 10 case lots, 10c less

FARINACEOUS GOODS
Beans
California Limas 6 1/2
Med. Hand Picked 3 75
Brown Holland 3 20

Farina

25 1 lb. packages 1 60
Bulk, per 100 lb. 4 50

Original Holland Rusk

Packed 12 rolls to container
3 containers (40) rolls 3 20

Hominy

Pearl, 100 lb. sack 2 50
Maccaroni and Vermicelli
Domestic, 10 lb. box 60
Imported, 25 lb. box 3 50

Pearl Barley

Chester 3 40
Portage 4 75

Peas

Green Wisconsin bu. 3 25
Split lb. 6 1/2

Sago

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

Tapioca

Flake, 100 lb. sacks 5 1/2
Pearl, 100 lb. sacks 5 1/2
Pearl, 36 pkgs. 2 25
Minute 36 pkgs. 2 75

FISHING TACKLE
1/4 to 1 in. 6
1 1/2 to 2 in. 7
1 1/2 to 2 in. 9
1 1/2 to 2 in. 11
2 in. 15
3 in. 20

Cotton Lines

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

Linen Lines

Small 20
Medium 26
Large 34

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

FLAVORING EXTRACTS

Jennings D C Brand
Extract Lemon Terpenless
Extract Vanilla Mexican
Both at the same price.

No. 1, F box 1/4 oz. 85
No. 2, F box, 1/4 oz. 1 20
No. 4, F box, 1/4 oz. 2 25
No. 3, 2 1/2 oz. Taper 2 00
No. 2, 1 1/2 oz. flat 1 75

FLOUR AND FEED

Grand Rapids Grain & Milling Co.

Winter Wheat
Purity Patent 6 00
Fancy Spring 6 75
Wizard Graham 5 60
Wizard Gran. Meal 4 80
Wizard Buckw't cwt. 3 40
Rye 6 25

Valley City Milling Co.

Lily White 6 90
Light Loaf 6 50
Graham 2 85
Granena Health 2 85
Gran. Meal 2 20
Bolted Meal 2 10

Voigt Milling Co.

Voigt's Crescent 6 90
Voigt's Royal 7 30
Voigt's Flourloigt 6 90
Voigt's Hygienic Graham 5 85

Watson-Higgins Milling Co.

Perfection 6 75
Tip Top Flour 6 25
Golden Sheaf Flour 5 75
Kern's Success 6 00
Marshall's Best Flour 6 50

Worden Grocer Co.

Quaker, paper 6 50
Quaker, cloth 6 60

Kansas Hard Wheat

Voigt Milling Co.
Calla Lily 6 90

Worden Grocer Co.

American Eagle, 1/2s 6 50
American Eagle, 1/4s 6 40
American Eagle, 1/2s 6 30

Spring Wheat

Roy Baker
Mazeppa (new) 6 40
Golden Horn bakers 6 30
Wisconsin Rye 5 30
Bohemian Rye 5 65

Judson Grocer Co.

Ceresota, 1/2s 6 90
Ceresota, 1/4s 6 80
Ceresota, 1/2s 6 70

Voigt Milling Co.

Columbian 6 90
Worden Grocer Co.
Wingold, 1/2s cloth 7 00
Wingold, 1/4s cloth 6 90
Wingold, 1/2s paper 6 85
Wingold, 1/4s paper 6 60

Bolted

Golden Granulated 4 80
Wheat
Red 1 12
White 1 08

Oats

Michigan carlots 44
Less than carlots 47

Corn

Carlots 74
Less than carlots 78

Hay

Carlots 16 00
Less than carlots 18 00

Feed

Street Car Feed 30 00
No. 1 Corn & Oat Fd 30 00
Cracked Corn 30 00
Coarse Corn Meal 30 00

FRUIT JARS

Mason, pts., per gro. 4 65
Mason, qts., per gro. 5 00
Mason, 1/2 gal. per gro. 7 40
Mason, can tops, gro. 2 25

GELATINE

Cox's, 1 doz. large 1 45
Cox's, 1 doz. small 90
Knox's Sparkling, doz. 1 25
Knox's Sparkling, gr. 14 00
Knox's Acidu'd doz. 1 25
Minute, 2 qts., doz. 1 10
Minute, 2 qts., 3 doz. 3 25
Nelson's 1 50
Oxford 1 75
Plymouth Rock, Phos. 1 25
Plymouth Rock, Plain 90

GRAIN BAGS

Broad Gauge 18
Amoskeag 19

Herbs

Sage 15
Hops 15
Laurel Leaves 15
Senna Leaves 25

HIDES AND PELTS

Green, No. 1 14
Green, No. 2 14
Cured, No. 1 17
Cured, No. 2 16
Calfskin, green, No. 1 15
Calfskin, green, No. 2 13 1/2
Calfskin, cured, No. 1 17
Calfskin, cured, No. 2 15 1/2

Old Wool

Lambs 60 @ 1 25
Shearings 30 @ 75

8

Tallow
No. 1 @ 5
No. 2 @ 4

Wool

Unwashed, med. @ 24
Unwashed, fine @ 20

HORSE RADISH

Per doz. 90

Jelly

5lb. pails, per doz. 2 30
15lb. pails, per pail 70
30lb. pails, per pail 1 25

ICE CREAM

Piper Ice Cream Co. Brands
Bulk, any flavor 60
Extra Fancy, any flavor 65
Brick, Plain 1 00
Brick, Fancy 1 20

JELLY GLASSES

1/4 pt. in bbls., per doz. 15
1/2 pt. in bbls., per doz. 15
8 oz. capped in bbls., per doz. 18

MAPLEINE

2 oz. bottles, per doz. 3 00
1 oz. bottles, per doz. 1 75
16 oz. bottles, per doz. 18 00
32 oz. bottles, per doz. 30 00

MINCE MEAT

Per case 2 85

MOLASSES

New Orleans
Fancy Open Kettle 42
Choice 35
Good 22
Fair 20

Half barrels 2c extra

Red Hen, No. 2 1/2 1 75
Red Hen, No. 5 1 75
Red Hen, No. 10 1 65

MUSTARD

1/2 lb. 6 lb. box 16

OLIVES

Bulk, 1 gal. kegs 1 10 @ 1 20
Bulk, 2 gal. kegs 1 05 @ 1 15
Bulk, 5 gal. kegs 1 00 @ 1 10
Stuffed, 8 oz. 90
Stuffed, 14 oz. 1 25
Pitted (not stuffed) 2 25

Manzanilla 8 oz. 90

Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 4 25
Queen, Mammoth, 28 oz. 5 75

Olive Chow, 2 doz. cs. 2 25

per doz. 2 25

PEANUT BUTTER

Bel-Car-Mo Brand
24 lb. fibre pails 09 1/2
14 lb. fibre pails 10
24 oz. jars, 1 doz. 2 25
2 lb. tin pails, 1 doz. 3 00
7 oz. jars, 2 doz. 1 80

PETROLEUM PRODUCTS

Iron Barrels
Perfection 8
Red Crown Gasoline 16
Gas Machine Gasoline 25.9
V M & P Naphtha 13.5
Capitol Cylinder 28.9
Atlantic Red Engine 13.4
Summer Black 7.2
Polarine 28.9

PICKLES

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

Small

Barrels 9 50
Half barrels 5 00
5 gallon kegs 2 25

Gherkins

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

Sweet Small

Barrels 16 00
Half barrels 8 50
5 gallon kegs 3 20

PIPES

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

PLAYING CARDS

No. 90, Steamboat 75
No. 15, Rival assorted 1 25
No. 20, Rover, enam'd 1 50
No. 572, Special 1 75
No. 98 Golf, Satin fin. 2 00
No. 808, Bicycle 2 00
No. 632 Tourn't whist 2 25

POTASH

Babbitt's, 2 doz. 1 75

PROVISIONS

Barreled Pork
Clear Back 22 00 @ 23 00
Short Cut Clr 20 00 @ 21 00
Bean 15 50 @ 16 00
Brisket, Clear 24 00 @ 25 00

Fig

Clear Family 26 00

Dry Salt Meats

S P Bellies 14 1/2 @ 15

Pure in tierces 11 @ 11 1/2

Compound Lard 10 @ 10 1/2
80 lb. tubs advance 1/2
60 lb. tubs advance 1/2
50 lb. tubs advance 1/2
20 lb. pails advance 1/2
10 lb. pails advance 1/2
5 lb. pails advance 1/2
3 lb. pails advance 1

9

Smoked Meats
Hams, 14-16 lb. 15 @ 15 1/2
Hams, 16-18 lb. 14 1/2 @ 15
Hams, 18-20 lb. 14 1/2 @ 15
Ham, dried beef sets 29 @ 30
California Hams 11 @ 11 1/2
Picnic Boiled
Hams 19 1/2 @ 20
Boiled Hams 25 1/2 @ 26
Minced Ham 12 @ 12 1/2
Bacon 15 1/2 @ 26

Sausages

Bologna 10 1/2 @ 11
Liver 9 1/2 @ 10
Frankfort 12 @ 12 1/2
Pork 11 @ 12
Veal 11
Tongue 11
Headcheese 10

Beef

Boneless 20 00 @ 20 50
Rump, new 24 50 @ 25 00

Pig's Feet

1/4 bbls. 1 00
1/2 bbls., 40 lbs. 2 00
1 lb. bbls. 4 25
1 bbl. 8 50

Tripe

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

Casings

Hogs, per lb. 35
Beef, rounds, set 19 @ 20
Beef, middles, set 1 15 @ 1 35
Sheep 1 15 @ 1 35

Uncolored Butterine

Solid Dairy 12 1/2 @ 13 1/2
Country Rolls 13 @ 13 1/2

Canned Meats

Corned Beef, 2 lb. 4 70
Corned Beef, 1 lb. 2 50
Roast Beef, 2 lb. 4 70
Roast Beef, 1 lb. 2 50

Potted Meat, Ham

Flavor, 1/2s 48
Potted Meat, Ham
Flavor, 1/2s 90
Deviled Meat, Ham
Flavor, 1/2s 48
Deviled Meat, Ham
Flavor, 1/2s 90

Potted Tongue, 1/2s

90

RICE

Fancy 7 @ 7 1/2
Japan Style 5 @ 5 1/2
Broken 3 @ 3 1/2

ROLLED OATS

Rolls Avena, bbls. 5 60
Steel Cut, 100 lb. sks. 2 90
Monarch, bbls. 5 35
Monarch, 90 lb. sks. 2 55
Quaker, 18 Regular 1 45
Quaker, 20 Family 4 50

SALAD DRESSING

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

SALERATUS

Packed 60 lbs. in box
Arm and Hammer 3 00
Wyandotte, 100 1/2s 3 00

SAL SODA

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

SALT

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

Warsaw

56 lb. sacks 26
28 lb. dairy in drill bags 20

Solar Rock

56 lb. sacks 26

Common

Granulated, Fine 1 10
Medium, Fine 1 15

SALT FISH

Large, whole @ 7 1/2
Small, whole @ 7
Strips or bricks 9 @ 13
Pollock @ 5 1/2

Smoked Salmon

Strips 9
Hullbut 18
Chunks 19

Holland Herring

Y. M. wh. hoop bbls.
Y. M. wh. hoop 1/2 bbls.
Y. M. wh. hoop kegs
Y. M. wh. hoop Milchers kegs

Standard, bbls.

Standard, 1/2 bbls. 95
Standard, kegs 95

Trout

No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25
No. 1, 10 lbs. 90
No. 1, 2 lbs. 75

10

Mackerel
Mess, 100 lbs. 15 50
Mess, 40 lbs. 6 75
Mess, 10 lbs. 1 75
Mess, 8 lbs. 1 50
No. 1, 100 lbs. 14 50
No. 1, 40 lbs. 6 30
No. 1, 10 lbs. 1 65

Lake Herring

10

SPECIAL PRICE CURRENT

15

16

17

12

13

14

Smoking		Queen Quality, 5c .. 48	
All Leaf, 2 1/2 & 7 oz.	30	Rob Roy, 5c foil	5 76
BB, 3 1/2 oz.	6 00	Rob Roy, 10c gross	10 52
BB, 7 oz.	12 00	Rob Roy, 25c doz.	2 10
BB, 14 oz.	24 00	Rob Roy, 50c doz.	4 10
Bagdad, 10c tins	11 52	S. & M., 5c gross	5 76
Badger, 3 oz.	5 04	S. & M., 14 oz., doz.	3 20
Badger, 7 oz.	11 52	Soldier Boy, 5c gross	5 76
Banner, 5c	5 76	Soldier Boy, 10c	10 50
Banner, 20c	1 60	Pilot, 7 oz. doz.	1 05
Banner, 40c	3 20	Soldier Boy, 1 lb.	4 75
Belwood, Mixture, 10c	94	Sweet Caporal, 1 oz.	60
Big Chief, 2 1/2 oz.	6 00	Sweet Lotus, 5c	5 76
Big Chief, 16 oz.	30	Sweet Lotus, 10c	11 52
Bull Durham, 5c	5 85	Sweet Lotus, per doz.	4 50
Bull Durham, 10c	11 52	Sweet Tip Top, 5c	50
Bull Durham, 15c	17 28	Sweet Tip Top, 10c	1 00
Bull Durham, 8 oz.	3 60	Sweet Tips, 1/4 gro.	10 08
Bull Durham, 16 oz.	6 72	Sun Cured, 10c	98
Buck Horn, 5c	5 76	Summer Time, 5c	5 76
Buck Horn, 10c	11 52	Summer Time, 7 oz.	1 65
Briar Pipe, 5c	5 76	Summer Time, 14 oz.	3 50
Briar Pipe, 10c	11 52	Standard, 5c foil	5 76
Black Swan, 5c	5 76	Standard, 10c paper	8 64
Black Swan, 14 oz.	3 50	Seal N. C. 1 1/2 cut plug	70
Bob White, 5c	6 00	Seal N. C. 1 1/2 Gran.	63
Brotherhood, 5c	6 00	Three Feathers, 1 oz.	48
Brotherhood, 10c	11 10	Three Feathers, 10c	11 52
Brotherhood, 16 oz.	5 05	Three Feathers and	2 25
Carnival, 5c	5 70	Pipe combination	2 25
Carnival, 1/2 oz.	39	Tom & Jerry, 14 oz.	3 60
Carnival, 16 oz.	40	Tom & Jerry, 7 oz.	1 80
Cigar Clip's, Johnson	30	Tom & Jerry, 3 oz.	76
Cigar Clip's, Seymour	30	Trout Line, 5c	5 90
Identity, 3 and 16 oz.	40	Trout Line, 10c	11 00
Darby Cigar Cuttings	50	Turkish, Patrol, 2-9	5 76
Continental Cubes, 10c	90	Tuxedo, 1 oz. bags	48
Corn Cake, 14 oz.	2 55	Tuxedo, 2 oz. tins	96
Corn Cake, 7 oz.	1 45	Tuxedo, 20c	1 90
Corn Cake, 5c	5 76	Tuxedo, 80c tins	7 45
Cream, 50c pails	4 70	War Path, 5c	6 00
Cuban Star, 5c foil	5 72	War Path, 20c	1 40
Cuban Star, 16 oz. pils	5 72	Wave Line, 3 oz.	40
Chips, 10c	10 30	Wave Line, 16 oz.	40
Dills Best, 1 1/2 oz.	79	Way up, 2 1/2 oz.	5 75
Dills Best, 3 1/2 oz.	77	Way up, 16 oz. pails	31
Dills Best, 16 oz.	77	Wild Fruit, 5c	5 76
Dixie Kid, 5c	48	Wild Fruit, 10c	11 52
Duke's Mixture, 5c	5 76	Yum Yum, 5c	5 76
Duke's Mixture, 10c	11 52	Yum Yum, 10c	11 52
Duke's Mixture, 5c	5 76	Yum Yum, 1 lb. doz.	4 80
Drum, 5c	5 76	TWINE	
F. F. A., 4 oz.	5 04	Cotton 3 ply	22
F. F. A., 7 oz.	11 52	Cotton 4 ply	22
Fashion, 5c	6 00	Jute, 2 ply	14
Fashion, 16 oz.	5 28	Hemp, 6 ply	13
Five Bros., 5c	5 76	Flax, medium	24
Five Bros., 10c	10 53	Wool, 1 lb. bales	10 1/2
Five cent cut Plug	52	VINEGAR	
F. O. B. 10c	96	White Wine, 40 grain	8 1/2
Four Roses, 10c	72	White Wine, 80 grain	11 1/2
Full Dress, 1 1/2 oz.	48	White Wine, 100 grain	13
Glad Hand, 5c	5 76	Oakland Vinegar & Pickle	Co.'s Brands
Gold Block, 10c	12 00	Highland apple cider	18
Gold Star, 50c pail	4 60	Oakland apple cider	13
Gail & Ax Navy, 5c	5 76	State Seal sugar	11 1/2
Growler, 5c	42	Oakland white pickleg	10
Growler, 10c	94	Packages free.	
Growler, 20c	1 85	WICKING	
Giant, 5c	5 76	No. 0, per gross	35
Giant, 40c	3 72	No. 1, per gross	45
Hand Made, 2 1/2 oz.	50	No. 2, per gross	55
Hazel Nut, 5c	5 76	No. 3, per gross	80
Honey Dew, 10c	12 00	WOODENWARE	
Hunting, 5c	6 10	Baskets	
I X L, 5c	38	Bushels	1 00
I X L, in pails	3 90	Bushels, wide band	1 15
Just Suits, 5c	6 00	Market	78
Just Suits, 10c	12 00	Splint, large	4 00
Kiln Dried, 25c	2 45	Splint, medium	3 50
King Bird, 7 oz.	2 16	Splint, small	3 00
King Bird, 10c	11 52	Willow, Clothes, large	8 00
King Bird, 5c	5 76	Willow, Clothes, small	6 25
La Turka, 5c	5 76	Willow, Clothes, me'm	7 25
Little Giant, 1 lb.	28	Butter Plates	
Lucky Strike, 10c	96	Ovals	
Le Redo, 3 oz.	10	1/4 lb., 250 in crate	35
Le Redo, 8 & 16 oz.	38	1/2 lb., 250 in crate	35
Myrtle Navy, 10c	11 52	1 lb., 250 in crate	40
Myrtle Navy, 5c	5 76	2 lb., 250 in crate	50
Maryland Club, 5c	50	3 lb., 250 in crate	70
Mayflower, 5c	5 76	5 lb., 250 in crate	90
Mayflower, 10c	96	Wire End	
Mayflower, 20c	1 92	1 lb., 250 in crate	35
Nigger Hair, 5c	6 00	2 lb., 250 in crate	45
Nigger Hair, 10c	10 70	3 lb., 250 in crate	55
Nigger Head, 5c	5 40	5 lb., 20 in crate	65
Nigger Head, 10c	10 58	Churns	
Noon Hour, 5c	45	Barrel, 5 gal., each	2 40
Old Colony, 1-12 gro.	11 52	Barrel, 10 gal., each	2 55
Old Mill, 5c	5 76	Clothes Pins	
Old English Crv 1 1/2 oz.	96	Round Head	
Old Crop, 5c	5 76	4 1/2 inch, 5 gross	60
Old Crop, 25c	2 04	Cartons, 20 2 1/2 doz. bxs	65
P. S., 8 oz. 30 lb. cs.	19	Egg Crates and Fillers	
P. S., 3 oz., per gro.	5 70	Humpty Dumpty, 12 dz.	20
Pat Hand, 1 oz.	63	No. 1 complete	40
Patterson Seal, 1 1/2 oz.	48	No. 2, complete	28
Patterson Seal, 3 oz.	96	Case No. 2, fillers, 15	35
Patterson Seal, 16 oz.	5 00	sets	1 28
Peerless, 5c	5 76	Case, medium, 12 sets	1 15
Peerless, 10c cloth	11 52	Faucets	
Peerless, 10c paper	10 80	Cork lined, 3 in.	70
Peerless, 20c	20 40	Cork lined, 9 in.	80
Peerless, 40c	40 80	Cork lined, 10 in.	90
Plaza, 2 gro. case	5 76	AXLE GREASE	
Plow Boy, 5c	5 76	TELFER'S Dry ROAST COFFEE	
Plow Boy, 10c	11 40	MADE IN DETROIT	
Plow Boy, 14 oz.	4 70	USA	
Pedro, 10c	11 93	Jamo, 1 lb. tin	31
Pride of Virginia, 1 1/2	77	Eden, 1 lb. tin	27
Pilot, 5c	5 76	Belle Isle, 1 lb. pkg.	27
Pilot, 14 oz. doz.	2 10	Bismarck, 1 lb. pkg.	24
Prince Albert, 5c	48	Vera, 1 lb. pkg.	23
Prince Albert, 10c	96	Koran, 1 lb. pkg.	22
Prince Albert, 8 oz.	3 84	Telfer's Quality	25
Prince Albert, 16 oz.	7 44	Moson	18

BAKING POWDER
K. C.

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

10 qt. Galvanized	2 00
12 qt. Galvanized	2 25
14 qt. Galvanized	2 50
Fibre	2 40

Birch, 100 packages	2 00
Ideal	85

Moose, wood, 2 holes	22
Moose, wood 4 holes	45
10 qt. Galvanized	1 55
12 qt. Galvanized	1 70
14 qt. Galvanized	1 90
Moose, wood, 6 holes	70
Moose, tin, 5 holes	65
Rat, wood	80
Rat, spring	75

No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	7 50
Medium Galvanized	6 50
Small Galvanized	5 50

Banner, Globe	3 15
Brass, Single	4 50
Glass, Single	3 60
Single Acme	3 50
Double Peerless	5 75
Single Peerless	4 25
Northern Queen	4 50
Double Duplex	4 00
Good Enough	4 25
Universal	4 25

Worden Grocer Co. Brands	
Canadian Club	
Londres, 50s, wood	35
Londres, 25s tins	35
Londres, 300 lots	10

COFFEE
OLD MASTER COFFEE

12 in. Butter	1 75
15 in. Butter	2 50
17 in. Butter	4 75
19 in. Butter	7 50

Common Straw	2
Fibre Manila, white	3
Fibre Manila, colored	4
No. 1 Manila	3
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short c't	10
Wax Butter, full c't	15
Wax Butter, rolls	12

Old Master Coffee	31
San Marto Coffee	31

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

Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Foam, 1 1/2 doz.	85

1 lb. boxes, per gross	8 70
3 lb. boxes, per gross	23 10

1 lb. boxes, per gross	8 70
3 lb. boxes, per gross	23 10

1 lb. boxes, per gross	8 70
3 lb. boxes, per gross	23 10

1 lb. boxes, per gross	8 70
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3 lb. boxes, per gross	23 10

1 lb. boxes, per gross	8 70
3 lb. boxes, per gross	23 10

1 lb. boxes, per gross	8 70
3 lb. boxes, per gross	23 10

Roasted
Dwinnell-Wright Brands

White House, 1 lb.	.....
White House, 2 lb.	.....
Excelsior, Blend, 1 lb.	.....
Excelsior, Blend, 2 lb.	.....
Tip Top Blend, 1 lb.	.....
Royal Blend	.....
Royal High Grade	.....
Superior Blend	.....
Boston Combination	.....

Distributed by Judson	
Grocer Co., Grand Rapids;	
Lee & Cady, Detroit; Lee	
& Cady, Kalamazoo; Lee	
& Cady, Saginaw; Bay	
City Grocer Company, Bay	
City; Brown, Davis &	
Warner, Jackson; Goda-	
mark, Durand & Co., Bat-	
tle Creek; Fleibach Co.,	
Toledo.	

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

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THE BOUR CO.	
TOLEDO, OHIO.	

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TOLEDO, OHIO.	

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

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—140 popular books good for rental use and large revolving book rack, in good shape. \$50. f. o. b., Kalamazoo. Dunwell Drug Co., Kalamazoo, Michigan. 689

For Sale—Retail shoe store in Schemetady, N. Y. Business established five years. Weekly sales \$1,200. Reasonable terms to a hustler with some capital who will continue the agency for our established line. Stock exceptionally clean, fixtures most attractive. The Hurd & Fitzgerald Shoe Co., Utica, N. Y. 691

For Sale—Clean stock of dry goods in one of the best towns in the State. Steam heated rooms 26 x 80 rent reasonable. Could be continued as an exclusive dry goods store or other lines could be added. There is no general store in the town. Owner has other business. Joseph Warnock, Harbor Springs, Mich. 692

For Sale—Millinery business in the prosperous town of Alma, Michigan. Good reason for selling. Cheap rent, with lease. Only three stores in town. Small stock goods, all new. Bargain to quick buyer. Address No. 697, care Michigan Tradesman. 697

For Sale—Or might exchange for farm or vacant lots in Detroit, hardware stock, old stand, established business. Inventory about \$4,500. Good reason for selling. Address No. 696, care Tradesman. 696

For Sale—One number 8 48-7 Ideal Sectional Steam Boiler. Slightly used; good as new. Cost \$600; will sell for \$300 cash, f. o. b. Moberly, Missouri. If you want a bargain in a boiler, write J. Oscar Smith, Moberly, Missouri. 695

For Sale—New Stimpson computing scale cheap. Computes to 100 pounds. Address 1036 Madison Ave., Grand Rapids. Bell phone South 1695. 698

For Sale—New modern shoe store. Owing to death of Heavy Lemon, the popular shoe merchant of Mansfield, Ohio, the entire new stock is offered for sale, including new fixtures, valuable lease; oldest and best established business in city. Address Mary A. Lemon, Exec., De Soto Hotel, Mansfield, Ohio. 688

I have two choice land investments which will net very good profits to purchaser. One requiring \$50,000 and the other \$15,000. To see is to appreciate. Half on deferred payment if desired. I own most desirable factory sites also near cheap electric power and two railroads. Write J. Hopwood, Menomonie, Wisconsin. 687

For Sale—\$4,500 stock of dry goods, shoes, hats, groceries, fixtures for \$3,500 cash. No trades. Town of 300 in very rich farming community. O. B. Price, Tina, Missouri. 677

For Sale—General stock and fixtures at Walker, Kent county. Good location. Inventory \$1,100. Enquire G. Roesink, 121 Indiana Ave., Grand Rapids, Mich. 673

For Sale—A general store in small but good town; old established business. On account of poor health will sell very cheap. Address W. B. Spike, Ney, Ohio. 675

Big Opportunity—For rent, three story corner building, 28 x 135, best location in city of Zanesville, Ohio. Now occupied by the Bon Ton, established in the same location 48 years, in ladies' and children's ready-to-wear, hosiery, waists, underwear, etc.; immense toy business. Will lease for other lines if desired. Lease to suit from next April. Rent reasonable. Inspection invited. Address Sol Whit, Zanesville, Ohio. 676

For Sale—New ventilating plant cheap; suitable for school building, hotel, large cafe or underground kitchen. Write Delta Hotel, Escanaba, Michigan. 678

For Sale—For cash. General merchandise business. Profits averaging \$8.00 per day. Other business demands attention. Address No. 679, care Tradesman. 679

For Rent—Jan. 1. Store 22 x 44 or double store 44 x 44, suitable for any business. On corner; best location in city of 5,000. Enquire of N. M. Welch, Charlotte, Michigan. 680

For Sale—Or might exchange for other property or business, Lake Vista farm and resort. Write for booklet. Address owner, C. S. Fyle, Allegan, Mich. 682

Wanted—To hear from owner of general merchandise store for sale. State cash price and description. D. F. Bush, Minneapolis, Minn. 657

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. Krulsenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 870

Arrange January Sales Now—Expert advertising will reduce your stock 1/2 to 3/4 at a profit. Big cash results guaranteed. Greene Sales Co., Jackson, Michigan. 662

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

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. Only \$2,000 necessary to start with. 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

The Detroit Mercantile Adjusters, counselors and executors of high grade special sales, 505 Whitney Bldg., Detroit, Michigan. 664

I will buy a stock, small or large, if cheap. Arthur, 212 E. Main., Jackson, Michigan. 683

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 \$10,000. 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

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. 666

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—Good bakers' oven, mixer, gasoline engine. Also soda fountain and ice cream fixtures. Enquire H. N. Coombs, Box 325, Edmore, Michigan. 632

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

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Buyer, Milwaukee, Wisconsin. 925

Safes Opened—W. L. Sloum, safe expert and locksmith. 1 Ionia Ave. N. W., Grand Rapids, Michigan. 104

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 640 Houseman Bldg., Grand Rapids, Mich. 859

Move your dead stock. For closing out or reducing stocks, get in touch with us. Merchant's Auction Co., Reedburg, Wisconsin. 963

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

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

For Sale—Stock of general merchandise, consisting of clothing, shoes, dry goods, groceries, etc. Stock will invoice about \$4,500. For particulars, write the owner, B. Newberger, Avoca, Mich. 672

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 T. 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

HELP WANTED.

Wanted—Grocery man competent to take full charge. Permanent position and good salary to man willing to work for it. Write full particulars as to experience, salary expected and references. McDougall Mercantile Co., Munising, Michigan. 694

Wanted—Dairy supply and cream separator salesmen. Patented dairy appliance fully guaranteed. Weight 5 ozs. Retail \$3, 100 per cent. profit. Write us. Indicator, Mainesburg, Pa. 693

Wanted—Experienced salesman, to carry B. S. K. silk and cotton petticoats for Western and Southwestern states. Principally Iowa and Nebraska. Large commission basis. Splendid values. Stitching fourteen to eighteen stitches to inch. Address, Skadan, Kerns & Co., Weedsport, N. Y. 684

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—Successful young merchant retiring from retail business, desires wholesale connection, preferably traveling. Thoroughly familiar with everything in merchandise and merchandising. Salary no object if good opportunity for advancement exists. Address No. 690, care Tradesman. 690

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

HENRY SMITH, Florist

GRAND RAPIDS

Wishes his friend and customers a

MERRY CHRISTMAS AND A PROSPEROUS
NEW YEAR



Why 19,000 People Have Bought 8-Cylinder Cadillacs

The willingness of so many thousands of people to pay a higher price for the Cadillac Eight must, of course, be founded on reason.

The refusal of so many other thousands to pay more for a car than the Cadillac price—in spite of their known ability to do so—must likewise be founded on reason.

With all of them the question of price is the smallest consideration. They know what they want, they find it in the Cadillac and they buy it.

May We Demonstrate the Cadillac Eight to You?

It's Better to Buy a Cadillac Than to Wish You Had

Western Michigan Cadillac Co., Ltd.

Oscar Eckberg, Mgr.

19-23 LaGrave Ave.

Grand Rapids

Use Tradesman Coupons

Interesting Meeting of Local Grocers.

The Grand Rapids Retail Grocers and Meat Dealers' Association enjoyed an evening of music, woven in with business, Tuesday evening in the Association of Commerce rooms.

After the regular grind of business had been cleared away Guy W. Rouse, manager of the Worden Grocer Co., was present and addressed the Association upon Better Merchandising, touching upon the subject of food distribution, knowing the exact cost of doing business, to the care of business regarding all overhead expenses, and that the merchant should always know where he is regarding his business. He called attention to the enormous fire losses over the State of Michigan, caused through inadequate fire protection; to a great extent, also, due to the carelessness of many merchants regarding the exposures around their premises. He also called attention to the merchants to the fact that efficiency in better merchandising could be brought about by more solid corporation among the merchants.

It was a unanimous decision of all the members present, after Mr. Rouse had finished his address, that he had handed out some stern facts to merchants regarding their own business from which they could derive great benefit.

W. J. Mickel, State Dairy and Food Inspector, was present and informed the Association that he had received instructions from the Deputy Food Commissioner to open up a campaign in Grand Rapids against scales which are not in good condition. He took this opportunity of calling the matter to the attention of the Association and handed out as a warning to the Association what his intentions were, and in return was asked by the Association to visit every member of the Association and see that their scales were in proper condition, regardless of any seals that had been previously put on the scales.

The Association is heartily in favor in assisting Mr. Mickel in this work, knowing that this will be one means of better merchandising.

The Association has taken a firm stand that every member represented therein will be assisted in bringing his store up to a high standard, and that the Grand Rapids Retail Grocers and Meat Dealers' Association shall set a standard for their brother merchant in Michigan.

The following names were added to the Association list: C. G. Lewis, 247 Michigan street, and S. H. Korey, 934 Butterworth avenue.

The Secretary of the Association is busy now compiling a record closing up the year's business which will result in a record that will surpass any previous year.

Wm. P. Workman, Sec'y.

Beware of F. M. Cook.

A man who gives his name as F. M. Cook is calling on the drug trade of Michigan, inveighing druggists to cash his checks by claiming to be in the employ of Dr. Hess and Clark, of Ashland, Ohio. This man secured \$10 from the Jones Drug Co., at McBain, and also the same amount from Frank Egle, at Pinconning. Dr. Hess and Clark have never heard of the man and has no knowledge of him whatever. He is evidently a sharper who should be apprehended and arrested should he attempt to play the game, no matter what name he may give or in what locality he may be operating.

A man carrying a little valise, or a woman carrying a big one, is always funny.

BUSINESS CHANCES.

For Sale or Exchange—160 acres pine timber located in Wheeler Co., Oregon, containing about million and quarter heavy timber. This property, free and clear from all encumbrance, if held few years will bring several times price offered at to-day. Can furnish tax receipts showing valuation. Taxes \$28 per year. \$2,500 cash or will exchange for stock of goods of equal value, general stock or hardware—prefer small town. Can furnish names of parties owning timber adjoining this which they are holding for considerable more money—and as a matter of fact is not worth a dollar more than ours. I have this amount of cash in this property—and will consider nothing less. Cash offers for anything less than stated above will not be answered. F. E. Allen, 202 E. Washington St., Ann Arbor, Michigan. 698

ALLENIZED WATER CO.

W. E. FIELD, Mgr.

402 Ashton Bldg. GRAND RAPIDS
Mfgs. of Water Coolers

Wish to extend a Merry Christmas and a Prosperous New Year to customers and friends

Malt and Hop Tonic

"The Food that those should take
Whom insomnia keeps awake."



Grand Rapids
BREWING CO.

For Sale by all Wholesale Druggists

The Car For You Marion Six, \$1090

A light "Six" with plenty of power, lots of room, and finished all through as well as the best.

Let Us Demonstrate the Marion

DEALERS—We have an excellent contract for you on the Marion "Six" for the coming season. Call or write for particulars.

Miller Transfer Co.
236-238 Ottawa Ave., N. W.
Grand Rapids



FOR the Holiday visitor in Grand Rapids there is no hostelry better equipped to make the stay pleasant than this one.

Every hotel convenience is present here plus certain other features of entertainment and Cafe service that are of the real "big city" sort.

You can be as comfortable as you wish at the price you feel you can afford to pay and have at your disposal these entertainment features to help pass the Holidays pleasantly.

Frank W. Brandt

Management,

Joseph E. Bureau

GRAND RAPIDS

Rooms Without Bath \$1.00
With Bath (shower or tub) \$1.50
Meals 50 Cents

Union
Station



75 Steps East

Fire Proof

LUBETSKY BROS.

109 Campau Ave.

Grand Rapids, Michigan

Manufacturers of

El Rajah, B. L., Valla
Grand and Flor de Odin Cigars

Wish their customers and friends a
Merry Xmas and a Prosperous New Year

ELI CROSS, Florist

150 Monroe Avenue

Grand Rapids, Michigan



Order Your Xmas Flowers Now

We Have Our Own Greenhouses and Can Fill Your
Order Immediately

We extend a Merry Christmas and a Prosperous New Year to our customers and friends.

When in need of advertising remember the

Grand Rapids Calendar Co.

Successors to

Grand Rapids Stationery Co.

572-4-6 So. Division

Grand Rapids, Michigan

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 FRANKLIN CARTON WAY and the HARD WAY of Selling Sugar

When you get your container of FRANKLIN CARTON SUGAR, you can open it with a pen knife, and there are the ready-to-sell cartons, *ready* for you to lift out and place on your shelf or put into orders or hand to the customer. No weighing, no tying, no bother, no loss by overweight. Just the most convenient way for you to handle sugar. The original containers are easy to handle, carry, or place neatly in any part of the store, their contents being 24, 48, 60 and 120 pounds of all grades bought by housekeepers. Grocers who *once* start to handle FRANKLIN CARTON SUGAR never go back to the barrel and bother with weighing, tying and risking loss by overweight.

**FRANKLIN CARTON SUGAR is GUARANTEED FULL
WEIGHT and made from Sugar Cane**

THE FRANKLIN SUGAR REFINING CO.
Philadelphia



The Case for Shredded Wheat

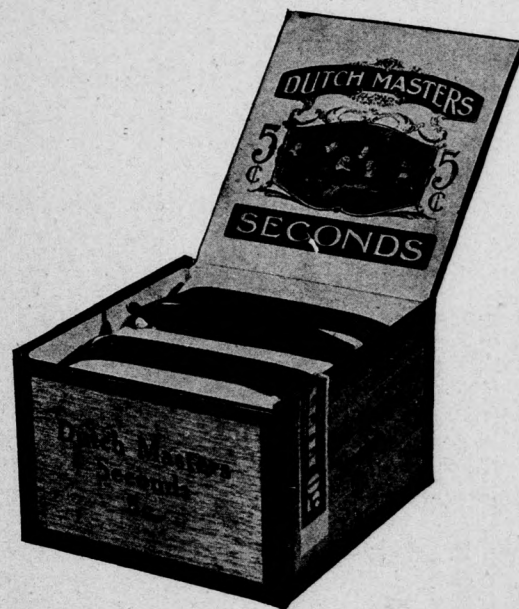
is a strong one—we couldn't put it any stronger in words—so we put the Biscuit itself in the best case on the market. Shredded Wheat Biscuit is packed in an odorless spruce container which insures its purity and high quality. It costs more to pack Shredded Wheat than any other cereal, but the cost is amply justified by the world-wide consumption of this product. When the case is empty it can be sold for 10 or 15 cents, thereby increasing the grocer's profit.

Shredded Wheat is made in two forms, Biscuit and Triscuit—the Biscuit for breakfast with milk or cream, or fruits; Triscuit, the Shredded Wheat wafer, a crisp, tasty, whole wheat toast, delicious with butter, cheese or marmalades.



The Shredded Wheat Co., Niagara Falls, N. Y.

DUTCH MASTERS SECONDS

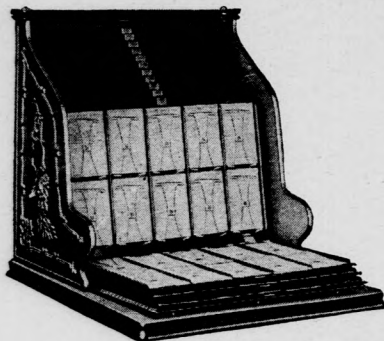


Will stimulate your trade.

Handled by all jobbers.

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

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	\$15.00
No. 2, 110 account size, Metal Cabinet	24.00
No. 3, 170 account size, Metal Cabinet	31.00
No. 4, 250 account size, Metal Cabinet	40.00
No. 5, 390 account size, Metal Cabinet	55.00
No. 6, 510 account size, Metal Cabinet	60.00

All Styles and Kinds of Salesbooks, Duplicate and Triplicate
Get Our Prices

STAR PAPER COMPANY

Salesbook and Store System Dept.

40 5-7-9 East Main Street

Kalamazoo, Michigan

Exclusive Territory for Live Salesmen in Michigan

Christmas Confections



The trade will soon be thinking in terms of holiday candies and sweets. There is no article sold in the grocery store which forms the basis of so many different kinds of confection as pop corn.

"LITTLE BUSTER"

comes in 16 full ounce package, four ounces heavier than its nearest competitor. The grains are smaller, giving more to the package. When popped the volume is larger, thereby giving the customer the largest value obtainable. This cannot but please your trade.

Induces Other Sales

"LITTLE BUSTER" will not only sell himself if properly displayed, but will take from the store with him, sugar, lard, butter, salt, vinegar, chocolate, flavoring and a number of other articles which are necessary in the preparation of pop corn confections. "Little Buster" is ideal for decorating and trimming the Xmas trees. Big flaky grains.

LITTLE BUSTER pays you a handsome profit. Sold by all jobbers. Order a case today.



THE ALBERT DICKINSON COMPANY
Chicago, Ill.



THIS PACKAGE

Represents

the very best quality of baking powder any dealer can offer his customers, regardless of price.

We Guarantee

KG BAKING POWDER

will please your most particular customers. Retail price refunded on any can returned.

"Keep It In Front"