

## An Open Letter to the Trade

**I**T would be neglect of duty if we failed to acknowledge with many thanks the favors you have shown us the past year.

We most heartily appreciate your friendliness and co-operation and shall try to serve you in such a manner as to deserve and secure a continuance of these pleasant relations

**Valley City Milling Co.**

Grand Rapids, Michigan

Sole Manufacturers

**Lily White Flour**

"The Flour the Best Cooks Use"



"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.



"The End of Fire Waste"

COMPLETE APPROVED

## Automatic Sprinkler Systems

Installed by

Phoenix Sprinkler & Heating Co.

Grand Rapids, Mich.  
115 Campau Ave.

Estimates Free

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909 Hammond Bldg

# Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

## FACTORY SITES

AND

## Locations for Industrial Enterprises in Michigan

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

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

Address

GEORGE C. CONN,

Freight Traffic Manager,

Detroit, Michigan

# Heystek & Canfield Co.

161-663 Commerce Avenue

Is the address of the

## Largest Wallpaper House

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

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

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

## Simple

## Account File

Simplest and  
Most Economical  
Method of Keeping  
Petit Accounts

File and 1,000 printed blank bill heads.....	\$2 75
File and 1,000 specially printed bill heads.....	3 50
Printed blank bill heads, per thousand.....	1 25
Specially printed bill heads, per thousand.....	2 00

Tradesman Company,  
Grand Rapids.

## A Safe Match

Means a Safe Home



Every responsible grocer wants to sell his customers matches which are nothing short of the safest and best made. Thereby he safeguards the homes of his community.

Any grocer who is not handling "SAFE HOME" matches, should take steps to do so at once. Ask any wholesale grocery salesman about them or drop a line to the manufacturer, who will have his salesman call and explain their superiority.

Every "SAFE HOME" match is non-poisonous, strikes anywhere, is extra strong and sure, is chemically treated to prevent afterglow when blown out, and is inspected and labeled by The Underwriters' Laboratories, Incorporated.

Made Only by

The Diamond Match Company

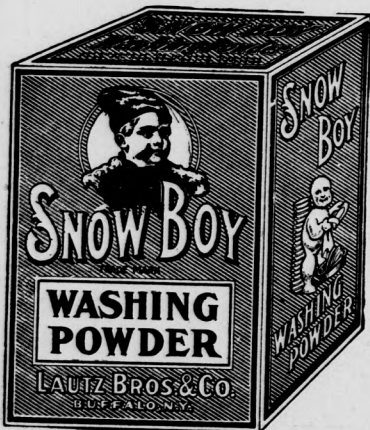


Eat Plenty of  
Bread

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. C. 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 29, 1915

Number 1684

## SPECIAL FEATURES.

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## NO SHORT-CUTS TO VICTORY.

The withdrawal of the Allies from their positions on Gallipoli, except at the tip-point of the peninsula where Great Britain will probably forever remain to bar the Dardanelles—just as she commands the Mediterranean by holding Gibraltar—is frank, if belated, recognition of the defeat of a great campaign and the frustration of a great hope. The one event of the war with which the retirement from Gallipoli should be compared is the crushing defeat of the German armies at the Marne. The German rush upon Paris, like the Allied attack upon the Dardanelles, was an attempt to win a war by a single great stroke. If the Allies had forced the Dardanelles and entered Constantinople, the war would most likely have been over by this time. The Balkan nations would have united against Austria at a moment when the Russians were at the crest of their power, and the Hapsburg resistance would have collapsed. But the Germans were more quick to recognize failure, and to seek a remedy, than the Allies have been. When the Germans failed around Paris, they tried for Calais. When they failed there they gave up their offensive in the West and turned elsewhere, to Russia, to the Balkans. The Allies have shown no such swiftness in recognizing the realities of a bad situation. But they have learned at last. Their prestige will suffer just as Germany's suffered at the Marne. But this war will not be decided by prestige. It has resolved itself into a bitter, grinding test of ultimate resources. The Allied failure against Constantinople, like the disastrous German failure against Paris, testifies to the fact that in this war there are no short-cuts to victory.

The Gallipoli campaign has been one of many surprises. It has taught the world many things. Not the least is the rejuvenation of Turkey upon which so much stress has been laid at Berlin. It would be more proper to speak of the rejuvenation of the Turkish army. The future of the Ottoman empire is not so rosy when we think of a victorious Bulgaria turning its eyes from Macedonia to Thrace, of the Russians in the Caucasus, of

the British in Mesopotamia, in spite of their recent defeats. The Turkish army, on the other hand, fighting on three fronts, has certainly belied the predictions based on its showing in the Balkan wars of three years ago. Yet the transformation has been a simple one as we see it now. Against the Balkan states the Turks went to pieces because they were badly organized and led, and greatly outnumbered. The fighting qualities of the Turkish soldier have always been recognized. After 1913 the Turkish army was rebuilt under German supervision. In the present war it has had the advantage of German ammunition and German leadership. It is Von Sanders who held the Russians back in the Caucasus and Von der Goltz who has held the Dardanelles

## Status of the Bean Market.

A recent crop report shows 506,000 acres of beans in 1915, which produced in round figures four million bushels of beans, for which the farmers' average price on Dec. 1 was \$3.03 per bushel, while Dec. 1, 1914, the price to the farmer was \$2.02 per bushel, and we produced five and a half million bushels of beans from 490,000 acres.

In dollars and cents the farmers in Michigan got just as much for their bean crop this year as last, even though the crop is far below last year's figures in production.

The average waste over the State of Michigan this year is at least nine pounds to the bushel, while the average was from two and a half to three pounds in 1914.

**Though miles may lie between us,  
We are near;  
And I wish you all the gladness  
And the cheer  
That a happy year can bring—  
Summer, Winter, Fall and Spring—  
And in thought I'll journey  
With you through the year.**

For us in this country, absorbed with the question of defence, the Gallipoli campaign should dissipate the misty guesses and assertions of the amateur strategists, should encourage clear and sane thinking. Upon the problem of land defences against naval attack, sudden invasions, the easy landing of hostile armies upon difficult shores, Gallipoli throws a strong light. It would be absurd to overlook what Turkish guns and mines and an isolated submarine or two have accomplished against the world's greatest Sea Power.

## INCLUDE THIS ONE.

Resolved, that I will systematically study my business during 1916; that I will take time to read business books and trade papers; that I will consult with business men in whom I have confidence about the best way to run my business; and that I will start the year right by making an inventory of my stock so that I may be able to tell just the condition of my business, and detect my mistakes in buying.

The total production of beans in the United States in 1915 was 9,325,000 bushels and the average price paid to the farmers was \$2.96 per bushel, while in 1914 we produced in the United States 11,013,000 bushels, and the average price to the farmer was \$2.27 per bushel.

These figures are very interesting, owing to the fact that we will get no foreign beans this year, and without a question the price of beans the balance of the season will be exceedingly rich, or at least maintain their present level. With the recent advance in wheat, potatoes, and other food commodities we can see no reason why beans should not share in the present great wave of prosperity.

It is very noticeable in restaurants and lunch counters to-day that beans have been eliminated almost entirely from the menu, and the familiar "Pork and Beans" sign behind the counter is gone.

Further than this, it is an impossibility for the large canners to-day

to pack beans in tin cans at the present price at a profit, as they have fixed the retail price on the small package to the consumer and beans have advanced to a degree where one of the largest packers in the United States has withdrawn his product from the market entirely.

Beans are taking their place in the better cafes and hotels to-day on the menu with asparagus, spinach and other high grade vegetables, and it is simply a question of whether this position will be maintained in the future.

Ernest L. Wellman.

## Story With a Moral for a Boy.

Bob and Dick were two devils—printers' devils—who worked in the job printing office in the same building with us. We run a book bindery and do many jobs of binding for the printers and therefore saw considerable of Bob and Dick. Bob led the band in being "weary" and Dick played a pretty good second fiddle. One day, as Bob shuffled wearily through the composing room, the foreman yelled at him, "Bob, for heaven's sake, why don't you lift your feet?"

"What's the use?" drawled Bob. "I only have to put 'em down again."

As a foregone conclusion Bob has been "lifting his feet" for two or three weeks, tramping the streets looking for a new job, and two or three days ago Dick, while hanging around the bindery, after having brought up a small job of work, confided to our bindery foreman that "Bob sure was some lazy kid—no wonder he got fired."

The very next day Dick dragged himself slowly through the bindery with heels scraping, and our foreman, while restraining the inclination to awaken the youth with a swift kick, instead called to him facetiously. "Hey, there, Dick, Bob hasn't got a thing on you on the lazy game, has he?" The boy remembered and came back with, "Huh, I can work all right if they'll pay me. Let 'em gim'me what I'm worth and I'll show 'em all right." And the foreman said, "Yes, Dick, and you keep right on hustling like you are doing now and then your bosses will know you are worth a lot more than you are getting. That's a splendid way to show them and then they will raise your wages—nit."

It looks as if Bob would have company before long.

J. B. B.

Fred W. Fuller has sold his grocery stock at 202 Union avenue to H. J. Inlow, who was formerly engaged in the grocery business but for the past ten years has been city clerk and city treasurer of Alexander, Ind. Mr. Fuller will devote his entire time to the Grocers' Baking Co., of which he is President.



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, Dec. 27.—Ben Plotter, former Harrietta general merchant, now conducting a dry goods and furnishing goods store at 1580 Warren avenue, West, has sold the block of stores owned by him at 1580 to 1584 Warren avenue, West, to Detroit parties.

Edson Moore & Co. held daily "get together" meetings between the traveling men, officials and department managers, last week. This is an annual occurrence and is resultant of much good to the house. A banquet for all employees closed the meetings.

When this issue of the Tradesman reaches its readers the Traveling Men's Industrial Fair will be winding up one of the most successful affairs ever staged by any U. C. T. council in the country. We speak with assuredness, because when the doors of the Armory are opened on Tuesday night practically all expenses will be taken care of through the diligence of the greatest bunch of hustlers ever banded together in one fraternal order. A portion of the profits will be turned over to the Supreme Council for the benefit of the widows and orphan's fund.

Building permits issued in Detroit last week amounted to \$586,865. Yuletide, snow storms, nor the vendetta, can stop this little old town from going ahead.

All that England apparently lacks to carry the war to a successful culmination is men, ammunition, guns and generals.



Thomas J. Feaheny.

When Thomas J. Feaheny left the Ould Sod some seven years ago and landed in New York, he demonstrated immediately that there was a future in store for him because of his show of wisdom—he headed straight for Detroit. He was not long in securing a position in that city, a wholesale dry goods firm giving him a chance on the city sales force. He was not without experience, however, having served his apprenticeship in the town of his birth. After serving a year as city salesman, he resigned to join the city salesforce of Burnham, Stoepel & Co. For over three years he called on the trade in Detroit and during that time made many friends because of his sterling honesty, coupled with the usual fund of Irish wit of the most refined type. Mr. Feaheny recently tendered his resignation to take effect Dec. 31. Together with Patrick Barnwell, superintendent of the Henry Blackwell department store, he will act as manufacturers' agent, carrying several lines of ladies ready-to-wear garments, the manufacturers represented being the largest and considered among the best in the United States. Offices have been secured at 212 Bowles building. Their territory consists of Michigan,

including Detroit. "Tom" Feaheny was born in Limerick, Ireland, March 16, 1884. He received his early education in the parochial schools of that city. Upon leaving school he went to work for a dry goods house and remained there until his decision to try his fortunes in America. His father died about nine years ago, but the remainder of the family consisting of his mother, three sisters and a brother still make their home in Ireland. The many friends of Pat Barnwell and Tom Feaheny are all pulling for their success in the new undertaking, a success that will no doubt come to the two honest, hard working Irish lads.

The contemplation of buying Christmas gifts is much more refreshing than is the thought of the bills which will be rolling in after Jan. 1.

Edward C. Neundorff, proprietor of furniture stores in Wyandotte and Trenton, was a Detroit business visitor last week.

One cannot help but admire a real home booster like H. D. B., of Lansing, but when it comes to championing the cause of good Jim Hammell, it is an unnecessary function. The only fellow we know of who cannot speak a good word for Jim is the man who was run over by a train of cars.

A number of rubber salesmen leave this week to attend the National convention of managers and salesmen of the United States Rubber Co., to be held in Boston. Among those who will make the trip are J. C. Huff, manager of the local office of the Hubmark Rubber Co.; A. H. Krum, manager of the Detroit Rubber Co.; Martin J. Tierney, Max Girardin, Hamilton Irving, Otto Reinhardt, James H. Reddow, William A. Cooper, Louis Hourd and Charles F. Pinchon, salesmen.

A. F. Smith, advertising manager for the Citizens Telephone Co., of Grand Rapids, accompanied by his large family, has been spending the holiday season with relatives in Detroit.

Charles Ferry, for thirty-three years in the grocery business on Michigan avenue, died at his home, 63 Tillman avenue, last Thursday. The illness, which was of short duration, was caused by a nervous breakdown. Surviving are the widow, two sons and five daughters.

The annual salesmen's dinner held at the Board of Commerce Monday night was one of the banner events of the season for the salesmen, both retail and wholesale. Besides the regular advertised features were several vaudeville surprises and a cabaret entertainment during the dinner. The noted mining engineer, John Hays Hammond, was the principal speaker of the evening. The dinner was served by the Wholesale Merchants' Bureau of the Board of Commerce.

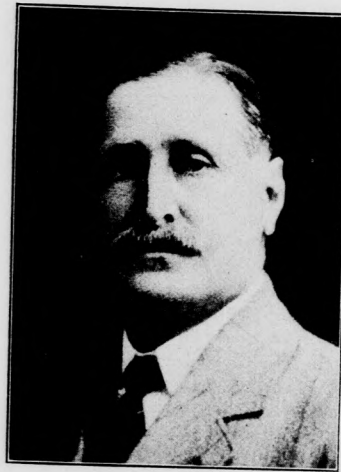
The heavy snow of Friday night filled the folded awning over the store of George and Henry, corner Michigan avenue and Wayne streets, becoming so heavy that the supports broke and the falling frame crashed through the large windows.

The traveling men's fair, without a certain amount of publicity, would not have proved the success that it did. To this end the local daily papers were ever ready to lend their aid and did so at every request. Nothing that the writer ever sent the Tradesman was refused, whether stories or pictures. The large circulation of this paper throughout the State assisted in spreading the publicity in all directions, reaching many points outside of Michigan. Truly it has been demonstrated that the friends of the commercial traveler are great and many.

If the holiday business elsewhere was as large as it turned out to be in Detroit, then business in the United States (and Mears, Mich.) was the greatest in many years.

Responses received by Samuel Rindskoff, Secretary-Treasurer of the

Veteran Traveling Men's Association, indicate that the sixth annual reunion and banquet to be held at the Wayne Hotel on Wednesday night, Dec. 29, will be well attended by members from all over the State. The entire arrangements are in charge of Mr.



Samuel Rindskoff.

Rindskoff, whose efficiency in that line has been demonstrated by the success of the previous reunions.

Henry Ford is returning from his peace trip, broken in health, but the war still goes on.

William G. Wilsterman, Upper Peninsula representative for Edson, Moore & Co. attended the salesmen's meetings of the house last week.

In last week's issue of the Tradesman our esteemed brother correspondent, H. D. Bullen, of Lansing, took to task those who had the temerity to protest against the lack of enforcement of the Henry law, which calls for the use of individual textile towels and nine foot sheets in hotels in Michigan, taking the stand that, as there are no hotel inspectors on the pay rolls of the State, it is bad form to find fault, even growing sarcastic in his arraignment of the critics. Nearly everyone appreciates Mr. Hammell's position and, so far as the writer has learned, there has never been the breath of criticism directed toward the conduct of his office. In no way has he been held responsible by the traveling men for the non-enforcement of the law by many of the hotels in the State. The bald fact remains, however, that the law is being flagrantly violated and when laws are not enforced, who has a better right than those directly affected to criticize? If the Legislators enact a law and then lack foresight enough to provide means of having it enforced, perhaps the criticism of a few thousand traveling men and taxpayers might arouse them to the fact that their duty to their constituents is only partially performed. Surely we can look for no relief if all are to sit back and say nothing. Neither should it be necessary, as Mr. Bullen sarcastically suggested, to volunteer one's services to the State without pay, simply because a wealthy State does not know how to handle its business or finances as well as a private enterprise does. If some one was to volunteer every time officials failed in their duty to enforce the law, there wouldn't be enough people left to hold down regular jobs. The traveling men worked hard to have the meritorious Henry law passed. It is now up to them to fight to have it put into effect. Complaints have been sent to Lansing, naming hotels that paid no attention to the law. Answers were received that the matter would be looked into and the violators cautioned. If they were cautioned, they have paid no heed. Public opinion plays a great part in law enforcement and the case just men-

tioned will probably prove no exception to the rule.

Harry Brilling, pioneer salesman and one of the best known travelers in the State, is now acting as manufacturers' agent representing Bergoffen & Philip, manufacturers of children's dresses, New York, and the New York Manufacturing Co., manufacturer of Diamond brand headwear, New York. His territory includes Michigan and Wisconsin. When in the city Mr. Brilling's headquarters are at 96 Lincoln avenue. During the past week he has been exhibiting his sample line at the Hotel Statler.

J. Cohen and Guy Duden, representing the Louis Cohen estate, Sandusky, Ohio, were in Detroit last week on a business trip.

H. Bearcamp has opened a meat market at 673 Hillger avenue under the style of the Western Provision Co., a branch of the store at 2 Jay street.

W. J. Lambe, district manager for the Fisk Rubber Co., of Chicopee Falls, Mass., attended a convention of district managers at the home office last week.

C. S. Eagle is suing Miss Iola Redwing, of San Mateo, Cal., for breach of promise. Birds of a feather flocking apart.

Mike Koffman of Koffman Bros., Owendale, was in Detroit last week on business pertaining to their general store.

Augustus Ruoff, said to be the oldest jeweler in the State, died last Friday. Mr. Ruoff was a silver plater by trade, but abandoned it in 1862 to engage in the jewelry business, which he continued up to the time of his death. He was 87 years old and is survived by seven children.

Fire caused \$15,000 damage to the furniture plant of C. J. Puhlman & Co., Vermont and West Jefferson avenues, last Saturday. It is believed that tramps were responsible for the blaze.

Turn out and see the traveling men give a practical demonstration of "drumming up trade."

This week's Detonations was what might be termed an effort. All we feel like writing so soon after our Christmas (and Sunday) dinner is Gobble, Gobble.

James M. Goldstein.

The Cascade Electric Co., which owns the water power rights on Thornapple River at Cascade of about 1,200 horse power and at Alaska of about 400 horse power is making plans to develop this power during 1916. The plant of the Thornapple Electric Co., at LaBarge, has proven the Thornapple River to be one of the most constant streams in Michigan and, therefore, extremely valuable for developing water power electricity. The plant of the Boyne River Power Co., in the Northern part of the State, owned by the same interests, has demonstrated that a medium sized stream, draining a wide area, is quite constant, and is not so susceptible to dry period conditions as larger streams. The dam owned by the Thornapple Electric Co., at LaBarge, holds back the waters of the Thornapple, making the Cascade and Alaska dam sites more valuable by conserving the supply of water. Several dams on the same stream make each more valuable than the same number of dams on different streams.

When a man prospers, his wife hires a girl to do the cooking, and he doesn't fare as well as he did when they were poorer.



### Shall We Give Up the Quart?

One of the lessons of the war is that we should buckle down and master the metric system. In any plan of preparedness for capturing South American trade, this must constitute a leading item. A proper credit system and adaptation of our goods to the Latin demand, which have long stood in our way in this direction, we are overcoming. But the will to sell must include the will to stop talking and writing about yards and pounds, and instead to speak of metres and kilograms. There are, of course, just ten points in favor of the metric system, and there is only one against it. The ten are duly listed in the December number of the Scientific Monthly. If one who knew nothing of either system were confronted by this list, he would shrink in horror from feet and quarts. Think of adopting in cold blood an arrangement that compelled multiplying by 1,728 or 5,280, or dividing by  $5\frac{1}{2}$ ,  $30\frac{1}{4}$ , or  $31\frac{1}{2}$ ! Only a hardened pedagogue would seem capable of such possibilities of torture, and in no other atmosphere than that of a school-room could there be dislike of performing mathematical calculations by the simple process of shifting a decimal point.

But the knock-out argument is the financial one. Dr. Collins exhibits it in all its force in the following balance-sheet, which is based, in part, upon the calculation that two-thirds of a year in a child's school-life would be saved by the introduction of "metric arithmetic:"

Present System of Weights and Measures In Annual Account With Uncle Sam.	
To cost in school taxes of keeping 2½ millions of children in school 2-3 year .....	\$50,000,000
To cost to parents for supporting 1½ millions children 2-3 year .....	100,000,000
To loss of productive power of 1½ millions youth for 2-3 year .....	75,000,000
To loss of earning power by having children driven out of school by difficulties of arithmetic as now taught .....	25,000,000
To loss of time in making arithmetical calculations by men in trade, industries, and manufactures .....	30,000,000
To extra weighing and measuring instruments needed for sundry tables .....	10,000,000
To loss of time in making cross reductions to and from our system and metric system ..	5,000,000
To loss of profit from foreign trade because our goods are not in metric units .....	20,000,000
Total annual loss .....	\$315,000,000
Cr.—	
By culture (?) acquired by the children through learning more common fractions and our crazy tables of weights and measures .....	\$?

It is only natural that a monetary system which is metrical should give a damaging result for a non-metrical system of weights and measures, but on the surface, at least, the upholders of the existing arrangement are put squarely on the defensive by these figures.

Yet nobody will be surprised by them. We have long been told of the advantages of the metric system, and how scientists all over the world, not being at all the impractical dreamers they are popularly supposed to be, adopted it on sight. To give their example the stronger appeal, a touch of sentiment is imparted to it by the invitation to consider the pretty picture they make, Russians and Bavarians, French, British, and Norwegians, all murmuring "centimeter" and "hectogram." It is a prophecy of the federation of the world. Even without so moving a presentation,

we should know that inherently the metric system is superior to our own, for we have learned that it is a rule of life that the method which we use in any field with the ease of long familiarity is unscientific and in all probability the worst that could deliberately have been devised. Some malign fate drove our ancestors to take the wrong tack, and consequently we are burdened with the task of making everything over again. Everybody agrees that the metric system is better than our own, and that the next generation ought to adopt it. But to ask that we risk bankruptcy or nervous prostration by having the grocer send us things in measures which we should have to test by remeasuring the articles in baskets that are made in the good old American way—this is too much.

So it is that we welcome a scientific reason for our unscientific sticking to the familiar, and our dread of the novel. We should be just as hard to budge without the scientific reason, but it makes what the modern salesman would call a good "talking point." We take our stand upon the admitted fact—the "one rational objection to the metric system"—that "10 is inferior to 12 as a base for a notation for numbers." In holding out against the metric system, are not supporters of quarts and yards thus seen to be fighting for a larger issue than that of a uniform system of weights and measures? Dr. Collins attacks this attitude by saying that the world is not ready to make so revolutionary a change as the base of its system of notation, and that, besides, that change is less important than uniformity in weights and measures. But the quart-and-yard men are fighting for a principle. How much do they care whether the world is ready or not? As for the relative importance of the two reforms, Dr. Collins evidently means that "practically" his reform is the more important one. Here again the quart-and-yard defenders are immune to his logic, being actuated by a nobler impulse than that of mere practical convenience. If the base for notation of numbers ought to be 12 instead of 10, let us fight for it—and against the metric system with the same determination with which we should oppose an assault upon the dear old decimal system that enables us to make change so readily.—New York Evening Post.

### Potato King Decorated by Mikado.

George Shima, the millionaire Japanese potato king of California, who has matched wits with all the big operators in the potato trade for eight or ten years and defeated them at their own game, has just been decorated with the fifth class of the Order of the Rising Sun by the Emperor of Japan. Shima was picked for the distinction on the ground that he is the most successful Japanese business man in the United States. Incidentally the ceremonies brought forth the fact that his real name is neither George nor Shima. It is Kasei Ushijima.

The trimming of a woman's hat is all on the outside; that of a man's is all on the inside.

Some matrimonial bonds are very good dividend payers,

### REPRESENTATIVE RETAILERS.

#### James Pollie, the Plainfield Avenue Meat Dealer.

James Pollie was born in Grand Rapids July 25, 1885. His antecedents were Holland on both sides. He attended the public schools until he completed the eighth grade when he entered the employ of Thomas Bros., meat dealers at the corner of West Leonard street and Turner avenue, with whom he remained five years, acquiring in the meantime an accurate knowledge of the meat business. For the next two years he managed the meat market of William Waltz, corner of West Bridge street and Scribner avenue. Ten years ago next March he engaged in business on his own account at 1403 Plainfield



James Pollie.

avenue, where he conducts a model meat market under the style of the Quality Meat Shop. In connection with his Plainfield avenue establishment, he has a branch market at 1638 Coit avenue, having recently acquired the store building at the corner of Coit avenue and Dale street, comprising four stores, including his own.

Mr. Pollie was married Nov. 30, 1905, to Miss Nellie DeVries, of Grand Rapids. They have two children, a boy and a girl, and reside in their own home at 122 Caledonia street.

Mr. Pollie is a member of the Church of Christ on Sweet street, which he has served in the past as trustee. He is a member of the Lily

Lodge, No. 110, K. P., which he has served in the capacity of outer guard. He enjoys fishing, hunting and all the manly sports.

Mr. Pollie was President of the Grand Rapids Master Butchers' Association at the time it consolidated with the Retail Grocers' Protective Association and after the consolidation he was elected First Vice-President.

### Smile and Cheery Words As Business Factors.

Written for the Tradesman.

"I guess you two girls are twins," observed a little newsboy in a good natured way as two young girls passed into the waiting room of an interurban line.

"And to pay you for your cleverness, I will buy a paper of you," replied one, handing out change for the Saturday Evening Post.

"And don't you want one, too," he said to her sister, "since you are twins?"

This little thrust at the desire of twins to share alike did not appeal in the case cited, and the girl smilingly shook her head, taking the sister's paper from her hand.

"Sorry, but I'm just out of Country Gentleman. I'll see to it that I have both next time," he commented. And then he hurried on to a pair of middle aged women who were looking a bit cross and who looked even crosser after his attempt to make another sale.

"You forgot to smile at them?" suggested one of the twins.

"That's so," was the response; and returning, he donned his smile, and this time they smiled too. Even though they made no purchase, the whole atmosphere of the room seemed more genial because of their changed countenances and as the newsboy went his way he seemed to have gained new impetus in his work.

The cheery words with customers, the making of new friends even for the moment, these have their effect, be it upon the newsboy, the salesman, or the heaviest dealer. No matter how heavy the work, it is lightened for the time by the flavor of good will. A pleasant face may work wonders even if there is no spoken word; and the kindly smile inspires confidence. It is a most frequently accepted invitation to patronage.

Bessie L. Putnam.

## Now For a Big January Sale

Clean up your "Left overs"

Turn your shelf warmers into good hard cash

Save your discounts

Clean up the old bills

### Turn Your Old Goods Into New Money

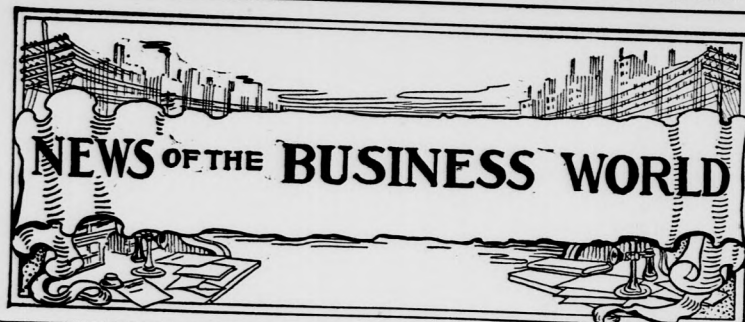
Let us put on the Biggest and Best Sale you ever ran. Our methods are original. We get results. Highest bank references furnished. Call us up or wire us for booking.

Send for our "Heart to Heart" talk—Free.

ACKERMAN-WIENER CO.

Merchandise Adjusters and Special Sales Agents  
FORT WAYNE, IND.





### Movements of Merchants.

Mendon—V. E. Lawler will open a drug store in the opera house block Jan. 3.

Vestaburg—Hornbeck Bros. succeed F. B. Reader in the hardware business.

Delton—Fred Gale has traded his hotel to Mr. Ward, formerly of Lacey, for his farm.

Grand Ledge—Ralph E. Halbert succeeds H. J. Tinkham & Son in the garage business.

Ypsilanti—B. G. Moorman & Son are now operating the feed mill they recently completed.

Detroit—The McKenney-Devlin Co., automobile dealers, has changed its name to The Devlin Co.

Hesperia—James M. Talmadge succeeds R. Vogel & Son in the cigar and tobacco business.

Detroit—The Western Rosin & Turpentine Co. has increased its capital stock from \$15,000 to \$25,000.

St. Johns—H. M. Hoerner has opened a meat market in the rear of the A. G. Jones grocery store.

Ann Arbor—The capital stock of the State Savings Bank has been increased from \$50,000 to \$150,000.

Beulah—John S. Gibb has sold his drug stock to L. J. Shalda, recently of Cedar, who has taken possession.

Springport—Peter Sanato has closed out his stock of fruit and confectionery and retired from retail business.

Mears—Ewald & Cooper, dealers in general merchandise, are closing out their stock and will retire from business.

Peacock—The Bartlett Hotel was completely destroyed by fire Dec. 25. The loss was partially covered by insurance.

Traverse City—W. C. May, recently located near South Boardman, succeeds C. M. Halstead in the grocery business.

Reed City—Charles Burkett has taken over the Reed City garage and machine shop and will continue the business.

Muskegon—Linus Johnson has purchased the French home bakery at 219 Houston avenue and has taken possession.

Dundee—Fire damaged the drug stock and store building of Charles E. Stranger to the extent of about \$8,000 Dec. 22.

Saginaw—Henry Heim, veteran druggist died Dec. 26 at his home, 922 Emerson street, following an illness of six years.

Ionia—The confectionery and fruit business of the late Nicholas Villa is being continued by his widow in the name of his estate.

Springport—Corey Bros. have purchased the Frank Scherer clothing and shoe stock and will continue the business at the same location.

Kalamazoo—H. W. Sweetland, music and musical instrument dealer at Otsego, has opened a branch store at 311 South Burdick street.

Montgomery—M. M. Berry has traded his store building and stock of general merchandise to Jay H. Bishop for his 200-acre farm near Morren.

Jackson—Frederick M. Colwell, who has conducted a drug store here since 1873, died Dec. 25 at his home, 208 West Wesley street, following a week's illness.

Colon—Thieves entered the W. J. Dickerson grocery store and meat market Dec. 24 and carried away the contents of the cash register and some stock.

Gaylord—Charles Haight has purchased the stock of the Bolton Hardware Co. and the store building occupied by it, taking immediate possession.

Battle Creek—Smith & Large, grocers at 633 Lake avenue, have purchased the building adjoining their store and will connect it thereto with archways.

Hastings—F. R. Pancoast has sold a half interest in his jewelry stock to John Nobles and the business will be continued under the style of Pancoast & Nobles.

Sault Ste. Marie—The Soo Lumber Co. has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Grant—Garret Vandembeldt, junior partner of the Grant Elevator Co., was married Dec. 24 to Miss Ethel Scott at the home of her parents in Grand Rapids.

Scotts—Burglars entered the general store and meat market of Thompson Bros. Dec. 16, carrying away the contents of the cash register and considerable stock.

Onsted—Charles A. DesErmia has sold his interest in the lumber, grain and coal business of Onsted & Kerr to the other stockholders and will retire from business.

Farmington—The Farmington Lumber & Coal Co. has been organized with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Caro—Edward Maier has sold his interest in the furniture stock of Gunsell & Maier to George Gidley and the business will be continued under the style of Gunsell & Gidley.

Woodland—F. E. Smith has sold a half interest in his hardware stock

and tin shop to Milan Trumbo and the business will be continued under the style of Smith & Trumbo.

Ionia—Mrs. E. S. Dunham and Mrs. Dwight Killian, who have owned and conducted the Wayside Inn for the past year and a half, have sold it to Mrs. Sarah Clark, who has taken possession.

Detroit—The Contractors Fuel & Supply Co. has been organized with an authorized capital stock of \$25,000, all of which has been subscribed and \$2,000 paid in in cash and \$10,500 paid in in property.

Saginaw—Thieves entered the J. A. C. Haack jewelry store at 712 Genesee avenue Dec. 26 and carried away cash and stock to the value of about \$7,000. Two safes were drilled and everything of value taken.

Plymouth—The Plymouth Motor Castings Co. has been incorporated with an authorized capitalization of \$10,000, of which amount \$5,010 has been subscribed and \$1,170 paid in in cash and \$2,840 paid in in property.

Shelby—W. H. Shirts, who has conducted a grocery store here for the past thirty-five years, has sold his stock to Orin L. Wilson and Edgar Johnson, who have formed a copartnership and taken possession.

Kalamazoo—The Axtell Sign Co. has removed its plant from Vicksburg to this place, where it is occupying the old quarters of the Hanselman Candy Co., at 426 East Main Street, manufacturing art glass and electric signs.

Hastings—Arthur C. Brown, for many years connected with the Hastings Table Co., has sold his interest in the plant to the other stockholders and resigned his position as Treasurer and sales manager, to take effect Jan. 1.

Detroit—The C. F. Smith Co. has been incorporated to engage in the wholesale and retail grocery and meat business, with an authorized capital stock of \$300,000, all of which has been subscribed and \$20,000 paid in in cash and \$280,000 paid in in property.

Jackson—Lyon, Kortenhoff & Co. have incorporated with a capital stock of \$25,000 and taken over the wholesale confectionery business of the A. E. Brooks & Co., which has heretofore been conducted as a branch of the Grand Rapids store.

Manistee—Harry J. Somerville, conducting a retail store, has merged the business into a stock company under the style of Somerville's Gift Shop, with an authorized capital stock of \$2,000, of which amount \$1,500 has been subscribed and paid in in property.

Owosso—Frank Gute, of the Economy drug store, has received a draft to pay for a ford automobile, being a prize awarded him by the Seamless Rubber Co., of New Haven, Conn., for the largest sales during the past six months by druggists in cities of 10,000 inhabitants.

Hastings—Goodyear Bros., dealers in hardware and implements, have merged their business into a stock company under the style of the Goodyear Brothers Hardware Co., with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in cash.

Saginaw—At the last meeting of the

board of trustees of the Merchants & Manufacturers' Association President Max Heavenrich stated that he was reaching his 70th birthday and desired to retire and be relieved from all activities not connected with his own personal or business affairs, that he intended taking an extended trip with Mrs. Heavenrich and therefore would be away from the city for a considerable period, and tendered his resignation to take effect Jan. 1.

Detroit—Judge Arthur J. Tuttle, of the United States District Court, appointed the Security Trust Co. receiver in bankruptcy for the Henry Blackwell Co., 230-236 Woodward avenue, Monday. Neither Mr. Blackwell nor the receivers have any idea of the extent of the liabilities as yet, they say. The blackwell company is one of the best known dry good, and general merchandise firms in Detroit. About fifteen years ago the firm succeeded the L. A. Smith Co., operating at the southeast corner of Woodward avenue and Congress street under the name of Partridge & Walsh. Later the corporate title became Partridge & Blackwell and subsequently the Henry Blackwell Co. Willard E. Partridge is President; Herbert B. Seymour, Secretary, and Henry Blackwell, Treasurer. For many months the company has been in serious financial straits and the bankruptcy proceedings do not come as a surprise in business circles.

### Manufacturing Matters.

Detroit—The F. A. Cooke Drug Co. has changed its name to the Morris-Travis Drug Co.

Owosso—The Independent Stove Co. has commenced building a large addition to its plant.

Cadillac—The capital stock of the Cadillac Lumber Co. has been increased from \$10,000 to \$75,000.

North Detroit—The Russel Motor Axle Co. has increased its capital stock from \$150,000 to \$200,000.

Ludington—Frank Pierce, manufacturer of brooms, has sold his plant to Frank Brandt, who will continue the business.

Detroit—The Voelkner & Harry Manufacturing Co., machine, pattern and novelty works, has changed its name to the Harry Bros. Manufacturing Co.

Detroit—The Michigan Arms Co. has engaged in business with an authorized capital stock of \$100,000, all of which has been subscribed and \$10,000 paid in in cash.

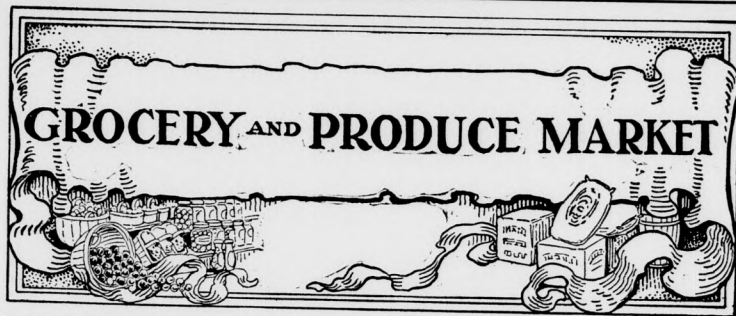
Detroit—The Frontenac Motor Co. has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and \$7,500 paid in in cash.

Jackson—The Imperial Sales & Parts Co., has engaged in business with an authorized capital stock of \$30,000, of which \$15,000 has been subscribed and \$5,000 paid in in cash.

Otsego—Clyde Scott has resigned his position as manager of the Otsego Creamery Co. and has purchased the grocery stock of Frank S. Tucker, taking possession Jan. 15.

Detroit—The Detroit Rotary Engine Co. has been incorporated with an authorized capital stock of \$65,000, of which amount \$48,000 has been subscribed and paid in in property.





### 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 on creamery is lower and weaker. Chicago has declined  $\frac{1}{2}$ c and New York is 1c off. Local dealers quote fancy creamery at 33c in tubs and 34c in prints. Local dealers pay 25c 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—The market is weaker and a little lower, owing to increased receipts. Local dealers pay 29@30c 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, 7 $\frac{1}{2}$ c.

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.

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; 16 $\frac{1}{2}$ c for California; 15c for Naples; \$2 per bu. for Shellbark hickory nuts and \$1.75 for large.

Onions—The market continues to strengthen, in consequence of which local dealers have advanced their quotations to 90@95c per bu.

Oranges—California Navals, \$3@3.50; 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—The market is very much stronger, due to a strong shipping demand. Country buyers have increased their paying prices to 55@60c per bu.

Poultry—Local dealers pay as follows, live weight: Fowls, 10c; cocks, 8c; chickens, 11c; turkeys, 20c ducks, 14c; geese, 11c. Dressed fowls average 3c above these quotations. The quotation on turkeys is nominal, there being no turkeys to be had in any quantity. The supply for Christmas was not nearly equal to the demand.

Radishes—25c for round hot house.

Squash—1 $\frac{1}{2}$ c 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.

### Frigid Repartee.

Mrs. Finnegan kept a boarding house, and one day young Johnson came to her with several complaints. She listened in silence for a few minutes, but as the young man waxed eloquent she lost her patience.

"Don't I know every one of the tricks of your trade?" said Johnson with considerable heat. "Do you think I have lived in boarding houses fifteen years for nothing?"

"Well," replied Mrs. Finnegan, icily, "I shouldn't be at all surprised?"

The annual banquet of the Bagmen of Bagdad, referred to on page 15 of this week's issue of the Tradesman, will be held at the Hotel Mertens, instead of Point Paulo, as stated.

Henry N. Jacobs, of Fort Wayne, Ind., writes: "For gracious sakes, renew my subscription. I would rather miss a meal than one issue of the Tradesman."

George B. Reader, the wholesale fish and oyster dealer, spent Christmas in Buffalo, Mrs. Reader accompanying him.

Fred E. Morley, recently of Cedar Springs, will open a dry goods store at North Park Jan. 3.

Cook & Martin have engaged in the bakery business at the rear of 955 Cherry street.

All the world loves a lover because it likes a free show.

### The Grocery Market.

Sugar—No change in price from last week. The situation is weak.

Tea—The situation in the local tea market is unchanged, there being practically no business transacted preceding the holiday. Yet the feeling is confident, as a rule, it being pointed out that the advices from London of late have been more encouraging, and that center has been the danger spot. If the Suez is to be closed to traffic, as now seems assured, and the shortage of shipping at Calcutta and Colombo continues, it is argued that the surplus which has been accumulating in England will no longer be a depressing influence. This country has not been buying actively for some time, and for this reason a better movement may be witnessed after the holidays, and inventories are out of the way. Prices have been readjusted from the abnormally high level reached last summer, so that there is more inclination to look ahead. Importers thus far have not forced matters, hoping that by waiting some of the losses may be made good.

Coffee—The market during the holidays is dull, with no large business reported. Prices are merely steady at previous levels, the recent reactionary tendency in Santos not helping matters. The country is quite well supplied and seems likely to hold off for the present, pending developments in Brazil.

Canned Fruit—Coast advices are to the effect that the general tone of the market for all future shipments of California 1915 pack fruit is inclined to be held at a stronger basis, with available supplies being gradually absorbed. There is no quotable change made in the range of prices offered by the Coast shippers, with a wide variance continuing to be in evidence, according to the advices.

Canned Vegetables—There is little doubt that the shortage in tomatoes will exhibit a steady rising market from now on until next packing season. There is no change in corn and peas.

Canned Fish—Domestic sardines are reported to be somewhat closely controlled, with the principal stocks being held by two or three operators. Foreign sardines are being offered at prices which are reported to be below the quotations ruling in Europe. Stocks are very small and the tone of the market is strong. There is no quotable change in salmon in the general range of prices and the demand continues to be only moderate.

Dried Fruits—Currants are in very light supply and practically all offerings are immediately absorbed. Other lines are unchanged.

Rice—While the stocks locally are better and assortments generally good, the consumption has picked up as a result of the revival of industrial activity. It is pointed out that there is practically no competition of foreign rice, the supplies of Japan in San Francisco being about exhausted. Moreover, the export enquiry to supply South America, formerly taken care of by Europe, is a large factor in the situation.

Cheese—The market is unchanged in prices and there is only a light demand. Receipts are moderate.

Stove Polish—On account of the advance in graphite—about 60 per cent.—stove polish has advanced 10c per doz.

Lamp Burners—The price will probably advance 10@15 per cent. shortly after Jan. 1.

Salt Fish—Mackerel are still firm by reason of light supply and there appears to be no reason for expecting the supply to be anything else than light for several months. Some territories, however, have reduced their quotations of new Norway mackerel during the week, largely because of irregular quality. Cod, hake and haddock are in seasonably good demand at unchanged prices.

Provisions—The entire line is unchanged except pure lard and compound, which are a trifle higher in price this week. The demand is fairly good.

### Manufacturing Matters.

Jackson—The Riverside Machine & Plating Co. has engaged in business with an authorized capitalization of \$5,000, of which amount \$3,100 has been subscribed and paid in in cash.

Detroit—The Detroit Violano Virtuosa Co. has been organized to deal in musical instruments and coin operated devices with an authorized capitalization of \$10,000, all of which has been subscribed and paid in in property.

Detroit—The Detroit Steel Package Co. has been incorporated with an authorized capital stock of \$100,000 of which amount \$50,000 has been subscribed, \$4,000 paid in in cash and \$6,000 paid in in property.

Detroit—A new company has been organized under the style of the Eclipse Motor Car Co., with an authorized capital stock of \$30,000, of which amount \$15,500 has been subscribed and \$3,000 paid in in cash.

Saginaw—The Wylie & Wilson Co. has been organized with an authorized capital stock of \$40,000, \$20,000 of which has been paid in in cash. The company will manufacture and sell slack cooperage and general wood products.

Escanaba—The Adsit Telephone Look-Out Co. has been organized to manufacture electrical and mechanical goods with an authorized capital stock of \$300,000, of which amount \$276,100 has been subscribed, \$10,000 paid in in cash and \$250,000 paid in in property.

Saginaw—The A. T. Farrell & Co. has engaged in business to manufacture machinery for cleaning and handling grain, seeds and beans, with an authorized capitalization of \$300,000 common and \$200,000 preferred, all of which has been subscribed, \$17,652.27 paid in in cash and \$682,347.73 paid in in property.

### Chinese Test of Truth.

Witnesses in Chinese courts crack a saucer while taking the oath, the significance being that if one lies under oath his soul will crack as did the saucer.

Trouble never dodges up an alley when it meets a man who is looking for it.



## Real Man Respects Himself and His Trade.

Do you respect your trade?

Silly question, of course, but do you really respect your business and your customers sufficiently to shape the facilities of one into the requirements of the other?

Some years ago your humble servant had a nice, fat job with a general merchant in a village that once had been a fairly prosperous mining camp. All I had to do was to chop wood, light a couple of fires, sweep out the store and milk a cow before breakfast. I earned \$150 a month, but all I actually got was \$25 and my board. I didn't think much of that job, and certainly, at that time, I didn't respect it particularly.

After breakfast I met a boat and delivered to the store such trifling packages as a case of milk, a few sacks of spuds or a quarter of beef. There was only one horse in the village, and Old Dave (the Boss) wasn't very strong for transfer charges, so I toted most of the stuff up the hill in a wheelbarrow.

Our trade came mostly from miners, a few sportsmen and a bunch of Indians. There was also a small sawmill in the district and the boys used to come over for tobacco, overalls and such like, there being no "company store" at the mill.

One morning a squaw happened in. In the innocence of youth I fear that I did not quite appreciate the lady. For, in the midst of my effort to sell her a 15-cent handkerchief, Old Dave blew in and sold her a much fancier one for a dollar. Then Dave slipped her a bunch of calico, some beads, tobacco and a few other odds and ends. She had to break a ten spot to settle the bill, and right then and there I learned my first lesson in respecting the trade.

One bright morning the Boss, himself, relieved me of the milking job. The subject was never discussed, but I have always figured that Old Dave, being Scotch, like myself, wanted all that was coming to him. At any rate, Rosie came through much more readily for Dave than she had for me, but I was none the less impressed with respect for a Boss who would tackle anything that he asked his help to do.

Later I returned to my home and got a job in a small grocery. Here I was provided with a boy's four-wheeled express wagon, which was a material improvement over the wheelbarrow arrangement, particularly on the side hills. I felt a little foolish among my young friends back home, but once in awhile my new Boss would take a turn at the wagon, leaving his wife and me in the store, so I figured that if he wasn't ashamed of his job that I shouldn't be.

After another year's experience in handling sugar, onions and pickles, I felt strong enough for the hardware business. I was partial to fine tools, accessories and sporting goods, but first crack out of the box they put me to work unloading a car of ranges. Still, at that, I had the consolation of company, for the Boss was on the job with a truck and the way he

yanked those stoves around was a caution.

As a matter of fact, I never did get much of a chance at the fancy stuff, but after setting up a few dozen stoves I developed a wonderful interest in the line. Likewise, I found that it is just as hard to sell a stove as anything else—or just as easy, depending on one's knowledge and training, or lack of it.

Of course I fell for the left-handed monkey wrench gag, spending pretty nearly half a day in search of that elusive tool. We had a tinsmithing and plumbing shop in connection with the store. We also did quite a business in explosives and mining supplies, and all in all my experiences during the next three years were interesting and my pursuits diversified. For instance, there were a good many accidents, some of them fatal, and most of the miners came from the East, so every once in awhile we had to solder up a rough box for the dear departed. That hardware store certainly extended itself in stock and service.

As I went along I discovered that whether it be stoves, rifles, saws or belting, the customer knows what he wants and that he must be respected. There is exhilaration in making a sale, but the crowning satisfaction lies in making a sale that adds to the integrity of the house and reflects the spirit of the man who respects himself, his calling and his patronage.

Never yet have I had a Boss who didn't know more about his business than I did. Of course, it took a few years in the early stages of the game to appreciate this as a fact, but I remember distinctly that whenever I was stuck I was always free to ask the Boss for help and I always got it. Perhaps I was fortunate in working for men who respected their trade and the duties which the trade imposed, but I do know that the real man who respects himself and his trade and who thinks enough of his trade to study its requirements intelligently, will never lack the respect of others.

H. R. M.

Quotations on Local Stocks and Bonds.			
Public Utilities.		Bid	Asked
Am. Light & Trac. Co., Com.	388	393	
Am. Light & Trac. Co., Pfd.	109½	112	
Am. Public Utilities, Com.	39	42	
Am. Public Utilities, Pfd.	71	74	
*Comw'th Pr. Ry. & Lt., Com.	60	62	
*Comw'th Pr. Ry. & Lt., Pfd.	85	87	
Pacific Gas & Elec., Com.	53	56	
Tennessee Ry., Lt. & Pr., Com.	9½	11½	
Tennessee Ry., Lt. & Pr., Pfd.	42	46	
United Light & Rys., Com.	45	49	
United Light & Rys., 1st Pfd.	73		
Comw'th 6% 5 year bond	101½	102½	
Michigan Railway Notes	100½	102	
Citizens Telephone	72	76	
Michigan Sugar	97	100	
Holland St. Louis Sugar	7	8	
Holland St. Louis Sugar Pfd.	8½	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 29, 1915.

But a woman always stops talking long enough to give a man a chance to propose.

## Origin and Enactment of the Henry Law.

Coldwater, Dec. 27.—With the expiration of my term as chairman of the Grand Legislative Committee and my election to the Grand Council, I concluded to retire from publicity or aggressiveness in legislative matters.

However, the apparent lack of general information concerning the Michigan hotel law and the tendency of many to criticize and pick flaws prompts me, in justice to myself and my colleagues on the Committee, to defend the act as it justifies.

The bill was drafted at the Capitol building in Lansing and was in keeping with suggestions from the heads of the several departments under which the act should and did become operative.

This bill was sent to the Attorney General's office for his O. K. before being turned over to the Hon. James Henry, of Battle Creek, who introduced the bill in the House and worked incessantly for its successful passage. Much credit is due him for the good work he did.

After the bill was signed by Governor Ferris and it became a law, the heads of the several departments selected James Hammell, of Lansing, as Hotel Inspector, and all who know Mr. Hammell will admit that they could not have appointed a better or more able man for that office. It is asking entirely too much, however, to expect Mr. Hammell or any other individual to eradicate all the evils existing in hotels throughout the State without at least a little co-operation on the part of those directly benefited by the act, and if the traveling men as a whole and the members of the U. C. T. in particular would register their kicks with Mr. Hammell, instead of carrying a grouch, they would soon find that they would accomplish a great deal more than they do.

While I cover a comparatively small portion of Michigan in my travels, I will say that for the short space of time that the law has been operative there has been a great change wrought in the hotels and in the attitude of the hotel landlords toward the traveling man. In view of the fact that there is a great difference of opinion among the traveling men, it, perhaps, will not be amiss to call the attention of some of the fraternity to the fact that the U. C. T. of America is in a class by itself, inasmuch as it is the only bona-fide traveling men's organization which carries with it a fraternal feature, aside from the insurance feature, which is of the greatest value to traveling men and traveling men's families. A great many of the fraternity are satisfied to pay their money for coldblooded insurance, without any regard whatever for what the U. C. T. is doing every day in a fraternal way, to say nothing of their untiring efforts in matters of legislation, which is of benefit to every man who travels, and it should be regarded not only a duty but a pleasure by every traveling man to affiliate with the only traveling man's organization recognized as such by our National Congress at Washington. John A. Hach, Jr.

## What Some Michigan Cities Are Doing.

Written for the Tradesman.

Grand Haven has adopted vocational guidance in the public schools and the senior students in their survey of industrial conditions are visiting the factories.

The DeFree Chemical Co., of Holland, has plans for an addition, 36 x 84 feet, four stories and basement, to its plant.

The Union Telephone Co. has 1,720 subscribers at the Owosso exchange and, in addition, gives free service with over 350 subscribers at Corunna.

The St. Joseph Chamber of Commerce will hold its first big gathering for the entire membership and their wives on Jan. 11.

The Osceola County Board of Commerce will hold its annual meeting Dec. 31 at Evart.

The St. Johns Board of Education has voted to discontinue its course in agriculture in the high school at the close of the school year. The Board is discouraged because out of ninety-four tuition pupils enrolled only thirty-one are taking work in this course.

Burrell Tripp as Mayor has saved Allegan some money. Cement for paving work in 1914 was bought for \$1.08 per barrel and a clause was written in the contract giving the city the same price on cement in 1915, which has caused the manufacturers to wince.

Alpena has purchased a motor driven patrol wagon and ambulance.

The Marquette Commercial Club is arranging for a celebration on the date of the opening of the new box factory of the Nufer Cedar Co. the last of January.

Ann Arbor is talking of the need of an incinerator to take care of its garbage.

Menominee has sold its waterworks bond issue of \$285,000 to Detroit and Toledo parties, at premium of \$6,055, interest 4½ per cent.

Almond Griffen.

## Rotten Egg "Conspirators."

Apparently it is impossible to save bad eggs "for mechanical purposes" and keep them from getting into public food instead of into the leather tanneries. Not long ago a sensational case was tried in New Jersey of offenders who had taken eggs marked for the tanning industry and sold them to bakers, and now Boston reports an almost identical case. A few days ago five men were arraigned before Judge Morton in the United States District Court in that city, charged with "conspiracy" against the Government of the United States. The defendants were Abraham Zion, Max Schwerer, Oscar Rottenberg and Morris Brown, all of Boston, and Samuel Gottfrid of Everett. The Federal Grand Jury returned indictments against them recently upon evidence introduced by Assistant United States District Attorney Shea that they conducted a scheme to sell bad eggs for food purposes.

In the indictment the Government sets forth that the business was carried on as the American Egg Company, the White Star Egg & Fruit Company and the New York Egg Company. It is claimed that shipments were made from New Haven to Boston and other cities throughout New England and that the shipments were marked "not for food purposes." An investigation by agents of the Department of Justice resulted in finding that the rotten eggs were being sold to bakers and others who utilized them in their business. All the defendants pleaded not guilty and were each held in \$2,000 for trial.



### To Tax Mail Order Houses One Per Cent.

Congressman Browne, of Wisconsin, has taken a hand in suppressing the competition of the mail order houses in the interests of the local grocer. He has introduced into Congress a bill providing for taxing such houses a full 1 per cent. of their gross interstate sales and turning the proceeds into the treasuries of the several states, in exact proportion of the sales in each state. In substance the bill reads as follows:

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, that all persons, firms or corporations in the United States which are now conducting, or which may hereafter conduct, a mail order business interstate for the purpose of selling goods, wares and merchandise direct to the consumer shall pay a tax of 1 per centum upon the total value of all goods, wares and merchandise sold within any state.

Sec. 2. That every person, firm or corporation conducting a mail order business as defined in section 1 of this act shall keep in proper books, to be provided by the Secretary of the Treasury of the United States, an accurate and complete account of all goods, wares and merchandise of every character and description so sold, together with the actual selling price of the same.

Sec. 3. That on the 31st day of December, after the passage of this act, and on the 31st day of December of each year thereafter, every person, firm or corporation engaged in such business shall render a full and complete statement to the Secretary of the Treasury, upon blanks to be furnished by him, of the total cash value of all goods, wares and merchandise sold during the year in the various states of the United States.

Sec. 4. That the Secretary of the Treasury shall determine the amount of the tax to be paid by each person, firm or corporation (at the rate of 1 per centum upon the total cash value of all goods, wares and merchandise sold within any state) engaged in such mail order business, and shall give notice of the amount of said tax due and payable, pursuant to the terms of this act in such manner as in his judgment is most practicable.

Sec. 5. That every person, firm or corporation subject to said tax under the provisions of this act and reporting to the Secretary of the Treasury shall

pay said tax on or before March 1 of each and every year after this act shall become a law.

Sec. 6. That the Federal Courts of the United States shall have power to enforce the collection of said tax upon the application of the Secretary of the Treasury.

Sec. 7. That the Secretary of the Treasury shall apportion said tax among the several states in the ratio of the actual amount of goods sold in each state.

Sec. 8. That the tax so apportioned shall be paid by the Secretary of the Treasury to the various state treasuries entitled thereto; said tax to be used in such manner and for such purposes as the aid states may by law direct.

### Opposes the Granting of Special Privileges.

Kalamazoo, Dec. 27—I read your address before the hotel men of Michigan with much interest and feel no hesitation in stating that the points made therein are well taken, but am afraid they will not be heeded by the several hotel men, unless an effort is made by each individual traveler to see that his personal interests are looked after.

The writer has made it a rule for several years, when going to a hotel where he was not acquainted with the rates charged, to ascertain before he is assigned a room what rate is expected, and in a number of cases the rule has saved me money.

Your paper can lend great assistance in this matter, but, as above stated, unless the boys look out for themselves, they will not reap the desired results.

I wish to state that I am not in favor of the hotel men granting special privileges as to the entertainment of the wives of traveling men generally, but I do feel that the hotels where the conventions of traveling men are held should make a concession for the wives and sweethearts attending the conventions with them, even though they are not granted full entertainment. Should the matter of entertainment as recommended by Supreme Counselor Ganiard be complied with, they of course, will not feel like granting the concession for conventions as above outlined.

As these conventions are held in the larger cities, where the hotel men get higher rates, they can afford to make this special concession while the hotel men in smaller places do not get as high rates, and should not be asked to donate free entertainment.

Frank H. Clay.

If all women were mind readers every man on earth would take to the tall timber.

### The Village Candy Case.

We have always believed and often insisted that most of the candy bought by the consumer in this country is purchased as the result of visual suggestion rather than from any pre-intention. Those retailers in general stores located in small cities and villages who carry the most attractive varieties and display them to the best advantage sell the most confectionery. We doubt if the facilities offered by the parcel post will ever seriously discourage the country retailer as far as candy is concerned.

The provincial merchant ought to realize that the parcel post can be made to serve him well and go far in increasing his profits in confectionery if he not only keeps his stock up to date, but educates his customers, living along thousands of rural free delivery routes, to order and obtain their candies by mail.

When "dad" takes a day away from the hay field and drives or trolleys to the village, not even the string tied around his finger by his daughter or wife is going to make him remember the "don't forget the chocolates" unless he sees the goods, and even then it's a chance. The well-filled candy case to catch the eye and a notice every week in the village newspaper suggesting candy by mail, taken together, form a winning combination. If these arguments are worth anything, they ought to be good enough for the candy salesman to preach up to his country trade and so put life into a line where it is most needed and can be made to pay best.—Confectioners' Journal.

The election of Major R. R. Moton, of Hampton Institute, as head of Tuskegee to succeed Dr. Booker T. Washington, will everywhere cause the friends of negro education to rejoice. Major Moton has well earned this position by his admirable work for Hampton, which will keenly feel the loss of his services. An excellent orator of exactly the Washington type, with a thorough understanding of conditions in the South and the Southern white people, Major Moton could not be better equipped for the great task which he assumes. Like Dr. Washington, he has made his way up from small beginnings, but, unlike his predecessor, he has given his whole life to service at

Hampton, where his tact, his self-subordination, and his never-failing patience and good humor early attracted attention to him. Finally it is interesting to note that Major Moton is a full-blooded negro, who in his new position will, like Richard R. Wright, of the Savannah Industrial School, and many others, give the lie to the old fable that only mulattoes advance to responsible intellectual positions. As it is, there is now every assurance that Tuskegee will go on with as slight a break in leadership as possible, and will be carried on as an educational institution in precisely the Booker Washington spirit. If Hampton can now find the right successor to Major Moton, it will be further gratifying proof of the ability of the colored people to develop high and worthy leadership.

To Europeans who hope that physical evidences of war will soon be obliterated from their fields, Virginia offers scant comfort. She saw intrenching upon a great scale; and a statistician has just computed that about Petersburg alone lie nearly seventy miles of earth-work fortifications still unlevelled, as the farmers cannot face the expense of grading. The first were thrown up in 1863, when the military authorities foresaw that they might some day be needed. The second line was occupied by Beauregard in June, 1864, when Grant's repeated and fruitless assaults cost him ten thousand men. The third Grant himself made; its enclosed batteries and heavy forts were connected by breastworks four and five lines deep, by trenches, and by covered ways. The fourth line was placed to guard his rear. Special efforts have been made to protect and restore certain American earthworks, as at Valley Forge and Quebec, but in general a grass-grown mound takes care of itself.

When the Michigan Trust Co. took charge of the estate of Fred Brundage, at Muskegon, some years ago the indebtedness was nearly \$30,000. At that time it was not thought that the creditors would receive over 50 cents on the dollar. The business was placed in the hands of C. J. Farley, who had already rejuvenated several non-paying concerns which were thought to be hopelessly bankrupt. He handled the trust so skillfully that every creditor has received 100 cents on the dollar.

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E. A. STOWE, Editor.

December 29, 1915.

## TIME TO TAKE INVENTORY.

The time is here when men measure their material wealth and strike a balance. They turn the pages back a year to learn if they have gained or lost, progressed or retrograded in the race for temporal things. They count their stocks on hand, the property they own, their moneys in the bank, their accounts due and payable. From these inanimate statistics they form an opinion and pass judgment on the year—whether it has been a year of profit or of loss, of detriment or gain.

Why may we not take lesson from this practice and this custom and attempt to learn, by the cold calculation of contrasted columns, whether we ourselves, in reputation, character and self-esteem, have gone backward or forward, have lost or profited? Our books might show a million made in money, and yet unmeasured millions lost in personal worth; they might indicate a hundred thousand loss in cash, and yet a greater gain in consciousness of personal integrity.

For you can not tell what the year has been until you balance all your books. Your cashier, your book-keeper, your secretary, can not tell you that. You must count more than your dollars and your debts, your assets and your liabilities, for they make up but part of life. You must count your friends, your expanded or contracted opportunities, and make report of the manner and extent in which you have employed your time, followed impulses good or bad, altered habits, made friends deservedly and enlarged your circle of acquaintances.

How many friends had you a year ago? How many now? How did you lose the ones you lost? Was the fault all theirs? Did you let them go without a word, without an attempt to readjust and repair the broken chain that formerly had bound you? How did you gain the friends you gained? Did you buy them with cash or kindness? Did they come drawn by the magnetism of your sincerity? And what their value? Will their friendship stand the test? Will yours?

And then that larger circle of acquaintanceship—has it increased or lessened?—that circle that you give the handclasp and greeting, asking little, giving little, beyond some sunshine on the way, laughter in the

gladder moments, applause when one does well? For we make acquaintances in the full glare of day, upon the primrose path, but friends in the gray hours of life. The acquaintance gives us joy, the friend his sympathy.

In that long year just ended plastic opportunity came often to your hands. What did you shape from it—success or failure? Did you seize it yet warm and ready and mold it into an accomplishment or let it chill into a mass of useless clay?

In habit have you gained or lost? Do you do more reasonable things involuntarily and have you voluntarily put away things unwise? Have you learned that the greatest happiness that comes to a man in this world is the ability to confer happiness on others? Have you exercised this ability to the fullest extent and left no stone unturned that would contribute to the contentment of others? If you have not, you are poor indeed, because you have a lost year—which is the greatest loss any man can meet in this world, next to the loss of his own self respect.

Have you permitted the accident of birth or the pride of ancestry to create in your mind and heart prejudices and passions against either contestant in the great conflict on the other side of the world, so that you cannot view the situation dispassionately? If you have, you have lost ground during the past year—ground that it will take you many years to regain by right living and right thinking. Some of the friends you have lost you can never regain, because the friendship of those worth while cannot endure narrowness and prejudice which unfits one for American citizenship and the companionship of noble minded men and women.

## WHAT IS JAVA COFFEE?

Food Inspection Decision No. 82, which limits the use of the term "Java," under the Food and Drugs Act, to coffee produced on the island of Java, will not be changed, according to a forthcoming issue of the Service and Regulatory Announcements of the Bureau of Chemistry. Certain members of the coffee trade requested the Bureau of Chemistry to recommend the modification of Food Inspection Decision, No. 82, to the extent of allowing coffee produced on the island of Sumatra or other islands of the Dutch East Indies to be imported and shipped into interstate commerce as Java coffee. It was claimed by the trade that the coffee produced on the island of Sumatra is equal or superior in quality to that produced on the island of Java.

The Food and Drugs Act provides that any food or drug product shall be deemed to be misbranded which is falsely branded as to the state, territory, or country in which it is manufactured or produced. The Bureau of Chemistry, therefore, is of the opinion that, under the terms of the Food and Drugs Act, even if the coffee produced on the island of Sumatra is equal or superior to that produced on the island of Java, it cannot be imported into this country or shipped into interstate commerce labeled as Java coffee.

## NEW YEAR AND NEW WORK.

Nature never rests. Her seeming inactivity in one direction is but evidence that she is gathering strength for some new work. Even in winter, when dormancy seems to be almost the universal watchword, the combined forces of air and water are acting chemically, dynamically, merely using a different set of tools in preparing the way for an earth more fruitful and more healthful.

It is the same in the business world. The live man takes his vacation. He rests; that is, he rests the muscles wearied through protracted service; the nerve cells which have been overstrained; the brain worn out along certain lines of thought. But he at the same time diverts these powers into other channels where they will gather new material as well as new strength. Even in genuine rest he is by no means oblivious to new applications. True rest, be it for only a day, sharpens mind and hand for more skilful work. Mere hibernation, not rest, brings the emaciated condition of the woodchuck, which comes forth in spring very much poorer than when it entered its hole.

And so, in the halt at the close of the year, the retrospective glance back, the prospective one ahead, there is not time for regrets. Time will have attended to all of these. Possibilities are what we have now to consider. The strength gathered must be applied as nature applies it, in giving a new impetus to material things. There are waves all around us; these we must pick up, as Marconi has picked up the thoughts flying through the air. The New Year invites to greater possibilities than ever before.

So far as can be judged by the indications which come to the surface in one way or another, the prospect of a satisfactory settlement of the Ancona affair is very good. A curious cross-current in the matter is to be seen in the disagreeable comment of some leading Berlin newspapers on the second note of our Government, which is based on a queer and indeed unaccountable misunderstanding. These papers charge our State Department with changing its base in the second note, which, they say rests the demand made in the first note upon a statement made by the Austrian government after that first note had been sent. The fact is that the Austrian statement referred to in the second note was also referred to in the first, it being the official outgiving of the Austrian government immediately after the sinking of the Ancona. A far more important development of the past few days, and one which demands the most serious attention of our Government, is the torpedoing of a Japanese liner, with hundreds of passengers on board, in the Mediterranean. If, as the news dispatches stated, this was done without warning, even though passengers and crew were all rescued, it was as flagrant a violation of the principles for which our Government is contending as though it had resulted in the loss of American lives. Should enquiry establish the truth of the re-

ports, it will be incumbent upon our Government to demand of Austria—supposing the submarine in the case to have been Austrian—a promise of the cessation of such lawlessness, whenever it affects American passengers, as well as the reparation we have already demanded in the case of the Ancona.

Hopewell, Va., the city built up by and dependent upon the great plant of the Du Pont Powder Company nearby and which was practically wiped out by fire a couple of weeks ago, had been referred to as the "Miracle City." The reference was to its remarkable growth. Little more than a year ago there was nothing there but a wilderness. Not even a hamlet existed then to suggest the city of more than 25,000 destroyed. As it was at the time of the fire, it was a place of wooden shacks. But it was a miracle city in another sense than in its overnight growth. Chief Guerin of the New York City fire department who visited Hopewell gave the other interpretation when he said a miracle was wrought every day when the sun rose upon the still unburned town. He declared after his inspection of the place that it ought to be called Hopeless, as that would be its condition if fire ever secured a start there. It is the too common experience of towns of mushroom growth that their construction is invariably a challenge or invitation to such disaster as overtook Hopewell, and as invariably the disaster is not long delayed. Hopewell is to be rebuilt, substantially this time, according to report. While this promise suggests it would have been wise to do that in the first place, the disaster is proof enough that the population attracted to the town was of such character that it could have learned its lesson only through loss and ruin.

Lorain, Ohio, is not a very big town, and when Mme. Schumann-Heink accepted an engagement to sing there its residents were excited. A leading business man offered to entertain her, and the singer accepted the invitation. Some others thought he would get too much glory and a 200-word telegram asked the singer to cancel her acceptance of the invitation. She did, and was to go to the hotel. Then it was said the hotel was not good enough, but the proprietor offered to re-paper a room. A merchant sent over mahogany furniture and a reception was arranged. But the singer did not put in an appearance in time for the reception, and when she did come went straight to the hotel and to her room and to bed, where she remained until the hour of the concert. All Lorain's preparations were thrown away, and after the concert certain members of Lorain's society set were ready to collapse.

When a man becomes a chronic loafer he begins to prey upon his neighbors.

There is something missing from the life of the boy who never owned a dog.





#### Futility of Cherishing Grudges and Harboring Grouches.\*

At my father's funeral two of our neighbors came together and the usher happened to seat them in chairs by each other. The families of these neighbors had not been on speaking terms for many years. Some little matter had come up to arouse animosity and they had been harboring a grouch. There was no sufficient reason for continuing this situation. It had grown for years until a steadfast habit had been formed to avoid each other and under all circumstances to have no word pass between the families. Something in the service, and possibly a reminder of the many wrinkles that my father in his lifetime had smoothed out between people who were estranged from each other, led these families to think better of each other and from that day on a sweeter relationship was established, and as far as any of us could see, there was a forgiving and a forgetting.

In our school district a factional dispute over the location of a new school house separated for many years from all social intercourse many estimable families. As the years rolled by the question of whether the school house should be at one point or the other seemed less important and finally the feud was discontinued, but for many years the ill feeling was harbored without rhyme or reason and the estrangement passed from parents to children—a most reprehensible situation and entirely uncalled for.

In the down town district of our city, for many years, there was a high fence reaching to the second story of each house erected between dwellings of estimable families. An outward manifestation of an inward feeling that they did not want to have anything to do with each other. It is bad enough to harbor a grouch, but it is worse to air it in public.

"I can forgive, but I can not forget" is a statement often heard in connection with controversies which have to all outward appearances been closed, but the truth is there is no complete forgiveness unless we can forget and the whole spirit of the Master indicates this as the word coming from one with authority.

Some one has given a definition of an enemy as one with whom we have not yet succeeded. This suggests a mighty good thought for us when we are tempted to line up against another because of differences. When I first started into politics with some

interest awakened in the problems before the Nation, there was a famous United States senator who at times when there was some lack of spirit in the politics at the National capitol, would make an address in which he was reputed to engage in "twisting the British lion's tail," assisting to maintain a grouch between nations uncalled for and unnatural and thoroughly reprehensible.

It is very difficult for us many times to be fair with one who differs from us in a view of some subject which seems to us vital, and I am led to believe that there are many people in this world who are guilty of the crime of murder who have not murdered anybody, but have murder tucked away in their hearts. This among children is expressed by "I will get even with him yet" and the wicked spirit of it is expressed by mature people in as strong language as can be thought out.

Sectional animosity is often harbored for centuries and feuds among people in the Middle South have been maintained through several generations, resulting many times in brutal murders and most of all this lies in the difficulty which people and nations have in owning up to their own errors.

I would not have you mistake for a moment the righteous indignation which we ought to have when we frown upon wickedness and the blunders we make in misinterpreting each other which leads to the harboring of a grouch. The best antidote that I know of to grouchiness is the continuous striving to see the good in people, avoiding the placing of emphasis upon bad traits and actions.

We often roll under our tongue a morsel of ill feeling without ourselves being able to formulate a reason for it. Shakespeare voices this thought when he makes one of his characters say

"I do not like you, Doctor Fell,  
The reason why, I can not tell,  
And yet I know it very well,  
I do not like you, Doctor Fell"

The will to love and the disposition to treat the people in the world as our brothers are mandates that are intrinsic in the religions of the world which make for the betterment of mankind. We do well to crystallize in our characters these two habits of mind in connection with our relationships, so that we can utter with honesty and fulness of faith that portion of the Lord's Prayer which implores the Divine Goodness to "forgive us our debts as we forgive our debtors."

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

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## MEN OF MARK.

**Ralph Stone, President of the Detroit Trust Co.**

Ralph Stone was born at Wilmington, Delaware, November 20, 1868, and first became identified with Michigan during his student days in the University of the State. The Stone family was founded in America in colonial times and Mr. Stone has some interesting and prominent ancestors. One of them was William Bradford, one of the original Plymouth colonists, and who for thirty-one years, between 1621 and 1657, was Governor of the Massachusetts Bay

years pastor at Wilmington, Delaware, and subsequently moved to Santa Cruz, California, where his services as a minister continued until his retirement. In 1913 he was Mayor of the city of Santa Cruz and member of the California State Board of Education.

Ralph Stone is an example of the college man in business. His public school training was followed by a college career at Swarthmore College, in Pennsylvania where he graduated in 1889 Bachelor of Arts, and then took up the study of law under Hon. Anthony Higgins, United States Senator from Delaware. After one year Mr.



Ralph Stone.

Colony. Another ancestor was Rev. Peter Hobart, whose consecrated service in the ministry covered a period of nearly fifty-three years, and who, as the first pastor of the church at Hingham, Massachusetts, remained at the head of that congregation forty-four years. One line of ancestry goes directly to Henry Adams, who was the great-great-grandfather of John Adams, second President of United States, and of Samuel Adams, colonial governor of Massachusetts. Great-grandfather Thomas Stone married Mary Webb, and her ancestor, Christian Webb, Sr., founded another early family in this country. J. Thompson Stone, grandfather of Ralph, married Mary Bennett, and both were pioneer citizens of New York State.

George W. and Catherine C. (Graupner) Stone, parents of Ralph Stone, now live at Santa Cruz, California. George W. Stone, who was born at Homer, Cortland county, New York, February 29, 1840, and reared and educated in that State, after some experience in merchandising, became a clergyman of the Unitarian church, was for a number of

Stone came West and entered the law department of the University of Michigan, which graduated him in 1892 LL.B. Many university men remember him for his service while at Ann Arbor as managing editor of the University of Michigan Daily, as editor-in-chief of the Michigan Law Journal and as President of the Western College Press Association. He was also prominent in athletics and manager of the university baseball team.

After being admitted to the bar, Mr. Stone began practice at Grand Rapids

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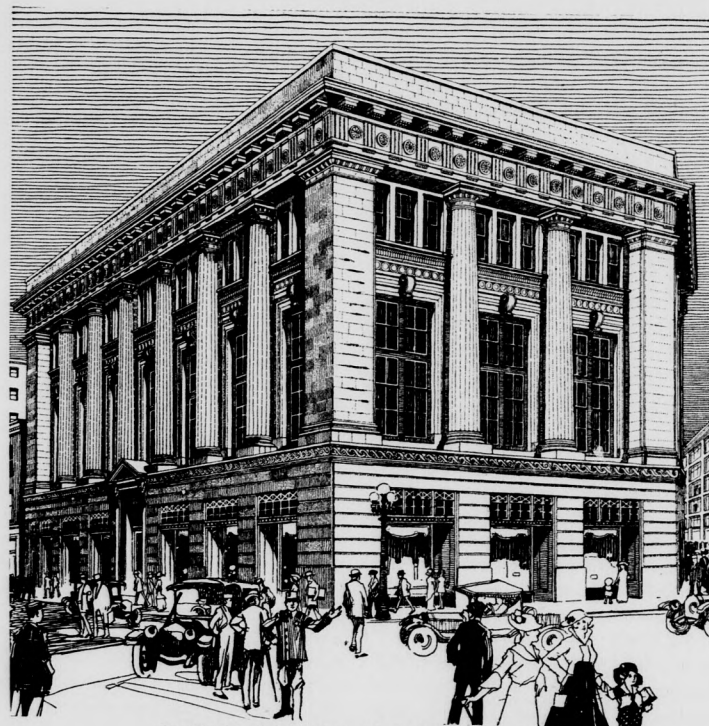
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and for one year was associated with General Bryon M. Cutcheon, a prominent lawyer of this city. For three years Mr. Stone was Secretary of the Michigan State Bar Association and was elected an honorary member of the New York State Bar Association. His best service, however, has been rendered in the field of finance rather than in the law. In the summer of 1893 the Michigan Trust Company of Grand Rapids made him trust officer, and that was his position until he resigned in 1899 to become private and military secretary to the late Hon. Hazen S. Pingree, then Governor of Michigan. His confidential relations with the Governor continued until the end of the administration, and in the course of his duties he was able to render the State especially valuable service. He was appointed to investigate and take measures to collect from United States Government the Michigan Spanish war claim, which was finally settled satisfactorily. While in the Government offices at Washington investigating accounts and documents pertaining to the Spanish war, Mr. Stone discovered the data pertaining to Michigan's Civil War interest claims, amounting to a large sum, and in the settlement of which, together with the Spanish war claim, more than \$750,000 was turned over from the United States into the Michigan treasury. This latter claim was represented by coupons from bonds issued by Michigan to provide funds for the equipment of its troops in the Civil War. The claim had been presented at Washington some time after the war, but had lain dormant all these intervening years. Mr. Stone was authorized, in behalf of his State, to prepare and present the claim afresh, and as the result of his effectual presentation of proof, prosecuted the matter to final settlement.

On resigning his position as Secretary to Governor Pingree on January 1, 1901, Mr. Stone began his duties as State Bank Examiner. His service in the latter position was brief, since in May of the same year he resigned to become Assistant Secretary of the Detroit Trust Company. On January 15, 1903, the company made him Secretary and a director, and some years later an additional vice-presidency of the company was created, a position he has continued to fill until Dec. 21 when he was elected President to succeed Alexander McPherson, who has retired from official connection with the company because of the Federal interlocking directorate law. It is said that with one exception Mr. Stone has had a longer continuous service as a trust company official than any other man in Michigan. He is First Vice-President of the Detroit Board of Commerce, and also a director and member of the Executive Committee of the Chamber of Commerce of the United States.

In politics a Republican, Mr. Stone has been active as a citizen as well as a business man. He is a trustee of the Unitarian church of Detroit, has membership in the Society of the Sons of the Revolution, in the Michigan Society of Mayflower Descendants, which he has served as governor, and belongs to the Detroit University, the Detroit Boat, the Detroit Athletic and Tennis, Racquet and Curling Clubs.

January 1, 1895, occurred his marriage to Miss Mary G. Jeffords, of Grand Rapids. Their two children are Ralph, Jr., and Ruth Waldo.

#### Live Notes From a Live Town.

Owosso, Dec. 27—Reports from this precinct are a little slow coming in this week. The people of our fair city have been so busy decorating their interior with turkey, goose, chicken, pig's feet and other delicacies that the making of history seems to have been practically overlooked.

The municipal Christmas tree of Owosso shines out in magnificent splendor and can be outdone only by California and Lebanon and countries where they understand growing larger and more beautiful trees.

The man who predicted a green Christmas has crawled into a snow bank and disappeared from society in this hamlet. The man who said that a green Christmas makes a fat grave yard has discontinued the use of stomach bitters and gone to splitting wood.

The man who borrowed our snow shovel last spring to spade his garden and did not return it is in the hospital and we are again in possession of that domestic implement and also a lame back.

Owosso Council held its last regular session on schedule time with a singularly large attendance to watch Senior Counselor McDonald's new team in initiatory work. Two candidates were made members of the Council. The work was gone through without a hitch, a book or even a prompter. The new members are Mr. Pray and Mr. Dailey. After the closing of the ceremonies, Mr. McDonald made the lodge at ease and introduced the new members to the brothers and advised them to go forth among the brethren and Pray Dailey for the benefit of the other members. At a smoker held after the business was disposed of, W. S. Lamb spoke for half an hour on the inconvenience to commercial travelers caused by the Grand Trunk refusing to stop its trains at Owosso Junction. The matter was taken under consideration and more will be heard along this line from Mr. Lamb's next report.

Fred Hanfin is having considerable difficulty in procuring a new winter cap. He saw a sign—50 cents allowed on your old hat—in exchange for a new one. Fred promptly fired his hat into the junk box and picked out a miscellaneous collection of old caps one marked 25 cents and then went to the office to get his change, but received a due bill for 50 cents on any \$3 hat in the store—nothing in Fred's size in stock. He went home bare-headed and Mrs. Hanfin is now knitting a skating cap for him. No, we don't know what color.

Frank T. Wright, of Burton, has sold his stock of general merchandise to John Kehr, of Vassar, who will take possession immediately.

J. H. Copas, who has been seriously ill, is on the mend. Jim is a genial old chap and we all miss him when he's off duty.

We have entered this Christmas on our diary as one of the most pleasant and enjoyable that we can think of now. We did not get a single neck tie, but are the recipient of fourteen pairs of woolen socks ranging in size from 8½ to 11½ and we want to make one bow to Santa right now before we forget it.

What has become of Bill Devereaux again? We did not notice his name on the passenger list of the Peace Commission. Honest Groceryman.

A man may be willing to admit that he is a coward, but how he resents such an inference from another!

Few men are able to look themselves over, and give their faults a fair hearing.

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

## 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

## Fourth National Bank

United States Depository



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

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

### 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

## 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.

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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.





**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.

#### The Cheese Outlook.

The cheese market has not been working out during the past two months along the lines generally predicted this summer and early fall. The large excess in the reserve of Canadian cheese over last year that was carried up till the opening of October, gave rise to a general feeling among American operators that export buyers would not become actively interested in domestic cheese, at least until after the turn of the year. However the lower prices prevailing after the July break caused a much heavier consumption of cheese abroad, and this coupled with heavy government buying has reduced the 1915 excess in the holdings of Canadian makes to very small figures, and has sent prices abroad to a point high enough to attract good sized shipments of American makes. Thus in spite of the heavy summer stock of cheese abroad we have found exporters during the past month larger buyers of American cheese than a year ago. The November exports from this port were over 20,000 boxes, against about 15,000 boxes last November and since the first of December shipments have amounted to about two-thirds the quantity of cheese shipped from here during the entire month of December last year. The position of the market is therefore more encouraging for holders of the high cost early summer make than it has been at any time this season. The stocks of cheese in this country are believed to be no heavier, possibly somewhat lighter than last year and conditions in this country are more favorable for normal domestic consumption than was the case last winter. It is therefore probable that we will have fewer cheese to spare for English buyers than last winter.

However holders of American cheese should not lose sight of the effects that the high prices now prevailing both here and abroad are likely to exert on production and consumption this winter. Values are now well above last year and this will certainly tend to curtail the demands of regular trade especially in England. The needs of the British army, which will probably be greater than last winter, will not be so quickly affected by high prices, but we have reason to believe that the British government has anticipated these

greater winter needs and has already covered them to a relatively larger extent than a year ago. A considerable portion of the coming season's make of New Zealand cheese has been commandeered for the use of the army and several great blocks of Canadian cheese have also been taken, some against future needs. Thus the government may not be as heavy a buyer during the remainder of the winter and a normal clearance of the supply left for regular trade might be prevented if prices are kept on a high level during the opening winter months.

But the outlook on the whole is encouraging for holders of storage cheese and the paper losses that June storage cheese have shown all summer are steadily reducing.—New York Produce Review.

#### The Shetland Cow.

There is a great tendency in our times to resuscitate old breeds of domestic animals, to develop them on typical lines, and generally to bring them to the front. The Shetland pony has long been known, but the Shetland cow is of equal value. A herd book was started about two years ago, so that the breeding is now on an accredited basis—although, of course, it is not as yet recognized in any Southern show yard. The outstanding features of the breed are its small size, being similar to the Kerry and the Dexter-Kerry in this respect, and it looks of a milky kind. Good animals will yield three gallons daily in their prime. The prevailing color is similar to that of the Dutch—a broken black and white, but fawn and dun are common also. It is most probably of Scandinavian origin, brought over by the Danes, Vikings or Norsemen who colonized us so freely in the early centuries so long ago, and it has thus the coloring that is common to the cattle of Northern Europe. Its size is no doubt due to the soil and climate where it has been developed. It is an eminently hardy animal, absolutely free from tuberculosis, and will live and thrive on inferior and scanty keep. It is probable that it will not come much into vogue in the South, but in its own islands it is a most useful animal for the crofters and small farmers. It will be particularly useful in the North on hill grazings, and the Scottish board of agriculture has recently established a herd at its farm near Inverness to help to improve and extend its usefulness.

The easiest way not to settle a dispute is to go to law about it.

## Hachmuth's FAMOUS HOME MADE Sauerkraut

CLEAN PURE

Made at  
**Hachmuth Farm**  
Better not Cheaper

We have made Sauerkraut for forty years and have tried to make it a little better each year. Nineteen out of every twenty dealers in Grand Rapids sell our Kraut. You know the reason. With our large, new sanitary factory we are in a position to extend our field of operations. Most all grocers have empty pickle kegs and barrels which, if relined, would make good kraut containers. Send them to us and save price of cooerage.

**H C. Hachmuth**  
Grand Rapids, Michigan

**Watson-Higgins Milling Co.**  
Merchant Millers

Grand Rapids :: Michigan

## HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Mr. Flour Merchant:

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

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

## Purity Patent Flour

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

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

**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.

## The Vinkemulder Company

Jobbers and Shippers of  
Everything in

## Fruits and Produce

Grand Rapids, Mich.

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

Both Phones 1217 **MOSELEY BROTHERS** Grand Rapids, Mich.

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

## Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

## Potatoes, Apples, Onions

Correspondence solicited

Let us hear from you if you can load good potatoes

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

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



## THE MEAT MARKET

### Bologna in Oil.

The following formula has proven by experience to be one of the best for the manufacture of this type of sausage: Take 20 pounds fresh head pork meat, 50 pounds fresh pork hearts, 30 pounds fresh regular pork trimmings, 80 pounds fresh beef cheek meat, 1 pound 8 ounces corn flour, 3 pounds 8 ounces salt, ½ ounce cloves, ½ ounce coriander.

Stuff in different sized beef rounds. The beef cheek meat, pork hearts and pork cheek meat are ground fine and afterward chopped, the seasoning being added at the same time. Use no water in this sausage under any circumstances. After the beef and pork cheek meat and hearts has been chopped as fine as desired, add the pork trimmings and chop the same as any other bologna.

It is desirable to stuff this sausage as soon as it is chopped, and if a steam stuffer is used care should be taken that no water from the evaporation of the steam should get into the sausage. The bench where the sausage is stuffed should be absolutely free from water and moisture. This is the principal factor in the successful manufacture of this product. It is the moisture that causes the trouble which is so frequently experienced.

After the sausage is stuffed it is smoked about three hours at a temperature of 150 to 160 degrees F., or until it is dry clear through. This sausage is not cooked, as it must be kept away from all water and moisture.

From the smokehouse the sausage goes to a dry, airy room, where it is allowed to cool. Do not put it in a cooler. Pack in 20-pound and 50-pound packages, as desired, in the following manner: In 20-pound cans, 16 pounds bologna and 4 pounds oil; in 50-pound cans, 36 pounds bologna and 14 pounds oil.

After the cans have been filled with the required amount of bologna crimp on the summer top, which has a two-inch hole and a top fit. Fill the cans with deodorized cotton-seed oil as full as possible. The oil should be cold. Allow the cans to stand for thirty minutes, then refill so that the oil runs over the top through the hole, put the cap on immediately and solder right through the oil, which will accumulate around the cap and on the top of the can. This will not hinder the process of soldering, and it prevents the possibility of air getting into the cans.

After the caps have been secured, solder round the crimps of the summer top. This can be done before the oil is put in if desired. Extreme care must be used in soldering the cans, so that no air whatever gets in, or oil can leak

out, as the sausage will spoil if this should happen.

### Scrapple.

For making scrapple use two pig heads, two pig tongues and two pig livers. These should be cooked in an iron-jacketed kettle that will hold forty-five gallons. After being thoroughly cooked, the mass is taken from the kettle and cut up the same as if you were making head-cheese. Then skim the grease off the water and add 40 pounds of corn meal and 5 pounds of buckwheat in this same water, putting in a little at a time and handle the same way as if you were making an ordinary corn-meal mush. This should cook slowly for five hours. Seasoning should be added before the buck-wheat and corn meal is put in, consisting of the following: Two ounces white pepper, 1 ounce red pepper, 8 ounces sage and 4 pounds salt.

After the mush has been cooked for five hours add the heads, tongues and livers, stir thoroughly for fifteen minutes, and turn into a pan provided for the purpose. After it is two-thirds cooled, put in about one ounce to each pan of the grease that is skimmed off the kettle after cooking the meat. This will give it a more attractive and wholesome appearance on top. If you desire to make a smaller amount than the ingredients above will make, reduce them proportionately.

### Shrinkage in Smoke House.

The aim in smoking meat is to smoke out as near green weights as it is possible to do. The amount of shrinkage depends largely upon the requirements at the points to which meats are to be shipped and the conditions to which they are to be subjected. For instance, hams which are to be used for immediate consumption should smoke out 98½ to 100 per cent. of green weight, whereas meats which are to be held for some length of time after being smoked, or which are intended for a warmer climate, will smoke out 95 to 97 per cent. of the green weight. Meats which are to be shipped South, or to a warmer climate, or are to be held for a considerable length of time before being consumed, should be smoked dark, with a correspondingly heavy shrinkage. Excess shrinkage merely means the evaporation of a larger amount of moisture, thereby preventing early decomposition. Meats which are to be consumed immediately, and not shipped to a warm climate, may carry more moisture and hence less shrinkage. At the same time they have a much finer and more attractive appearance. This is a matter to which the packer must give close attention.

## 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

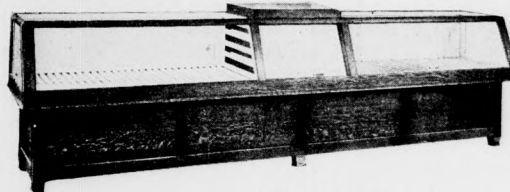


SEA FOODS AND LAKE FISH  
OF ALL KINDS

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



## NOWACZYK REFRIGERATED DISPLAY CASES



Write for Quotations

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

Grand Rapids, Michigan

Only perfect  
Ventilating system ever devised.  
Recommended by  
Health Boards,  
purchased by  
practical meat  
dealers and  
commended by  
discriminating  
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## Rea & Witzig

PRODUCE  
COMMISSION  
MERCHANTS

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

Established 1873

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

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

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

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

## 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.

## WHOLESALE

## Flour, Feed, Hay, Bags, Twine

Bakers' Supplies and Machinery, Waxed Paper, Bread Wrappers

Dry Milk Powdered Egg Cooking Oil Compound

Everything for Bakers, Flour and Feed Dealers

ROY BAKER

Wm. Alden Smith Bldg.

Grand Rapids, Michigan

## PEACOCK BRAND Breakfast Appetites

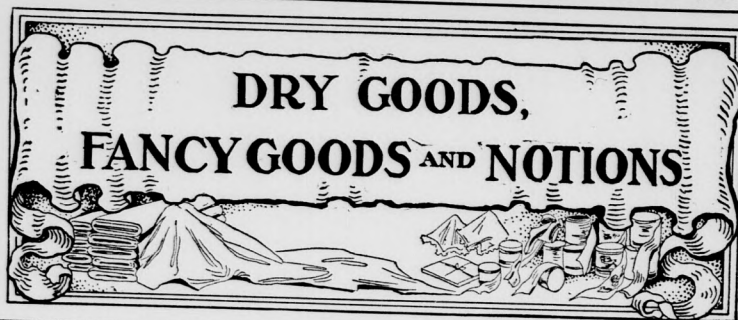
can be encouraged and well satisfied with a nice rasher of bacon and fresh eggs. Go to your grocer's and get some of the famous Peacock mild cured bacon and fry it, pouring off the grease as quickly as it forms. This makes it crisp. Peacock Hams and Bacon are cured by a special process—brine is not used—so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

Cudahy Brothers Co.

Packers

Cudahy, Wisconsin





### Before Tackling the Job for Another Year.

Written for the Tradesman.

When the old year is nearly done and the new just about to begin, the most unimaginative can hardly fail to make a little retrospect and to indulge somewhat in picturing the future. It is most fitting now to review the past with its successes as well as its failures and disappointments, and also to form plans for the days that are coming. For at this time it seems especially natural and easy to draw valuable lessons from the experience of the bygone weeks and months—lessons that may be made to yield rich fruitage in the weeks and months that will swiftly be upon us.

First as an employer the merchant should congratulate himself on the good spirit shown by his store workers in taking on the extra burden of Christmas trade. Very likely additional helpers were put in to aid in handling the holiday rush—all that could be employed to advantage—but still for the few weeks before Christmas the work comes very heavy on the whole force. And almost without exception the strenuous demands upon store workers at this season are met patiently and cheerfully.

The merchant is not without his troubles regarding his help. Very likely he often thinks that he has to take workers in a cruder, rawer, more utterly unprepared state than is the case in most callings. He feels and not unjustly that he is compelled to do more than his share of training. But looking at the bright side of his situation, in what other occupation would employees shoulder so much extra work without showing marked displeasure or even breaking into open rebellion? As a rule workers like a busy Christmas trade, and although it means many extra steps and much added strain of nerve and brain, they met it all not only without complaint but with positive alacrity. No merchant should fail to express to his helpers his hearty appreciation of their loyalty and zeal at this time.

Speaking of Christmas from the merchants' point of view, one of the questions that come up is this: Will Christmas buying become bigger and bigger with the passing years, or have we about reached the limit? That is, taking it by the individual or by the family, will the expenditure for Christmas gifts be more or less in 1920 or 1925 than in this year 1915? (A larger population means, of course, a proportionately increased volume of business in every line, but here we are taking it as if population were to remain as it is.)

The indications are that the craze for lavish expenditure for Christmas pres-

ents has already reached its summit, and that the next few years will witness a marked decline. The trend of public opinion is setting that way. Probably this year has shown no lessening over last in the United States, because of the better financial condition that prevails throughout the country; but the conviction that we are spending foolishly and recklessly in a childish rivalry of swapping Christmas gifts has taken root and is bound to bring results.

It is not to be expected that any store three years or five years from now will have as large a strictly holiday trade as it has had this year, unless it comes by a greater number of customers. The educational movements, often small and weak in the start—perhaps the voicing by one or more brave souls of a single strong idea—are sure to tell in the long run. Early Christmas shopping and cash buying (the latter now the invariable rule in large numbers of families) are examples of how public sentiment can be educated.

Curtailment of Christmas buying as dictated by reason and common sense will be no real loss to most merchants. Only those who make a great specialty of strictly holiday or other goods much used for gift purposes, will suffer. The dry goods dealer will, if anything, be benefited. Lavish spending during the few weeks before Christmas means an enforced tightening of purse-strings for a long time after the holidays. People have only about so much income. The more evenly trade is distributed throughout the year, the less the expense of doing business. As already indicated, the dry goods dealer has nothing to fear from a saner Christmas, provided he keeps watch of the tendencies of the times and sets his sales accordingly.

This keeping a sharp outlook for the tendencies local and general, educational, financial and what not that may affect his business—this is a task that taxes all the shrewdness and farsightedness with which a merchant may be blessed. It is this lookout that enables him to keep in touch and a little ahead of in touch with his customers. It is an essential part of his preparedness. And preparedness, however it may be regarded when considered as a National policy in a military way, taken in the sense in which we have used it here, admits of no question as to its necessity. It is vitally essential to success.

What stores will show a better balance sheet for 1916 than they do for 1915? Other things being equal, it will be those whose managers do plenty of hard thinking—some of it thinking ahead, some of it drawing correct deductions from past and present experience. There is nothing new about reminding the merchant to stop and

think. In one way and another it has been done many times before. But the fact remains that many go on from year to year with a minimum of brain activity—never applying to their business the best thought of which they are capable. They get into ruts and continue in the same old ways, without stopping to consider whether these methods have outlived their usefulness and practicability.

The belief is very general that the outlook for the future is rosy. Whether in the opinion of the reader prosperity is already here or is just to return, depends somewhat upon his individual temperament and somewhat upon his location. But a feeling of optimism is widely prevalent. Better times means, of course, better business and activity where stagnation has prevailed. All this will be highly satisfactory. But let the merchant who is ambitious to succeed be warned that he must not relax his efforts. If there is one indication of all present tendencies more plainly to be read than any other it is just this: Selling merchandise can now be carried on profitably only by those who know how. The man who is handicapped by ignorance of his business or by a lack of force and energy or by a shortage of sufficient capital, is bound to be pushed to the wall by those better equipped to serve the public acceptably. Nor can better times change the great laws upon which this hard fact is based.

In some aspects this is not pleasant to think about. In simple kind-heartedness, with the return of prosperity we should like to see every one succeed. Forty or fifty years ago many men made mon-

ey in business who could not by any charity of expression be called good business men. Perhaps they were located where there was little competition, or they were otherwise especially favored. But such circumstances rarely exist to-day. The balance sheets of 1916 will show satisfactorily only for those merchants who know how, and knowing how consists not in resting on past acquisitions of knowledge, but in adding to these constantly and in making well-thought-out adaptations to changed and changing conditions.

Fabrix.

Keep plugging. He who fights and runs away will live only to run away again. A successful business man has a soldier's courage or he would not be successful. Had he run from even the most overwhelming of odds he would be numbered among the business derelicts now.

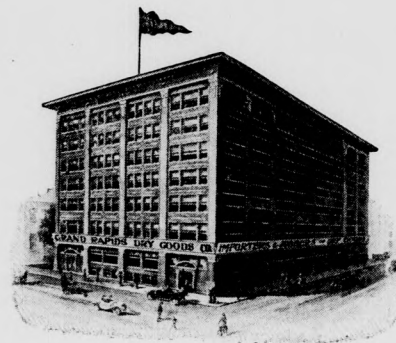
We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

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

MODERN AWNINGS—ALL STYLES



Get our prices before buying  
**CHAS. A. COYE, INC.** Grand Rapids, Mich.



## The Grand Rapids Dry Goods Company

Wishes to thank both friends and customers for the good will shown during the past year and extends to them the most sincere wish that the year 1916 may be a happy and prosperous one.



### Gabby Gleanings From Grand Rapids.

Grand Rapids, Dec. 27.—Take notice L. W. Steward and Jim Goldstein: Grand Rapids, the largest furniture center in the world, will open its doors for the winter furniture exhibit Jan. 3. This exhibit is attended by buyers from all parts of the world.

The most unique Christmas present called to our attention thus far this year is a fine cigar presented to William Francke by one of his friends. The cigar is not large in proportions, being only fourteen inches long, but it is noted for its lasting qualities, not saying anything about its aroma. We understand Bill says there is an accessory which should go with that particular cigar and that should be in the form of a plaster for his neck to aid in the draft. Anyhow, he isn't the only sufferer from Christmas smokes.

Near Christmas presents: Peter Damstra, of 414 Eureka avenue, and E. A. McCann, of 610 Lafayette avenue, are the proud fathers of boys. As both Pete and Ed. are in the tobacco game, they evidently see prospects for added customers.

Morris Mann, son of J. Harvey Mann, is located in Minneapolis in the interest of the Sparta Manufacturing Co., of Sparta, Mich. Morris is looking after the placing of vending machines in the city of Minneapolis and surrounding territory.

Jess L. Martin and wife, of Elgin, Ill., spent Christmas with Mr. Martin's father, John D. Martin, of 254 Henry avenue. They will visit Saginaw and Detroit before returning to their home. Jess is a member of Grand Rapids Council and represents the Hersey Chocolate Co., of Hersey, Pa.

Ferry Hanifin and wife, of Lansing, are here visiting old friends during the holidays. Mr. and Mrs. Hanifin were formerly Grand Rapids residents.

H. B. Wilcox, accompanied by his wife, will leave for Detroit, Tuesday to attend a meeting of the Nelson-Baker salesmen. We think taking one's wife to a convention is like taking a sandwich to a banquet.

C. C. Perkins and wife leave for Toledo and Chicago Tuesday morning. They expect to return New Year's day.

Don't forget that Jan. 1 is the date of the next U. C. T. dance. As the ladies who have charge have reported a large sale of tickets, we expect the largest crowd of the season. Those of you who trip the light fantastic start the New Year right by coming up and getting injected into your systems a lot of fun and good cheer.

As the regular meeting of Grand Rapids Council falls on New Year's night, a meeting will be called at 7 o'clock sharp and a recess taken until the first Saturday evening in February, at which time, according to the committee reports, a herd of about fifty candidates will be in waiting for initiation.

We wondered where all the hard labor machines for the poor washer women came from and we are now fully instructed, as Saginaw has come through with the information that they manufacture a large percentage of the washboards in the country.

You who have not paid your Council dues had better get under cover, as they are just as essential to your good standing as your assessments.

Did anyone miss the usual Christmas outlay of socks and vari colored ties?

The Ways and Means Committee of the Bagmen have all arrangements completed for a banquet and entertainment at Point Paulo club house, Point Paulo, Reed's Lake, Saturday evening Jan. 8. The meeting of the Guild will be called at 2:30 p. m. in the council rooms and it is hoped every member will be in attendance. There will be a good initiation and other important business will be transacted. At the close of the meeting, the Guild members will go in a body

to Point Paulo club house, where eats, music, smokes, merriment and some action will prevail for several hours.

Mr. and Mrs. F. Eugene Scott, 217 Antidel place, have announced the engagement of their daughter, Gatha, to J. Basil Stephanoff, the wedding to take place the latter part of January. Miss Gatha is well known among the members of the U. C. T. fraternity, as she has always been an attendant at all the social functions and has accompanied her father to several Grand Council meetings. Mr. Stephanoff represents the Grand Rapids Typewriter Co. and is well known and liked by the younger travelers. Mr. Stephanoff is a good prospect for membership to our Council and should be prevailed upon to take out protection for his intended bride. We all join in wishing them a happy and joyous journey through life.

Mr. and Mrs. William Francke were host and hostess to a large gathering of relatives at Christmas dinner at their beautifully decorated home at 501 Scribner avenue. Plates were laid for twenty-five, all relatives of Mrs. Francke and her mother, Mrs. Perley Lawton, who is in her eightieth year. The gathering represented four generations. A most bountiful dinner was served under the direction of Mrs. Francke and for once in his life Bill took an order, the order being issued by the Mrs. and was for him to proceed with the carving of the turkey, geese and ducks. From all reports William is some "cut up" when it comes to wielding a carving set. We have always harbored the idea that William was a thrifty individual and loved eats and this fine spread has proved our theory. Some of us would be delighted to have even a chicken for Christmas, but turkeys, geese and ducks, all in the plural, are too much for us and our roll.

Mr. and Mrs. W. D. Bosman entertained Mr. and Mrs. J. Harvey Mann and Mr. and Mrs. C. C. Perkins to Sunday dinner at their home, 111 Luton avenue.

We notice C. W. Bosworth, of Reed City, and proprietor of the Hotel King, of that place, has joined our ranks as correspondent. Welcome to our columns, C. W.! Misery loves company.

The employees of the Grand Rapids Supply Co. were each presented with a fine turkey for their Christmas dinner. The company also presented the traffic officers and crossing watchmen of the city with some fine Christmas cigars.

H. Pilkington, of Toledo, Ohio, representing the Royal Chair Co., of Sturgis, in the States of Ohio, Pennsylvania, New York and Virginia, is in the city to take charge of the Chair company's exhibit in the Klingman building.

In the passing of the late J. D. Wilson, of the Montague Iron Works, Montague lost one of its oldest and most respected citizens. Mr. Wilson came to Montague in 1870 and a year or two later, together with Mr. Hendrie, founded a marine engine factory which grew in proportions until it was one of the largest factories of its kind in the country. You may find to-day engines in some of the finest and most powerful tugs on the Great Lakes with the plate of Wilson & Hendrie attached. A few years ago Mr. Hendrie passed away and a Mr. Hausler bought his interest. The firm name at the time of Mr. Wilson's death, being Wilson & Hausler. The plant is now for sale and whoever purchases it will come in possession of large machinery that is rarely found in factories double its size. There is an estimate that there is more than \$15,000 worth of patterns in the pattern room.

The suggestion in the Herald and Press that every one let their porch light burn Christmas and New Year's eve was tendered them by a member of Grand Rapids Council. We think

this is a very fine suggestion, as it lends cheer to streets which otherwise lie cheerless in the sombre darkness, lighted only now and then by a crossing light. Those of you that have porch lights don't forget and let them burn New Year's eve so that the old year may be lighted out and the new one welcomed with emblazoned splendor.

H. B. Wilcox and W. D. Bosman have discovered that they are eighty-first cousins and are now congratulating each other on the nearness—yet so farness—of their relationship.

H. H. Hubbard, who has been supply man for the Worden Grocer Company, has been assigned a regular territory. Mr. Hubbard will take the territory covered by John M. Shields, who resigns Jan. 1.

Harry Wilcox says business will be the easiest think he will get in 1916, as he has a new Gladstone grip and a black cat with a wire tail for luck. We are glad Harry is an optimist, as most of us would shy at a black cat.

Grand Counselor W. S. Lawton will pay an official visit to Jackson Council Jan. 8 and Muskegon Council Jan. 15.

If we would bottle up all the good cheer sent to us through the medium of the Christmas card, we would have sunshine for all our dark and gloomy days.

Fred Buck, who is confined to St. Mary's hospital with typhoid fever, is reported doing nicely.

Mrs. G. K. Coffey, wife of the well-known baking powder salesman, is reported on the sick list.

John Schumaker, who was called to Seattle on account of the illness of his father, writes that his father died Christmas week.

Don't forget the U. C. T. meeting, the U. C. T. dance and the usual New Year resolutions.

May you all have a most prosperous and Happy New Year!

L. V. Pilkington.

### Patents Novel Combination Sweater.

A patent on a novel sweater coat was recently granted in Great Britain to an English firm of knit goods manufacturers. The collar is so arranged that it can be worn as an ordinary turned-down collar with open front and revers; a turned-down collar with closed front; a turned-up shawl or storm collar with closed front, or a turned-in collar with open front to impart to the garment the appearance of a sweater or jersey. This is provided by the fact that the neck portion and lapel is made so that the ribs or wales in the neck portion extend in a different direction from those in the lapels or fronts.

The sleeve of the sweater is also made adjustable so that it can be turned back upon the outside or in-

side of the sleeve to form a cuff, or be worn as a mitten.

### Information About Lincoln.

It was left to a Boston schoolboy of a dozen years to give to the world some entirely new information about Abraham Lincoln. He did it in this way when asked by his teacher to write what he knew about the great war President:

"Abraham Lincoln was born on a bright sunny day in February, 1809. He was born in a long cabin he had helped his father to build."



In this season of  
good cheer, let us  
add our wishes for

A Happy

and

Prosperous

New Year

### BROWN & SEHLER CO.

Home of "SUNBEAM" Goods  
GRAND RAPIDS MICHIGAN

### 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

We wish all our friends and  
patrons a most happy and pros-  
perous New Year.

Paul Steketee & Sons  
Wholesale Dry Goods  
Grand Rapids, Mich.





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.

#### Making January Count for Something.

Written for the Tradesman.

It is the easiest thing in the world for the hardware dealer, after the Christmas season, to let things go. The buying public has had a strenuous time in the holidays, and is disposed, in the ensuing reaction, to take a rest. Hence, purchases are limited to articles absolutely necessary. The hardware merchant, who likewise went through the strenuous campaign, is also disposed to rest, particularly when he considers the difficulty of interesting an overbought public in the stale subject of buying more goods. Customers are retrenching; business is hard to get; the weather is cold—why stir out, when it is easier to sit by the fire? That represents the mental attitude of the average person toward extra exertion in dull, cold January.

The dealer who makes a go of it all the year round is, however, more than an average person. He recognizes the grim necessity of keeping things always moving. He welcomes the dull days of January, for in them he has leisure to sow the seed and cultivate the soil, wherefrom, in spring, summer and fall, he is to reap his big harvest. He recognizes, too, that every extra effort he puts forth in the coming month to keep the buying public interested in his store will still be helping him to secure business when another Christmas season comes round.

The big event in January is stock-taking. It overshadows the actual buying in importance, as most merchants view it. For one thing, it is a strenuous undertaking. Furthermore, it is an absolutely necessary one. With the old year passing out, it is time to plan for the new year stock-taking.

With stock-taking plans there should go, hand in hand, the plans for the new year's work. Each year he is in business should see the merchant, with his increased store of experience, better equipped to handle business problems. If, to-day, you are not a better and more capable merchant than you were a year ago—if to-day you could not handle more efficiently and satisfactorily the problems that you faced in December, 1914—there is something the matter with your development.

The comparatively quiet days of

January and February offer opportunities to study out the lessons of the past year's experience, and apply them in shaping the coming year's plans.

There is no store so efficient that its methods cannot be improved. The past year has shown you weaknesses; now is the time to give them careful consideration, and make your arrangements to prevent their recurrence. The weak spot may be in the buying end, or in the selling staff. There may be failure to turn over the stock quickly enough, or the salespeople may need to be jacked up, and enthused. Advertising—the methods the past year may have been merely half hearted; now is the time to plan for advertising that will produce big results. If you have never tried a mailing list campaign, this is a good time to compile a mailing list and map out your plans for following up your prospective customers. So, too, the winter months represent for the hardware dealer an excellent time to lay careful plans for his spring paint-selling campaign.

January and February, by their very inactivity at the selling end, offer excellent opportunity for careful, unhurried planning for the more productive months of the year.

Nevertheless, much can be done to stimulate buying—much more than the average retailer thinks can be done. Every merchant is bound to get a share of the holiday trade, for the simple reason that December normally is a buying month; but January is not a buying month. For this reason, the man who in January hustles for trade gets the lion's share of what's going. The fellow who just rests on his oars gets the little business that's left.

The great danger in letting up during the winter months is, that customers get into the habit of going elsewhere when they buy at all. The result is that, when the busier spring-time comes, the merchant who has gone resolutely on with his advertising and aggressive hustling for business has the advantage in his efforts to secure spring trade. Hustling in January may seem unprofitable in the immediate result; but it has its effect in March, April and May.

In December, you had the customers coming; so far as hustling will help, it's up to you in the winter months to keep them coming.

The big inducement to January buying is unquestionably price. Coincidentally, every hardware dealer has in stock lines which it is desirable

to clear out, even at a sacrifice, rather than carry over to another season.

This coincidence represents the hardware dealer's opportunity.

The price appeal should, therefore, be featured in January selling. This does not mean, however, that profits should be thrown recklessly away. The merchant who has mastered the skilful use of "leaders" and "features" will have learned that it is not necessary to give things away in order to sell them.

In this connection the recognized

#### Make Out Your Bills

THE EASIEST WAY

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

## 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.

## Foster, Stevens & Co. Wholesale Hardware

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

## The "Dick Famous" Line

HAND AND POWER FEED CUTTERS

40 Years the Standard

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

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

## Clemens & Gingrich Co.

Distributors for Central Western States

Grand Rapids, Michigan

We Stand Back of Every Order We Sell

## Public Seating For All Purposes

Manufacturers of

American Steel Sanitary Desks

In use throughout the world

World's Largest Manufacturers of  
Theatre Seating

American Seating Company

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

ASK FOR LITERATURE





policy, of the 10-cent stores is a good guide. They often sell an article worth 50 cents, \$1 or even more for the regulation price of 10 cents. But that article is sold in limited quantity, or for one hour only of the sale. Ordinary articles carry practically the normal profit. The same policy, adapted so as to cover a wider range of stock, can be utilized to advantage by the hardware dealer in his January sale. He should select for his feature a popular article, that will be sure to interest a large number of people. He should feature this article at a price which will startle everybody into stark attention. And his regular lines should, coincidentally, be shaded ever so slightly. A special sale, planned along these lines, will on the one hand attract many customers; and will, on the other, give the merchant a fair margin of profit. More than that, it will bring him into touch with a number of new customers; he should plan to follow up these aggressively with a view to securing their permanent patronage.

The appeal of the special sale in January will be largely to women. To begin with, women are more apt than men to be interested in price. The average man who is buying tools, for instance, realizes without being told that they are part of his livelihood, and that price is a less important consideration than service, and that service depends on quality. But the women will respond readily to the price appeal; and every modern, wide-awake hardware dealer knows that it is good policy to interest women in his store.

Hence, the January sale should specialize on household goods.

The sale, once planned, should be pushed along in a wholesouled way. Advertising is necessary—liberal and striking advertising. The newspaper columns can be used to good advantage, always featuring price. This advertising can be supplemented by the sending out of circular letters, and the distribution of dodgers and hand bills on the public market and from door to door. These dodgers can be merely duplicates of the regular advertisement and can be struck off at small extra cost.

The window is, of course, a big selling factor; and in the window displays—there should be several in the course of the sale—the merchant will naturally emphasize the "features" on which he is giving a special price. Show cards and price tickets can be used to advantage, and the specials should be prominently displayed throughout the store.

William Edward Park.

#### Wafted Down From Grand Traverse Bay.

Traverse City, Dec. 27—Ewing Stewart, who has been conducting a hardware store at Wellston for the past couple of years, has sold his stock to J. H. Lynch, who was the former owner. We wish Mr. Lynch the success he deserves after suffering the loss of his store by fire last season. Mr. Stewart will open up a store at Twin Lakes.

The Hotel DeFrance, at Kingsley, has re-opened under the same management, Mr. and Mrs. R. B. DeFrance. This hotel burned some time

last summer and while it was a misfortune to Mr. DeFrance, who had been improving the same ever since he bought it, it was a good thing for the traveling public. Bob has made a real hotel out of it now. The rooms are all enlarged, ceilings raised and hardwood finish put in throughout. One of the most modern steam heating plants has been installed, with heat in every room; hot and cold water, public bath and all modern conveniences. Even the kitchen has not been neglected. One of the most modern hotel ranges has been installed. The kitchen is still under the management of Mrs. DeFrance. There will be no occasion for the boys having to leave Kingsley at night, as Bob can make it just as pleasant as any hotel possibly can.

Kent Butters is spending a few days in Traverse City.

Archie Cameron will spend a few days in Chicago with the house he represents, the Jewett-Sherman Co., tea and coffee importer.

The Hotel Meade, at LeRoy, has changed managers and is now conducted by G. A. Joyce and his wife. Any of the boys who happen in LeRoy and want a real feed can get it with all of the fancy trimmings and good home cooking at the Hotel Meade.

B. J. Reynolds, Alva Cruzon and H. C. Hoffman are all leaving for Milwaukee, where they will get their new samples to show next season. This is some trio to all start out at once, but as they are all members of Traverse City Council, we know they will be a credit to Traverse City while away from home.

William Morford, formerly with the International Harvester Co., has returned from Chicago, where he has signed up with the Whitaker Manufacturing Co. to represent it in Northern Michigan. Mr. Morford is a good fellow and well liked by his trade and we wish him the best of success in his new enterprise.

John M. Shields, who is one of the oldest travelers in Northern Michigan, having been with the Worden Grocer Company for over twenty years, has resigned his position and quit the road. Mr. Shields is one of the few travelers who has been able to lay aside enough of his salary that by wise investment will make him and his family comfortable for their remaining years. Mr. Shields has been a tireless worker and we are glad that John can start the year 1916 without having to catch the early train out of Petoskey.

Hunter's Inn, at Scottville, has changed hands. Mr. Hunter having sold to J. H. Biddleman, of Empire. Mr. Biddleman was formerly the proprietor of a summer resort hotel at Glen Lake, called Cold Spring Inn.

Doctor Fred Morford, of Detroit, is spending the holidays with his parents, Mr. and Mrs. Wm. Morford, of Traverse City.

The U. C. T. wish to thank the Pere Marquette Railroad for the con-

tinuation of their trains No. 4 and 5, as these trains are a great help in traveling Northern Michigan.

Miss Emma Powers, head waitress at the Hotel McKinnon, at Cadillac, is spending the holiday vacation with her people at West Branch. While Miss Powers is one of the best head waitresses in Michigan she is also a professional kiddier and a Jewish comedian of state wide fame.

W. W. Wilson.

#### BANKRUPTCY SALE.

##### Spencer & Barnes Furniture Factory and Plant.

In the District Court of the United States for the Western District of Michigan.—Southern Division.

In the matter of The Spencer & Barnes Company, Bankrupt.

Notice is hereby given that at 9:00 o'clock a. m. on the 5th. day of January, 1916, upon the premises of the Spencer & Barnes Company at the City of Benton Harbor, Michigan, I will offer for sale at public sale the entire assets of said bankrupt's estate including all lands, buildings, machinery, attachments, tools, factory equipment, furniture manufactured and in the process of manufacture, materials of all kinds, accounts receivable, etc.

Said property will first be offered for sale free and clear of any liens and if a sufficient bid is not received, then the same will be offered for sale in lots or parcels, and if the sum bid for the property as an entirety shall exceed the total of the bids received in lots or parcels, the same may be sold to the highest bidder.

Said sale shall be subject to confirmation of the Court, and the successful bidder shall deposit with the receiver \$500.00 to apply on purchase price if the sale is confirmed; if the property is sold in lots the purchaser of each parcel or lot shall deposit 10 per cent. of the purchase price, and if said sale or sales are not confirmed the amounts deposited will be returned to the purchaser or purchasers.

Dated: St Joseph, Michigan, December 24th, 1915. Willard J. Banyon, Receiver and Referee in Bankruptcy.

#### Not a Soft Answer.

"What kind of a letter did your husband write when he was away?"

"He started, 'My Precious Treasure,' and ended by sending 'love.'"

"How did you answer?"

"I started with 'My Precious Treasure,' and ended with 'Send me ten dollars.'"

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.

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

Mfrs. of Driggs Mattress Protectors

Pure Hair and Felt Mattresses

Link and Box Springs

Boat, Chair and Window Seat Cushions

Citizens 4120 Write for Prices Grand Rapids

#### 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

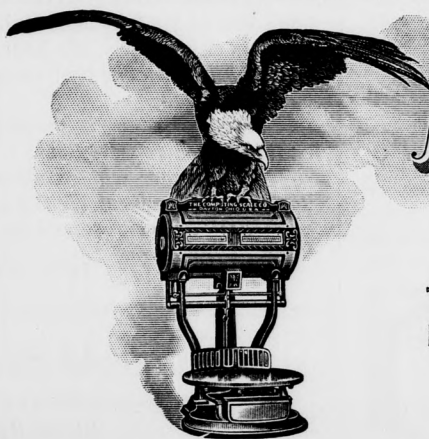
*Henry Smith*  
FLORIST  
139-141 Monroe St.  
Both Phones  
GRAND RAPIDS, MICH.



Its Loose Leaf opens like a Blank Book

Write us

*The Proudfit*  
LOOSE LEAF CO.  
GRAND RAPIDS, MICH.



**MONEYWEIGHT Scale Co.**  
GENERAL DISTRIBUTORS FOR

**The Computing Scale Co.**  
Dayton, Ohio.

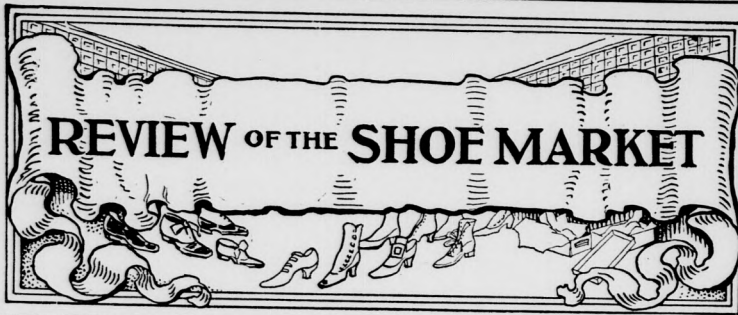
**THE FIRST AND FOREMOST  
BUILDERS OF COMPUTING SCALES**

GENERAL SALES OFFICE

**326 W. MADISON ST. CHICAGO**

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN





### The Salesman the Vital Factor in Salesmanship.

Written for the Tradesman.

If it be true that salesmanship is the biggest single feature of modern business—and I maintain that such is the case—then the whole subject of salesmanship is a wonderfully interesting and fruitful matter.

What is salesmanship anyhow? How does the man of accredited selling genius go about the task of putting it across? What is the essence of it? the thing-in-itself?

This subject has fairly obsessed my mind of late, and I cannot resist the impulse to present to other readers of the Tradesman some conclusions that I have arrived at as a result of my reflections upon the matter.

And it all grew out of a half-hour's conversation I had the other day on a street car with a young shoe salesman. Prior to this we were not total strangers to each other, although our paths had not crossed for two or three years; and now I feel that I know him intimately.

In a general way I knew his house, and the kind of shoes they make, for it is a local concern. But now I feel that I know the house and its product. And this knowledge makes me glad that this particular concern is a local one. Also I wonder how many salesmen of the same caliber they have.

He grew up—this young shoe salesman whose personality and manner made so decided a hit with me—in a small country town, and came to the city while yet in later teens. I presume religiously-inclined folk of a quaint, old-fashioned sort, who are not as numerous now as they once were (more's the pity), would say it was due to a special dispensation of Providence that this young man was kept clean of taint and sordidness. Anyhow he is so manifestly straight and free from guile that it is a positive pleasure to be in his presence. He is one of few really consistent optimists I remember to have met.

He is not an "educated" man—in fact he frankly told me that his early schooling was sadly broken into, and discontinued at too early an age. But he has a good mind, alert and strong, and he was evidently endowed with a double portion of common-sense. And hearing him talk you would scarcely suspect that his early schooling had been slighted—which is only another way of stating that he has something to say and suitable words in which to say it.

For reasons that I need not enter into here, it suited my purpose to call the young man out and get to talking about his house and its product. And he responded splendidly. For thirty minutes he talked—joyfully, enthusiastically, entertainingly talked—and all the time he was saying something. More-

over the time passed so rapidly I was really surprised and sorry it wasn't longer.

For freshness, originality of manner and convincing quality, it has been a long time since I have heard any line of selling talk that could be put in a class with it. It was the real thing—so simple, sensible and clean-cut it was big; and so out-and-out honest and direct it carried a punch your veteran could but admire.

To describe the young man and his line of selling talk in a word, I should call it persuasiveness. Believe me, he could put it across. A man high up in the house has since told me that this salesman is a born business-getter, that he made good from the very start, and I could easily see from his rather guarded statements that they are all strong for him—and small wonder it is. He's a pippin.

But why, I have since pondered, is this young shoe salesman so convincing? There were veterans on the road selling shoes before this youngster was hatched; and that the whole subject from start to izzard has been well threshed out everybody must admit. And yet in spite of this, take my word for it this young man is as fresh, enthusiastic and convincing as if he had made a new and wonderful discovery.

Nobody on earth could talk his line as this young fellow does if he were not himself convinced. He believes in his house. His faith in the fairness, uniqueness and efficiency of his house is as the faith of a little child—strong, clean, boundless. And he believes that the Big Man of his house is as straight as an arrow; that he is not only Big Man, but Big Heart as well.

And as for the product he believes that this is in a class to itself. And this isn't mere talk with him. It isn't an attitude he has attained by an effort of will. It isn't an assumption at all. It is unhindered belief. With as much assurance as it is possible for him to know anything at all, he knows whereof he speaks. His selling talk is naive positiveness.

And herein lies the winsomeness and strength of it. He speaks with persuasiveness primarily because he himself is persuaded. His talk carries conviction to others chiefly because he himself is convinced. The whole manner of it is so apparently unstudied, so



## To Our Friends and Customers

*We thank you for the splendid trade and co-operation you have shown us during the past year and extend to you our sincere good wishes for a prosperous*

**1916**

*Rindge, Kalmbach, Logie Company*

## Goodbye 1915 Greetings 1916

*If you have not yet learned what great trade-builders the*

**Bertsch (Dress)  
and  
H. B. Hard Pan (Service)**

*shoes are you should take advantage of our "in stock" department NOW.*

*You will find H-B means HARD TO BEAT. Every shoe in the line contains the best leather, the best findings and the best workmanship obtainable. We have striven to make the BERTSCH and H. B. HARD PAN the best values in the market—and we know we have succeeded.*

*Bigger—Better—Business is yours if you will center your efforts on these Hard To Beat lines.*

*A trial order will convince you. Catalogue showing complete line of both Goodyear Welts and Standard Screw numbers gladly sent on request. Special service on mail orders.*

**THEY WEAR LIKE IRON**

**Herold-Bertsch Shoe Co.**  
Manufacturers of Serviceable Footwear  
Grand Rapids, Michigan



simple, direct and straight-forward, it gets you.

Now a whole lot of good things have been said concerning the art of selling, and the rules and principles underlying it; and I am far from intimating that such things had better not been said. Most of us who have allowed our thoughts to go far in such matters can easily recall many excellent ideas that have been elaborated along these lines, and put into words wisely chosen. But I want to suggest right here the salesman himself is the biggest item in salesmanship.

If he isn't genuinely persuaded he can't be persuasive. If he doesn't really see it and feel it and know it, he is going to encounter fundamental difficulties in getting other folks to see and feel and know things.

They tell us that the first step in effective salesmanship is to get the other fellow's attention. Nothing is so spectacular and attention-getting as fire. Fire always fetches a crowd—in the little burg or the big city. When the salesman is really on fire with vital enthusiasm for his house and its product, he can get attention anywhere. And it doesn't make a bit of difference what sort of a commodity it is. It may be anything from pink pills to motor trucks.

Also they tell us that we must say something to overcome the other fellow's indifference—and say it quick. And then they go to instruct us that we must forthwith challenge the other fellow's interest. And this all sounds plausible enough; for if we can't fracture the shell of his indifference and aloofness and break in upon the zone of his coveted interest, we'd as well pack our samples and be gone. But how? there's the rub. By unhindered, sun-clear persuasion to our own proposition; by genuine heart-interest in the thing we are selling. Maybe that isn't a very happy way of putting it. But you get my thought at all events. If the thing has really got you, you don't have to strain language to put it across; you put it across by virtue of a sort of psychic punch—something in your own personality, see?

And, by the same token, that's the best way in the world to answer questions, anticipate and remove objections, disarm prejudice, and dissolve misapprehensions.

There are, of course, right ways and wrong ways of getting at all these things; and these formulated rules and principles doubtless have their place and value; but the big thing for the salesman is vital heart-interest in the thing he is selling. It's that more than anything else that makes the other fellow want to get it. That's the thing that cinches the order. Chas. L. Garrison.

#### Carried Potato Thirty Years.

A potato, hard and dry as wood, and shrunk to the size of a walnut, is the treasured pocket-piece of Patrick Downes, a grocer of Alton, Ill., who has carried it for thirty years and believes it has kept rheumatism away.

He was a sufferer from rheumatism when, at a friend's advice, he began to carry the potato, which was then a good sized one. He says that his rheumatism disappeared.

#### Boomlets From Bay City.

Bay City, Dec. 27—Bay City's three sugar factories will complete their 1915 campaign during the coming week and the managers of all the plants say that it has been one of the most successful years in the history of the beet sugar business, in spite of the fact that many beet growers lost part of their crop, due to the wet season.

Come off, Brother Steward, you have another guess coming. William McKay is not a charter member of Saginaw Council, but of Bay Council, and he and R. S. Richards are the only two charter members left. Several have died and others have moved away. We are sorry McKay's health makes it necessary for him to go away, but hope his Southern trip will prove beneficial.

George E. Hamilton, one of Bay Council's popular members, tried to put one over the boys last week by quietly getting married. Of course, George had a perfect right to get married on the Q. T. if he chose to do so, but some of the rhum friends felt otherwise, especially Jack Baker, who took a vow in the presence of Mike, chief of the Grayling police force, to get even. The opportunity came Wednesday night, when George stepped into the office of the M. C. dining hall at Grayling, which, by the way, was filled with his friends and some strangers. Jack informed him in a very nice speech that the only way to square himself was to set up the cigars for the crowd and nothing but 10 cent straights would do. He looked over the bunch and turned pale, but soon recovered himself and, stepping up to the cigar case, first looked at the twofers, then at the straights, hesitated for a moment, but one glance at Jack decided him to supply the latter and passed the box around the room. Then, looking at the empty box, he was heard to remark with a tremor in his voice, "Gee, whiz!

If this keeps up, I will be financially ruined." Then facing the crowd he said, "Boys, this getting married is pretty expensive business, but it is worth the price."

L. V. Pilkington, James M. Goldstein and L. M. Steward, please take notice: Bousfield & Co., of this city, are the largest manufacturers of tubs and pails in the world and more sugar is manufactured in Bay City than any city in the United States. Next!

The Bolton Hardware Co., Gaylord, has sold its stock of hardware to Charles O. Haight, who is now in possession.

County Auditor Ralph Phillips has decided that the practice of the county buying tobacco for prisoners confined in the county jail will be discontinued Jan. 1. He thinks it enough for the county to board them, without supplying them with tobacco, and, if they must have the article, they will have to pay for it themselves or have their friends donate it, not the taxpayers. He is taking this action as a matter of economy.

Mrs. Alice L. Grow, wife of DeWitt W. Grow, died of heart disease last Saturday morning at 5:15 o'clock in her home, 909 Farragut street. Bay Council extends heartfelt sympathy to Mr. Grow in his great affliction.

W. T. Ballamy.

#### The Village Blacksmith.

Under the spreading chestnut tree, the village smithy stands,  
The smith, a mighty man is he, with large and sinewy hands.  
He owns a dozen village lots and handsome country lands.

He owns a handsome private yacht and proud seaside chateau.  
He travels in a private car wherever he may go.  
His fortune now is reckoned at five million plunks or more.

He doesn't shoe mules any more, or mend the one-horse shay;  
He makes more in a second now than once he did all day.  
He merely tinkers touring cars that pass along his way.

## A New Year's Resolution

WHEREAS, The shoe retailer's profits result from the frequent turn-overs of his shoe stock; and

WHEREAS, Such turn-overs are made possible only by careful selection of suitable merchandise of a quality that will make constant friends for my store, and by keeping the stock well within bounds and ordering frequently of sizes needed from nearby markets where quick deliveries may be had; and

WHEREAS, The Hirth-Krause Company of Grand Rapids carries such a diversified line of men's, women's and children's leather and rubber footwear as to exactly meet all the requirements of my trade in quality and price, tanning a superior grade of leather and manufacturing the best line of work shoes on the market:

THEREFORE, I hereby resolve that it is to my best interests to hereafter give the Hirth-Krause Company my patronage, buying their well known "Rouge Rex" line for my workingmen's trade, their "Planet" welts in men's fine shoes, their "Ruth" shoes for women, and "Playmate" shoes for children, and the "Glove" brand rubbers.

I shall buy conservatively, size in frequently, thus be able to meet my bills promptly, and realize a satisfactory net profit at the close of my year's business.

The Michigan Shoe Merchant.

## To You Our Friends and Customers

we send  
cordial  
appreciation.

May your  
**New Year**  
be  
**Happy**  
and  
**Prosperous**

It shall be our endeavor  
throughout

# 1916

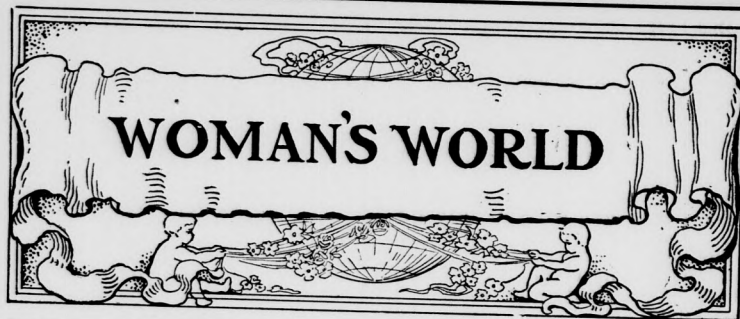
to co-operate with you—  
render you real  
**SERVICE—**  
furnish you with  
dependable merchandise,  
so that the year  
may in fact be

**YOUR HAPPIEST AND  
MOST  
PROSPEROUS**

Grand Rapids Shoe & Rubber Co.

The Michigan People  
Grand Rapids





### New Year's Resolutions for Those Already Too Good.

Written for the Tradesman.

Most of us need to try to be good, nor is there commonly the slightest danger that the matter will be overdone. But there are some people who already are too good—who actually should make resolutions for correcting to the normal. For a virtue that is carried to an extreme may be most demoralizing in its effects.

In the Robinson family "Dad" really ought to turn over a new leaf. He should make a decided stand for his rights—his rights being a fair share in the contents of his own pay envelope and kinder treatment at home than he is at present receiving. For "Dad" is put upon shamelessly. Mrs. Robinson always has been a kittenish kind of woman, very sweet and pretty to look at and now at 47 still wonderfully young in appearance. She never knew much but she always knew to perfection how to work her honest, self-denying husband. Years ago it was he that walked the floor of nights with the babies, so that "Mamma could get her rest." Now it is he that pushes the lawn mower and splits the kindling and tends the furnace and cleans the cellar. And by long hours of daily work he furnishes the where-withal for Mamma and the son and daughters (already nearly grown) to wear stylish clothes and have a good time, while he goes clad in a shabby suit and rarely treats himself to so much as a night at the movies. It is "Dad" Robinson's bounden duty to show his thoughtless family who's who and what's what. If only he would! And if only other "Dads" who allow themselves to be imposed upon would follow his example!

Mrs. Keeler, whether or not she does another thing this coming year, ought to make that 5-year-old outlaw, Rexie, who is her only child, mind once in a while. As a spoiled youngster Rexie Keeler stands in a class by himself, just as his mother, as an example of maternal love and tenderness with no counterpoise of judgment and common sense, stands in a class by herself. Her one thought is to make everything nice and pleasant for Rexie, while the chief thing that ought to engage her attention is to get some kind of control over her petted little ruffian.

Bob Whitehall's New Year's resolve should be a solemn determination to rise in rebellion against an oppressive matriarchy, for the despotism of his mother is too much for any man to stand. Mrs. Whitehall,

while in most respects an exemplary woman, is one of the kind that just naturally wants to boss everything in sight. Most members of her family have successfully escaped her domination. Her husband, John Whitehall, who died a dozen or more years ago, was not of the sort to submit gracefully to petticoat rule. She never could impose her petty tyrannies upon him. Her daughters, by evasion and defiance, managed to get pretty well out from under her thumb even before they married. But Bob—"Bobby always was a mother's boy," as Mrs. Whitehall proudly declares. Having an exaggerated sense of filial duty, he has submitted to her sway absolutely. Although he is 28 years old she governs every detail of his life, even dictating as to the color of his neckties and the kind of suspenders he shall wear.

"Bobby never will marry so long as I live," is something entirely settled in his mother's mind, and he seems to have no thought of going counter to her dictum. So long as she lives! She is only 50, and so hale and strong that she bids fair to last until she is 85 or 90. If poor Bob ever should sail on matrimonial seas at all, it really looks as if it will be for only a very short cruise.

Naturally, since he grants her every wish without complaint or question, she is becoming more and more exacting—tightening the coils about her victim. Bob Whitehall, who, by the way, shows a mind of his own and strong will power in his dealings with the outer world, has simply been too good a son—too good for his own good or for his mother's.

What is harder than acting as a buffer between two strong and antagonistic natures? That is Aunt Fanny Culverton's job. In justice to herself she ought to bolt it on the first of January. Uncle Josiah Culverton is arbitrary and domineering. Agnes, his daughter by his first wife, is a bachelor girl of 25, self-willed and head-strong. Aunt Fanny, who is the sweetest and dearest little stepmother in the whole world, stands between the two and tries to keep the peace. She might better let Uncle Josiah and Agnes "fight it out." In time they would come to some kind of an adjustment of their differences. Neither one ever is likely to yield a single point too much—no occasion for worry on that score. When they choose to "scrap," let them feel the full force of the jar.

With the coming of 1916 Mrs. Dan Bailey ought by fair means or foul to get the spending of a little money. Some of the neighbors hold that,

while legally irregular, it would be morally justifiable for her to rob Dan's trousers or blow up the safe or forge his name to a check, because the money rightfully is hers just as much as it is his. More hers if anything, because she was worked far harder and economized much more closely that he has.

He is well preserved and shows scarcely a gray hair in his head or a wrinkle in his face. She is thin and bent and worn. Her life history since she married Dan Bailey may be summed up in four words—Forty years of pinching! Forty years of stretching to the utmost the small sums he grudgingly has handed out to her.

For a long time now he has been counted very well to do. Mrs. Bailey, whose wants are very simple, would so much like a few better clothes than she has and a little trip—just a visit to their two married sons who live in another state. Her husband puts her off on one pretext and another. When he gets the money all loaned out at 7 per cent. or when some other highly improbable condition is fulfilled—then he "can afford to let her go." These are his words. It is altogether unlikely that her little dream ever will be realized. Mrs. Bailey has been too obedient, too submissive, too good.

The great trouble with being too good is that it never fails to give some not over-considerate soul a fine opportunity to become utterly selfish and heartless. Quillo.

Don't pose as a specialist unless you are qualified for the job.



At Holiday Time  
There's a greater demand  
than ever for

## Mapleine

the "mapley" flavor for  
making syrup and flavor-  
ing desserts and dainties.

Order from  
Louis Hilfer Co.  
1503 State Bldg. Chicago, Ill.  
CRESCENT MFG. CO.  
Seattle, Wash.

### The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

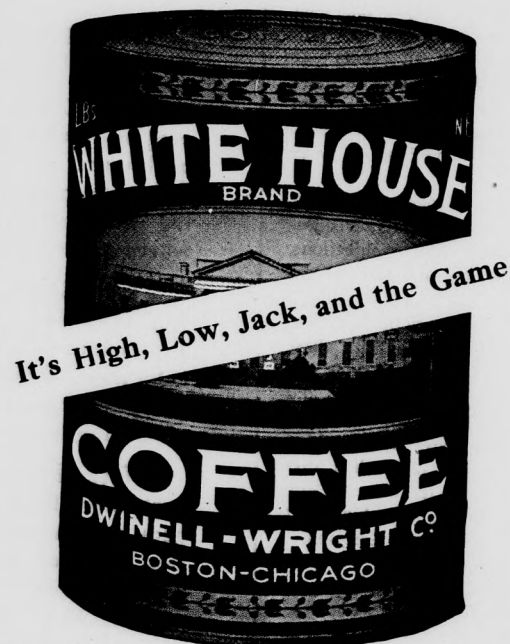


Registered,  
U. S. Pat. Off.

This means for the grocer a steady and increasing demand from satisfied customers with no risks to himself on account of unsold or damaged goods; in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package, and are made only by

**WALTER BAKER & CO. Ltd.**  
Established 1780 Dorchester, Mass.



**JUDSON GROCER CO.—Grand Rapids, Mich.**

Wholesale Distributors of  
**DWINELL-WRIGHT COMPANY PRODUCTS**



### Bankruptcy Matters in the South-western District of Michigan.

St. Joseph, Dec. 13.—In the matter of the Whitcomb Hotel and Mineral Baths, bankrupt, St. Joseph, the first meeting of creditors was held at the latter place and E. A. Blakeslee was unanimously elected trustee, his bond being fixed at \$1,000. Loomis K. Preston, A. G. Procter and Edward H. Kingsley, of the same place, were appointed appraisers. Claims to the amount of \$22,000 were allowed and the officers of the bankrupt sworn and the meeting adjourned to Dec. 28.

In the matter of John D. Warren, bankrupt, Kalamazoo, the final meeting of creditors was held at the referee's office and the trustee's final report approved and allowed. There not being sufficient funds on hand to pay the actual administration expenses, it was determined that no dividends could be declared to the unsecured creditors. Creditors having been directed to show cause why a certificate should not be made recommending the bankrupt's discharge and no cause having been shown, it was determined that such favorable certificate be made. The trustee was authorized not to interpose objections to the bankrupt's discharge. The final order of distribution was made, whereupon the meeting adjourned without day.

Dec. 15.—In the matter of Morris L. Fox, bankrupt, formerly of Kalamazoo, an order was entered directing the trustee to sell the real estate of the bankrupt.

In the matter of William J. Smith, Jay V. Smith, New York Racket Store and W. J. Smith & Son, a copartnership, bankrupt, Paw Paw, the trustee filed report showing that the entire assets sold for the sum of \$2,165 and that there were prior liens against the same for \$2,956.79 and requested that he be permitted to abandon the assets to the lien holders. The petition was granted and an order entered directing the trustee to abandon all property to the lien holders. No dividends will be paid to the unsecured creditors, as the bankrupts will have to advance sufficient funds to pay the actual administration expenses.

Dec. 16.—Based upon the petition of the Stearns Salt & Lumber Co., the Mamer Brick Co. and the Benton Harbor St. Joseph Railway & Light Co., the Spencer & Barnes Co., manufacture of furniture at Benton Harbor, was adjudged bankrupt and the matter referred to Referee Banyon, who was also appointed receiver. The receiver took possession of the plant and closed the mill. An order was entered by the District Judge authorizing a sale of the plant on Jan. 5. Loomis K. Preston, of St. Joseph, Clarence Warner and Horace Furber, of Benton Harbor, were appointed appraisers to appraise the entire assets prior to the sale.

Dec. 17.—In the matter of the Whitcomb Hotel and Mineral Baths, bankrupt, St. Joseph, the inventory and report of appraisers was filed showing total assets of \$155,791.55. The hotel, real estate and mineral bath house were appraised at \$140,000 and the personal property at \$15,791.55.

Dec. 18.—In the matter of the Spade Manufacturing Co., bankrupt, Kalamazoo, the trustee filed his supplemental final report and vouchers showing the distribution of all the funds in the estate, whereupon an order was entered by the referee discharging the trustee and closing the estate. A certificate was also made recommending the discharge of the bankrupt and the record book and files returned to the clerk's office.

Dec. 20.—In the matter of Clifford H. Ruddick, bankrupt, Niles, the final meeting of creditors was held at the referee's office. The final report and account of the trustee, showing total assets, above the bankrupt's exemptions, of \$24.04, was considered and approved and allowed. There not being sufficient funds to pay the actual administration expenses, it was determined that no dividend could be declared. Creditors having been directed to show cause why a certificate recommending the bankrupt's discharge should not be made and no cause having been shown, it was determined that such certificate be made. The trustee was authorized not to interpose objections to the bankrupt's discharge. The final order of distribution was made whereupon the final meeting of creditors adjourned without day.

Dec. 21.—In the matter of the Whitcomb Hotel and Mineral Baths, bankrupt, St. Joseph, Willard J. Banyon, receiver, sold the entire assets of the bankrupt estate at public sale. John W. Needham, of St. Joseph, bought the property for \$5,250, subject to a trust mortgage of \$100,000 on the real estate and a chattel mortgage of \$13,500 on the personal property, with interest on the same at 6 per cent. from Sept. 1, last. The sale was reported to the District Judge, who entered an order nisi confirming the same.

Dec. 22.—In the matter of the Hickory Grove Distilling Co., bankrupt, Kalamazoo, the trustee filed petition to appeal the case of the trustee against W. I. Stemming and the Trivoli Brewing Co. of Detroit, for the recovery of the sum of \$1,500 from the Circuit Court of Kalamazoo to the Supreme Court of the State.

Dec. 24.—In the matter of Spencer & Barnes Co., bankrupt, Benton Harbor, an order was entered for the first meet-

ing of creditors to be held Jan. 5, at the office of the bankrupt in the city of Benton Harbor for the purpose of proving claims, the election of a trustee, the examination of the officers of the bankrupt and the transaction of such other business as may properly come before the meeting. Notice of the meeting was sent to all creditors, also of the sale of the entire assets of the bankrupt by the receiver at the plant on the same day, prior to the election of the trustee. The bankrupt filed its schedules showing the following creditors:

Secured Creditors.	
William G. Newland, Benton Harbor, Mich.	\$28,406.62
George E. Higgins, Kalamazoo, Mich.	504.28
<b>Total</b>	<b>\$28,910.90</b>

Preferred Claims.	
City of Benton Harbor, taxes	\$1,403.60
Preferred labor claims	1,688.16

Unsecured Creditors.	
Acme Steel Goods Co., Chicago	\$ 6.85
Adder Machine Co., Wilkes-Barre, Pa.	2.64

American Ring Co., Waterbury, Conn.	12.00
American Ven. & Specialty Co., Newport, Ark.	50.00

Atlas Paper Co., Indianapolis	30.73
F. E. & F. H. Avery, Peoria	36.00

Baer Brothers, 438 W. 37th St., New York	14.99
Herman Behr, 9 N. Jefferson St., Chicago	120.00

G. M. Bell & Co., Benton Harbor	1.10
Bemis Indianapolis Bag Co., Indianapolis	61.34

Benton Harbor & St. Jos. Gas & Fuel Co., Benton Harbor	18.00
B. H. & St. J. Ry. & Light Co., Benton Harbor	114.21

B. H. State Bank, Benton Harbor	1,075.00
Berry Bros., Detroit	105.54

H. L. Bird Drug Co., Benton Harbor	30.05
Bradford & Co., Joseph	22.30

E. Brammell, Benton Harbor	20.78
Bridgeport Wood Finishing Co., Chicago	15.54

Bureau of Engraving, Minneapolis	14.21
Burns & Bassick, Bridgeport, Conn.	25.00

Carborundum Co., Niagara Falls	5.67
R. P. Chaddock, Benton Harbor	100.00

Chapman Jewelry Co., Benton Harbor	1.75
Chicago Mr. & Art Glass Co., Chicago	1,979.65

City Water Dept., Benton Harbor	6.57
Walter Clark Veneer Co., Grand Rapids	355.92

Clarinda Lawn Mower Co., Clarinda, Iowa	7.50
Clipper Belt Lacer Co., Grand Rapids	7.50

Crescent Belt Lacer Co., Grand Rapids	76.34
Curtis & Co., Mfg. Co., Chicago	12.10

Donnelly-Kelley Glass Co., Holland	1,463.40
H. D. Edwards Co., Detroit	11.17

Egry Register Co., Dayton	40.22
Electrical Construction Co., Benton Harbor	1.40

The Ellsworth Store, South Bend	15.50
Export American Industries, New York	449.00

Four States Coal & Coke Co., Pittsburgh	61.06
Furniture Worker, Cincinnati	33.33

Glidden Varnish Co., Cleveland	381.83
Gore & Harvey, Benton Harbor	753.85

Grand Rapids Furniture Record, Grand Rapids	393.96
Grand Rapids Wood Finishing Co., Grand Rapids	60.00

Green & Co., Benton Harbor	40.45
Hadlow & Co., Benton Harbor	1.10

B. L. Hall, Benton Harbor	1.05
L. P. Hardy Co., South Bend	59.65

Harner & Sherman, Benton Harbor	7.98
Hardinge Bros., Chicago	4.00

Heron Mfg. Co., Utica	58.31
Hevstek & Canfield Co., Grand Rapids	18.02

E. S. Kelley, St. Joseph	102.63
Hinde & Dauch Paper Co., Sandusky, O.	29.40

Geo. M. Jones Co., Toledo	32.95
Jacques Kahn, New York	232.90

Kidd, Dater & Price, Benton Harbor	69.14
R. J. Laas Printing Co., Benton Harbor	139.22

Lawrence-McFadden Co., Philadelphia	100.81
Logan Pocahontas Fuel Co., Charleston, W. Va.	143.74

Geo. W. Lord Co., Philadelphia	38.70
Lyon Furniture Agency, Grand Rapids	30.00

Mamer Brick Co., Benton Harbor	52.79
Manning Sandpaper Co., Troy, N. Y.	17.25

Maple Hill Coal Co., Columbus	20.62
Mfrs. Exhibition Bldg. Co., Chicago	1,319.76

Charles McAdam Co., Chicago	66.00
Seeley McCord, Benton Harbor	9.46

R. J. McCracken, New York	3.76
Meyercoed Co., Chicago	24.80

Michigan Lithographing Co., Grand Rapids	133.95
M. Mindel, Benton Harbor	2.21

R. W. Monger Co., Elkhart	1,450.86
A. B. Morse Co., St. Joseph	100.00

National Lock Co., Rockford, Ill.	68.34
New Central Coal Co., Terre Haute	25.00

News-Palladium Co., Benton Harbor	7.70
B. M. Nowlin & Co., Benton Harbor	48.50

O'Gara Coal Co., Marquette Bldg., Chicago	58.25
Ornamental Product Co., Detroit	9.62

Palace Furniture Co., Wheeling, W. Va.	25.00
Peters & Russell, Benton Harbor	2.62
Petoskey Block & Mfg. Co., Petoskey	200.00
Platt & Brahm Coal Co., Chicago	46.37
Pere Marquette Ry. Co., Benton Harbor	65.63
W. A. Preston, Benton Harbor	11.20
John D. Raab Chair Co., Grand Rapids	254.07
Herman Reach, W. 35th St., Chicago	25.00
James H. Rhodes Co., Chicago	8.28
Remington Typewriter Co., Detroit	3.75
Mrs. E. A. Robbins, Benton Harbor	5,730.50
Rogers & Pyatt Shellac Co., New York	25.00
F. P. Rosback Co., Benton Harbor	.30
E. F. Scheibe, Somerville, Mass.	80.68
M. B. Schenck Co., Meridan, Conn.	102.60
W. E. Sheffield & Co., Benton Harbor	25.12
Shea Smith & Co., Chicago	5.40
South Bend Supply Co., South Bend	32.00
Standard Oil Co., South Bend	72.62
Stearns Salt & Lbr. Co., Ludington	344.49
Stillman-Paine Co., Milwaukee	11.60
Sweet Wallach Co., Chicago	.39
Syracuse Ornamental Co., Syracuse	1.00
Lewis Thompson Co., Philadelphia	9.91
G. W. Todd Co., Rochester	35.00
U. S. Fidelity & Guaranty Co., Baltimore	15.00
Uptegrove & Beckwith, New York	2,227.14
Weber-Knapp Co., Jamestown, N. Y.	168.64
Henry Wilhelm, Pittsburgh	302.82
Zorns Lumber Co., Grand Rapids	450.00
Young & Cutsinger, Evansville	138.96
Wilson Steel Products Co., Chicago	10.70
B. H. Spencer, Benton Harbor	13,810.54
Mary L. Spencer, Benton Harbor	10,574.93
Irven Spencer, Benton Harbor	4,006.54
Harry Monson, Benton Harbor	63.10
Benton Transit Company, Benton Harbor	102.63
Graham & Morton Transportation Co., Benton Harbor	17.21
Michigan State Telephone Co., Benton Harbor	1.75
Postal Telegraph Co., Benton Harbor	629.25
<b>Total</b>	<b>\$50,766.41</b>

Assets.	
Real estate	\$35,000.00
Bills and promissory notes	2,882.79
Stock in trade	20,000.00
Debts due on open accounts	11,134.02
<b>Total</b>	<b>\$69,016.81</b>

The heyday of youth isn't in it with the pay day of manhood.



When she receives her groceries, her first impression of them is permanent. If you bring them to her in a clean, tidy condition, undamaged in delivery, this impression is sure to be a favorable one. Insure her satisfaction by delivering every order in our "Quality" Delivery Boxes.

**JOHN A. GRIER & CO.**

1031-35 18th St.

Detroit, Michigan

## Start the New Year Right



Install a Citizens Telephone in your residence or place of business.

Connection with 200,000 telephones in Michigan; 14,570 telephones in Grand Rapids; 95,000 telephones in Detroit.

**CITIZENS TELEPHONE CO.**



## AUTOMOBILES AND ACCESSORIES

### Lesson For Hostility-Breeding Seekers For Profits.

Makers of American automobiles, struggling to cope with two forces that in 1915 have put this business in a position, in the aggregate, not paralleled in American manufacturing have withstood a third trial which—minus the other two—has in itself been the severest test an industry could be subjected to.

With opportunity thrust in their faces to make millions, if not, in fact, billions, of dollars in added profits simply by grasping the easily-to-be-taken chance of foregoing scrupulous quality in the shipments made to war-stricken Europe, the men who stand back of this industry have not only maintained their ideals of standards, but have, along with it saved the face of Uncle Sam to a large extent since he began his dealings on a large scale on the other side.

But for the American automobile—or, rather, but for its maker—this country would be in complete disgrace with various nations, and particularly with England. As it is, there is a strong feeling in Britain that American manufacturers have heedlessly capitalized their tragedy in dollar gain, and the only alleviating factor of a national English attitude of increasing hostility is the American automobile.

The integrity of the maker of automobiles was thrown graphically into a high light by Isaac F. Marcossion, speaking as the guest at a gathering of the Detroit section, Society of Automobile Engineers. The speaker recently got back to this country from an extensive series of travels in the Old World.

Asserting that makers of other supplies have sent to Europe shoes with paper soles, poor quality cloth, flimsy socks, and that they have got super-prices for inferior weapons, he paid tribute to the motor car manufacturer in these words:

"But let me say right here that in all the stream of exports that has rolled up a foreign trade of over five billion dollars in twelve months the one product that has maintained the standard of its integrity, whether for mission of mercy or destruction, in fair weather and foul, is the American automobile. It has been 100 per cent. efficient every time and you may well be proud of the record you have made.

"This makes me glad to be with the pace-makers of American progress; with the speeders-up of industry. In a long experience as envoy to the 'criminal rich' and as historian of big business, I have yet to meet

an industry more galvanic, more alert, more distinctively American than yours. The pulse beats of the motor are the very heart beats of our whole prosperity."

The motor car quality thus has been maintained despite the terrific speeding-up that took place with the tidal wave demand of this year here at home and despite the unheard of hardships incident to the obtaining of adequate stores of supplies.

With an opportunity for profit that was emblazoned in red and that made various other industries see red, the motor making industry kept true to the course it has followed in the deep waters of full value for the money expended. With the crash of the conflict and the subsequent frenzy of prosperity that came with the seductive war order, the automobile makers stood at their regular trading counters and accepted what they could and delivered regular value for what they got.

And if any influence at all is to soften the intensity of a trade warfare that is to follow the cessation of hostilities abroad, according to the speaker, it will be whatever good will England and other countries may have left for us because of the square dealing of the automobile manufacturers. He predicted a bitter trade war because of the profit-grabbing of certain manufacturers, and urged the motor car men to help bring about an adjustment of policy governing American manufacturing throughout that would make of the war-time condition a permanent opportunity for this country as a whole.

"If there is one message above all others that I would bring home to you," he declared, "it is this—let us not deceive ourselves about this present war-time prosperity. What seems the easiest of selling now is but the prelude to the bitterest trade war that the world has ever known.

"No man can visit England now without feeling that in more ways than one we have lost prestige irretrievably. This loss of respect will inevitably be followed by loss of trade.

"It is not that England wants us to go to war. I have talked to her greatest statesmen and military leaders the last few months. We are too useful to her outside the fold of hostilities. But she has felt that we should have taken a firmer stand; a stand more consistent with National pride and National honor.

"She feels that this lack of National respect has been evident in our business dealings; in our failure to sell good will along with the goods

she bought. To her the eagle has become the buzzard.

"She buys our goods now because she must. But this toleration of necessity will be followed by indifference, even trade hostility when peace comes; in a bitter trade reprisal.

"And England will be equipped to make this reprisal as never before. Every turn of the industrial wheel in that galvanized and speeded-up Britain is full of significance for all of us. I have stood in her shell factories watching the forest of American-made automatics whirl and hum as they turned and beveled the cases that were soon to scatter death and terror on a hundred hard-fought fields. Half the population of the kingdom is at work on this job; practically every lathe is on war work. And new factories are literally springing up over night.

"This huge and well-oiled machine, that works twenty-four hours out of every twenty-four, has a meaning for us far beyond its steady flow of munitions. In this perfectly organized industry, geared to highest efficiency, is the instrument for Britain's industrial regeneration after the war. Quantity production of ordinance now will mean quantity production of a hundred things from small motor



### See the new Cadillac Eight

It's the Peer of Them All  
Western Michigan Cadillac Co., Ltd.  
OSCAR ECKBERG, Mgr.  
19-33 LaGrave Ave. Grand Rapids, Mich.

### Auto Robes

2 Muff Robes, 72-inch ..... \$7.50  
3 Muff Robes, 84-inch ..... 9.00  
Limousine Robes, fancy patterns  
and plain colors, mohair, \$25 00.

### Sherwood Hall Co., Ltd.

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

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

will save you money  
Write or call for  
demonstration  
or catalog

### Peck Auto Sales Co.

DISTRIBUTORS  
Ionia and Island Sts. Grand Rapids

**I**N 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



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

Phone, write or call for demonstration.

### JOHN VLASBLOM

Kent County Distributor  
214-16 Ionia, N.W. Grand Rapids

### 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

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

Order direct or  
through  
Worden Grocer Company

Special Holiday Packages

Barrett & Scully  
MAKERS  
Ionia, Michigan



cars to safety razors as soon as peace comes.

"And what will happen? This cheap labor will be engaged in quantity production for articles that will meet ours in the great open market of world trade. The 50-cent worker on an American automatic in France will compete with the \$3 and \$5 a day worker in our own land. You don't need a diagram to tell you what products will be the cheapest, and what product the colonies will use when backed up by an efficient system of foreign trade development.

"Unless I am much mistaken, the United States, because of the rich harvest that it has reaped out of the war, because of the accepted belief abroad that our neutrality is a failure, because of our economic shortsightedness, will find itself almost isolated. Are we to become a commercial Ishmael with the economic hand of the world raised against us? It is a plain blunt question, but it is well worth asking.

"But there is a remedy, my friends, a remedy that lies in a preparedness as important in its far-reaching effect on the great mass of the American people as is the defense of our hearth and home.

"The motor industry has done its part. It has lighted the way. It is the lesson for American industry today. We have the men, the machines and the money; the great gift of enterprise. With them we can achieve a commercial conquest of the world; we can take a proud and permanent place in the sun."

Admiral Dewey, in a letter to Congressman Gardner, quoted in the House of Representatives, gave it as his belief that the United States navy should be fit to cope with the strongest possible adversary. Admiral Dewey, writing as a member of the General Naval Board, recommends a navy equal to that of any other power; the presumption being that any nation is a possible adversary of ours. In these two statements we get a curious mix-up of the proper functions of the citizen and the expert. Writing as a private citizen, Admiral Dewey is at liberty to lay down any policy, no matter how ambitious. Instead he asks only for a navy equal to that of any possible adversary. Writing as an expert, Admiral Dewey is not empowered to lay down a broad policy of international conduct. He does so when he asks for a navy equal to any afloat. This means that we must build against England no less than against Germany and Japan—a policy which in no country on earth is left in the hands of the experts. It is one on which the nation through its representatives must decide. If our international attitude is to be determined by naval experts and military experts, then the Navy League's demand for a three-power navy is more logical than the General Board's recommendation of a navy equal to that of England. For if we build against England, we must in all prudence build against England and Germany and Japan.

If a 10 year old boy had the privilege of selecting his parents he would pick out a different set.

## UPPER PENINSULA.

### Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Dec. 27.—The merchants here report an unusually good business during the holidays and the large assortment of toys, many of which were made in Germany, as well as by home manufacturers, were cleaned up. The weather was ideal and the sleighing was never better and a better Christmas spirit was never manifested in Cloverland than this year.

M. Doud, the well-known passenger agent of the Arnold Transit Co., at Mackinac Island, left Sunday for the South and will make his headquarters at Jacksonville, Florida, although heretofore he has made his headquarters at Havana, Cuba. He went by the way of New York to Jacksonville and from there will go to Cuba and the Isle of Pines for the purpose of going over the lines and familiarizing himself with the Cuban railway system and return to Jacksonville, where he expected to visit the large resorts and arrange Cuban tours for the P. & O. Steamship Co. Mr. Doud will return to the Island in the spring to take up his regular work with the Arnold line about April 1.

The stage from St. Ignace to the Snows has started in on the regular winter schedule, using the shore route.

The hunters and trappers in Cloverland are somewhat elated over the recommendation of State Game Warden Oates to raise the State bounty on wolves to \$50. From all accounts the wolves are rapidly increasing in numbers and reported as killing many deer and, should the bounty be raised, it would be sufficient to interest the woodsmen and others to devote their spare time seeking the animals.

The news of the death of Joseph Burchill, which occurred at Detroit last week, reached the Soo as a shock to his many friends here. Mr. Burchill was a pioneer of Chippewa county and one of the best known men in Cloverland. He came to Chippewa county forty-one years ago and took a homestead near Rosedale. Later he went to California and returned to the Soo about eighteen years ago and took over the management of the Belvidere Hotel for some time and then moved to Pontiac and about three years ago became a resident of Detroit. The deceased is survived by the widow and three daughters. The funeral took place Thursday afternoon in the Masonic temple.

The longing for the camps has had a bad effect upon the residents of Cedarville and the Snows, as the official barber has decided to go to the camps for the winter and his successor has not as yet shown up, so that the latest song around the Snows is entitled, "What shall we do to be shaved?" It would be well for some barber to make a note of this, providing business is getting slack at his present location.

The firm of Harrison & Stanaway, tinsmithing, heating and pipe fitting, has dissolved partnership, and the business will be carried on as usual by D. E. Harrison, who is well and favorably known throughout Chippewa county and an expert in his line.

Peter Edwards, our well-known local capitalist, is also an inventor, as he has invented a device in the form of a sleigh shoe for the front wheels of an auto. He demonstrated the invention on his auto last week and it was pronounced a decided success. It consists of a pair of snow shoes, so to speak, attached as runners under the front wheels, thereby insuring less friction and more wheel energy in propulsion and encourages one to engage in the snow proposition with the auto with a great degree of success. The shoes are easily attached and with the chain attachment on the rear wheel tires gives the necessary

friction for propulsion of the car. Mr. Edwards has applied for a patent.

Dr. Zackery Vadnais, a Marquette physician, who was found wandering about the Soo in a demented condition is being held by the police department here, pending advice from Marquette. He was wandering about the city in an aimless manner and could not converse rationally when interviewed by the officers.

That hustling town of Newberry is still getting results and the latest move is another manufacturing plant. Charles Shore, representative of the American Lumber Co., at Evart spent several days in Newberry last week with a view of securing a site for the location of the factory for the manufacturing of wooden handles. There is an abundant supply of cut-over lands and timber in the vicinity of Newberry which is attracting these numerous concerns and it means a big boom for Newberry, in landing the factories which apparently are headed that way.

Captain Roberts, Swift's soap king, is becoming very prominent as a public speaker. Last week Saturday he was called to Cleveland to attend a banquet given for all of Swift & Company's employees in Ohio, including one representative from New York City, at which banquet our friend delivered one of his best and left his audience filled with enthusiasm and determination to get more pleasure and profit out of the work in the future. We are glad to note this activity on the part of Mr. Roberts, as he has demonstrated his own ability to put across anything he undertakes.

William G. Tapert.

### Small Stores and Welfare Work.

A small retail general store is modeling its welfare work somewhat after the methods of the United States Steel Corporation. The retail store has a cooking club made up of the wives of employees, who meet in quarters provided by the house and take lessons under an expert cooking teacher. They also hear lectures on housekeeping, interior decorating, and so on. Economical buying is emphasized in these talks. The theory of the firm is that the more contented a household, the better off the store will be and the fewer changes there will be in the personnel of the employees.

Even very small business houses can do something of this sort.

### Sparks From the Electric City.

Muskegon, Dec. 27.—The writer is in receipt of a gift book entitled Felix O'Day from Editor Stowe, for which please accept our thanks.

Orin Wilson and Edgar Johnston have formed a copartnership and purchased the grocery stock of William H. Shirts, of Shelby. Both of these young men have served their apprenticeship under John Boughner, of Shelby, and, no doubt, will make a name for themselves in a short time. The Tradesman unites with the writer in wishing these boys success in their new venture.

Grand Counselor Lawton has promised to be present at our January meeting. Turn out, boys, and shake hands with the largest U. C. T. boy in Michigan.

Those who are contemplating making the trip to Traverse City, please notify any of these three members who are on the committee for rooms: Matt Steiner, Milton Steindler or Christ Follrath.

Committees have been formed to boom the Muskegon Chamber of Commerce. The dues have been raised 50 cents a year, but what's that when you can belong to such a live bunch of fellows?

J. D. A. Johnston, President of the Chamber of Commerce and representative of the Michigan Washing Machine Co., has returned from a trip through the South, where Mr. Johnston states things are booming almost as well as they are in Muskegon.

Big chesty Lansing thinks she is growing. Maybe she is, but if you want to see something out of the ordinary, take a look at Muskegon.

Large boxes have been placed on our corners with the sign, Keep the City Clean. That will help some, if the people will only use them.

While we are booming William Alden Smith for President, why not take Deacon Ellis, of Grand Rapids, as our candidate for Vice-President? They ought to make a winning team. With these two distinguished gentlemen in the limelight, it would be hard to find room for our friend, Ches Brubaker.

One of our Irish friends told us in confidence that he ate sauerkraut Sunday for dinner.

Some of the poor boys on the other side will not be able to have what we are wishing all of our friends, a very Happy and Prosperous New Year.

Milton Steindler.

But even at that, what our neighbors think about us isn't apt to be very far out of the way.

# 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





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 Houman,  
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. Bible,  
Hillsdale; Angus G. McEachron,  
Detroit; James B. Burdless, Marquette;  
L. N. Thompson, Jackson.  
Next Grand Council Meeting—Traverse  
City, June 2 and 3, 1916.

#### Death of William Frederick Blake.

W. F. Blake, who had been ill with cancer of the pancreas for several months and who had been confined to his home for about six months, died Christmas eve, surrounded by all his immediate relatives. Death came quietly, without his knowing he was passing to his reward on the Other Shore. The funeral services were held at the home of the deceased Tuesday afternoon. The remains will be taken to Farmington Falls, Me., for interment.

Fred Blake rests after the weary struggle and the cruel suffering which wore out his strength, although they never conquered his spirit. The last weeks of his life, although made up of hours of pain and days of unendurable weakness, were full of the vital courage of his whole career.

Of death he was as fearless as a child who knows not what death is—yet he loved to live, to share more in the great useful labor of the world, to do more for those whose love for him was made great by the greatness of his love to them. To the hour of his last conversation his thoughts were full of the spirit of work and comradeship with his colleagues. And now that the worker's task is ended by the Master of All Good Workmen, his fellow workers and these scores of stricken friends are sorrowing not for him but for themselves. As his courage was directed by loyalty, so his energy was softened by charitableness. He did not spare himself, yet he could always listen to appeals for others. He saw other men's weaknesses, he saw through any false appearances, he deplored the wrongs done, but never became self-righteous and never cast off one he had known as a friend, although all the rest of the world might have abandoned that one.

Swift to comprehend, responsive, with the velvet touch of sympathy beneath an exterior sometimes brusque, Fred Blake was an inspirer of great likings in the hearts of those

near him, than which there is no truer test of character.

We all know that we can live lives of gross content and selfish ease. By shrinking from every task and shutting eyes and ears to the suffering of others, we can preserve and prolong our mean existence. But we cannot spend our strength for others and still toil on in spite of our own sufferings, without the martyr's danger.

That is why he, carrying many burdens but cheering others through their lesser cares, working bravely, judging charitably, deciding earnestly and holding fast loyally, found at the prime of life the end of life.

The great weariness, the vast care, the prolonged pain demanded at last a rest deeper and sweeter than the earth can give. The rest came not like a pang but like a benediction. The sorrow that remains is the deep grief of those who have lost him, not a grieving for that triumphant and completed life.

#### Tribute By a Friend.

Thirty years ago a young man representing a tea house in Chicago met me at the Hastings House and joined me in a drive for several days to the interior towns adjoining. The acquaintance formed on that drive was the beginning of the most congenial, loyal and constant friendship that is just ended, that has brightened my journey through this life, as our travels in sunshine and storm, sleet or snow, heat or cold, our discouragements, trials and successes, were shared and proved a bond of fraternity that the passing years only strengthened. Through all Fred Blake demonstrated a character of sterling integrity to his customers, who were his most loyal friends, and unswerving uprightness in his daily life. His fidelity to his business associates was of the highest type and his word was equivalent to his bond. His honesty was as unyielding as the rock-bound shores of his native Maine, while his loyalty to his country was a heritage from his Revolutionary ancestors. His devotion to and affection for his mother, wife and daughters was proverbial and his home life was one to which he eagerly hastened at the close of each trip.

One by one the "Old Guard" are silently passing away, the tried and true friends of over a quarter of a century "on the road" are ending their final trips, turning in their last collections and going home for a Sabbath that never ends.

Lloyd W. Mills

Portland, Oregon.

#### Grocers Who Do Not Deliver Goods.

San Diego, Calif., Dec. 18.—The grocers of this city do not deliver goods purchased to customers. When delivery service is called for the grocer notifies an express company making local deliveries and the customer pays the cost of the same. The grocers maintain that in other cities where merchants deliver goods free, the customer pays the cost of the delivery by the higher prices charged for goods purchased.

Upon the outer wall of a drug store located on Fifth street, in the city of Los Angeles, I noticed the following inscription, painted in large letters: "The A. to Z. Information Bureau. This Bureau is at your service. You can obtain reliable information in regard to sanitariums, health resorts, rest houses, hospitals, nursing and as to physician and surgeons. Free advice as to sanitation, hygiene, diet, personal purity, or any other matter of a kindred nature that you are practically interested in regarding your physical condition and personal welfare." Read between the lines and learn where business for the druggist comes in. Through the expansion of the operations of the department stores and the mail order houses, the drug merchants in recent years have had a hard struggle to maintain their establishments. Formerly the druggist nearly monopolized the trade in toilet waters, patent medicines, toilet soaps, paints and oils and kindred lines. He placed a few glass jars filled with liquids of many colors in his show windows and needed but little advertising in addition to attract trade. So sharp has been the competition of the department stores and mail order houses in recent years that he has been obliged to install a lunch counter, a candy section and also to add the sale of current literature, newspapers, gas and electrical supplies and many other articles which would have been considered out of place in a drug store two decades ago. He displeases many customers by frequently filling his show window with rubber goods which need never be exposed to public view and toilet paper and has forgotten the dignified character his place of business presented when he used the colored jars in his show windows. A green Irishman, entrusted with the steering gear of a steamship, collided with another craft while sailing on the sea at night. The approaching craft bore the red, green and white lights required of navigators by law, but Pat explained, when called upon to do so, that he thought the ship was a drug store.

W. F. Heller, who owns eight grocery stores in San Diego, states that he will establish additional stores in near-by towns as rapidly as he can engage competent men to manage them. The men now in his employ are bright, energetic, quickwitted, discreet and resourceful and Mr. Heller is ever ready to add to their number. He pays good wages and the managers have a working interest in the business. No goods are delivered at the expense of the Heller stores. Another merchant, Hamilton, owns ten groceries located in this city.

Arthur S. White.

#### An Ingenious Soul.

Blithers entered the dining-room with a pair of yellow automobile goggles on.

"Hello, Blithers," said little Binks. "Going motoring?"

"No," said Blithers. "I'm sort of hungry for a grapefruit, and I want to keep the juice out of my eye."

### 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

### 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

### 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.

### Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

### HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

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

### Just to Remind You

If you forget a friend for Christmas just remember we are still selling jewelry at \$1.00 a week. Or better still buy a watch or diamond for yourself.

L. J. THOMSON JEWELRY CO

Ch. W. Smith, Mgr.

327 Monroe Ave., Grand Rapids, Mich.



### The New Head of Tuskegee.

Detroit, Dec. 28.—As a man of Southern birth who is deeply interested in the future of the negro in the South, I am much gratified at the selection of Major Robert R. Moton to take charge of the Tuskegee Institute as the successor of the lamented Booker T. Washington. I am sure from the antecedents and record of Major Moton that he will preserve the traditions of his predecessor and will continue his great work of developing his own race, while maintaining the friendly relations which now exist and should always exist between the white and the colored men of the South. I remember very clearly the apprehension with which the work of Booker T. Washington was, at its inception, viewed by the white people of that section. They greatly feared that the result of his efforts would be to send out from Tuskegee young colored men and women hostile to their white neighbors and unfitted for success in their native land. This would have been, of course, a consummation devoutly to be dreaded by both races.

As the work at Tuskegee proceeded, and as both the white and colored people of the South grew to learn and to appreciate the wisdom, the moderation, and the true Christianity of the remarkable man who was at its head, these apprehensions were dispelled. Booker T. Washington was nowhere more highly esteemed and respected than among the white people of his community. Indeed, his funeral was notable for the grief displayed at his loss and the tribute to his memory by the white men and women of Alabama and of other Southern states. Undoubtedly, he has done more than any man of either race to inspire hope of an ultimate and happy solution of this great problem. For this achievement he deserves and has received the gratitude and the respect of all the people of this country.

Major Moton will find it difficult to reach the standard of his predecessor. His was, indeed, the bow of Ulysses. As I have said, however, Major Moton's views are formed along the lines of his great preceptor, and I hope and believe that he will be equal to the task of carrying forward the work which has been so nobly begun, and that Tuskegee Institute, Hampton Institute, Manassas Industrial School, and other like institutes throughout the South will continue to be not only centers of education and improvement for the colored race, but also growing and continuing sources of that mutual good-will and respect which will enable the two races to pursue their separate but friendly and honorable destinies. Geo. Gordon Battle.

### Status of To-day's Stock Markets.

Grand Rapids, Dec. 29.—The list could not withstand the pressure of realizing sales to-day. Outside buying subsided and the bear element was inclined to re-instate the short lines which were covered in yesterday's sharp advance. While there is nothing concrete in the day's news, still the fear is current that the Austria reply may not be such as to provoke cheer. The international political factor every now and then asserts itself as a market influence, primarily, it would appear, as a consequence of the fact that investors fear the unknown to a much greater extent than the known, and whenever an important document is delayed the tendency is to take the counsel of one's fears.

The market continues to be well supplied with long stocks and it will be essential that the outside buying be stimulated if advancing tendencies are to be the order of things.

The more one studies the general situation the more one is convinced of the basis for the remarkable recovery and confidence which is now being shown. We finally realize the enormous wealth which has come to

this country. This is not alone the result of our tremendous foreign orders, but is legitimately due to our prolific crop as well as to the savings of the people. There is a strong and steady absorption of stocks by the leading financial interests. The market to-day is rather heavy, owing to rumors of a diplomatic break.

The directors of the Green Can Co. meet to-day to take action on a dividend.

It looks as if the coppers were a good buy because of the high price of the metal. Logan & Bryan.

A new kind of world's fair is called for by Ralph Adams Cram for the Pilgrim Tercentenary in Boston in 1920. The old type, "with its splendor and magnificence and exaltation of material achievement, is out of the question," he holds. There should be operatic performances of the best from all countries, and concerts and recitals which would include all kinds of music. The drama of all nations should be presented in all its forms. But he lays emphasis upon the idea that the celebration should be, "not only an historical and scenic event, but an opportunity for reconsecration of old ideals and adjustment to the new ideals which will result from the present war." How can these things be made concrete and graphic? Mr. Cram suggests conferences of all the learned and patriotic societies of Europe and America. He would also like to see "a great Roman Catholic church, an Episcopal church, and a great Protestant church within the grounds, which would be real churches with services and music and where great religious conferences might be held." There should also be a place for Olympic games. Then it should be possible, not merely to behold, but to buy, any of the beautiful things made anywhere in the world, while cafes and restaurants modeled after those of the various nations would supply food and drink of all countries. Some of these suggestions for getting away from the traditional type of world's fair are rather staggering; but if any city can do it, Boston can.

Because so many people in Central New York have heard Billy Sunday preach recently, a story about him, told in Zion's Herald, will be appreciated. Sunday, so the story goes, once stopped a newsboy in Philadelphia and enquired the way to the post-office. He was told to go up one block and turn to the right. Sunday asked the newsboy if he knew him and the boy said, "No." The evangelist told him his name and added: "If you come to my meeting to-night I'll show you the way to heaven," whereupon the boy answered, "Aw, go on! You don't even know the way to the post-office."

Epictetus and Shakespeare both spoke of us as being actors in a drama—actors whose time upon the stage of life is brief at best. We do not choose the parts we are to take, whether that of beggar or king, but whatever our guise we may play the part of men—men which there is no nobler role.

Some people are on a despicable flat they feel ashamed when they laugh.

### Calendar Development on a Large Scale.

The Grand Rapids Stationery Co., which has been doing business in this city for thirteen years, within the last two years has been developing a calendar business which has so fully occupied the attention and resources of the officers that there has been organized with the same stockholders the Grand Rapids Calendar Co., with a capital stock of \$20,000 and a surplus of \$12,000. The stationery company will maintain a nominal existence, while the business of the calendar company will be prosecuted with vigor. The calendar which has been put out during the last two years is a druggists' calendar, but this year, in addition, a bank calendar and a market basket calendar are being introduced. The sale of a million copies of the druggists' calendar last year showed the company there was a field for genius and investment in the calendar business. The location of the company is at the corner of Pleasant street and South Division avenue. The officers of the company are as follows:

President—Charles W. Garfield.  
Vice-President—Gilbert Van Sledright.  
Secretary-Treasurer—G. J. Haam.  
The other stockholders in the company are John E. Peck, Miss Catharine Peck, Mrs. C. W. Garfield and Peter Quartell.

### Drummers for Dutch Masters.

The annual reunion of the traveling representatives of the G. J. Johnson Cigar Co. is being held at the factory this week, being attended by all of the travelers of the house, as follows:

W. D. Beach, Indianapolis.  
F. B. Marrin, Des Moines.  
Frank W. Clarke, Cleveland.  
Edward A. Bortje, Milwaukee.  
Bert Kelley, Marinette, Wis.  
W. J. Rooney, Peoria.  
C. C. Hellabrand, Toledo.  
Flint B. Aniba, Minneapolis.  
C. W. Reattoir, Chicago.  
W. E. Gray, Grand Rapids.  
H. Brown, Buffalo.  
Guy Caverly, Detroit.  
Harry McIntyre, Grand Rapids.  
Fred McIntyre, Grand Rapids.  
Geo. Hickox, Grandville.

Conference meetings are being held at the factory twice daily, presided over by the genial head of the house. Tuesday a banquet was tendered the representatives at the Livingston Hotel.

### Making Weapons.

The Winchester Repeating Arms Company, which was one of the earliest concerns in the United States to get a war order from Europe, has just completed its first one for 1,000,000 rifles. Orders by this company now on hand call for 2,000,000 more, which with the company's other work will keep their machinery going at capacity through 1916 and 1917. The company has refused an additional order for 1,000,000 because their plant will be completed before the spring of 1917. These figures show the great growth of their business in only three months since the war broke out and impressed itself with great force on our

England, France and Russia are still short of many things needed for military use after these seventeen months. What then would be the position of this country in case of attack if we were to follow the same do-nothing policy that has characterized the United States for many years past? Probably we have not 1,000,000 rifles available for military use, and it would take a good while to make the 10,000,000 that would be needed in case of war. Carry this idea through the whole list of supplies needed and you have a picture of unpreparedness which is really appalling. The war in Europe has been an advantage to us in developing the capacity of our mills to produce such things but unless we get some conception of the possibilities of trouble all this will go for naught at the end of the present war and we shall lapse into our former conditions of military laziness.

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

Buffalo, Dec. 29.—Creamery butter, extras, 24@35c; first, 30@32c; common, 27@29c; dairy, common to good, 22@23c; all kinds, 18@20c.

Cheese—Fancy, new, 16 1/2c; choice, 15 1/2@16c.

Eggs—Choice new laid, 33@35c; storage 22@23c.

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

Poultry (dressed)—Chicks, 13@18c; fowls, 12@16c; ducks, 17@18c; geese, 15@17c; turkeys, 24@27c.

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

Potatoes—70@80c per bu.

Rea & Witzig.

Richard D. Warner, Sr. (Worden Grocer Co.) enters next Monday on his forty-seventh year as a traveling salesman. He started out with his sample case Jan. 1, 1870, his first employer being L. H. Randall & Co., composed of L. H. Randall and Thomas S. Freeman. The latter has been dead several years, but Mr. Randall is still a resident of Chicago and is reported to be in good health, although nearly 90 years of age. Mr. Warner is in excellent health and spirits and is looking forward with fond anticipations to Jan. 1, 1920, when he proposes to celebrate his fiftieth anniversary as a traveling salesman.

Enthusiasm is what you need. Unless you have it you are only marking time in the business world. Lack of progress is equivalent to loss of ground. No one stands still. He goes either forward or back. Enthusiasm is the power that will send you over the steepest hills of discouragement.

### New Mertens FIRE PROOF

One block East of the Union Station  
GRAND RAPIDS, MICH.

### GRAND RAPIDS OIL CO.

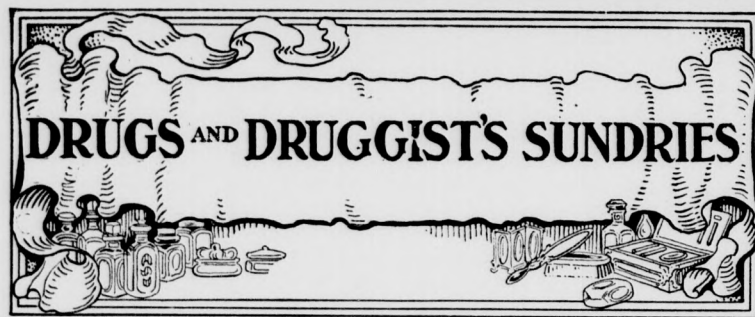
Location of

Winchester and Shortt's

Oil and Gasoline

Wholesale and Retail





Michigan Board of Pharmacy.  
President—E. E. Faulkner, Delton.  
Secretary—Charles S. Koon, Muskegon.  
Treasurer—George F. Snyder, Grand Rapids.

Other Members—Leonard A. Seltzer, Detroit; Edwin T. Boden, Bay City.  
Next Meeting—Grand Rapids, Nov. 16, 17 and 18; Detroit, Jan. 18, 19 and 20, 1916.

Michigan State Pharmaceutical Association.

President—C. H. Jongejan, Grand Rapids.  
Secretary—D. D. Alton, Fremont.  
Treasurer—John G. Steketee, Grand Rapids.

Next Annual Meeting—Detroit, June 20, 21 and 22, 1916.

Michigan Pharmaceutical Travelers' Association.

President—W. H. Martin, 165 Rhode Island avenue, Detroit.  
Secretary and Treasurer—W. S. Lawton, Grand Rapids.

#### Some New Ideas on Drug Store Advertising.

As in many other branches of publicity, whether it be the inch space in a local newspaper or a booklet, the chief error into which so many advertisers fall is that of overcrowding. Many instances in which fatal effects have been produced on men and women by this evil are on record, and goods in the economy of a business occupy very much the same position as do individuals in the economy of a nation. Overcrowding in a community kills off the weaker and less fit, and overcrowding in the window of a drug store kills the smaller and often the more profitable article displayed.

It has often happened that a single article shown in a window has been productive of more sales and more profit than a whole windowful would have been. The human eye is not capable, in the often too-hurried glance which it bestows upon the window of the drug store, of absorbing and appreciating all the merits of the vast display of goods. It is better to call a halt by arresting the attention of the passerby by means of some single article prominently displayed than by a wilderness of dazzling variety. The subject of single-article display has been many times dealt with in trade papers, and possibly in daily newspapers, and all experience goes to show that the simpler and more pointed the window attraction may be, the better it is as a sale producer.

A general scheme should run through all window displays. Anything which is likely to distract attention from that scheme should be discarded. For example, the back of an enclosed window may be most elegantly draped in colors, and electric lights may be very numerous, but pedestrians who pass the window will not be led to buy goods for this reason and from this cause. All drap-

ings should be quiet and subdued—for it is not for the purpose of showing these that the window is dressed. If the very latest form of electric lights are used, they should be, so far as is practicable, out of sight. Light should be reflected upon the goods shown, but no drug store owner wants prospective customers to stop and admire the light and then walk on.

Speaking generally, people hesitate to step inside a drug store to ask the price of an article which is shown in a window, although they may be in need of it. The probability is that they hesitate because the price may be higher than they care to pay, and they do not wish to run the risk of pressure being used to induce them to pay more money than they wish to spend. Price tickets should, of course, be clear. Most people feel annoyed to find that an article for which they are willing to pay fifty cents is, in fact, marked 59 cents, although the actual difference is less than ten cents.

Every store requires a special and distinct form of window dressing, depending largely upon the locality in which it is situated, and no directions can be given which will cover the exigencies of every location. In the business sections of the largest cities price tickets on goods in windows are not as a rule considered necessary, but in the districts in which people of comparatively small means live, they should certainly be used. Constant re-arrangement, freedom from dust, clean and well lighted displays are necessary in all drug store windows.

Working models of any kind will always attract a crowd. But there is a risk that an idle crowd, staring into a window, will keep customers away from the entrance to the store.

A man or woman in a window demonstrating the use of some article of domestic or other use is sure to attract attention. If the article is low in price, and of general household utility or consumption, this may be a good method of securing notice.

"Business bulletins" are sometimes valuable to draw attention. For example:

"With your health and our reputation at stake, can we afford to keep stale drugs in stock? We cannot, and we do not." This might be of value if it was read by a sufficient number of people, and if it could be brought to the notice of a considerable number of residents of a large or fairly large city by means, let us say, of an electric sign. If used in the store alone, its value would be reduced by the

fact that most of those who read it would already be customers, and, in addition, the idea would be suggested to their minds that whenever any medicine does not act as they consider it should act, it must contain stale drugs. Such a suggestion is clearly undesirable.

For certain forms of advertising, especially the proprietary articles made and sold by druggists, outdoor publicity is most useful. The object of the advertiser is to keep his name or the name of his goods, or both, constantly before the public. Indoor publicity, in the form of newspaper advertisements, will do this where women alone are concerned, but the busy man whose chances of reading are limited has very little time to peruse the closely worded argument to be found in very many advertisements. If, therefore, a druggist makes, let us suppose, a preparation to be used on the face after shaving, outdoor advertising will be useful.

Although the man with only fifty dollars to spend in publicity may get more for his money in newspaper advertising than he can obtain by any outdoor advertising, yet it is equally true that the man with a thousand dollars can get more publicity by using bill boards than by spending that amount in newspaper advertisements. But outdoor publicity must be supported by either newspaper or magazine advertising, while the latter need not at all times or in all cases, be supported by the former.

To be effective, a poster on a billboard advertising a preparation to be used on the face after shaving should be attractive, but the attractive poster is not always the effective one. The capacity for designing a poster which will, in addition to drawing to itself the attention of the public, have the effect of selling the goods it advertises, is not given to many who are unfamiliar with advertising as a business. So many matters influence the public mind of which the average man takes no cognizance that the preparation of a poster is a more important matter than many makers of proprietary articles suppose. The first step in creating a poster should be to consult an advertising man who has had experience in this department, and who will be able to guard his client against all the errors which amateurs are liable to make. He will know whether his customer's suggestions as to colors, designs or size will be suitable, and will give other valuable advice. Having outlined his ideas to an advertising agent's artist, a rough sketch will be made by the latter and submitted for approval. The agent will select a number of stations on which the posters shall be displayed, and care must always be taken to avoid all locations in which the goods which the poster is intended to advertise are not likely to be used. A knowledge of the different localities in which publicity is sought is, therefore essential if the posters are to produce satisfactory results.

In preparing a poster the advertiser should always study the prevailing colors of existing posters and

should try to get something that will be different and at the same time effective. When full colors are in vogue, an advertiser who used a black and white poster of bold design with perhaps a single splash of color on it would be almost certain to get results on account of the contrast his poster would be to others around it. The advertiser should also remember that certain colors do not show at all in artificial light, and due regard must always be paid to this fact unless, of course, the poster is for use in the day-time only.

The poster is the brass-band of advertising—its function is to remind, not to create an original impression in favor of the goods. It is seen by the passerby, and if it is to impress that passerby at all he must be able to take in its point and its message immediately. Nobody has time to read arguments or statements in favor of any goods while walking down a street. The arguing must be done by newspapers or magazines which reach the reader at a time of leisure when he is in a receptive mood.

Some advertisers who use posters inclined far too much to the idea that there is wisdom in having something of the usual description for which they are charged a very low price. They believe that "if this sort of poster is used generally, it ought to help my business." They continue year after year doing exactly the same as they have done before, their avowed theory being that what was successful in the nineteenth century is likely to be equally so in the twentieth. These advertisers have failed to realize that times change and that the taste of the public has been slowly yet steadily improving during the past ten years. Of late especially people have been educated to expect much more in posters than they formerly did. Satisfactory designs cannot be obtained at the prices asked for inferior work; but in relation to the total expenditure involved in even a very moderately ambitious poster campaign, the cost of the poster design is such a minor matter that it is

*Malt and Hop Tonic*

"When mothers once take it  
They never forsake it."



*Grand Rapids*  
BREWING CO.  
For Sale by all Wholesale Druggists



unwise to buy anything below the best obtainable. To economize unduly when buying a design for a poster is to provide an undeniable spectacle of spoiling a yacht for the need of a final coat of paint. Let us always remember, however, that the first duty of a poster is to sell goods.

Lawrence Irwell.

## Stirring Up Discontent for a Reason.

One of the commonest complaints launched against jobbers by retailers is that they sell consumers, in "unfair competition" with retailers. It sometimes turns out that a given jobber may have sold some clerk or some friend as a personal favor, goods at the price charged retailers, but it is by no means common enough to constitute a cause of associated complaint and protest. In the great majority of such cases, what the retailers are complaining of is because jobbers sell direct to hotels, restaurants, camps, steamships, etc., and at prices the retailer cannot match.

Instead of being "unfair competition" isn't this a purely controversial issue? The question is whether the hotel and restaurant are "retailers" or "consumers" and there is much logical argument on both sides of that issue. It is true that they buy to be consumed on the premises, but it is equally true that they buy it to sell again; the one making them logically consumers and the other logically retailers. In either event, it would seem as though no one was greatly harmed by "unfair competition" if the trade agrees on a basis of set-

tlement. What the complaining is often aimed at is not an "evil," but in the hope that by stirring up an association to protest, a few fat members may expand their own selfish trading field. The bulk of the members never could and never should hope to handle hotel and restaurant trade, and the sooner that is set down as settled the sooner will that cause of dissension be eliminated.

### Three Drug Store Incidents.

A Grand Rapids druggist recently received a telephone request for 5 cents worth of whiting, to be delivered at once four blocks from the store.

Another druggist received a telephone order for a 10 cent package of Bromo Selzer to be delivered nine blocks away.

Another druggist received a call from a gentleman who was an entire stranger to him. He asked for a postage stamp and presented a \$10 bill. It so happened that the druggist did not have the proper change in the till and asked the customer if he had anything smaller. He replied in the negative and the druggist informed him that they could not do business, whereupon the postage stamp customer replied "Can't you go out somewhere and get the change for me?"

## UNIVERSAL CLEANER

Great for the pots—great for the pans  
Great for the woodwork—great for the hands.

### ORDER FROM YOUR JOBBER

## 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. ....	7 1/2 @	8	
Boric .....	11 @	15	Neatsfoot .....	80 @	90	Kino .....	60 @	60	
Carbolic .....	2 21/2 @	25	Olive, pure .....	2 50@3 50		Myrrh .....	1 05 @	105	
Citric .....	72 @	80	Olive, Malaga, .....	1 55 @1 65		Nux Vomica ....	70 @	70	
Muriatic .....	4 @	7	Olive, green .....	1 50 @1 60		Opium .....	2 75 @	275	
Nitric .....	9 1/2 @	12	Orange Sweet .....	3 00@3 25		Opium, Capmh. .	2 75 @	275	
Oxalic .....	67 @	70	Organum, pure .....	2 50 @	2 50	Opium, Deodorz'd	2 75 @	275	
Sulphuric .....	4 @	7	Organum, com'l .....	7 @	75	Rhubarb .....	70 @	70	
Tartaric .....	63 @	70	Pennyroyal .....	2 25 @2 50		Paints			
Ammonia			Peppermint .....	3 00@3 25		Lead, red dry ..	7 1/2 @	8	
Water, 26 deg. .	7 @	12	Rose, pure .....	12 00@14 00		Lead, white dry ..	7 1/2 @	8	
Water, 18 deg. .	5 @	9	Rosemary Flows 1 50@1 75			Lead, white oil ..	7 1/2 @	8	
Water, 14 deg. .	4 @	8	Sandalwood, E. .	8 50 @8 75		Ochre, yellow bbl. 1 @	1 1/2	1 1/2	
Carbonate .....	13 @	16	I. ....	8 50 @8 75		Ochre, yellow less 2 @	5	5	
Chloride .....	10 @	25	Sassafras, true .....	7 @	10	Putty .....	2 1/2 @	5	
Balsams			Sassafras, artifl'l .....	7 @	60	Red Venet'n bbl. 1 @	1 1/2	1 1/2	
Copaiba .....	75 @1 00		Spearmint .....	2 75 @3 00		Red Venet'n less 2 @	5	5	
Fir (Canada) ..	1 25 @1 50		Sperm .....	90 @1 00		Vermillion, Eng. 1 25 @	1 50	1 50	
Fir (Oregon) ...	40 @	50	Tansy .....	4 00 @4 25		Whiting, Amer. 15 @	20	20	
Peru .....	6 50 @6 75		Tar, USP .....	30 @	40	Whiting, bbl. ...	1 1-10 @	1 1/4	
Tolu .....	75 @1 00		Turpentine, bls. .	6 @	50	Whiting .....	2 @	5	
Berries			Turpentine, less 6 1/2 @	70		L. H. P. Prep'd. 1 45 @	1 55	1 55	
Tubeb .....	70 @	75	Wintergreen, tr. 5 50 @5 75			Insecticides			
Fish .....	15 @	20	Wintergreen, sweet	4 50 @4 75		Arsenic .....	7 @	12	
Juniper .....	8 @	15	Wintergreen, art 4 00 @4 25			Blue Vitriol, bbl. .	6 @	13	
Prickley Ash ...	15 @	50	Wormseed .....	3 50 @4 00		Blue Vitriol, less 15 @	20	20	
Barks			Wormwood .....	4 00 @4 25		Bordeaux Mix Pst 8 @	10	10	
Cassia (ordinary)	25 @	30	Potassium			Helbore, White	30 @	35	
Cassia (Saigon)	65 @	75	Bicarbonate .....	90 @1 00		powdered .....	30 @	35	
Elm (powd. 30c)	25 @	30	Bichromate .....	57 @	60	Insect Powder ...	30 @	50	
Sassafras (pow. 30c)	25 @	25	Bromide .....	6 @	50	Lead Arsenate ...	8 1/2 @	16	
Soap Cut (powd.)	23 @	25	Carbonate .....	65 @	75	Lime and Sulphur	15 @	25	
Extracts			Chlorate, xtal and	57 @	60	Solution, gal. ...	15 @	25	
Licorice .....	30 @	35	powdered .....	57 @	60	Paris Green .....	20 @	25	
Licorice powdered	35 @	40	Chlorate, granular	62 @	65	Miscellaneous			
Flowers			Cyanide .....	40 @	50	Acetanalid ....	1 75 @	2 00	
Arnica .....	55 @	60	Iodide .....	4 50 @4 60		Alum .....	15 @	20	
Chamomile (Ger.)	85 @	90	Permanganate 2 20 @2 25			Alum, powdered and	17 @	25	
Chamomile (Rom)	55 @	60	Prussiate, yellow @	25		ground .....	17 @	25	
Gums			Prussiate, red .....	6 @	50	Bismuth, Subni-	3 60 @3 65		
Acacia, 1st .....	50 @	60	Sulphate .....	6 @	30	Borax xtal or	6 1/2 @	12	
Acacia, 2nd .....	45 @	50	Roots			powdered .....	6 1/2 @	12	
Acacia, 3rd .....	40 @	45	Alkanet .....	30 @	1 00	Cantharides po 2 25 @	25	25	
Acacia, Sorts ..	30 @	50	Blood, powdered 20 @	25		Calomel .....	2 18 @	20	
Acacia, powdered	30 @	40	Calamus .....	50 @	1 25	Capsicum .....	30 @	35	
Aloes (Barb. Pow)	22 @	25	Elecampane, pwd. 15 @	20		Carbame .....	4 50 @4 50		
Aloes (Cape Pow)	20 @	25	Gentian, powd. 35 @	35		Cloves .....	30 @	35	
Aloes (Soc. Pow.)	40 @	50	Ginger, African, powdered 15 @	20		Crocus .....	30 @	35	
Asafoetida .....	90 @1 00		Ginger, Jamaica 30 @	35		Custard Buds .....	40 @	40	
Asafoetida, Powd.			Ginger, Jamaica, powdered 30 @	35		Chalk Precipitated 6 @	12	12	
Pure .....	1 15 @1 25		Goldenseal pow. 6 50 @7 00			Chalk Precipitated 7 @	10	10	
U. S. P. Powd. 1	30 @1 50		Ipecac, powd. 4 50 @4 75			Chloroform .....	60 @	60	
Camphor .....	55 @	60	Licorice .....	22 @	25	Chloral Hydrate 2 00 @	21	21	
Guaiac .....	50 @	55	Licorice, powd. 21 @	25		Cocaine .....	4 00 @4 00		
Guaiac, powdered	55 @	60	Orris, powdered 30 @	35		Cocoa Butter ...	55 @	55	
Kino .....	70 @	75	Poke, powdered 20 @	25		Corks, list, less 70%			
Kino, powdered ..	75 @	80	Rhubarb .....	75 @1 00		Copperas, bbis. ....	4 @	1 1/2	
Myrrh .....	70 @	75	Rhubarb, powd. 75 @	1 25		Copperas, less ..	2 @	5	
Myrrh, powdered	70 @	75	Rosinweed, powd. 25 @	30		Copperas, powd. .	4 @	6	
Opium .....	13 25 @13 45		Sarsaparilla, Hond. ground @	65		Corrosive Subl. 2 03 @	2 05	2 05	
Opium, powd. 14	75 @14 95		Sarsaparilla Mexican, ground 25 @	30		Cream Tartar ..	46 @	50	
Opium, gran. 15	00 @15 20		Squills .....	20 @	35	Cuticlebone .....	45 @	50	
Shellac .....	81 @	35	Squills, powdered 40 @	60		Dextrene .....	7 @	10	
Shellac, Bleached	35 @	40	Squills, powdered 40 @	60		Dover's Powder ..	2 @	50	
Tragacanth .....	2 @	50	Tumeric, powd. 12 @	15		Emery, all Nos. .	60 @	10	
No. 1 .....	2 @	50	Valerian, powd. 45 @	50		Epsom, powdered 5 @	8	8	
Tragacanth pow 1	25 @1 50		Seeds			Epsom Salts, bbis. .	4 @	1 1/2	
Turpentine .....	10 @	15	Anise .....	20 @	25	Epsom Salts, less 5 @	1 25 @1 50		
Leaves			Anise, powdered @	25		Ergot, powdered 2 75 @3 00			
Sage, powdered ..	55 @	60	Bird, 1s .....	12 @	12	Flake White .....	15 @	20	
Buchu .....	1 75 @1 85		Canary .....	8 @	12	Formaldehyde lb. 10 @	15	15	
Buchu, powd. .	1 85 @2 00		Caraway .....	20 @	25	Gambier .....	20 @	25	
Sage, bulk loose ..	67 @	70	Cardamon .....	2 00 @2 25		Gelatin .....	75 @	80	
Sage, 1/4s loose ..	72 @	78	Celery (powd. 55) 40 @	50		Glassware, full cases 80%			
Senna, Alex .....	30 @	35	Coriander .....	10 @	18	Glassware, less 70 & 10%			
Senna, Tinn. ....	35 @	40	Dill .....	20 @	25	Glauber Salts bbl. @	1 1/4	1 1/4	
Senna, Tinn powd 45 @	50		Flennell .....	6 @	12	Glauber Salts less 2 @	5	5	
Uva Ursi .....	18 @	20	Flax .....	5 1/2 @	10	Glue, brown .....	11 @	15	
Oils			Flax, grand .....	5 1/2 @	10	Glue, brown grd. 10 @	15	15	
Almonds, Bitter, true 8 50 @8 75			Foenugreek, pow. 8 @	10		Glue, white .....	15 @	20	
Almonds, Bitter, artificial 5 75 @6 00			Hemp .....	7 @	12	Glycerine .....	63 @	65	
Almonds, Sweet, true 1 25 @1 50			Lobelia .....	40 @	50	Hops .....	45 @	50	
Almonds, Sweet, imitation 65 @	75		Mustard, yellow 20 @	25		Hops .....	45 @	50	
Amber, crude .....	50 @	75	Mustard, black ..	15 @	20	Iodine .....	68 @5 91		
Amber, rectified 75 @	1 00		Mustard, powd. 22 @	30		Iodoform .....	6 18 @6 30		
Anise .....	2 00 @2 25		Poppy .....	35 @	40	Lead Acetate .....	15 @	20	
Bergamont .....	4 50 @4 75		Quince .....	1 00 @1 25		Lycopodium .....	2 25 @2 35		
Cajuput .....	1 35 @1 60		Rape .....	10 @	15	Mace .....	85 @	90	
Cassia .....	2 00 @2 25		Sabadilla .....	35 @	40	Mace, powdered 95 @	1 00	1 00	
Castor, blis. and cans			Sabadilla, powd. @	40		Menthol .....	4 50 @4 75		
Cedar Leaf .....	90 @1 00		Sunflower .....	10 @	15	Morphine .....	6 30 @6 65		
Citronella .....	75 @1 00		Worm American 20 @	25		Nux Vomica .....	15 @	20	
Cloves .....	1 85 @2 10		Worm Levant ..	1 50 @1 75		Nux Vomica pow. @	20	20	
Cocoonut .....	20 @	25	Tinctures			Pepper, black pow. @	20	20	
Cod Liver .....	3 35 @3 50		Aconite .....	@	75	Pepper, white ....	@	35	
Cotton Seed .....	85 @	95	Aloes .....	@	75	Pitch, Burgundy ..	@	15	
Croton .....	2 00 @2 25		Arnica .....	@	75	Quassia .....	12 @	15	
Cupbebs .....	3 75 @4 00		Asafoetida .....	@	1 35	Rochelle Salts ..	3 37 @	41	
Elgeron .....	1 75 @2 00		Belladonna .....	@	1 65	Saccharine .....	16 60 @17 00		
Eucalyptus .....	80 @1 00		Benzoil .....	@	1 00	Salt Peter .....	46 @	50	
Hemlock, pure ..	71 @	100	Benzoil Compo'd @	1 50		Seidlitz Mixture 32 @	35	35	
Juniper Berries 5 50 @5 75			Buchu .....	@	1 50	Soap, green .....	15 @	20	
Juniper, Wood ..	1 25 @1 50		Cantharadies .....	@	1 80	Soap, mott castile 12 @	15	15	
Lard, No. 1 .....	90 @1 00		Capsicum .....	@	90	Soap, white castile case	@	7 00	
Lard, No. 1 .....	75 @	85	Cardamon .....	@	1 50	Soap, white castile less, per bar ...	@	75	
Lavender Flowers @	60		Cardamon, Comp. @	2 00		Soda Ash .....	3 1/2 @	8	
Lavender, Gar'n 1 25 @1 40			Catechu .....	@	60	Soda Bicarbonate 1 1/2 @	5	5	
Lemon .....	2 00 @2 25		Chinchona .....	@	1 05	Soda, Sal .....	1 1-10 @	4	
Linseed, boiled, bbl. @	69		Colecium .....	@	75	Spiru' Camphor ..	@	75	
Linseed, bbl less 74 @	79		Cubeb .....	@	1 20	Sulphur rol. ....	23 @	25	
Linseed, raw, bbl. @	68		Digitalis .....	@	80	Sulphur Subl. ....	3 @	5	
Linseed, raw, less 73 @	78		Gentian .....	@	75	Tamarinds .....	15 @	20	
			Guaiac .....	@	95	Tartar Emetic .....	@	60	
			Guaiac, Ammon. @	80		Turpentine Venice 90 @	1 00	1 00	
			Iodine .....	@	2 00	Vanilla Ex. pure 1 00 @	1 00	1 00	
			Iodine, Colorless 2 00	2 00		Witch Hazel .....	65 @1 00		
						Zinc Sulphate ....	8 @	10	

# 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.**



# 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

Canned Tomatoes  
Flour  
Town Talk Plug  
Mushrooms  
Rolled Oats  
Cream Tartar  
Stove Polish

## DECLINED

## Index to Markets

### By Columns

		1		2	
		AMMONIA		Clams	
		12 oz. ovals, 2 doz. box 75		Little Neck, 1 lb. . . @1 25	
		AXLE GREASE		Clam Bouillon	
		Fraser's.		Burnham's 1/2 pt. . . 2 25	
		1 lb. wood boxes, 4 doz. 3 00		Burnham's pts. . . 3 75	
		1 lb. tin boxes, 2 doz. 2 35		Burnham's qts. . . 7 50	
		3 3/4 lb. tin boxes, 2 doz. 4 25		Corn	
		10 lb. pails, per doz. . 6 00		Fair . . . . . 85 @ 90	
		15 lb. pails, per doz. . 7 20		Good . . . . . 1 00 @ 1 10	
		25 lb. pails, per doz. . 12 00		Fancy . . . . . @1 30	
		BAKED BEANS		French Peas	
		No. 1, per doz. . . 45 @ 90		Monbadon (Natural)	
		No. 2, per doz. . . 75 @ 1 40		per doz. . . . . 1 75	
		No. 3, per doz. . . 85 @ 1 75		Gooseberries	
		BATH BRICK		No. 2, Fair . . . . . 1 35	
		English . . . . . 95		No. 2, Fancy . . . . . 2 50	
		BLUING		Hominy	
		Jennings'.		Standard . . . . . 85	
		Condensed Pearl Bluing		Lobster	
		Small C P Bluing, doz. 45		1/4 lb. . . . . 1 45	
		Large C P Bluing, doz. 75		1/2 lb. . . . . 2 25	
		Folger's.		Picnic Flat . . . . . 2 80	
		Summer Sky, 3 dz. cs. 1 20		Mustard, 1 lb. . . . . 1 80	
		Summer Sky, 10 dz bbl 4 00		Mustard, 1/2 lb. . . . . 2 80	
		BREAKFAST FOODS		Soused, 1 1/2 lb. . . . . 1 60	
		Apetizo, Biscuits . . . 3 00		Soused, 2 lb. . . . . 2 75	
		Bear Food, Pettijohns 2 13		Tomato, 1 lb. . . . . 1 50	
		Cracked Wheat, 24-2 2 80		Tomato, 2 lb. . . . . 2 80	
		Cream of Rye, 24-2 3 00		Mushrooms	
		Quaker Puffed Rice . . 4 25		Buttons, 1/2 lb. . . . . @ 18	
		Quaker Puffed Wheat 3 45		Buttons, 1 lb. . . . . @ 33	
		Quaker Brkfst Biscuit 1 90		Hotels, 1 lb. . . . . @ 27	
		Quaker Corn Flakes 1 75		Oysters	
		Victor Corn Flakes . . 2 20		Cove, 1 lb. . . . . @ 75	
		Washington Crisps . . 1 85		Cove, 2 lb. . . . . @ 1 40	
		Wheat Hearts . . . . . 2 05		Plums	
		Wheatena . . . . . 4 50		Plums . . . . . 90 @ 1 35	
		Evaporated Sugar Corn 70		Pears in Syrup	
		Grape Nuts . . . . . 2 50		No. 3 cans, per doz. . 1 50	
		Grape Sugar Flakes 2 50		Peas	
		Sugar Corn Flakes . . 2 50		Marrowfat . . . . . 90 @ 1 00	
		Hardy Wheat Food . . 2 25		Early June . . . . . 1 10 @ 1 25	
		Holland Rusk . . . . . 3 20		Early June siftd 1 45 @ 1 55	
		Krinkle Corn Flakes 1 75		Peaches	
		Maple-Flake, Whole		Pie . . . . . 1 00 @ 1 25	
		Wheat . . . . . 3 60		No. 10 size can pie . 25	
		Minn. Wheat Cereal 3 75		Pineapple	
		Ralston Wheat Food		Grated . . . . . 1 75 @ 2 10	
		Large 18s . . . . . 2 25		Sliced . . . . . 95 @ 2 60	
		Ralston Wht Food 18s 1 45		Pumpkin	
		Ross's Whole Wheat		Fair . . . . . 80	
		Biscuit . . . . . 2 80		Good . . . . . 90	
		Saxon Wheat Food . . 2 80		Fancy . . . . . 1 00	
		Shred Wheat Biscuit 3 60		No. 10 . . . . . 2 40	
		Triscuit, 18 . . . . . 1 80		Raspberries	
		Pillsbury's Best Cerl 4 25		Standard . . . . . 0	
		Post Toasties, T-2 . . 2 50		Salmon	
		Post Toasties, T-3 . . 2 70		Warrens, 1 lb. Tall . . 2 30	
		Post Tavern Porridge 2 80		Warrens, 1 lb. Flat . . 2 45	
		BROOMS		Red Alaska . . . . . 1 80 @ 1 90	
		Fancy Parlor, 25 lb. 4 75		Med. Red Alaska 1 40 @ 1 45	
		Parlor, 5 String, 25 lb. 4 50		Pink Alaska . . . . . @ 1 20	
		Standard Parlor, 23 lb. 4 00		Sardines	
		Common, 23 lb. . . . . 3 75		Domestic, 1/2 lb. . . . . 3 30	
		Special, 23 lb. . . . . 3 25		Domestic, 1/4 lb. . . . . 2 85	
		Warehouse, 23 lb. . . . . 3 25		Domestic, 3/4 lb. . . . . 3 25	
		Common, Whisk . . . . . 1 10		French 1/2 lb. . . . . 7 @ 14	
		Fancy, Whisk . . . . . 1 40		French, 1/2 lb. . . . . 13 @ 23	
		BRUSHES		Sauer Kraut	
		Scrub		No. 3, cans . . . . . 80	
		Solid Back, 8 in. . . . 75		No. 10, cans . . . . . 2 30	
		Solid Back, 11 in. . . 85		Shrimps	
		Pointed Ends . . . . 85		Dunbar, 1 lb. doz. . . 1 45	
		Stove		Dunbar, 1 1/2 doz. . . 2 70	
		No. 2 . . . . . 90		Succotash	
		No. 3 . . . . . 1 25		Fair . . . . . 90	
		No. 1 . . . . . 1 75		Good . . . . . 1 20	
		Shoe		Fancy . . . . . 1 25 @ 1 40	
		No. 3 . . . . . 1 00		Strawberries	
		No. 7 . . . . . 1 30		Standard . . . . . 95	
		No. 4 . . . . . 1 70		Fancy . . . . . 2 25	
		No. 8 . . . . . 1 90		Tomatoes	
		BUTTER COLOR		Good . . . . . 1 15	
		Dandelion, 25c size . . 2 00		Fancy . . . . . 1 40	
		CANDLES		No. 10 . . . . . 3 60	
		Paraffine, 6s . . . . . 7		Tuna	
		Paraffine, 12s . . . . 7 1/2		1/2 lb. 4 doz. in case . . 2 60	
		Wicking . . . . . 20		1/2 lb. 4 doz. in case . . 3 60	
		CANNED GOODS		1 1/2 lb. 4 doz. in case . . 5 60	
		Apples		CATSUP	
		3 lb. Standards . . . @ 90		Snider's pints . . . 2 35	
		No. 10 . . . . . @ 75		Snider's 1/2 pints . . 1 35	
		Blackberries		CHEESE	
		2 lb. . . . . 1 50 @ 1 90		Acme . . . . . @ 18	
		Standard No. 10 . . 25		Carson City . . . @ 18	
		Beans		Brick . . . . . @ 20	
		Baked . . . . . 85 @ 1 30		Leiden . . . . . @ 15	
		Red Kidney . . . . . 75 @ 95		Limburger . . . . . @ 20	
		String . . . . . 1 00 @ 1 75		Pineapple . . . . . 40 @ 60	
		Wax . . . . . 75 @ 1 25		Edam . . . . . @ 85	
		Blueberries		Sap Sago . . . . . @ 24	
		Standard . . . . . 1 40		Swiss, domestic . . @ 20	
		No. 10 . . . . . 6 50			

## 3

### CHEWING GUM

Adams Black Jack . . . 62	
Adams Sappota . . . . 65	
Beeman's Pepsin . . . . 62	
Beechnut . . . . . 62	
Chiclets . . . . . 1 32	
Colgan Violet Chips . . 65	
Colgan Mint Chips . . . 65	
Dentyne . . . . . 62	
Doublemint . . . . . 64	
Flag Spruce . . . . . 69	
Juley Fruit . . . . . 59	
Red Robin . . . . . 62	
Sterling Gum Pep. . . . 62	
Sterling 7-Point . . . . 64	
Spearmin, Wrigleys . . 3 20	
Spearmin, 5 box jars 1 92	
Spearmin, 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 Braided Cotton 2 25	
No. 50 Sash Cord . . . 1 75	
No. 60 Sash Cord . . . 2 00	
No. 60 Jute . . . . . 90	
No. 72 Jute . . . . . 1 10	
No. 60 Sisal . . . . . 1 00	
Galvanized Wire	
No. 20, each 100ft. long 1 90	
No. 19, each 100ft. long 2 10	
No. 20, each 100ft. long 1 00	
No. 19, each 100ft. long 2 10	

### COCOA

Baker's		39
Cleveland		41
Colonial,	1/2s	35
Colonial,	1/4s	35
Epps		42
Hershey's,	1/2s	38
Hershey's,	1/4s	38
Huyler		38
Lowney,	1/2s	38
Lowney,	1/4s	37
Lowney,	1/2s	37
Lowney,	5lb. cans	37
Van Houten,	1/2s	12
Van Houten,	1/4s	18
Van Houten,	1/2s	26
Van Houten,	1s	65
Wan-Eta		26
Webb		22
Wilber,	1/2s	22
Wilber,	1/4s	22



6	7	8	9	10	11
Sugar Fingers ..... 12 Sugar Crimp ..... 10 Vanilla Wafers ..... 20 <b>Butter</b> N B C Square ..... 7 Seymour Round ..... 7 <b>Soda</b> Premium Sodas ..... 8 Saratoga Flakes ..... 13 Saltines ..... 13 <b>Oyster</b> Dandy, Oysters ..... 7 N B C Oysters Square 7 Shell ..... 8 <b>Sugar Wafer Specialties</b> 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. <b>CREAM TARTAR</b> Barrels or Drums ..... 43 Boxes ..... 44 Square Cans ..... 47 Fancy Caddies ..... 52 <b>DRIED FRUITS</b> Apples Evapor'd Choice blk @09 Evapor'd Fancy pkg. <b>Apricots</b> California ..... 9½ @10½ <b>Citron</b> Corsican ..... 16½ <b>Currants</b> Imported, 1 lb. pkg. 12 Imported, buik ..... 11½ <b>Peaches</b> Mulrs—Choice, 25lb. .. 6½ Mulrs—Fancy, 25lb. .... 7½ Fancy, Peeled, 25lb. .... 12 <b>Peel</b> Lemon, American ..... 13½ Orange, American ..... 13½ <b>Raisins</b> Cluster, 20 cartons .. 2 25 Loose Muscatels, 4 Cr. 8½ Loose Muscatels, 3 Cr. 8¼ L. M. Seeded, 1 lb. 8½ @9 <b>California Prunes</b> 30-100 25lb. boxes .. @ 7½ 80-90 25lb. boxes .. @ 8½ 70-80 25lb. boxes .. @ 9½ 50-70 25lb. boxes .. @10 50-60 25lb. boxes .. @10½ 40-50 25lb. boxes .. @11 <b>EVAPORATED MILK</b> Red Band Brand ..... 2 40 Baby ..... 3 50 Tall ..... 3 50 5 case lots, less; 10 case lots, 10c less; <b>FARINACEOUS GOODS</b> <b>Beans</b> California Limas ..... 6½ Med. Hand Picked ..... 3 75 Brown Holland ..... 3 20 <b>Farina</b> 25 1 lb. packages ..... 1 60 Bulk, per 100 lb. .... 4 50 <b>Original Holland Rusk</b> Packed 12 rolls to container 3 containers (40) rolls 3 20 <b>Hominy</b> Pearl, 100 lb. sack ..... 2 50 Maccaroni and Vermicelli Domestic, 10 lb. box ..... 50 Imported, 25 lb. box .. 3 50 <b>Pearl Barley</b> Chester ..... 3 40 Portage ..... 4 75 <b>Peas</b> Green Wisconsin bu. 3 25 Split lb. ..... 6¾ <b>Sago</b> East India ..... 5 German, sacks ..... 5 German, broken pkg. <b>Taploca</b> Flake, 100 lb. sacks ..... 5½ Pearl, 100 lb. sacks ..... 5½ Pearl, 36 pkgs. .... 2 25 Minute 36 pkgs. .... 2 75 <b>FISHING TACKLE</b> ¼ to 1 in. .... 6 1 to 2 in. .... 7 1½ to 2 in. .... 9 2 in. .... 11 3 in. .... 15 3 in. .... 20 <b>Cotton Lines</b> 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 <b>Linen Lines</b> Small ..... 20 Medium ..... 26 Large ..... 34	<b>Poles</b> Bamboo, 14 ft., per doz. 55 Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80 <b>FLAVORING EXTRACTS</b> Jennings D C Brand Extract Lemon Terpenless Extract Vanilla Mexican Both at the same price. No. 1, F box ¾ oz. .... 85 No. 2, F box, 1½ oz. 1 20 No. 4, F box, 2½ oz. 2 25 No. 3, 2½ oz. Taper 2 00 No. 2, 1½ oz. flat .... 1 75 <b>FLOUR AND FEED</b> Grand Rapids Grain & Milling Co. <b>Winter Wheat</b> Purity Patent ..... 6 30 Fancy Spring ..... 6 75 Wizard Graham ..... 5 90 Wizard, Gran. Meal 4 80 Wizard Buckw't cwt. 3 50 Rye ..... 6 00 <b>Valley City Milling Co.</b> Lily White ..... 6 90 Light Loaf ..... 6 50 Graham ..... 2 85 Granana Health ..... 2 95 Gran. Meal ..... 2 20 Bolted Meal ..... 2 10 <b>Voigt Milling Co.</b> Voigt's Crescent ..... 6 90 Voigt's Royal ..... 7 30 Voigt's Flourlight .. 6 90 Voigt's Hygienic Graham ..... 5 85 <b>Watson-Higgins Milling Co.</b> Perfection ..... 6 75 Tip Top Flour ..... 6 25 Golden Sheaf Flour .. 5 75 Kern's Success ..... 6 60 Marshall's Best Flour 6 50 <b>Worden Grocer Co.</b> Quaker, paper ..... 6 40 Quaker, cloth ..... 6 50 <b>Kansas Hard Wheat</b> Voigt Milling Co. Calla Lily ..... 6 90 <b>Worden Grocer Co.</b> American Eagle, ½s 6 50 American Eagle, ¼s 6 40 American Eagle, ¼s 6 30 <b>Spring Wheat</b> Roy Baker Mazeppa (new) ..... 6 50 Golden Horn bakers .. 6 40 Wisconsin Rye ..... 5 30 Bohemian Rye ..... 5 65 <b>Judson Grocer Co.</b> Ceresota, ½s ..... 7 40 Ceresota, ¼s ..... 7 30 Ceresota, ¼s ..... 7 20 <b>Voigt Milling Co.</b> Columbian ..... 6 90 <b>Worden Grocer Co.</b> Wingold, ½s cloth ..... 7 50 Wingold, ¼s cloth ..... 7 40 Wingold, ½s cloth ..... 7 10 Wingold, ½s paper ..... 7 35 Wingold, ¼s paper ..... 7 10 <b>Meal</b> Bolted ..... 4 60 Golden Granulated .. 4 80 <b>Wheat</b> Red ..... 1 12 White ..... 1 08 <b>Oats</b> Michigan carlots ..... 44 Less than carlots ..... 47 <b>Corn</b> Carlots ..... 74 Less than carlots ..... 78 <b>Hay</b> Carlots ..... 16 00 Less than carlots ..... 18 00 <b>Feed</b> Street Car Feed ..... 30 00 No. 1 Corn & Oat Pd 30 00 Cracked Corn ..... 30 00 Coarse Corn Meal ..... 30 00 <b>FRUIT JARS</b> Mason, pts., per gro. 4 65 Mason, qts., per gro. 5 00 Mason, ½ gal. per gro. 7 40 Mason, can tops, gro. 2 25 <b>GELLATINE</b> 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 ..... 75 Plymouth Rock, Phos. 1 25 Plymouth Rock, Plain 90 <b>GRAIN BAGS</b> Broad Gauge ..... 18 Amoskeag ..... 19 <b>Herbs</b> Sage ..... 15 Hops ..... 15 Laurel Leaves ..... 15 Senna Leaves ..... 25	<b>Tallow</b> No. 1 ..... @ 5 No. 2 ..... @ 4 <b>Wool</b> Unwashed, med. .... @24 Unwashed, fine .. @20 <b>HORSE RADISH</b> Per doz. .... 90 <b>Jelly</b> 5lb. pails, per doz. .. 2 30 15lb. pails, per pail .. 70 30lb. pails, per pail .. 1 25 <b>ICE CREAM</b> Piper Ice Cream Co. Brands Bulk, any flavor ..... 60 Extra Fancy, any flavor 65 Brick, Plain ..... 1 00 Brick, Fancy ..... 1 20 <b>JELLY GLASSES</b> ¼ pt. in bbls., per doz. 15 ½ pt. in bbls., per doz. 16 8 oz. capped in bbls., per doz. .... 18 <b>MAPLEINE</b> 2 oz. bottles, per doz. 3 00 1 oz. bottles, per doz. 1 75 16 oz. bottles, per dz. 18 00 32 oz. bottles, per dz. 30 00 <b>MINCE MEAT</b> Per case ..... 2 85 <b>MOLASSES</b> New Orleans Fancy Open Kettle ... 42 Choice ..... 35 Good ..... 22 Fair ..... 20 Half barrels 2c extra Red Hen, No. 2½ ..... 1 75 Red Hen, No. 5 ..... 1 75 Red Hen, No. 10 ..... 1 65 <b>MUSTARD</b> ½ lb. 6 lb. box ..... 16 <b>OLIVES</b> 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, 5 oz. .... 90 Stuffed, 8 oz. .... 1 25 Stuffed, 14 oz. .... 2 25 Pitted (not stuffed) 14 oz. .... 2 25 Manzanilla, 8 oz. .... 90 Lunch, 10 oz. .... 1 35 Lunch, 16 oz. .... 2 25 Queen, Mammoth, 19 oz. .... 4 25 Queen, Mammoth, 28 oz. .... 5 75 Olive Chow, 2 doz. cs. per doz. .... 2 25 <b>PEANUT BUTTER</b> Bel-Car-Mo Brand 24 lb. fibre pails ..... 09½ 14 lb. fibre pails ..... 10 23 oz. jars, 1 doz. .... 2 25 2 lb. tin pails, 1 doz. 3 00 7 oz. jars, 2 doz. .... 1 80 <b>PETROLEUM PRODUCTS</b> <b>Iron Barrels</b> Perfection ..... 8 Red Crown Gasoline .. 16 Gas Machine Gasoline 25 9 V M & P Naphtha ..... 13 5 Capitol Cylinder ..... 29 9 Atlantic Red Engine .. 13 4 Summer Black ..... 7 2 Polarine ..... 28 9 <b>PICKLES</b> Medium Barrels, 1,200 count .. 7 50 Half bbls., 600 count 4 25 5 gallon kegs ..... 1 90 <b>Small</b> Barrels ..... 9 50 Half barrels ..... 5 00 5 gallon kegs ..... 2 25 <b>Gherkins</b> Barrels ..... 13 00 Half barrels ..... 6 25 5 gallon kegs ..... 2 50 <b>Sweet Small</b> Barrels ..... 16 00 Half barrels ..... 8 50 5 gallon kegs ..... 3 20 <b>PIPES</b> Clay, No. 216, per box 1 75 Clay, T. D. full count 60 Cob ..... 90 <b>PLACING CARDS</b> No. 90, Steamboat ..... 75 No. 15, River, 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 Tour'n't whist 2 25 <b>POTASH</b> Babbitt's, 2 doz. .... 1 75 <b>PROVISIONS</b> <b>Barreled Pork</b> Clear Back ..... 22 00@23 00 Short Cut Clr 20 00@21 00 Bean ..... 15 50@16 00 Brisket, Clear 24 00@25 00 Pig ..... 26 00 <b>Clear Family</b> Dry Salt Meats S P Bellies ..... 14½ @15 <b>Lard</b> Pure in tierces 11 @11½ Compound Lard 10 @10½ 80 lb. tubs ..... advance ¼ 60 lb. tubs ..... advance ¼ 50 lb. tubs ..... advance ¼ 20 lb. pails ..... advance ¼ 10 lb. pails ..... advance ¼ 5 lb. pails ..... advance 1 8 lb. pails ..... advance 1	<b>Smoked Meats</b> Hams, 14-16 lb. 15 @15½ Hams, 16-18 lb. 14½ @15 Hams, 18-20 lb. 14½ @15 Ham, dried beef sets ..... 29 @30 California Hams 21 @11½ Picnic Boiled Hams ..... 19½ @20 Boiled Hams ..... 25½ @26 Minced Ham ..... 12 @12½ Bacon ..... 15½ @ 26 <b>Sausages</b> Bologna ..... 10½ @11 Liver ..... 9½ @10 Frankfort ..... 12 @12½ Pork ..... 11 @12 Veal ..... 11 Tongue ..... 11 Headcheese ..... 10 <b>Beef</b> Boneless ..... 20 00@20 50 Rump, new ..... 24 50@25 00 <b>Pig's Feet</b> ¼ bbls. .... 1 00 ¾ bbls., 40 lbs. .... 2 00 ¾ bbls. .... 4 25 1 bbl. .... 8 50 <b>Tripe</b> Kits, 15 lbs. .... 90 ¼ bbls., 40 lbs. .... 1 60 ¾ bbls., 80 lbs. .... 3 00 <b>Casings</b> Hogs, per lb. .... 35 Beef, rounds, set ..... 19@20 Beef, middles, set .. 85@90 Sheep ..... 1 15@1 35 <b>Uncolored Butterine</b> Solid Dairy ..... 12½ @16½ Country Rolls .. 13 @19½ <b>Canned Meats</b> 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, ¼s ..... 48 Potted Meat, Ham Flavor, ¼s ..... 90 Deviled Meat, Ham Flavor, ¼s ..... 48 Deviled Meat, Ham Flavor, ¼s ..... 90 Potted Tongue, ¼s .. 48 Potted Tongue, ¼s .. 48 <b>RICE</b> Fancy ..... 7 @7½ Japan Style ..... 5 @5½ Broken ..... 3½ @4½ <b>ROLLED OATS</b> Rolled Avenna, bbls. 5 85 Steel Cut, 100 lb. sks. 6 00 Monarch, bbls. .... 5 60 Monarch, 90 lb. sks. 2 65 Quaker, 18 Regular .. 1 45 Quaker, 20 Family ..... 4 50 <b>SALAD DRESSING</b> Columbia, ½ 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 <b>SALERATUS</b> Packed 60 lbs. in box. Arm and Hammer ..... 3 00 Wyandotte, 100 ¼s .. 3 00 <b>SAL SODA</b> Granulated, bbls. .... 80 Granulated, 100 lbs. cs. 90 Granulated, 36 pkgs. .. 1 25 <b>SALT</b> Common Grades 100 3 lb. sacks ..... 2 60 70 4 lb. sacks ..... 2 40 60 5 lb. sacks ..... 2 40 28 10 lb. sacks ..... 2 25 56 lb. sacks ..... 40 28 lb. sacks ..... 20 <b>Warsaw</b> 56 lb. sacks ..... 26 28 lb. dairy in drill bags 20 <b>Solar Rock</b> 56 lb. sacks ..... 26 <b>Common</b> Granulated, Fine ..... 1 10 Medium, Fine ..... 1 15 <b>SALT FISH</b> <b>Cod</b> Large, whole ..... @ 7½ Small, whole ..... @ 7 Strips or bricks ..... 9@13 Pollock ..... @ 5½ <b>Smoked Salmon</b> Strips ..... 9 <b>Halibut</b> Strips ..... 18 Chunks ..... 19 <b>Holland Herring</b> Y. M. wh. hoop bbls. Y. M. wh. hoop ¼ bbls. Y. M. wh. hoop kegs Y. M. wh. hoop Milchers kegs Standard, bbls. .... 95 Standard, ¼ bbls. .... 95 Standard, kegs ..... 95 <b>Trout</b> No. 1, 100 lbs. .... 7 50 No. 1, 40 lbs. .... 2 25 No. 1, 10 lbs. .... 90 No. 1, 2 lbs. .... 75	<b>Mackerel</b> 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 <b>Lake Herring</b> 100 lbs. .... 3 80 40 lbs. .... 2 05 10 lbs. .... 58 8 lbs. .... 54 <b>SEEDS</b> Anise ..... 18 Canary, Smyrna ..... 8 Caraway ..... 16 Cardamon, Malabar 1 20 Celery ..... 45 Hemp, Russian ..... 5 Mixed Bird ..... 9 Mustard, white ..... 16 Poppy ..... 25 Rape ..... 10 <b>SHOE BLACKING</b> Handy Box, large 3 dz. 3 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crown Polish 85 <b>SNUFF</b> Scotch, in bladders .... 37 Maccaboy, in jars .... 35 French Rapple in jars .. 43 <b>SODA</b> Boxes, English ..... 5½ Kegs, English ..... 4½ <b>SPICES</b> Whole Spices Allspice, Jamaica .. 9@10 Allspice, lg Garden @11 Cloves, Zanzibar .. @24 Cassia, Canton ..... @14 Cassia, 5c pkg. dz. @25 Ginger, African ..... @9½ Ginger, Cochon ..... @14½ Mace, Penang ..... @70 Mixed, No. 1 ..... @17 Mixed, No. 2 ..... @16 Mixed, 5c pkgs. dz. @45 Nutmegs, 70-180 ..... @20 Nutmegs, 105-110 ..... @25 Pepper, Black ..... @16 Pepper, White ..... @25 Pepper, Cayenne ..... @22 Paprika, Hungarian <b>Pure Ground in Bulk</b> Allspice, Jamaica .. @12 Cloves, Zanzibar .. @28 Cassia, Canton ..... @22 Ginger, African ..... @18 Mace, Penang ..... @75 Nutmegs ..... @35 Pepper, Black ..... @19 Pepper, White ..... @22 Pepper, Cayenne ..... @25 Paprika, Hungarian @45 <b>STARCH</b> <b>Corn</b> Kingsford, 40 lbs. .... 7¼ Muzzy, 20 1lb. pkgs. .. 5¼ <b>Kingsford</b> Silver Gloss, 40 1lb. 7 5 Muzzy, 40 1lb. pkgs. .. 7 <b>Gloss</b> Argo, 24 5c pkgs. .... 90 Silver Gloss, 16 3lbs. 6¾ Silver Gloss, 12 6lbs. 8¼ <b>Muzzy</b> 48 1lb. packages ..... 5 16 3lb. packages ..... 4¾ 12 6lb. packages ..... 6 50lb. boxes ..... 3¾ <b>SYRUPS</b> <b>Corn</b> Barrels ..... 28 Half barrels ..... 30 Blue Karo, No. 1½, 4 doz. .... 3 45 Blue Karo, No. 2, 2 dz. 1 95 Blue Karo, No. 2½, 2 doz. .... 2 35 Blue Karo, No. 5, 1 dz. 2 30 Blue Karo, No. 10, ½ doz. .... 2 20 Red Karo, No. 1½, 4 doz. .... 3 80 Red Karo, No. 2, 2 dz. 2 30 Red Karo, No. 2½, 2 dz. 2 75 Red Karo, No. 5, 1 dz. 2 70 Red Karo, No. 10 ½ doz. .... 2 60 <b>Pure Cane</b> Fair ..... 16 Good ..... 20 Choice ..... 25 <b>Folger's Gran. Punch</b> Quarts, doz. case ..... 6 00 <b>TABLE SAUCES</b> Halford, large ..... 3 75 Halford, small ..... 2 25 <b>TEA</b> <b>Uncolored Japan</b> Choice ..... 20@26 Fancy ..... 20@33 Fancy ..... 36@45 Basket-fired Med'm ..... 28@30 Basket-fired Choice ..... 35@37 Basket-fired Fancy ..... 38@45 No. 1 Nibs ..... 30@32 Siftings, bulk ..... 9@10 Siftings, 1 lb. pkgs. 12@14 <b>Gunpowder</b> Moyune, Medium ..... 28@33 Moyune, Choice ..... 35@40 Moyune, Fancy ..... 50@60 Ping Suey, Medium ..... 25@30 Ping Suey, Choice ..... 35@40 Ping Suey, Fancy ..... 45@50 <b>Young Hyson</b> Choice ..... 28@30 Fancy ..... 45@50	<b>Oolong</b> Formosa, Medium .. 25@28 Formosa, Choice .. 32@35 Formosa, Fancy .. 50@60 <b>English Breakfast</b> Congou, Medium .. 25@30 Congou, Choice .. 30@35 Congou, Fancy ..... 40@60 Congou, Ex. Fancy 60@90 <b>Ceylon</b> Pekoe, Medium .... 28@30 Dr. Pekoe, Choice .. 30@35 Flowery O. P. Fancy 40@50 <b>TOBACCO</b> <b>Fine Cut</b> Blot ..... 1 45 Bugle, 16 oz. .... 3 84 Bugle, 10c ..... 11 00 Dan Patch, 8 and 16 oz. 32 Dan Patch, 4 oz. .... 11 52 Dan Patch, 2 oz. .... 5 73 Fast Mail, 16 oz. .... 7 80 Hiawatha, 16 oz. .... 6 8 Hiawatha, 5c ..... 5 40 May Flower, 16 oz. .... 9 36 No Limit, 8 oz. .... 1 86 No Limit, 16 oz. .... 3 72 Ojibwa, 8 and 16 oz. 40 Ojibwa, 10c ..... 11 10 Petoskey Chief, 7 oz. 2 00 Petoskey Chief, 14 oz. 4 00 Peach and Honey, 5c 5 76 Red Bell, 16 oz. .... 3 98 Red Bell, 8 oz. .... 1 98 Sterling, L & D 5c 5 76 Sweet Cuba, canister 9 16 Sweet Cuba, 5c ..... 5 76 Sweet Cuba, 10c ..... 95 Sweet Cuba, 1 lb. tin 4 50 Sweet Cuba, ¼ lb. foil 2 25 Sweet Burley, 5c L&D 5 76 Sweet Burley, 8 oz. .... 2 45 Sweet Burley, 16 oz. .... 2 45 Sweet Mist, ¼ gro. .... 5 70 Sweet Mist, 8 oz. .... 11 10 Telegram, 5c ..... 5 76 Tiger, 5c ..... 6 00 Tiger, 25c cans ..... 2 40 Uncle Daniel, 1 lb. .... 5 22 Uncle Daniel, 1 oz. .... 5 22 <b>Plug</b> Am. Navy, 16 oz. .... 32 Apple, 10 lb. butt ..... 36 Drummond Nat. Leaf, 2 and 5 lb. .... 60 Drummond Nat. Leaf, per doz. .... 96 Battle Ax ..... 32 Bracer, 6 and 12 lb. .... 30 Big Four, 6 and 16 lb. 30 Boot Jack, 2 lb. .... 90 Boot Jack, per doz. .... 96 Bullion, 16 oz. .... 46 Climax Golden Twins 48 Climax, 14½ oz. .... 44 Climax, 7 oz. .... 44 Day's Work, 7 & 14 lb. 38 Creme de Menthle, 62 Derby, 5 lb. boxes ..... 28 5 Bros., 4 lb. .... 66 Four Roses, 10c ..... 90 Gilt Edges, 2 lb. .... 90 Gold Rope, 6 and 12 lb. 58 Gold Rope, 4 and 8 lb. 58 G. O. P., 12 and 24 lb. 48 Granger Twist, 6 lb. 46 G. T. W., 10 and 21 lb. 36 Horse Shoe, 6 and 12 lb. 43 Honey Dip Twist, 5 and 10 lb. .... 45 Jolly Tar, 5 and 8 lb. 40 J. T., 5½ and 11 lb. 40 Kentucky Navy, 12 lb. 32 Keystone Twist, 6 lb. 45 Kismet, 6 lb. .... 48 Maple Dip, 20 oz. .... 28 Merry Widow, 12 lb. 32 Nobby Spun Roll 6 & 3 58 Parrot, 12 lb. .... 32 Patterson's Nat. Leaf 93 Peachey, 6, 12 & 24 lb. 41 Picnic Twist, 5 lb. .... 45 Piper Heidsieck, 4 & 7 lb. 69 Piper Heidsieck, per doz. 96 Polo, 3 doz., per doz. 96 Redicut, 1½ oz. .... 38 Scrapple, 2 and 4 doz. 48 Sherry Cobbler, 8 oz. 32 Spear Head, 12 oz. .... 44 Spear Head, 14½ oz. .... 44 Spear Head, 7 oz. .... 47 Sq. Deal, 7, 14 & 28 lb. 30 Star, 6, 12 and 24 lb. 43 Standard Navy, 7½, 15 and 30 lb. .... 34 Ten Penny, 6 and 12 lb. 35 Town Talk, 14 oz. .... 32 Yankee Girl, 12 & 24 lb. 31 <b>Scrap</b> All Red, 5c ..... 5 76 Am. Union Scrap ..... 5 40 Bag Pipe, 5c ..... 5 88 Cables, 2½ oz. .... 26 Gtlos Scrap, 2 oz. .... 30 Happy Thought, 2 oz. 30 Honey Comb Scrap, 5c 5 76 Honest Scrap, 5c ..... 1 55 Mail Pouch, 4 doz. 5c 2 00 Old Songs, 5c ..... 5 76 Polar Bear, ½ gro. .... 5 50 Red Band Scrap, 5c ..... 5 76 Red Man Scrap, 5c ..... 1 42 Scrapple, 5c pkgs. .... 48 Sure Shot, 5c ¼ gro. 5 76 Yankee Girl Scrap 20c 5 76 Pan Handle Scrp 40c 5 76 Peachey Scrap, 5c ..... 5 76 Union Workman, 2½, 6 00



## SPECIAL PRICE CURRENT

12

Smoking	
All Leaf, 2 1/2 & 7 oz.	30
BB, 3 1/2 oz.	6 00
BB, 7 oz.	12 00
BB, 14 oz.	24 00
Bagdad, 10c tins	11 52
Badger, 3 oz.	5 04
Badger, 7 oz.	11 52
Banner, 5c	5 76
Banner, 20c	1 60
Banner, 40c	3 20
Belwood, Mixture, 10c	94
Big Chief, 2 1/2 oz.	6 00
Big Chief, 16 oz.	30
Bull Durham, 5c	5 85
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	5 76
Briar Pipe, 10c	11 52
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Carnival, 16 oz.	40
Cigar Clip's, Johnson	30
Cigar Clip's, Seymour	30
Identity, 3 and 16 oz.	30
Darby Cigar Cuttings	40
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz. pils	5 72
Chips, 10c	10 30
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	77
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mixture, 5c	5 76
Duke's Mixture, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 04
F. F. A., 4 oz.	11 52
F. F. A., 7 oz.	6 00
Fashion, 5c	5 28
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 53
Five cent cut Plg.	29
F O B 10c	11 52
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	11 52
Gold Star, 50c pail	4 60
Gail & Ax Navy, 5c	5 76
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 72
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kiln Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
La Turke, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 10c	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	4 40
Nigger Head, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Crve 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	16 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. case	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 40
Plow Boy, 14 oz.	4 70
Pedro, 10c	11 93
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44

13

Queen Quality, 5c	
Rob Roy, 5c foil	5 76
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Rob Roy, 50c doz.	4 10
S. & M., 5c gross	5 76
S. & M., 14 oz., doz.	3 20
Soldier Boy, 5c gross	5 76
Soldier Boy, 10c	10 50
Pilot, 7 oz. doz.	1 05
Soldier Boy, 1 lb.	4 76
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	5 76
Sweet Lotus, 10c	11 52
Sweet Lotus, per doz.	4 60
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Standard, 5c foil	5 76
Standard, 10c paper	8 64
Seal N. C. 1 1/2 cut plug	70
Seal N. C. 1 1/2 Gran.	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	11 52
Three Feathers and	2 25
Pipe combination	3 60
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	76
Trout Line, 5c	5 90
Trout Line, 10c	11 00
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	5 76
Yum Yum, 10c	11 52
Yum Yum, 1 lb. doz.	4 80

## TWINE

Cotton 3 ply	22
Cotton 4 ply	22
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	24
Wool, 1 lb. bales	10 1/2

## VINEGAR

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

## WICKING

No. 0, per gross	35
No. 1, per gross	45
No. 2, per gross	55
No. 3, per gross	80

## WOODENWARE

Baskets	
Bushels	1 00
Bushels, wide band	1 15
Market	40
Splint, large	4 00
Splint, medium	3 50
Splint, small	3 00
Willow, Clothes, large	8 00
Willow, Clothes, small	6 25
Willow, Clothes, me'm	7 25

## Butter Plates

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

## Wire End

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

## Churns

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

## Clothes Pins

Round Head	
4 1/2 inch, 5 gross	60
Cartons, 20 2 1/2 doz.	65

## Egg Crates and Fillers

Humpty Dumpty, 12 dz.	20
No. 1 complete	40
No. 2 complete	28
Case No. 2, fillers, 15	sets
Case, medium, 12 sets	1 15

## Faucets

Cork lined, 3 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90

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## Mop Sticks

Trojan spring	90
Eclipse patent spring	85
No. 1 common	80
No. 2, pat. brush holder	85
Ideal No. 7	85
12 lb. cotton mop heads	1 30

## Palls

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

## Toothpicks

Birch, 100 packages	2 00
Ideal	85

## Traps

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

## Tubs

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

## Washboards

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

## Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 30

## Wood Bowls

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

## WRAPPING PAPER

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

## YEAST CAKE

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

## AXLE GREASE



## TELFER'S Dry ROAST COFFEE



Jamo, 1 lb. tin	31
Eden, 1 lb. tin	27
Belle Isle, 1 lb. pkg.	27
Bismarck, 1 lb. pkg.	24
Vera, 1 lb. pkg.	23
Koran, 1 lb. pkg.	22
Telfer's Quality 25	19
Moson	18
Quality, 20	16
W. J. G. Tea	37
Cherry Blossom Tea	37
Telfer's Ceylon	40

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## BAKING POWDER

K. C.

Doz.	
10c, 4 doz. in case	85
15c, 4 doz. in case	1 25
25c, 4 doz. in case	2 60
50c, 2 doz. plain top	4 00
80c, 1 doz. plain top	6 50
10 lb. 1/2 dz., pln top	13 00
All cases sold F. O. B. jobbing point.	
Special Deal No. 1.	
12 doz. 10c, 12 doz. 15c.	
12 doz. 25c	49 20
Barrel Deal No. 2	
3 doz. each 10, 15 and	
25c	32 80
With 4 dozen 10c free	
3/4 Barrel Deal No. 3.	
6 doz. each, 10, 15 and	
25c	24 60
With 3 dozen 10c free.	
Half-Barrel Deal No. 3	
4 doz. each, 10, 15 and	
25c	16 40
With 2 doz. 10c free.	
All barrels sold F. O. B. Chicago.	

## Royal

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

## CIGARS

Johnson Cigar Co.'s Brand	
Dutch Masters Club	70 00
Dutch Masters, Inv.	70 00
Dutch Masters, Pan.	70 00
Dutch Master Grande	68 00
Little Dutch Masters	
(300 lots)	10 00
Gee Jay (300 lots)	10 00
El Portana	33 00
S. C. W.	32 00

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

COFFEE	
OLD MASTER COFFEE	



Old Master Coffee	31
San Marto Coffee	

## FITZPATRICK BROTHERS' SOAP CHIPS

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

## FOOTE &amp; JENKS' Killarney (BRAND REGISTERED) Ginger Ale

(CONTAINS NO CAPSICUM)

An Agreeable Beverage of the CORRECT Belfast Type.

Supplied to Dealers, Hotels, Clubs and Families in Bottles Having Registered Trade-Mark Crowns

A Partial List of Authorized Bottlers: A. L. JOYCE &amp; SON, Grand Rapids and Traverse City, Mich.; KALAMAZOO BOTTLING CO., Kalamazoo, Mich.; KILLARNEY BOTTLING CO., Jackson, Mich.

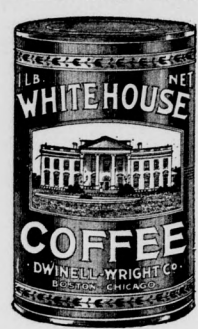
## SOMETHING MORE

The chances are that you want something more than printing when you want a job of printing—ideas, possibly, or suggestions for them; a plan as likely as possible to be the best, because comprising the latest and the best; an execution of the plan as you want it and when you want it. This is the service that we talk about but little, but invariably give.

Tradesman Company :: Grand Rapids

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## Roasted Dwinell-Wright Brands



White House, 1 lb.	
White House, 2 lb.	
Excelsior, Blend, 1 lb.	
Excelsior, Blend, 2 lb.	
Tip Top Bland, 1 lb.	
Royal Blend	
Royal High Grade	
Superior Blend	
Boston Combination	
Distributed by Judson	
Grocer Co., Grand Rapids;	
Lee & Cady, Detroit; Lee	



# 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—Grocery doing \$400 business weekly with little expense. In live town 30 miles northeast of Grand Rapids. Cash proposition. Best reasons for selling. Address No. 700, care Michigan Tradesman. 700

For Sale—Coon hounds that get the game. Address Richard Conner, Mammoth Springs, Arkansas. 701

For Sale—Flourishing dry goods business in live town of 3,000 population in Lower Michigan. Stock about \$6,000. Big discount for cash. Owner retiring from business. Address No. 702, care Tradesman. 702

We want to sell your business. List it with us for quick sale. Remember we are hustlers. We are advertisers in thousands of papers every week. List your stock of goods, your business block, your house and lot, your farm, remember we sell anything. Michigan Real Estate Co., Jackson, Michigan. 704

For Rent—Two store rooms 25 x 90, in Newkirk, Oklahoma, in the heart of a new oil and gas field the largest in Oklahoma. A splendid opening for a department store. Address Harry Geisler, Mauketta, Iowa. 707

For Sale—The Temple Cafe Restaurant in the live city of East Jordan. The best location in town, opposite post-office and in Temple Theater block. Will sell at a reasonable price. Frank Green, East Jordan, Michigan. 705

For Sale—Stock of hardware, stoves, paint and oils. Nice new, clean, up-to-date stock and fixtures, will invoice about \$6,000, in an A-No. 1 farming country. Must be cash. No trade considered. Unless you have cash and mean business, do not answer. Reason for selling, different manufacturing interests demand my entire attention. This proposition will bear thorough inspection and investigation and will go quickly. Address J. E. Kercher, Wolcott, Indiana. 706

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

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 Schenectady, 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—One number S 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 1635. 699

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, Menomonee, Wisconsin. 687

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

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. Pyle, 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. Krusenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 670

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

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

Men's neckwear. 50c styles open end \$1.75. Send money order. Solitan 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 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. 699

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

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

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

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

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 salesman. 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. Large commission basis. Splendid values. Stitching fourteen to eighteen stitches to inch. Address, Skadan, Kerns & Co., Weedsport, N. Y. 684

## POSITION WANTED.

The undersigned, a sober and experienced window trimmer and card writer, will be open for a position January 1, 1916. Will forward card samples on request. Middle West preferred. Sales experience in men's furnishings. Address Carl Bayer, 25 No. Bishop St., Chicago, Illinois. 703

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

**Impress KEITH'S**  
TWO SHOWS DAILY  
2:30 AND 8:30

STARTING THE NEW YEAR OFF WITH A BANG

Look Over This Brilliant Array of Talent, Coming NEXT WEEK

AVON COMEDY FOUR	THE CRANBERRIES
AUBRY & RICH	ODIVA
THE FIVE ANTWERP GIRLS	WARDE & FAYE
	CLAYTON & BRENNAN

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

**Klingman Furniture**

Looks Good, Is Good  
Is Made Good and  
Makes Good

**Klingman's**

The Largest Furniture Store in America

Entrance Opposite Morton House

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

**Economic Coupon Books**

They save time and expense.  
They prevent disputes.  
They put credit transactions on cash basis.  
Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.



**Plain Talk by Successful Grocer.**

When a seller approaches me am I received with the same consideration as any other buyer? Has my dollar the same purchasing power as the other fellow's dollar?

Put yourself on the other side of the counter. What would you do if you were the customer?

Suppose you only earned \$10 or \$15 a week and had a good-sized family to feed; would you pay a dollar for fifteen pounds of sugar, or would you go some place where you could get eighteen or twenty pounds for the same money? Would you pay your neighborhood grocer 10 cents for a can of milk if you could buy it four for 25 cents? And so on down the line.

Of course you would not. You would do just like some of your customers are doing—you would go down town to get the goods cheap, and only deal with the home grocer on incidentals needed at the moment.

We often hear grocers condemning the large retailers who are gradually getting the business of the town. You cannot blame the big fellows. What would you do if the chance presented itself? You would do the same thing if you had the capital and the ability. So don't blame the big retailer; sit down and think hard. See if you can't figure out some way to meet competition. If you can't, your days are numbered.

It is up to you to learn the game. Buy your goods right—we mean at the right price. Don't be a sucker and let some salesmen tell you that So-and-so is losing money on goods sold at a cut price—and, by the way, no retailer has yet discovered a plan of operating a business without any overhead expense. So you must get busy and think hard.

If you can't buy as cheap so you can meet the competition you are not in the game. If the leading merchants set certain prices and the public become familiar with those prices, it is a sure shot that the buying prices conform with them.

Don't fool yourself; for, after all, when the year rolls around, the question comes up: How much money have you made, and are you better off the first of this January than you were the first of last. A successful grocer must be on the job. Don't flatter yourself; the public has long since ceased to buy from a grocer because he is goodlooking.

Mr. Grocer, think, and think hard. How much do you owe the jobber? Are you discounting your bills. Do the heads of firms ever call on you to see why you don't buy more goods of them? For this means that you are good pay.

Don't be a sucker and trust every Tom, Dick and Harry. Some grocers will say, "Well, I can't do a cash business in this neighborhood; I must give credit." But the first thing he knows—some chain store starts up and makes a big scoop of these customers, who will pay cash for the right prices.

Did you ever stop to think why the public asks for credit? Did you ever seriously consider why the grocers should extend the public credit? There are only two reasons why the public asks for credit in a grocery store. One class wants credit for convenience sake, having plenty of money. The other class

asks for credit because they are usually broke.

Get busy; keep posted on what's going on. Read the quotations appearing in the advertisements of the big store. You must buy at prices which will enable you to retail at the same figures as your competitors. Otherwise you are not in the game. Nels P. Olsen.

**Texas Style in Store Papers.**

Down in Texas there lives a merchant named Runyon.

Watch him smile.

Merchant Runyon's chief business is selling things at a profit. In this he is successful.

His amusement consists in lifting the hide off of sundry individuals who need to have their hide lifted.

He mixes his amusement and his business to the extent of using his store paper as a means of doing the aforesaid hide-lifting.

This makes his paper so widely read that everybody for miles around knows all about his store.

Here are some characteristic expressions from a recent number of the "Smile."

"The Lord no doubt expects very little of even the best of men, and you can bet a basket full of goose eggs there will be mighty few who are likely to surprise him.

"A snake is nothing more than an overgrown fishing worm with a bad disposition.

"I want to register myself as an advocate of giving the woman the ballot. They are a thousand times more worthy of such a privilege than the millions of drunken sots and loafers who hang around saloons and street corners telling people how the government should be run. Blessed woman, who is first at the cradle and last at the grave, I say let her vote and in a short time there will be some valuable reforms on the statutes."

These are some of the tame ones. If you want to see some of the other kind maybe Mr. Runyon would send you a copy of the "Smile."—The Better Way.

**California Grocers Sue Trading Stamp Concern.**

A suit has been filed by Robert J. Bias and J. B. Bias, Jr., grocers of Santa Cruz, Cal., against the Sperry-Hutchinson Co., for \$1,950 and costs of suit. The plaintiffs allege that on May 31, 1912, they entered into an agreement in writing on an advertising contract, where defendant agreed to deliver to the plaintiffs green trading stamps in lots of not less than 50,000 at \$2,250 for each lot of 50,000; that the defendant agreed not to enter into contract for sale in the city with any other firm dealing with tea, coffee, spices or extracts, exclusively. The contract was to remain in force one year, after which it was to continue in effect automatically until notice was served to the contrary.

The grocery firm advertised the stamps to the extent of \$250. They charge that the defendants on October 12, 1912, entered into a contract and furnished stamps to the Twentieth Century Coffee Co. Plaintiffs allege that on October 2, 1912, they were refused further stamps, al-

though the money was tendered for them. As the result of not being able to furnish stamps to some of their patrons it is claimed their business was damaged.

**The Boy's Apology.**

The young son of the family, who had been out to luncheon at a little friend's house, was asked by his mother on his return whether he had been a good boy. He hesitated a moment, then answered, "Yes."

"You don't seem to be very sure about the matter," said his mother. "What did you do?"

"Oh, I just spilled my chop in my lap."

"Did you apologize to Mrs. Brown?"

"Yes," he nodded.

"Tell mother what you said when you apologized."

"Oh," came the quick response, "I said 'Excuse me, but that's what always happens to tough meat.'"

Most family hotels have all the comforts of a home.

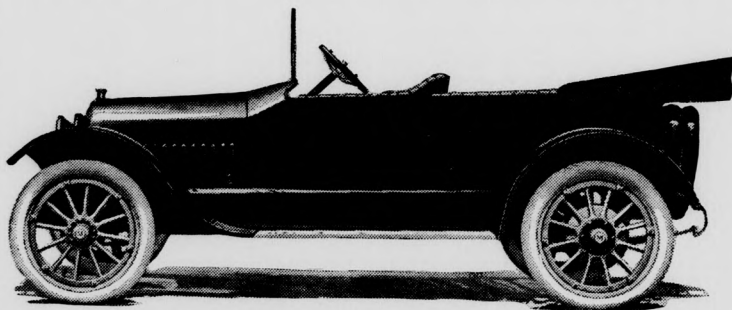
**BUSINESS CHANCES.**

For Rent—New modern store; grade entrance; next door to Cudahy Brothers' Market. An opportunity to start a fortune in the grocery business. Write or come and see it. J. W. Spence, Racine, Wisconsin. 709

For Rent—On account of ill health, the Ketcham Grocery Co. will rent their grocery store and meat market to right party. Stock will inventory about \$2,000. 641 Corunna Ave., Owosso, Mich. 708

Jewelry Fixtures For Sale Cheap. Wall cases and counter show cases. Will do for jewelry, drug, grocery, cigar or confectionery store. Call at once. Carstens Jewelry Store, 218 Monroe Ave., Grand Rapids. 710

# The Madison Six



The introduction of a luxurious, full five-passenger touring car with the extraordinary wheel base of 120 inches at the precedent-smashing price of \$985, fully equipped, is an event of profound importance. Here is a car, larger, better, roomier and more beautiful than has ever been sold for anything like the price. The public is now sufficiently informed on motor car construction to make possible a full appreciation of this rare value. This car offers all that was formerly obtainable in cars selling around two thousand dollars—plus all the new luxuries and convenience features which only recent development in motor car building could have made possible.

## Phelps Auto Sales Co.

Corner Lafayette Avenue and Michigan Street  
Grand Rapids, Mich.



## Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton  
Price \$1.15

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

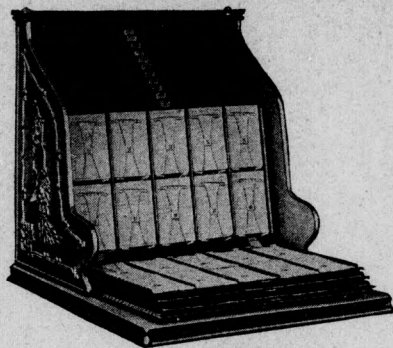
**ONE FULL SIZE CARTON FREE**

when returned to us or your jobber properly endorsed

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



## Start the New Year in Right with a Total Account Register



- 1—Shows at a glance what each customer owes you.
- 2—Shows total of outstanding accounts.
- 3—Shows cash received, what for and from whom.
- 4—Cash paid out, what for and to whom.
- 5—Provides a daily statement to each customer.
- 6—Reduces the outstanding accounts.
- 7—Collects petty accounts.
- 8—Prevents disputed accounts.
- 9—Prevents forgotten charges.
- 10—"Balances your books" each night and saves many hours labor.
- 11—With one writing your accounts are posted and errors eliminated.

### At Prices You Can Afford

The Total Account Register is an expert bookkeeper that makes no errors. Watches your business all day long and demands no salary.

It debits and credits each transaction at *the very time it occurs*—and is ever ready to give you *totals* any moment required.

In appearance it resembles a cash register. Is made of solid *bronze metal* with *mahogany base and top*—handsomely designed and beautifully finished. An ornament to any store—a safe-guard and money-saving necessity to the successful conduct of a retail business.

No. 1, 70 account size, No Cabinet	<b>\$15.00</b>
No. 2, 110 account size, Metal Cabinet	<b>24.00</b>
No. 3, 170 account size, Metal Cabinet	<b>31.00</b>
No. 4, 250 account size, Metal Cabinet	<b>40.00</b>
No. 5, 390 account size, Metal Cabinet	<b>55.00</b>
No. 6, 510 account size, Metal Cabinet	<b>60.00</b>

All Styles and Kinds of Salesbooks, Duplicate and Triplicate. Get Our Prices.

### STAR PAPER COMPANY

Salesbook and Store System Dept.

405-7-9 East Main Street

Kalamazoo, Michigan

Exclusive Territory for Live Salesmen in Michigan



## A Franklin Carton Sugar for Every Purpose

Franklin Fine Granulated Sugar for preserving and general use; Franklin Dainty Lumps (Small Cubes) for sweetening Tea, Coffee and Cocoa at the table; Franklin Powdered or Pulverized Sugar for dusting over Pies, Berries, etc., Franklin Confectioners' XXXX Sugar for icing cakes—there's a Franklin Sugar in a neat, tightly sealed, ready-to-sell carton for every want of your customers. This complete line of sugars saves your time because there's nothing to do but reach the carton down off the shelf and hand it to the customer as if it was a can of soup—and you can depend on it pleasing your customers because FRANKLIN CARTON SUGAR is made from SUGAR CANE, by the most modern refining process, and the FULL WEIGHT is guaranteed by us.

Original containers hold 24, 48, 60 and 120 lbs.

The FRANKLIN SUGAR REFINING COMPANY  
PHILADELPHIA

## El Portana Cigar



This is size No. 5

THE POPULAR SHAPE

Handled by all jobbers—sold by all dealers

G. J. JOHNSON CIGAR CO.

Grand Rapids



## THE BEST

piece of goods  
any dealer  
can hand over  
the counter.

## KC BAKING POWDER

The best at any price.

Free from adulteration.

It will pay you to push K C

**Jaques Mfg. Co., Chicago**



At the threshold of this New Year it is a pleasant privilege to extend to all our friends, both old and new, the Season's Greetings and hearty wishes for unbounded Happiness and Prosperity.

LYNCH BROS.

Grand Rapids, Mich.

## Let "LITTLE BUSTER" Sell Your Holiday Confections



Folks are beginning to think in holiday terms. That means that it's time "LITTLE BUSTER" should be prominently displayed in your show window. Popping corn forms a base upon which more holiday confections are built than any other article.

### "Little Buster"

is ideal for making Cracker-Jack, Sugared Pop Corn, Pop Corn Balls, as well as for popping to be eaten without trimmings. There is no waste, every grain perfect, 16 full ounces to the package. That is four ounces more than his nearest competitor. When popped the contents of a "LITTLE BUSTER" package makes more corn than any package on the market.

### Ideal for Trimming Xmas Trees

"LITTLE BUSTER" is ideal for trimming Christmas Trees and decorating. The grains explode making a large flaky mass of pure white.

"LITTLE BUSTER" will help sell at least twenty other profitable items in your store. These are necessary to go with popping corn in making confections.

"LITTLE BUSTER" pays you a handsome profit.

Sold by all jobbers



THE ALBERT DICKINSON CO.

Chicago, Illinois

# 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



## What is the Biggest Asset of YOUR Store?

Your service? Your stock? Your advertising? Your location?  
Your store fixtures and front?

Here is the plain statement of a merchant handling ready-to-wear apparel and furnishing goods in a city of 25,000 (name and address on file at our office):

"In 1913 we invested \$3,500 in new Wilmarth fixtures. The next year we curtailed our advertising and clerk hire just the amount we had spent for the new fixtures. 1914 was not a very good year in our town, yet we netted 20% more profit in 1914 than in 1913." Which goes to prove that every dollar spent for Wilmarth equipment was worth a dollar and a half spent in advertising or in extra stock.

Our Designing Department will give you the benefit of the cumulative experience of hundreds of stores in your class, and without obligations on your part. The time to plan for summer and fall installation is now.

### WILMARTH SHOWCASE CO.

1542 Jefferson Ave.

Grand Rapids, Michigan

CHICAGO: 233 West Jackson Blvd.  
ST. LOUIS: 1118 Washington Ave.  
MINNEAPOLIS: 27 N. Fourth St.

NEW YORK: 20 West 30th St.  
BOSTON: 21 Columbia St.  
PITTSBURG: House Bldg.

DES MOINES: Shops Bldg.  
HELENA: Horsky Bldg.  
SAN FRANCISCO: 576 Mission St

Made In Grand Rapids



"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

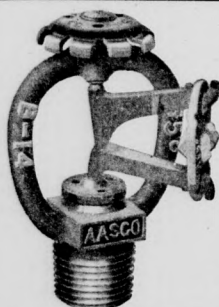
See quotations in Grocery Price Current. Write, phone or wire your orders.  
Satisfaction guaranteed



# RESCENT FLOUR

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

VOIGT MILLING CO., GRAND RAPIDS, MICH.



"The End of Fire Waste"

### COMPLETE APPROVED Automatic Sprinkler Systems

Installed by

Phoenix Sprinkler & Heating Co.

Grand Rapids, Mich.  
115 Campau Ave.

Estimates Free

Detroit, Mich.  
909 Hammond Bldg

## Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

### FACTORY SITES

AND

### Locations for Industrial Enterprises in Michigan

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

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

Address

GEORGE C. CONN,

Freight Traffic Manager,  
Detroit, Michigan

## Heystek & Canfield Co.

161-663 Commerce Avenue

Is the address of the

### Largest Wallpaper House

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

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

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

### ASK Your Miller for Flour Packed in

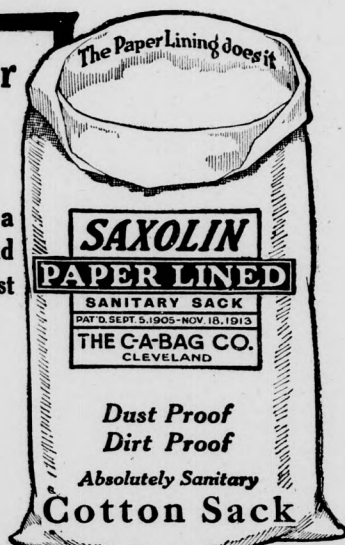
**SAXOLIN**  
Sanitary Sacks

You are sure to receive a  
high grade Flour—Clean and  
Pure—Free from Dirt, Dust  
and Moisture.

#### The Paper Lining

Closes the porous mesh of  
the cotton sacks and pre-  
vents the Flour from Sifting  
out and the Dirt from get-  
ting in.

400 Millers Use  
**SAXOLIN SACKS**  
for Popular Flours.



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

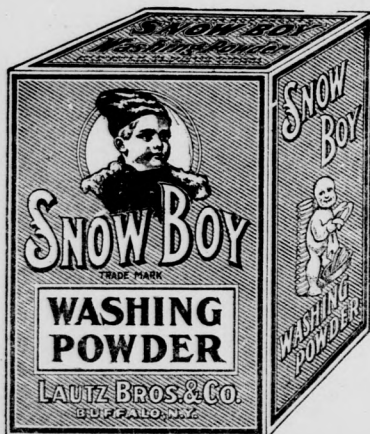


Eat Plenty of  
Bread

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.