

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS \$1 PER YEAR

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, JANUARY 12, 1916

Number 1686

Michigan Leads the World

In the Manufacture of Automobiles

Michigan had the first State University and the first State Agricultural College.

The Detroit River is the greatest maritime thoroughfare in the world. Its eight months' tonnage exceeds the combined tonnage of Liverpool, London and Hamburg for the whole year.

Michigan leads in the ore industry. It has the largest copper mine.

It is the first State in celery and leads the world in choice beans.

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In this very same Grand Rapids is located a milling company with two of the best equipped flour mills in the country.

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No hands touch their products during the entire process of manufacture and packing.

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LILY WHITE

"The Flour the Best Cooks Use"

Thousands of the best cooks in Michigan and elsewhere say Lily White Flour is the best flour they ever used.

We thoroughly believe Lily White Flour truly is the finest product of modern milling.

It produces a loaf of bread of good volume, proper moisture content, superb color and texture and delicious flavor.

Biscuits, rolls and pastries made from Lily White Flour fairly melt in the mouth.

Any good cook is really doing herself an injustice by not giving Lily White Flour a thorough trial.

We are so confident of the results of such a test that we have instructed our dealers to tell everyone buying Lily White Flour if they do not like it as well or BETTER than any Flour they ever used to return it and get their money.

We do not ask you to buy Lily White Flour just because it is made by a Michigan firm, principally from Michigan wheat grown by Michigan farmers, but we do ask you to buy it because it is a BETTER Flour.

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It is also convenient for Michigan people to have the best flour made in Michigan, and it is a good thing for the Michigan farmers to have Michigan wheat used in its manufacture.

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Grand Rapids, Michigan

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"Makes Bread White and Faces Bright"

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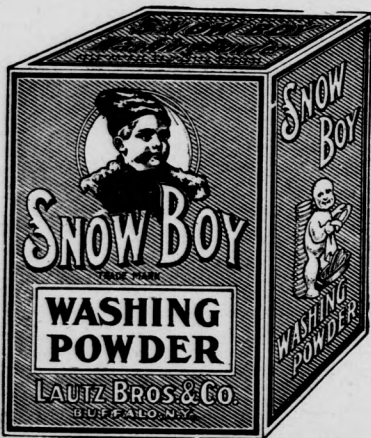


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FAMILY SIZE

Ask Your Jobber's Salesman

BUFFALO, January 3, 1916.
DEAL NO. 1601.

Lautz Bros. & Co.

MICHIGAN TRADESMAN

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, JANUARY 12, 1916

Number 1686

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MEANING OF SABOTAGE.

Sabotage has been generally defined as "striking without leaving the pay-roll." Briefly, for a worker to practice sabotage is to turn out bad work. The word naturally admits of many definitions in practice. Sabotage is known as a weapon of the trades unionists, and has been condemned by the Socialist party. It was first used in Great Britain some years ago, where it was known as the policy of "ca' canny," a Scotch expression meaning "go slow" or "be careful not to do too much work." It is used in an organized way by workers with machinery in bungling their machines, in spoiling their products or failing to complete them—in short, in seeing to it that the output of shop or factory is of such a quality that the public will be dissatisfied with it and the manufacturer will lose his trade. It is also used in other and more individual ways—by railroad employes in various errors of shipping goods and managing trains, and in the interesting method of the "open-mouth strike," in which employes of stores or factories carefully inform the public of adulterations or dishonesties of any sort in their employer's goods. Some means of practicing sabotage are original and amusing, others are actually dangerous—as in the tampering with machinery. The word is French, and, although various derivations have been suggested, is to be understood as referring to the clumsiness of "one wearing wooden shoes" (sabots). Sabotage is known in France, England, Italy, the United States, and in fact wherever trades union methods are used in labor disturbances.

Gen. Ian Hamilton's official report as to the operations at Suvla Bay is painful reading. It shows that all the old weaknesses of the British army, so glaringly illustrated in the incompetent leadership of the Boer War, still remain to sacrifice the lives of thousands upon thousands of the bravest of the brave. As many of the troops thus sacrificed were of the new Kitchener army, this story of unsurpassed heroism ought to put an end to the German sneers as to the

fighting quality of what they consider raw and untrained troops; it establishes forever that large and efficient troops can be raised in a very short time; alas, it also proves that the valor and sacrifice of such men go for naught if there is incompetent command. Yet the British generals have in the main been men of long experience in warfare, although it is true that they have not had the handling in practice of such large bodies of men as have been assembled during this contest. Gen. Stopford, upon whose shoulders now rests the terrible stigma of the Suvla Bay disaster, failed because he was lacking in the resolute determination to push on, and allowed himself to be persuaded not to do so by his corps commanders. A quality of leadership was lacking in Stopford precisely as it was in McClellan, in Hooker, in Burnside, and in the long list of our own military failures during the Civil War.

A nine-year old Grand Rapids boy has given evidence of great financial ability. He went to a bank where he had a savings account and said he wanted to draw out 50 cents to buy a Christmas present. He was informed that no depositor was allowed to withdraw or deposit less than a dollar. For a few minutes the boy was in a secondary, when he had a second thought. In his pocket was a dollar bill which his mother had given him to make some purchases for her. He walked up to the window, deposited the dollar to his account, walked over to the door, then returned and announced that he wanted to draw out \$1.50, and he got it, while the bank officials smiled. As the lad went out of the bank he was heard to remark, "When you can't do anything one way, try another."

Nearly a century ago the United States made a treaty with the Indians of Northern Michigan and Wisconsin by which the Government acquired a large tract of land. The treaty included a clause which forever prohibited the sale, manufacture or giving away of intoxicating liquors in that territory. The terms of the treaty had been forgotten, but recently an investigation by the Indian department has caused uneasiness in certain circles, for if the terms of the treaty are enforced two breweries and seventy saloons located on the territory purchased from the Indians would be put out of business. The Government closed all saloons in one portion of Minnesota because of an anti-liquor clause in an old treaty, and will probably do the same in this case.

It is not the mountain ahead that wears you out. It is the grain of sand in your shoe.

THE TIGER THREATENS.

The political gossip going the rounds is to the effect that Tammany, dissatisfied with the amount of Federal patronage it has received, will oppose the renomination of Woodrow Wilson for the Presidency. It is represented that the Tiger is not only lean and hungry, but very angry. Mr. Murphy and his men declare that the President and his advisers have deliberately affronted them and their organization, and of course they do not like it. The threat goes even further and intimates that if Wilson is renominated, he will fail to have Tammany's support unless he capitulates at once in the matter of distributing the patronage and agrees to be more generous in the future, practically meeting Mr. Murphy's demands.

It is probably true that Mr. Wilson and his immediate subordinates, disregarding Tammany's behests, have selected those whom they thought best qualified and most competent for the several Federal positions. When this rule obtains, it is quite likely to be to the detriment and disadvantage of the Tiger. The men whom Mr. Murphy recommends for office are liable to be famous rather for their political ability and shrewdness than for their integrity or capacity. The opposition of Tammany to Mr. Wilson's renomination will not amount to as much as a fly on a wagon wheel. Should the threat be carried further and the heelers told to vote against Wilson at election day, it might make some difference if the contest were close in the Empire State. The making of such a threat shows how lacking in character and principle the organization is. It pretends to be Democratic to the backbone, and yet if it can not have its own way, it says boldly it will endeavor to defeat the candidate of its own party, on no other question than that of patronage. The making of such a threat carries its own commentary, and if it goes forward, it will simply serve to make Wilson more beloved because of the enemies he has made.

P. T. Barnum used to say that he cared less what the newspapers said about him than that they said something. He was anxious to keep in the public eye and mind, and if he could not secure publication of compliments, the reverse was the next best thing. This reminiscence is suggested by the vigor with which Roosevelt's enemies pitch into him from time to time, the Gary dinner being the latest occasion. They are telling what he may or may not have said at that time and place, and speculating as to what would happen to him should he run for President or put a Progressive ticket in the field

Thus they are continually keeping him before the public. To be sure, this is a tribute to his greatness and is calculated to continue his importance. The most serious blow which could be dealt to the Colonel is to drop him out of print for the next six months, but apparently there is no danger of doing any such thing.

A New York City restaurant owner regards himself as a hero. He has reduced next summer's crop of flies by several millions. He swatted a lone fly that was buzzing around in his apartment and, because it was the first fly of the year reported to the chairman of the pollution committee of the Merchant's Association, he has been given a prize of a gold fly attached to a stickpin. The swatter of the fly is a hero, because if the fly had been allowed to live she would have laid 150 eggs in May. In twelve days these would have hatched and the flies would have grown and laid 150 eggs each. These in turn would lay 150 each and by September the descendants of the captured and killed fly, if laid in a row, would be 92,000,000 miles long, 1,000 miles wide and three miles deep.

Paying \$10 for an ounce of whisky is a stiff price, but that is what a New York City bartender paid the other day. A man came in, laid down a quarter, called for a half pint of whisky and was given the bottle. He stowed it away in a hip pocket and went out. The man was an inspector of the bureau of weights and measures. He went to his office and there the whisky was poured into a standard "wet measure" glass and was one ounce shy of the regulation eight ounce half pint. Then the bartender was convicted of "short measure" and fined \$10. One ounce is a small amount, but there is profit to the seller when his eight-ounce bottles are that much short. There is no profit to the buyer, however.

There is some gossip gaining headway in Washington to the effect that the Democratic politicians will interest themselves in the tariff from a different point of view than formerly. It is already evident that the President realizes the need of the revenues which can be easiest obtained in this way. Some go so far as to suggest that the Democrats will make declaration which can be considered only as an endorsement of the protective tariff. If this should happen, it will be a decided change in policy and something entirely different from their oldtime principle, so much so in fact as to make the shift entirely improbable.

Retire from business every night, start in business anew every morning.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Jan. 10—The Peninsular Stove Co. gave a banquet to its representatives from Chicago, Buffalo and Detroit at the Hotel Statler last week.

Hammond Standish & Co. have approved contracts for the construction of an addition to their plant at Twentieth street and Michigan avenue. The interior of the building will be remodeled. The company conducts a meat packing establishment as well as retail stores in Detroit.

Austria wishes to maintain its friendly relations with the United States. She is killing the wrong kind of citizens to do that.

Otto Weber, of Otto Weber & Co., Grand Rapids, was in Detroit over Sunday visiting a married daughter. He was en route for New York.

The Mechanical Rubber Co., of Chicago, branch of the United States Rubber Co., has opened offices in the Dime bank building in charge of W. G. Lindsey.

Leslie O. Hopper, well known traveling man, died in Harper hospital Jan. 4, after a short illness. The news comes as a shock to Mr. Hopper's many friends in all parts of the State, where he has traveled for the past ten years. He came to Detroit from Port Elgin about eighteen years ago and for the greater part of the time has been employed with dry goods firms. The last three years he had represented Brown Durrell & Co. of New York as their special knit goods salesman. His honesty of purpose and gentlemanly bearing won him friends wherever he went. The doctors were unable to diagnose his illness, although the best specialists obtainable were secured. Many throughout the State, which includes hosts of traveling men, mourn his passing. He was 35 years old and survived by a widow, two daughters, aged 4 and 8 respectively.

The United Cigar Stores Co. has leased a store at the corner of Woodward avenue and West Elizabeth street. This is the first store of the chain to be opened north of Grand Circus park.

Far be it from us to enter in verbal combat with our esteemed friend, H. D. B., of Lansing, but we do wish to correct the impression that he was criticized for his stand on the Henry law. Our article was not intended in that spirit but was meant merely to awaken travelers to the fact, that unless they raise their voices in protest and keep everlastingly at it, when the Legislature again convenes they may again ignore the fact that no provision has been made to enforce one of the best laws passed by that body in many years. The Legislature is to blame and no one else. After they meet again and the Henry law should again be overlooked the blame will have to be placed on those who sat idly by without a protest. Any person who attempts to lay the blame at the door of James Hammell (and they are precious few) is simply ignorant of conditions. In the meantime don't forget to tell your representative the next time you see him that several thousand traveling men will be earnestly watching his next work in the Legislature.

There are plenty of married men who could find peace in Europe.

A. W. Wood, manager of the local office of the American Carbon & Ribbon Co., left Sunday for Rochester to visit the headquarters of the concern. He was unable to go at the time of meeting of the company's representatives shortly after Christmas, owing to his strenuous labors as Secretary of the Traveling Men's Fair Association.

Boston is talking of having a world's fair in 1920. Another case of being unable to stand prosperity.

George Griffin is now covering the territory formerly handled by William

Fielding for Lee & Cady. As announced previously in these columns, Mr. Fielding has engaged in the real estate business.

Budd J. Mendel was born in Gluckstadt, Germany, February 20, 1882. After receiving a common school education, which Budd says is a real education in Germany, he attended a business college and then went to work. His first employment was in an exporting office in his home town. It was not long, however, before the industrious, studious and hard working young man was attacked by the wanderlust and in March of 1903 he set sail for the United States. In New York he soon secured employment with the pipe manufacturing firm of William De Muth & Co. Beginning at the bench in their factory, Budd soon worked into an office position, thence to traveling salesman. His travelers, which brought him through the Western States, kept him on the road as many as twelve weeks at a time and, being by this time a prospective groom, the long trips did not appeal to him. In 1906 Mr. Mendel and Miss Olive K. Wehlauf, of New York City, were joined in marriage. When Lee & Cady, of Detroit, were casting about for a manager for their pipe department, the name of Budd Mendel was suggested to them by a mutual friend, with the result that Budd signed a contract and was happy in the thought of being home with his wife every day—that is, every day there doesn't happen to be preparations being made for a traveling men's fair. Mr. Mendel is one of the most active members of Cadillac Council. His activity consists of something else besides talk, his work being of the kind that has been instrumental in the wonderful growth of Cadillac Council. In his capacity of manager he is known as an expert judge of pipes. To know Budd Mendel is to like him. His fund of humor always keeps those about him good natured and happy, and when the occasion arises he can be serious and discuss problems of the day in such a manner that leaves no doubt that he is a great reader. Reading, by the way, is one of his greatest hobbies. His other hobby is pipes. We are glad that Budd Mendel got tired of being on the road because if he hadn't he might still be living in New York and we would rather have him in Detroit.

Thomas A. Downs, representative for the Sidewell-DeWindt Shoe Co., of Chicago, has been confined to the hospital by illness for the past three weeks. Mr. Downs is a member of Cadillac Council.

We decline to shoulder the responsibility for the following remark and herewith announce that A. G. MacEachron, all around enthusiast, handed it to us with request that we relay it to those who attempted to put on a fair in Grand Rapids some time ago, with the avowed intention of raising the sinking fund. Says Mac: "Grand Rapids knows how, but Detroit shows them."

Contracts were awarded on the twenty-four story addition of the Penobscot building on Dec. 31, 1914, and one year later the first tenant moved in. Verily we do move in Detroit.

It is bad enough to have the grippe without every doggone writer of prose and verse throwing it up to a fellow every time he picks up a newspaper.

The National Express Co. is to move from its present quarters at Grand River and Broadway to a new location in the Edelweiss building. The offices will be moved about Feb. 1.

The Kramer-Governor Co. is going to build a two-story brick addition to its factory building at the corner of Twelfth street and Bethune avenue.

Being a cigar salesman at the present moment is a profitable investment for Roy Bowlby, the well-liked representative for the Harry W. Watson

Co. Last Wednesday there arrived at the smiling one's home a handsome, howling, healthy baby girl of 12 pounds. No, dear reader the "12" is not a typographical error.

While we are on the subject of new arrivals we wish to announce the attendance at the home of Mr. and Mrs. Roy Kirkem, of Richmond, a huge stork who left a lusty lunged baby girl of nine pounds. Mr. Kirkem at one time was a department manager for the I. M. Smith Co., of Grand Rapids, leaving there to take charge of the dry goods department of the general store of A. A. Johnson & Co., of Sparta. He left there two years ago to take charge of the dry goods department of the Neddermeyer Co. store, Richmond, where he is still engaged.

At the meeting last Saturday night of Cadillac Council the following traveling men were made members of the order: George H. Greeley, Fox River Butter Co., Detroit; Malcolm J. Crozier, Armstrong & Graham, Detroit; N. C. Staley, Capewell Horse Nail Co., Detroit. M. E. Heath was transferred from Owosso Council, No. 218. Mr. Heath represents the P. D. Beckwith Estate, of Dowagiac.

The Tradesman still adheres to its heart-breaking policy of refusing traveling men's poetry (?). Yet we for one shall not resign our traveling position just to have it accept a "poem."

The Fibre Package Co. has purchased two acres of land on Clay avenue and will erect a factory building on the site in the near future. The company is a new industry in Detroit and manufactures boxes for crating and packing.

F. R. Adams, of Fairgrove, was in Detroit this week on business for his general store.

Edward Ochs has succeeded L. J. Moeller in the meat business at 407 Chene street. It is understood that Mr. Moeller will engage in the real estate business.

Speaking of the Dardanelles fiasco, it brings to mind that several thousand iron crosses were prepared in advance for the conquerors of Paris in 1914.

A new shoe store under the style of the Krohn shoe parlor has been opened on the second floor of the Woodward arcade, 244 Woodward avenue. Mr. Krohn, the proprietor, is well known in Detroit, where he has been connected with the retail shoe trade for the past fifteen years. The firm will specialize in ladies' footwear.

Frank C. Adams, general sales manager of the United Fuel & Supply Co., died in Pittsburg Sunday, Jan. 2, as the result of pneumonia. Mr. Adams went to Pittsburg, his old home, to spend the holidays and while there he was taken with the grippe which developed into pneumonia. Surviving is a widow, two daughters and two sons.

The Cable-Draper Co. is having an addition built to its building at Vermont and Marquette avenues.

The machine guns are mowing down men in Europe. In this country the murderous automobile drivers are still at large.

Edward Miller is closing out his stock of groceries at 481 Elmwood avenue.

Three men assaulted Philip Weiner, shoe dealer, in his store at 1653 Michigan avenue last Saturday night. A shot fired at him passed through his abdomen. According to reports at this writing, it is thought that he will live. The bandits have not been apprehended.

A drunken driver of an automobile drove into a crowd waiting for a street car in the safety zone, killing one and injuring several, one of whom may die. Not a very good argument in favor of the saloon to say the least.

Harry Bassett, for the past four years with the Harry W. Watson Co.,

the last year as sales manager, has resigned and, together with M. E. Maher, of Kalamazoo, has formed the wholesale cigar firm of M. E. Maher & Co. Mr. Bassett, who is well known through the Southern part of the State, the territory which will be looked after by the new firm, will act as traveling representative, while Mr. Maher will look after affairs in the store, which is located in Kalamazoo. Mr. Bassett will continue to make his home in Detroit, which will prove welcome news to his hosts



Harry Bassett.

of friends here, all of whom are pulling for the success of the new venture. The firm has secured several well known brands of cigars and will act as the local distributors. Among the brands are Ruy Lopez, Girard, Blenheim and Roig.

Many reports of the activities of Charles W. Reattoir at the recent gathering of traveling men of the G. J. Johnson Cigar Co., at Grand Rapids, have reached Detroit. One of his commendable activities was boosting for the Tradesman, while others of his energies were along lines that eventually separated him from a portion of the firm's expense money. His philanthropic ideas meant a great deal to the vagabonds who were directly benefitted. Aside from his donation of the sum of money estimated at \$25, Charley again demonstrated his philanthropy, before going to Grand Rapids, by adopting a youngster of 7 years. If young Reattoir attempts to follow the pace set by his new daddy, we have no doubt that it will be unnecessary to take up physical culture. It is stated that Mr. Reattoir is showing splendid results since going to Chicago over a year ago to represent the Johnson company in that city.

N. Danziger, proprietor of a dry goods store on Jefferson avenue, East, and another store at 871-973 West Broad street, Columbus, Ohio, returned from a trip to the latter city last week and brings a story of roseate conditions in the Ohio town. Mr. Danziger moved to Detroit from Frankfort, where he had been in the general dry goods business for several years and his business ventures since that time have proved successful.

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PACKING STOCK
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Wire or write for Prices

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339 Washington St., New York

About the time Austria appears to be getting better she is taken with a sinking spell.

Detroit Council U. C. T. holds its regular monthly meeting next Saturday night at its hall in Elk's temple. Visiting members cordially invited. Meeting called promptly at 8 p. m. The Aralia Pharmacy has been opened at 138 St. Aubin avenue.

M. Radin, 2356 Jefferson avenue, East, has sold his stock of men's furnishings and shoes to L. W. Walser, of Chesaning, who will continue the business. Mr. Walser has conducted a clothing store in Chesaning for a number of years and expects to dispose of the business at an early date. Mr. Radin has not stated his plans for the future but it is understood that he may enter the real estate business after a much needed rest.

Detonations and A. E. Pennefather decided on an armistice to talk over peace terms. It is hoped that arrangements can be completed where-by the trenches can be refilled without the use of our carcass.

We haven't broken a single New Year's resolution so far this year.

We didn't make any.

James M. Goldstein.

When Billy Sunday goes to Baltimore to carry on a campaign he will have the approval of Cardinal Gibbons, who lives in that city. The other day a Sunday committee waited upon Cardinal Gibbons to ask his assent in the sending of letters to the Catholic clergy of Baltimore, asking their co-operation in prayers for the success of the Sunday campaign. The cardinal expressed interest in the evangelist and said he approved the soundness of his doctrine "in certain great truths neglected by many modern churches."

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Jan. 10—William Pakka, for the past few years manager for the Erickson Grocer Co., has tendered his resignation and is moving to Newberry, where he expects to engage in the grocery business with his brother, Jacob Pakka, who for the past few years clerked for J. K. Jacobson and A. Westin & Co., Newberry. The brothers are enterprising young men and ought to succeed. William Pakka has built up the Erickson business here during the period he was manager and, while his many friends here regret to see him leave, they wish the new firm every success in their new location.

The Northern Electric Co. changed hands here last week, the new proprietors now being Ray Marriott and B. B. King. Marriott & King have been in the electric business but a short time, but both are experienced electricians and, with the purchasing of the business of one of their competitors, the prospects look bright for a successful future. The new firm will conduct the two stores and will make a specialty of storage batteries in the new store, being fully equipped for all kinds of electrical work.

Ted Steffens, city salesman for the Cornwell Company was a little late in reporting all of his prosperity for New Years and it was not until the last issue had gone to press that he was able to report the arrival of a young son and heir, which makes the second boy in his family. From all accounts he is the prettiest boy in the neighborhood. He does everything but talk and walk.

From all reports St. Ignace is holding its own with the grip epidemic. Were it not for the healthy air coming right from the lake, the cemetery would have been doing a rushing

business. There were no fatalities until Thursday night, when we are informed five of their citizens could grip on no longer and have gone to the beautiful shore. The Soo seemed to have fared somewhat better. With the large amount of grip going during the holidays, the number of deaths were very small.

New Year's morning one of the soldiers killed a man and woman while shooting at a colored man who was evidently born under a lucky star, as he dodged the bullets aimed at him, thereby sacrificing two other lives and is what they call a charmed life, especially for the colored man. This was the result of a celebration in which the glad spirits were the dominating factor.

In Pickford they call a smile a little noiseless laugh.

Al Jacobs is still running his Overland. He has become so accustomed to it that it is second nature to Al, and one pair of shoes lasts him the entire winter.

J. H. Rhoades, manager of Chambers Bros. general store at St. Ignace, was the victim of the grip last week, but through the good care of St. Ignace professional services, he is able to be on the job again.

It is reported that Billy Massey killed his pet bear last Monday, which was the finest attraction at Brevort Lake. The only reason Billy had for parting with this exhibit was that the bear was caught stealing one of his chickens. If he had only sent to St. Ignace and left the matter with Clyde, it would not have been necessary to part with the pet, as Clyde knew where there were some more chickens which could be replaced easier than the bear.

The many friends of Walter J. Reinert, traveling out of Traverse City for the Cornwell Company, being formerly with the Soo branch, were pleased to learn that Walter has made a success of his new territory and

also to hear that the latest addition to his family is the arrival of Albert Reinert, who will add to the gladness for a bright and prosperous New Year. Walt is receiving the congratulations of his numerous friends here.

Norman Leslie Martin, one of our leading job printers has sold his office to Stanley & Gerrie, who will continue the business.

Abe Fuick, of Manistique, is moving his family to St. Ignace, where he has taken his old position as manager of the clothing department of the Winkelman department store. Mr. Fuick was well known here, having had charge of the B. M. Morris clothing store for a number of years and made many friends while here who wish him every success in his new location.

Sam G. Carlton, our popular city treasurer, came to the office last Tuesday all smiles, announcing the arrival of a young son. The event did not lessen the taxes, but it is gladdened the numerous city officials who were smoking on the occasion.

W. F. Lange, the well-known cigar salesman from Bay City, was a business visitor here last week. He is looking well and reports a satisfactory trade. Bill says that there are only about six deaths a day from the la grippe in his home town.

William G. Tapert.

Some men kick when they have a heavy load to carry and some others kick because they haven't the price of a "load."

Your Envelope Requirements

Can be Handled to Your Satisfaction
By G. P. GAGE

SEWELL-CLAPP-ENVELOPES

113 Widdicom Bldg. Grand Rapids, Michigan
Any size, any style, as long as it's an envelope

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Dandelion Brand Butter Color Sales give you a generous profit.

DANDELION BRAND BUTTER COLOR

Your customers too get their generous profits from Dandelion Brand. This famous old reliable color gives the golden shade that makes their butter bring top price from wholesaler, retailer and consumer.

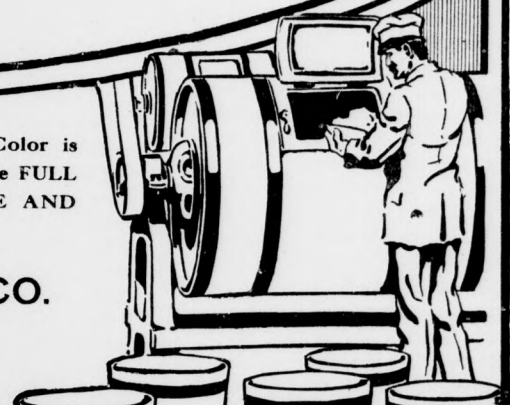


We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

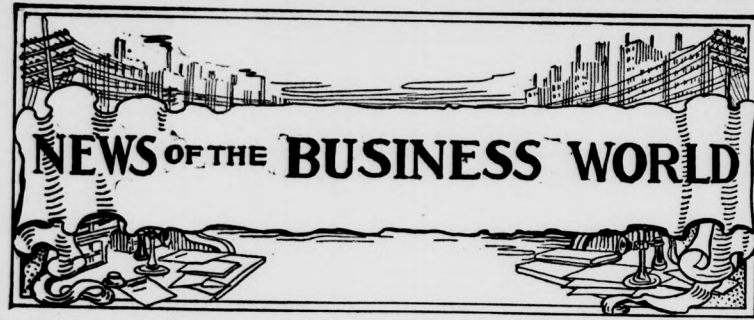
WELLS & RICHARDSON CO.

BURLINGTON, VERMONT

And 200 Mountain St., Montreal, Canada



Dandelion Brand  Butter Color
The color with the Golden shade



Movements of Merchants.

Ionia—W. C. Miller succeeds D. O. McVeigh & Son in the grocery business.

Kalkaska—J. D. Greenman succeeds Clayton W. Sherwood in the grocery business.

Flint—George McKenzie has purchased the Frank grocery stock on Avenue C.

Mendon—V. E. Lawler has engaged in the drug business in the Opera house block.

Stockbridge—C. H. Force will open a grocery store in the Hurst building about Feb. 1.

Brooklyn—Harry D. Bois, of Bellevue, has opened a drug store in the Ennis block.

Pullman—A. M. Smith is operating a grist mill in connection with his blacksmith business.

Litchfield—Mrs. Ida Lewis succeeds Mrs. Herbert Bowersox in the millinery business.

Cheboygan—John Donnelly has purchased the cigar stock and billiard hall from J. C. Maloney.

Caro—Mrs. L. M. Ryan succeeds Mrs. F. O. Watrous in the art and fancy goods business.

Saginaw—William Schramke has opened a grocery and smoked meat store at 406 Martha street.

Detroit—Clayton Faust, formerly of Caro, has opened a furniture store at 1939 Hamilton boulevard.

Cheboygan—Gus Schultz, proprietor of the leading garage here, has built a large fire proof addition.

Kingsley—Charles Cook has closed his grocery store and meat market and turned the stock over to his creditors.

Albion—Charles Price has sold his grocery stock to George Gale, recently of Jackson, who has taken possession.

Cheboygan—John Donnelly has purchased the J. C. Malony cigar and tobacco stock and has taken possession.

Ithaca—A. A. Sprague has purchased the John Watson drug stock and will open for business at the same stand about Feb. 1.

Portland—Ernest E. Sanborn has sold his bakery to Harry H. Whitman, for upwards of five years in Mr. Sanborn's employ as baker.

Ithaca—A. A. Sprague has purchased the John Watson drug stock and will open for business at the same stand about Feb. 1.

Middleton—W. C. Shepard, of Ithaca, has purchased the Giles hardware stock and will continue the business under his own name.

Blissfield—S. A. Johnson and Charles Schaffer have formed a copartnership and will open a dry goods and women's shoe store about Jan. 15.

Vanderbilt—The grocery, hardware and feed store of Berry & Wertmen was closed recently because of difficulties with their creditors.

Parma—Decatur F. Moe has sold his harness stock to A. V. Yoxximer, who will continue the business in connection with his plumbing.

Mt. Pleasant—John J. Theisen has purchased the Crystal bakery and will conduct it in connection with his grocery and confectionery store.

Mt. Pleasant—John F. Hileman, baker and grocer, has purchased the Potter & Leffingwell grocery stock and will consolidate it with his own.

Flint—Boughton & Son have engaged in the grocery business at the corner of Ball and Ionia streets. Symons Bros. & Co. furnished the stock.

Jackson—Maher Bros., who have conducted a music store here for the past twenty years, are closing out their entire stock and will retire from business.

Onondago—Henry Shamp has taken over the interest of his partner, Elmer Allion, in the Imperial garage and will continue it under the same style.

Detroit—The Clevenger Stores have been incorporated with an authorized capital stock of \$25,000, of which amount \$15,000 has been subscribed and paid in in cash.

Three Rivers—E. J. Buys has purchased the interest of his partner, George Hill, in the clothing stock of Buys & Hill and will continue the business under his own name.

Trenary—J. M. Shady has sold his stock of general merchandise to Edwin Davis and son, Vance, and the business will be continued under the style of E. Davis & Son.

Cheboygan—W. C. Barnich, who was for many years manager of the Sangster & Riggs pharmacy, has taken over the J. F. Cain pharmacy and will continue the business at the same stand.

Cassopolis—Jas. G. and Robert Hayden have formed a copartnership and taken over the H. M. Randall produce, butter, egg and poultry business and will continue it under the style of Hayden & Son.

Detroit—The Michigan Upholstering Co. has engaged in business with an authorized capitalization of \$25,000, of which amount \$12,600 has been subscribed and \$10,500 paid in in cash.

Hillsdale—Charles H. Swift has purchased the interest of his partner, Clarence McLaughlin, in the grocery stock of McLaughlin & Swift and will continue the business at the same location.

Negaunee—Amede Dionne, who has conducted a harness shop on West Iron street for nearly forty years, died at his home Jan. 5, following a sudden illness of but a few days' duration.

Hesperia—B. F. Hellem has sold his interest in the Hellem & Mills stock of general merchandise to A. J. Wright and the business will be continued under the style of Mills & Wright.

Morrice—Harry E. Davis has purchased the interest of his partner, Judson T. Bancroft, in the flour mill, lumber and fuel business of Bancroft & Davis and will continue it under his own name.

Detroit—The R. E. Burnham Co. has engaged in the stationery, books and art goods business with an authorized capitalization of \$15,000, all of which has been subscribed and paid in in property.

Detroit—The Frank W. Kerr Co. has been organized to engage in the wholesale and retail drug business, with an authorized capitalization of \$50,000, all of which has been subscribed and paid in in property.

Ionia—William H. Barrett has purchased the interest of A. Schully in the cigar manufacturing firm of Barrett & Scully. The business will be continued by the sole owner under the style of the Barrett Cigar Co.

Cheboygan—James F. Gain, proprietor of the Cheboygan Drug Co., has sold his stock to W. C. Barnich and J. C. Rittenhouse, who will continue the business under the same style. Mr. Barnish will act as manager.

Ann Arbor—L. C. Weinmann and George P. Geisendorfer, meat dealers, and J. A. Brown, grocer, have consolidated and engaged in the wholesale and retail table supply business under the style of the Weinmann-Geisendorfer-Brown Co.

Negaunee—John D. Lafkas has closed his Candy Kitchen upon an execution growing out of alleged default upon a chattel mortgage given to Michael Lafkas, of Marquette, and upon which, it is alleged, there is about \$2,000 due.

Albion—Fire completely destroyed the building occupied by Barry & Osmun, coal and wood dealers, and the building and stock of J. D. Wells, upholsterer and carriage trimmer, Jan. 10. The loss, about \$5,000, is partially covered by insurance.

Sparta—Willis Gardner has sold his interest in the C. F. Gardner & Co. bakery and confectionery store to Emil Selbert, recently of Ohio, and the business will be continued under the style of Gardner & Selbert, Loren Gardner retaining his interest.

Detroit—William D. McDonald, dealer in cigars, has merged his business into a stock company under the style of the McDonald & English Co., with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$2,000 paid in in cash.

Kalamazoo—H. L. Bassett, of Detroit, and M. E. Maher have organized a wholesale cigar and tobacco company under the style of the M. E. Maher Co., with headquarters here. Mr. Maher will continue his retail

cigar stores here and at Hillsdale as a separate business.

Kalamazoo—B. R. Barber, who has just retired from the management of the local branch of the Worden Grocer Company, proposes to devote the next two summers to touring this country. Next summer he will visit the Eastern States. The summer of 1917 will be devoted to a trip to the coast.

Saginaw—The Phipps-Penoyer Co. name has been dropped and the company will be known in the future as the National Grocer Co. The Phipps-Penoyer Co. was organized in 1896 and was consolidated with the National Grocer Co. when that company was organized in 1902. The late William C. Phipps was manager of the company until his death, about a year ago. Since that time C. E. Borland has managed the company.

Manufacturing Matters.

Detroit—The Victor Knitting Mills has increased its capital stock from \$25,000 to \$50,000.

Holland—The Holland Rusk Co. has increased its capital stock from \$100,000 to \$300,000.

Lansing—The capital stock of the Hall Lumber Co. has been increased from \$50,000 to \$100,000.

Sherman—The capital stock of the Glengarry Upholstering Co. has been increased from \$40,000 to \$125,000.

Detroit—The capital stock of the White Star Refining Co. has been increased from \$50,000 to \$260,000.

Albion—The Gale Manufacturing Co. will spend \$40,000 this season for new buildings and improvements to its plant here.

Jackson—Fire at the plant of the Michigan Bag & Paper Co. Jan. 6 destroyed the machine room, doing several thousand dollars damage.

Saginaw—The Erd Motor Co. has completed the addition to its plant which it erected for the manufacturing of tractor motors for several outside concerns.

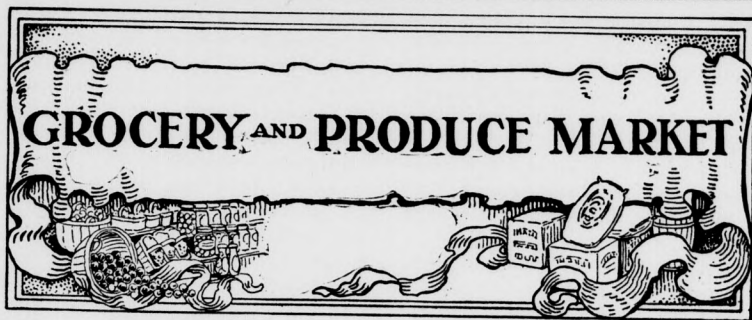
Detroit—The Brown Hutchinson Iron Works has been incorporated with an authorized capital stock of \$10,500, all of which has been subscribed and paid in in cash.

South Haven—The James H. Johnson Pickle Co. has been organized with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

Detroit—The Welt Engineering Co. has been incorporated with an authorized capital stock of \$400,000, of which amount \$250,100 has been subscribed, \$7,600 paid in in cash and \$32,400 paid in in property.

Albion—The Union Steel Products Co. have secured the services of George P. Griffin, who will serve in the capacity of sales manager. Mr. Griffin is one of those enthusiastic whole souled men with whom a few minutes' visit is a real pleasure.

Detroit—The A-B-C Starter Co. has engaged in the manufacture of electric machinery and appliances with an authorized capitalization of \$100,000 common and \$50,000 preferred, all of which has been subscribed and \$15,000 preferred paid in in cash and all of the common paid in in property.



Review of the Grand Rapids Produce Market.

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

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

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

Beets—60c per bu.

Butter—There is an active demand for all grades of butter, and the receipts are increasing to some extent, but are cleaning up every day. Prices show decline for the week of 1@2c per pound, owing to the increased receipts. The market is healthy at the decline, with no radical change in sight. Local dealers quote fancy creamery at 31c in tubs and 32c in prints. Local dealers pay 23c for No. 1 and 16c for packing stock.

Cabbage—40c per bu. or \$1 per bbl.

Carrots—60c per bu.

Celery—25@30c per bunch for home grown.

Cocoanuts—\$5 per sack containing 100.

Cranberries—Late Howes have advanced to \$9.50 per bbl.

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

Eggs—The market shows steady prices for fresh eggs at the recent decline. The demand is cleaning up everything on arrival and the stocks in storage are being rapidly reduced. It looks like a continued good consumptive demand, with generally healthy conditions. Local dealers pay 28@29c for strictly fresh. Storage are held at 22c for April candled and 25c for extra candled.

Egg Plant—\$1.50 per doz.

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

Grapes—California Emperor, \$4.50 per 40 lb. keg; Spanish Malaga, \$7.50 @8 per keg.

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

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

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

Lemons—California, \$4.25 per box for choice, \$4.50 for fancy.

Lettuce—12c per lb. for hot house leaf, \$2.25 per bu. for Southern head.

Maple Sugar—14@15c per lb.

Mushrooms—40@50c per lb.

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

Onions—The market is stronger

and higher, having been advanced to \$2@2.25 per 100 lb. sack. Carlot sales have been made as high as \$2.50 during the past week.

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 continues to advance, owing to active Eastern demand. Local buyers are paying 90c, but growers are generally holding off for \$1, in consequence of which only a small amount of stock is being marketed.

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—1½c per lb. for Hubbard.

Strawberries—40@50c per qt. for Florida.

Sweet Potatoes—\$1.10 per hamper for kiln dried Jerseys; \$3.25 for kiln dried Illinois.

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

Turnips—60c per bu.

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

Fred Hurst has engaged in general trade at Paris. The Grand Rapids Dry Goods Co. furnished the dry goods, the Herold-Bertch Shoe Co. the shoes and the Worden Grocer Company the groceries.

Harry Winchester (Worden Grocer Company) left Saturday evening for California, where he will remain two months for the benefit of his health. He is accompanied by his wife.

Walter Kephart has moved his drug stock at Petoskey to a new location and put in complete new fixtures, furnished by the Hazeltine & Perkins Drug Co.

Nadeau & Lindberg, dealers in bazaar goods at Manton, have added a line of groceries. The Worden Grocer Company furnished the stock.

D. T. Paulson has purchased the drug stock of Geo. T. Smith, corner Wealthy street and Diamond avenue.

The Grocery Market.

Sugar—The market price tumbled 20 points Tuesday, reducing granulated to 5¼c for New York and 5.45c for Michigan. The outturn of the domestic beet crop of the United States will surely prove to be not less than 75,000 tons, but the producers are now in a very easy position from every viewpoint and, while at present, or near present, prices, they will continue for some time to come to offer their sugars at wide differentials under cane; we anticipate that as soon as 60 per cent. of the domestic crop has been marketed a very narrow differential will prevail between cane and beet, and since to date fully 40 per cent. of the beet production has been marketed, it is well to consider what effect the withdrawal of domestic beet sugar offerings in territory east of Chicago would have upon the general raw and cane refined situation. In the first place, domestic distributors and manufacturers have no visible supplies of cane worth mentioning, the entire country buying cane refined on a strictly hand-to-mouth basis. By far the most dense population of the United States is in the territory east of Chicago. This population is now being largely supplied by beet sugars which are distributed at a very great sacrifice to the beet manufacturers on account of the geographical location and the absorption of freight rates to distribute in territory usually supplied by the cane sugar refiners.

Tea—The situation created by the over-enthusiasm last summer in primary markets has been readjusted to a large extent, and holders of supplies are not inclined to make material concessions. The feature of the week has been the strength both in London and Colombo, where the markets were higher. The difficulty in getting shipping and high freight rates, to say nothing of submarine activity, are making for advances in India and Ceylons. There is a steadier market here, although the demand is still hand to mouth.

Coffee—The market shows no change during the week, the situation being still dull and heavy. There is a noticeable lack of demand at the present time. Buyers are taking only coffee which they really need. Prices are about unchanged, Santos grades being somewhat weaker than Rio 7s. Mild coffees are quiet and about unchanged. Java and Mocha grades are unchanged and dull.

Canned Fruits—California 1915 pack fruits of all lines are held with a very firm tendency, according to Coast advices. No change has been made in the general range of prices, either on spot or for future shipment from the Coast.

Canned Vegetables—The tomato market is strong and unchanged. Corn is steady to firm and moderately active. Peas are inclined to be heavy without change for the week. Apples are on the same basis as for several months past; demand fair. California canned goods are showing some activity. It has developed that about the only thing of which packers have any surplus is peaches, and even in these the assortments are not running very good. Small Eastern staple canned goods are

unchanged, the only thing of note being that spinach is somewhat firmer.

Canned Fish—Salmon shows no change for the week and light request. Domestic sardines have advanced and most holders are now asking \$2.50 in a large way, f. o. b. for quarter oils. Goods can still be sought, however, below that. Imported sardines scarce and quiet, on account of the high prices.

Dried Fruits—Prunes are inclined to be a little easy both on the Coast and in the East and the packers report that they could sell all they had, to go to Europe, if they could get the ships to send them in, but they claim it is impossible to do this, and it is this which is making the market easier. The consumptive demand for prunes is fair. Peaches and apricots are unchanged for the week and in quiet demand. Raisins show no change for the week. The situation is steady to firm. The demand fair. Currants have taken a slump of 1@2c per pound from the highest point. This was because a shipment got in too late for the holidays, but is now available. No change in any other dried fruits.

Rice—The lack of activity here is not surprising at this time of the year and little immediate improvement is awaited since distributors are fairly well supplied. Prices are firm, however, in sympathy with the South, mills asking full figures for all kinds of rice.

Cheese—The market is very firm, with a moderate consumptive demand and a large export demand. Stocks are considerably lighter than a year ago. If there is any change it will probably be an advance.

Paper Bags—Paper bags have been advanced 10 per cent. Chemicals used in manufacture are higher, it is said, and the advance in the cost of raw materials has affected the retailer.

Brushes—Prices have been withdrawn by the manufacturers and orders are taken subject to makers' quotations until the new list is out, about Jan. 15. Fibers used are imported from Mexico and from foreign countries and the result is more cost.

Provisions—Everything in the smoked meat line is firm, but unchanged for the week, and with a moderate consumptive demand. Pure and compound lard are steady and unchanged, with a good demand for pure lard, but a very light demand for compound. This is because the latter is relatively too high when compared with the former. Barreled pork, canned meats and dried beef are all unchanged and in light demand.

Salt Fish—The consumption of mackerel is being curtailed by the prevailing high price. Cod, hake and haddock are fairly active at unchanged prices.

Miss Mary Comisky has connected herself with the Kimmel millinery Co. for the year 1916, and is in New York getting the latest ideas in trimmed hats for the spring opening which commences Feb. 1.

Muskegon—The capital stock of the American Enamelled Magnet Wire Co. has been increased from \$50,000 to \$150,000.

THEN AND NOW.

Some Changes Which Forty Years Have Wrought.*

Forty-four years ago this month I started on a mercantile career as clerk in the general store of Bryce & McClellan, at Reed City. Outside of saleratus, I cannot recall a single article in the grocery department which was put up in packages. Everything was handled in bulk and weighed or measured out in the quantities required by purchasers. I worked from 6 a. m. to 10 p. m.—and was glad of the opportunity. There were no labor unions in those days to tell me that I was being abused by working sixteen hours a day. Every one who was engaged in trade at Reed City in those days has long since gone to his reward.

The average traveling man in those days was a rounder. He came to town, took his customers out the first day and got them drunk. In most cases it did not require much urging. The next day the traveler came around, looking decidedly the worse for the experience of the night before, booked his order, made his collections and departed for the next town to repeat the experience. It was not unusual for a salesman to take a week to cover the towns between Grand Rapids and Big Rapids—sometimes getting as far as Clam Lake, now known as Cadillac. It was not a question of goods or prices, but of good fellowship—not, perhaps, in the best sense of the term. The man who could absorb the most budge and keep out of jail was regarded as a "good fellow" and usually given the preference by the merchants he called on. Many amusing circumstances occurred during these periods of hilarity. I recall Billy Pittwood, long since dead, who frequently accompanied his periodical sprees with attempts to raise funds for the purchase of church bells. He always headed the subscription with \$10 in the name of his employer, John Caulfield, and usually raised enough money on the first trip around town and on calls on the traveling men who happened to be in town at the same time to complete the subscription. Mr. Caulfield once told me that Pittwood had compelled him to assist in the purchase of over 100 Protestant church bells between this city and Petoskey. Mr. Caulfield, as you all know, is a Roman Catholic in religion.

One of the most unique characters of the early days was Fred Selleck, the slickest looking salesman who ever traveled out of Grand Rapids. He always wore an immaculate plug hat, patent leather shoes and clothes of the latest and most striking design. He was a rounder in all that the word implies. His disposition to borrow money of everyone who could be touched amounted to a passion. Nearly every merchant on whom he called held his note for some amount. One day his employer, Lew. Hawkins, said to him: "Fred, Mr. Blank has your note for \$100 which I can buy for \$50. If it is any accommodation, I will buy it for you."

"You needn't bother to buy it on my account," replied Fred.

"I should think it would be a good idea to get the obligation out of the

*Paper read by E. A. Stowe, at annual round-up of salesmen and office force of Worden Grocer Company.

way when it can be acquired at such a discount," observed Lew.

"All right, Lew," retorted Fred, "if you think it is such a good thing, let's go in the business. I'll make 'em and you sell 'em."

A few years later a strange character appeared on the scene in the person of William H. Hoops, who represented the wholesale grocery house of Wm. J. Quan & Co., of Chicago, and sold goods on commission. He was the antithesis of every grocery salesman we had seen up to that time. Mr. Hoops resided in Grand Rapids—I think in the house now occupied by our worthy President. He started out Monday morning, ate his dinner in Big Rapids, his supper in Reed City and slept that night in Cadillac. Tuesday night he got to Traverse City. Wednesday he reached Petoskey and worked his trade there that evening. Taking the sleeper to Grand Rapids he covered six or eight towns Thursday and the same number on Friday. How did he do it? By arranging with his customers to meet him at the trains in all small towns—like Rockford and Cedar Springs, for instance—with their orders and money due on account. Working in this way he was able to book sixty to seventy-five orders per week and yet find time on Saturday to write letters to all the customers who were to meet him at the trains the next week, informing them how much money they should bring and enumerating certain snaps and bargains he was in a position to offer them. I happen to know that Mr. Hoops never cleaned up less than \$10,000 per year. He subsequently engaged in the wholesale grocery business, afterwards in the lumber business and is now the owner of a valuable business block in the loop district of Chicago, conducts two fine brick a brac stores, lives in a \$100,000 house and drives a \$10,000 automobile. His house made comfortable fortunes for two generations and retired from business a few years ago.

Mr. Hoops was not the ideal salesman, by any means, because he recognized no competition and rode rough shod over his competitors. His influence was beneficial, however, in one respect—he showed the swaggering, whisky drinking salesman that there was a better way to attract trade than by employing convivial habits—that standard goods and attractive prices constituted the fundamental principles of all good business and that only by a recognition of this fact can any grocery salesman permanently succeed. I have never seen a man who threw into his work as much untiring energy as Mr. Hoops did and I have never met a grocery salesman who could sell as many goods and make as much money for himself and his house. I do not think that Mr. Hoops' methods are adapted to present day conditions, because the bulldozing tactics he resorted to would not now be tolerated by the rank and file of the grocery trade. The average character of the retail merchant has greatly changed during the past forty years. In many respects the changes have been for the better; in some respects, the changes have not been in the line of progress.

The wholesale grocery trade has made wonderful advances in the meantime. Forty years ago all of the wholesale

grocers combined liquor selling with handling groceries. This, of course, tended to impair the service and the average character of the men employed, both inside and outside the store. Say what you please and think what you please, the sale of liquor is a demoralizing factor and casts a shadow over every one connected with the traffic. It tends to lower the standard of morals. J. Frank Clark, who was for many years engaged in retail trade at Big Rapids, and who was shipping clerk for L. H. Randall & Co. in the '60s and '70s, once told me that they always diluted their whisky one-half when it came in and another half when they shipped it out, so that the liquor dealer received whisky one-fourth strength. I remember being sent out by an employer at Reed City for a flask of liquor for his wife, who was ill, one very cold morning. Every saloon and drug store in town informed me they had not gotten their whisky thawed out yet.

The abandonment of liquor selling, in connection with the grocery business, was followed by an era of loose methods, wretched price cutting and lax credits. Almost any one could buy goods on credit and pay when he pleased. Arthur Meigs & Co. had a warehouse full of logging sleighs, ox yokes, harnesses and odds and ends he had taken in lieu of cash. At one time he had in his employ a book-keeper who had the reputation of not being honest. A friend approached Mr. Meigs one day with the enquiry:

"Did you know Blank was stealing from you?"

"Yes," locanically answered the wholesale grocer.

"What are you going to do about it?" asked the enquirer.

"Nothing," replied Meigs, "Don't you know that a man who will steal from you will steal for you?"

Among the unpleasant memories of the past is the knowledge that a certain wholesale grocer, thirty years ago, was in the habit of making a few extra dollars every time a carload of sugar came in by changing the weights on the barrels, increasing the gross weight five or six pounds and increasing the net weight in the same amount. Such tricks never got him anywhere. They never get anybody anywhere. Money obtained dishonestly never stays by a man long enough to do him any good. There is a fatality about money which I am unable to explain, but I defy any one to point to a man who lived dishonestly all his life and left anything but trouble for his heirs. Usually trouble comes to him personally before he goes to his grave.

I mention these circumstances merely to show you the wonderful reformation which the wholesale grocery business has undergone during the past thirty years. Such methods would not now be tolerated a moment. The high character of the officers and employes of the wholesale grocery houses at this market is a matter of common knowledge and general comment.

Can you imagine Mr. Rouse, the Winchester boys, Mr. Prendergast, Mr. Barker, Mr. Cook, Mr. Clark or any of their associates or assistants condescending to play a dishonest trick on even the lowliest customer of the house? I can-

not and I do not think any jobbing house in the country enjoys a higher reputation for honesty and fidelity to the best interest of its customers than the Worden Grocer Company.

When I started the Tradesman, thirty-three years ago, I offered to send the paper free to any traveling salesman who would agree not to take a drink for a year. I had only two free subscriptions on this account the first year—Mr. Hoops and the late William Logie. If I were to repeat that offer now, I would be bankrupt inside of a year. In no department of business has there been greater improvement than in the character of the traveling salesman now selling groceries in this State. I hope the same is true the world over.

The salesman of to-day must have many different qualifications to achieve success and hold his trade.

1. He must know his business and be able to answer any reasonable enquiry made by his customers. This information can best be obtained by a careful study of the text books of the trade. I wonder how many of you possess Artemas Ward's Grocer's Encyclopaedia, which I consider the most remarkable publication ever issued in the interest of the grocery trade. Constant reference to this book is in itself a liberal education for a grocery salesman.

2. He must be loyal to his house and so conduct himself as to establish and retain the confidence of his employer.

3. He must have a pleasant personality. The time has long since passed when a boor, a whiner or a sneak can hold his own among the splendid gentlemen who now grace the ranks of grocery salesmen.

4. He must be honest and conservative and dependable.

5. He must be energetic and tireless in his efforts to secure his share of the trade of his territory.

6. He must possess a good character, because it is his greatest stock in trade. He must observe the injunction of the Apostle Paul to "beware of the appearance of evil."

7. He must keep good hours, avoid excesses of eating, drinking and smoking, remembering that good bodily health is one of the most valuable assets any man can have.

It has been my good fortune during the past thirty-three years to enjoy friendly relations with probably two thousand stalwart traveling salesmen and I am pleased to state that I have never found a more harmonious, more determined, more loyal and more honorable band of workers than the road force of the Worden Grocer Company.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Jan. 12—Creamery butter, extras, 33c; first, 30@31c; common, 27@29c; dairy, common to good, 22@28c; all kinds, 18@20c.

Cheese—Fancy, new, 16½c; choice, 15½@16c.

Eggs—Choice, new laid, 31@33c; storage 24@26c.

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

Poultry (dressed)—Chicks, 17@19c; fowls, 15@17c; ducks, 17@18c; geese, 15@16c; turkeys, 22@25c.

Beans—Medium, \$4; pea, \$3.80@3.90; Red Kidney, \$5; White Kidney, \$5; Marrow, \$4.50@5.

Potatoes—\$1.10@1.15 per bu.

Rea & Witzig.

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, Jan. 10—The Saginaw Chamber of Commerce will open its new headquarters in the Hill building on South Jefferson avenue. President Oppenheimer states a meeting will be held soon and many matters before the Chamber of Commerce will be taken up. It is our hope that they will make an endeavor to secure some of the manufacturing establishments that are looking for a new home.

F. H. Smith, former grocer at Mt. Clemons, died last week in California, where he had recently gone seeking better health.

The new Steihr block, at Capac, is almost completed and will be occupied by Henry Large, general merchant and John Bowers, furniture dealer. One room has been secured as a new home for the postoffice. The building is an excellent structure and reflects much credit to this flourishing little town.

F. E. Wigen, of Calumet baking powder fame, has returned from Rochester, Minn., where for two weeks he was under Mayo Bros., the world famous surgeons, who were trying to locate a trouble from which Mr. Wiggins has suffered for the past year. At the end of two weeks he was discharged and is now feeling much better.

George Waite, representing Moffit & Co., of Flint, has been seriously ill the past three weeks. He was taken to Mt. Clemens last Friday to take special bath treatment.

William Schranke has opened a new grocery store at 408 Martha street, Saginaw. M. Buettner formerly occupied the building.

The writer recently had the pleasure of calling on our old friend, Charles Grobe, grocer and Secretary of the Flint Retail Grocers' Association. He is putting forth every effort to bring a large delegation to the grocers' convention at Battle Creek. He has at the present time the promise of twenty-five merchants. With a smile as broad as that of a new groom, he says to send word to Miller to be on the lookout for the Flint delegation, which he feels will be the largest in attendance.

T. G. Blanchard, general merchant at Imlay City, was a business visitor at Flint last week. Although living within a stone's throw of this famous little jitney town, this was his first visit there in sixteen years.

We would suggest as a proper heading for Guy Pfander's next article would be the "Return of the Prodigal Son." Who will furnish the calf?

William Moeller, who has represented the Cudahy Co. in the Saginaw Valley for the past five years, has resigned his position and is now representing the Cornwall Co. in the capacity of city salesman at Saginaw. Bill has been receiving many congratulations. He has a host of friends who wish him well.

The citizens of Midland are all smiles over the fact that they have secured another Chemical Manufacturing Co. to come in their midst, Meyer Bros. Co., of St. Louis, have purchased forty acres west of the city and have started the construction of a large factory.

The laboratory building of the Dow chemical plant, at Midland, was almost entirely destroyed by fire last week. Fire was discovered in the building about 2:30 in the morning. The stock of chemicals for experimental purposes and all of the laboratory apparatus is a complete loss. The total loss is estimated at about \$2,000.

E. Kern has opened an up-to-date restaurant at Midland, one block from the P. M. depot.

J. O. Mapes, of Midland, who is an employe of the Dow Chemical Co., is organizing a stock company for the purpose of opening a co-operative grocery and meat market. They are offering 100 shares to factory employes and farmers, not more than one share to a person at \$15.

W. B. Moore, for seventeen years a salesman for the Saginaw Valley Drug Co., is now a representative of the Fountain Specialty Co., of Grand Haven, and the Wilmarth Show Case Co., of Grand Rapids. He started out on his trip this week, which is his first trip out since Nov. 6. On that date, while out on a fishing trip, he fell and broke his left arm and has had considerable trouble in getting the use of it. He is a member of Saginaw Council.

State Deputy Ben Mercer, of the U. C. T., states that on Feb. 12 Jackson Council will entertain all the State officers.

N. G. See bought the J. E. Yeager department store stock, at Coleman, and opened up for business Jan. 1.

Don't forget to be on hand at the U. C. T. meeting in Foresters Hall next Saturday. A class of at least twenty is to be initiated.

L. M. Steward.

Rating Book for Grand Rapids Retailers.

Many local merchants have long felt the need of a rating book which would give them quick, accurate credit ratings on their customers. They realize that a good rating book on their desk will show them who are good pay and those unworthy. It will permit them to add on good credit customers and avoid all others; they will check all their charge accounts with the book ratings. They realize wholesalers always use rating books in passing on their customers. In 80 per cent. of the cities in this country, such rating books for retailers are published successfully.

In view of the demand for such

credit protection, Albert L. Hammer and Fred P. Webster, new owners of the long-established Commercial Credit Co., are busy on a rating book. Arnold Oostdyke, formerly city salesman for the Worden Grocer Co., has been secured to assist in enlisting the co-operation of the retail dealers. These men report that the big downtown stores and the smaller stores in all lines throughout the city are co-operating in such a way as to ensure a first-class credit guide. The book will contain about 25,000 names and will show the ledger experiences from stores in all lines, big and little, also the summary of all the valuable information on file with the Commercial Credit Co.

Realizing that every merchant is furthering his own interest in so doing, many of them are urging others to send in their customers' ratings to the Commercial Credit Co. and help to increase the value of the book. There is being sent out over the names of a number of dealers a pamphlet showing why all merchants should order a copy of the rating book and co-operate.

Quotations on Local Stocks and Bonds.

	Bid	Asked
Public Utilities.		
Am. Light & Trac. Co., Com.	396	400
Am. Light & Trac. Co., Pfd.	110	114
Am. Public Utilities, Com.	41	43
Am. Public Utilities, Pfd.	72	75
*Com'wth Pr. Ry. & Lt., Com.	60½	62½
*Com'wth Pr. Ry. & Lt., Pfd.	86	88
Pacific Gas & Elec., Com.	62	65
Tennessee Ry., Lt. & Pr., Com.	9½	11½
Tennessee Ry., Lt. & Pr., Pfd.	42	46
United Light & Rys., Com.	46	48
United Light & Rys., 1st Pfd.	73½	76
Com'wth 5% 5 year bond	101½	102½
Michigan Railway Notes	100½	102
Citizens Telephone	72	76
Michigan Sugar	95	98
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.	138	145
Globe Knitting Works, Pfd.	98	100
G. R. Brewing Co.	90	100
Commercial Savings Bank	220	
Fourth National Bank	225	
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.		
January 12, 1916.		

Saginaw Wholesalers Banquet State Retailers.

Bay City, Jan. 10—The wholesale grocers of Saginaw tendered a splendid banquet to the Retail Grocers and General Merchants' Association there last Tuesday evening, and a bunch of Bay City's food men went up to the feast and were royally entertained.

John W. Symons and Frederick J. Fox, of the wholesale people, spoke freely of retailers' problems and were heartily applauded by those present. M. L. Debats, of Bay City, Past State President, spoke on some of the troubles of the retailer. Charles Christanson, Victor Tatem, Mr. Sinsible, Mr. Roady and many others spoke from the viewpoint of retailers.

A delegation of fifteen or more are getting ready and will attend the Battle Creek convention in February.

The Bay City Association elected fifteen delegates on Thursday last to attend the Battle Creek convention. William McMorris, State Pres.

Mark Twain's pilot swore that when the Mississippi was an unlighted, uncharted channel, full of snags and sandbars, it was the highway for a steady procession of steamboats. When the Government had hedged it between levees, mapped every mile, lighted it and dredged it so that a course could be steered blindfold, it was deserted. Yet the Government has made its recent expenditure in the hope that traffic would be revived; and in the announced construction of thirty-six power barges or 1,500 to 5,000 tons for Minneapolis-New Orleans trade this expectation seems to be justified. It is now over a year since experimental voyages showed that barges might compete profitably with the railways. The opening of the Panama Canal, the prospective completion of a modified lakes-to-the-gulf waterway and the rise in freight rates, with such periodical chokings of railway lines as we are now seeing, will encourage the backers of the new project. So many plans for making use of the Mississippi have come to naught that cities on the river have grown skeptical; but there is a peculiar promise in this enterprise in that it is founded upon a design of river boat specially adapted to new conditions.

An Indiana saloonkeeper has increased his popularity by publicly asking "the wife who has a drunkard for a husband or one who has a friend who is unfortunately dissipated" to give him notice in writing of such cases, and he will exclude them from his place. He says no loafer will be welcome, and that he will not sell to minors, drunkards or the destitute. If he lives up to his statement he will make less money but will be more respected.

GOOD GOODS

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Grand Rapids—Kalamazoo

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E. A. STOWE, Editor.

January 12, 1916.

TROTTER'S TRIBULATION.

If there is any time in the year that the work of the City Rescue Mission needs its beloved pastor and director it is this week—the six days in advance of the annual fund raising occasion next Sunday.

Unfortunately, Mr. Trotter is confined to a bed of pain, due to a facial swelling which is only remotely connected with the cancerous growth which he is mastering by the employment of almost superhuman skill on the part of scientists and the prayers of his friends. His assistant is also confined to his home by illness, so that the work of soliciting and assembling the pledges necessary to maintain the work of the Rescue Mission for the coming year is largely in volunteer hands this week. This means that many who would be delighted to contribute to this cause may be overlooked in the superficial canvass voluntarily undertaken by the friends of the Mission.

On account of Mr. Trotter's serious illness, which has necessitated the employment of more assistance than usual, the Mission needs money now more than at any time in the previous history of the undertaking and the Tradesman hopes that all its friends will strain a point to see that their pledges are sent in to Mr. Trotter this week and that they are increased in amount to compare with the improvement in business and in keeping with the importance of the work which has done so much for the needy, the destitute and the unfortunate. Mr. Trotter can make a dollar go farther than most missionaries can do with five times that amount. Every expenditure is carefully supervised and every penny is rigidly accounted for. The amount he saves the taxpayers of this city every year is tenfold in excess of the total fund raised for him and placed in his hands to work out in his own admirable way the problems which confront him in this community. This saving is effected by his reforming men, reuniting them with their families, getting them employed in lucrative industry and thus removing both husband and wife from the poor lists of the city. Viewed from this standpoint, Trotter's work is in the nature of a business investment. In a larger and broader view, the work of the

Mission is not to be measured by the jingle of the dollar, because it fits men for the higher life which can only come through the development of the better side of human nature.

THE INDUSTRIAL PROBLEM.

British public men certainly, and probably public men of each of the other belligerent countries, have given attention, more or less serious, to the industrial situation that will develop after the war when millions of disbanded soldiers will return to their several countries. Americans have always heard much of the comparative ease with which the million or more of volunteer soldiers returned to the body of the people after the Civil War and were quietly absorbed into the industrial life of the Nation without any violent wrench or upsetting of the system. But the problem that will arise after the European war will be a very different one than followed the American Civil War. The soldiers who will be returned to civil life will in each of the nations number several times those thus returned after the great American conflict. Further, the industrial system of the sixties was far from being the highly complex organization it is to-day and the withdrawal of the million men for the Union army occasioned nothing like the disruption and disorganization of industry, even relatively, that the similar withdrawal to-day has in the highly organized industrial states of Europe.

In some of the belligerent countries of Europe there is practically no industry now except that engaged in producing guns and munitions and such other supplies as are needed by the huge armies in the field and in training. In these industries there is tremendous activity, while the peaceful industries, whose products formerly were exported and brought wealth to the nations, are idle. Especially is this true of the Central empires whose export trade is absolutely cut off. All this must be re-organized after peace comes in Europe, the workmen killed or disabled must be replaced, the new workers trained and the trade abroad which has been lost must be sought anew. It can be only after many years, if then, that the industry and trade destroyed by the interruption of this European conflict can be restored to the belligerent nations. Certainly the industry from which the men were called to take up arms, will not be able to receive them back into profitable employment the moment peace is restored. Even if the workshops of peace times shall be intact and ready to resume operations when the war is ended, the question of capital to finance him until orders are received and deliveries made will confront the employer, and indications are not lacking that capital for such purposes will not be abundant in the warring countries.

Whether it shall prove true or not after war, there are reported to be recurring expressions in letters from soldiers in the trenches that they would not return to the employment in which they were before the war. These expressions are said to be so

frequent on the part of Great Britain's enlisted men, especially, as to compel the attention of government officials. The desire of the soldiers in their letters are said to be for a return to the land, and the prediction as a result has been that the government must face the alternative of making the land much more easily available than it is or witness a great emigration movement to some quarter of the world where the expressed desire can be realized. This tendency is noted and there is disposition on the part of British authorities to give consideration to it, as is apparent from some recent discussions in the House of Lords. In connection with this consideration of adjustments in the industrial and labor world that may be necessary after the war, there is also the related problem of making provision for returned soldiers against unemployment for at least a reasonable period after the war. That the British authorities are not overlooking this was apparent in the statement in the upper house of a peer closely identified with the government. His statement in effect was that disbanded soldiers would receive four weeks' full pay and allowance for traveling expenses to their homes, the money accrued for the war service and an insurance policy against unemployment for a year.

FARMER AND BANKER.

Notes given by farmers for the purchase of farm implements may hereafter be discounted through member banks with the Federal reserve banks according to a new interpretation rendered by the Federal Reserve Board. This new ruling is of vast importance to manufacturers and dealers in farm implements. Furthermore, the members of the board anticipate that by permitting such notes to be rediscounted the ultimate effect will be to reduce the interest rates charged to farmers on such notes.

If the spirit of this ruling is carried out among the American farmers generally, the Federal reserve law will surely be putting into effective operation one of the most important purposes of those who conceived the new system. It is an ideal financial regime under which the purchaser at retail gives his note or other evidence of indebtedness to the local merchant, that merchant discounts it at his bank and the banker rediscounts it at a financial center, if he does not wish to carry it to maturity. Thus the tiller of the soil at some remote point gets the advantage of the low rates of money at the cities where the greatest aggregations of capital exist. Some of the leading manufacturers of agricultural implements have had a system similar to this in mind for a long time but if the Government through its Federal reserve system perfects the arrangement their efforts will be unnecessary. This plan will be beneficial not only to the farmer but to the vendor of farm equipment for his products will be the more promptly converted into liquid capital.

Even the manicure lady plays favorites; she doesn't treat all hands alike.

AS IT OUGHT TO BE.

As was understood would be the case, the Republican National committee is reducing the representation from the South in the next convention. The rule adopted is a perfectly fair one, allowing four delegates at large from every state, one delegate from each congressional district and an additional delegate from every congressional district in which the vote for any Republican elector in 1908 or for the Republican nominee for Congress in 1914 shall have been not less than 7,500. The practical working out of this plan gives the strong Republican districts more votes. The Southern congressional districts where the Republican strength is mighty small will get none of this gain. It is perfectly fair, in that it gives the voice and influence to those localities where there are most members of the party. Representation in conventions may always be very properly made dependent upon the number avowing any political faith in the district represented.

The fairest way of all is to allow one delegate for so many votes or major fraction thereof. A convention, local or National, is supposed to represent the will and wish of the rank and file. A district having 15,000 Republicans should have twice as many votes in a convention as one with 7,500. The South really gets the best of it when it is allowed a delegate for each congressional district under the rule applicable throughout the country. It is perfectly reasonable to give a greater number of voters a larger vote in selecting the candidates, to the end that the choice may be more representative. There is always complaint that the Southern delegates have been controlled by the administration at Washington, and have been given a much larger influence and authority in selecting the nominees than it ought to have or exercise. The fair and the right way is to make a convention representative of the party in the hope that its nominations will fairly represent what the majority believes is best.

The war is liable to revise the ideas of a great many as to prosperity. In a sense these are prosperous times. In European countries there is unusual prosperity. There is employment for every able bodied man and in some countries the opportunities for work are so numerous that women are in demand in many industries. This is notably true of England, France, Germany and Italy. More men and women could be employed if they could be found. In Germany, it is said that the Krupp works never were so busy as at the present time. In America, also, there is great prosperity. There is plenty of work for everybody and the railroads are unable to furnish transportation for the large volume of manufactured goods. Never was there so prosperous a time the world over. Even in Japan business is fine. But are the people willing to continue the conditions upon which this remarkable prosperity is based? A little face-tiousness now and then helps to point a moral.



Avoid the Contaminating Influence of Misjudgments.*

We have a prevailing habit, which even if it is very common, is none the less reprehensible, of almost daily making misjudgments in connection with affairs and people who come into our life and this habit is one that forms the source of a great deal of trouble. We are particularly prone to judge of people's motives quickly when we have very little information upon which to base a judgment.

My thought was expressed by the child when he complained to his mother of a playmate who had said ugly things about him, saying "he did it just to be mean." This expression of the child is one which we are making inwardly or outwardly with regard to people almost daily. We do it inwardly, because we have formed the habit of making misjudgments. It is quite common to speak of a man as secretive, when the probabilities are that in many cases he is only shy. We accuse people of being exclusive, when, if the truth were known, they were simply absorbed, and it is a very common thing for us to speak of one as cutting acquaintance, when he may be only forgetful of a name or face.

It is a trial for most of us to listen to an explosion of profanity and we are apt to think of one who is profane as very sinful and still he may have simply formed a bad habit without any real sinful intention behind it—possibly no worse a habit than our own of misjudging people.

Law suits are very generally the result of misjudgments or half-judgments and unwillingness to see the point of view of the other fellow. In a recent study of a large number of divorce cases, I am satisfied that they were largely the result of an unwillingness to appreciate another's view, his peculiarities or his bringing up. In connection with work of the Morals Efficiency Commission, of this city, we often find cases brought to our attention with a great show of knowledge and the desire to do something in cleaning up the city, and after sifting the evidence carefully we have found that the statements made so positively were based upon a misapprehension of the facts and an unwillingness to dig for the real truth.

Many years ago my Sunday school superintendent, who was a very good man and wanted us to be good, said to a lot of us boys, "You should not use tobacco. No gentleman will smoke." His desire was praise-

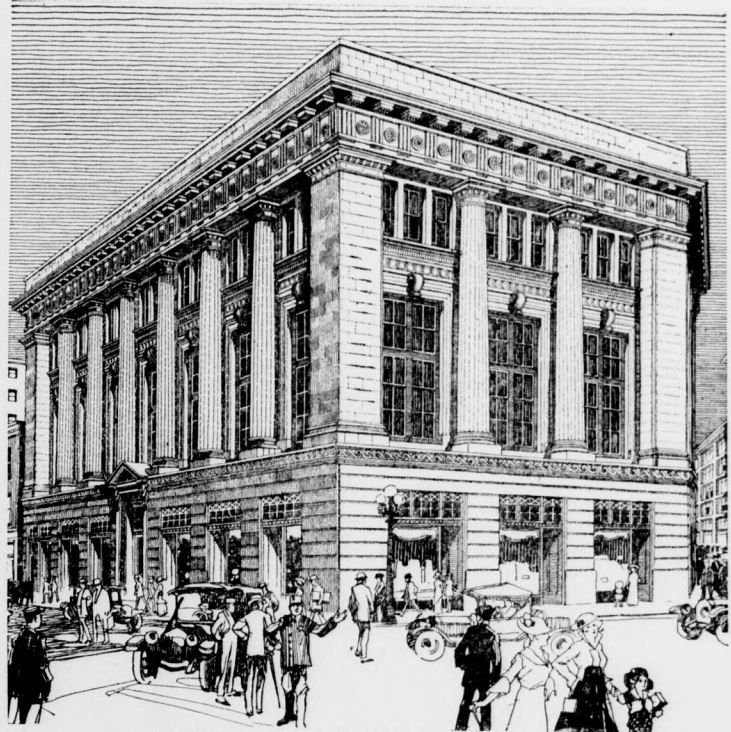
worthy, his method, as the course of events proved, was unwise, for in three years from that time, as a result of a physician's prescription, we boys all saw our Sunday school leader smoke cigars and we would none of us think of him as any other than a perfect gentlemen.

Politics, judging from what we can see and know, have as a basis of common controversy misjudgment and the political parties are separated by a line of demarcation on either side of which we find misconception, misinterpretation and an absolute unwillingness to seek simply after the truth. Unfortunately, this is true of sectarianism in religion. The harsh things which are said by one denomination of another or one form of religion of another form the basis of ugly controversies in which the spirit of religion is forgotten. I recall an incident of my youth, in which a man in the full vigor of life, with a lot of companions, was in the harvest field and some one said an unkind word to him which was followed by a dispute, during which we who were listening felt that each disputant was rolling under his tongue a false judgment of the other. It finally culminated in one of them who had recently experienced religion, taking off his hat and his waistcoat and laying them down, saying "Religion, lay there until I thrash this man." The whole trouble was based upon misinformation and judgment and the theory of the man when he removed his waistcoat and hat and laid them on the ground and gave expression to his thought was correct with regard to himself, for evidently his religion was simply a cloak to cover an evil heart.

The terrible international strife now in process is a graphic expression of how wars may be brought about by misjudgments. The absolute unwillingness of the powers at war to consider anything of righteousness in their opponents and a constant employment of devices to wilfully misinterpret each other's point of view are illustrated daily in such information as we are enabled to obtain concerning the attitude of the belligerents; but there is always a recoil from misjudgment and the truth of scripture as expressed in the words, "with what judgment ye judge, ye shall be judged" is exemplified in our daily walks in life.

It is the hardest kind of a thing to change our minds with regard to a settled conviction and if we are honest with ourselves we will be able to see that our prejudices and our arguments often times are based upon this unwillingness to "own up." A man

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GRAND RAPIDS TRUST COMPANY

Robert D. Graham
President

Hugh E. Wilson
Secretary

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

who does change his mind is often judged fickle, when really he is responding to a new light. It is said that Gladstone during his lifetime was on all sides of the great question that separated the political parties in England.

One of the important things for us to learn is not to have too great pride in our opinions, because, as a result of our limitations, we are fortunate if we are right half the time. The gracious acknowledgment of mistakes and misjudgment of others is a trait of character we do well to admire and incorporate into our own habits of life. While we have a right and an obligation to have opinions and state them strongly, it is well for us to acknowledge the narrowness of our angle of vision in many instances and accompany our approval or condemnation with the statement, "This is my judgment—I say be wrong." One of the remedies for the tendency to misjudgment lies in always having a kindly attitude toward people who differ from us and carry, if possible, an open mind which may result in the modification of our views. We should try always to not be mistrustful of our fellowmen, for mistrust, if once allowed, grows quickly into proportions which hide in a shadow, good traits and worthy purposes. It is well for us to think that it is better to be diminutive and shine than to be great and cast a shadow.

Inside History of Albion Bank Crash.

Albion, Jan. 4—"I never appropriated one dollar of the Albion bank's money or that of the depositors for my personal benefit or in any manner except in connection with the Cook Manufacturing Co.," says Henry S. Dearing, who was released Dec. 24 from the Leavenworth prison to face a charge of forgery in connection with his manipulation of the Albion institution's funds, in a letter to his wife. "I never took any of the bank's cash for my own use or that of my family or friends."

Dearing accounts for every dollar of the \$293,000 lost in the bank failure and says recent reports that he had taken some of the money for his own use and for that of his family had prompted him to make a statement and to waive extradition when released from prison.

"Knowing before the failure that the bank was hopelessly insolvent, I took no means to save anything for you, my wife, or George P. Palmer, my brother-in-law, although you were both depositors and I could easily have protected you from loss. On the Saturday night closing the month of December, 1911, knowing the bank would be closed Monday morning by the examiner, I credited my month's salary, to my account, not even taking my wages."

In a frank statement, the first since he has been imprisoned, Dearing said that the efforts made by himself and his son, Palmer M. Dearing, who is also at Leavenworth, to support the Cook Manufacturing Co. were principally responsible for the gigantic failure. The need of ready money to put the infant concern upon its feet caused the first illegal steps to be taken by the Dearings, he wrote. P. M. Dearing was Secretary-Treasurer. To prevent an overdraft of the company's account, he made thirty-day drafts on purchasers of engines, which were never forwarded for collection, but were substituted by forged notes on the engine purchasers just before the time for the bank examiner to arrive.

"At this time my son and myself thought that we could take care of these notes, as the business looked promising, but matters became worse and we had to continue," he wrote.

"In January, 1905, when the charter of the First National Bank expired and the Albion National Bank was organized to succeed it, we had about \$70,000 of the Cook paper, \$53,000 of which the new bank could not take over. It was carried as a debt against the old bank. The examiner reported this to the Comptroller of the Currency and we were asked to settle it up. The directors took care of about \$10,000 and I covered the loss with fictitious paper just before the next visit of the examiner.

"About this time we met with a loss of about \$23,000 on hay drafts by Charles Young. The drafts were sent, most of them to New York, but were returned unpaid. Most of the cars had been sold to other parties. Nothing was done about this loss by the directors, although a little was collected later from Young. Young worked the same scheme on the Springport bank for \$30,000. I covered our loss, when the examiner visited us, in the same way as the other losses. This made about \$66,000 loss. The directors never asked how I was carrying these losses. The fictitious notes were not entered in the books except when the examiners came. The President of the bank, Dr. Willoughby O'Donoghue, since deceased, knew of some of these notes, but did not make any of them.

"About two years before the closing of the bank, we had about \$163,000 of the Cook paper. The examiner reported this to the Comptroller, who told the directors they must reduce this to \$50,000. The latter, in a joint letter, told the Comptroller it would be reduced as it became due, about \$15,000 to \$20,000 each quarter. This we did, so far as the books showed by reducing the commercial bills discounted account, as shown by the ledger at each call for a report, and reducing the deposit account the same amount. There was about \$43,000 of the spurious Cook paper on hand at this time. The balance of the \$53,000, held about two years before had been taken from the account but nothing received in payment for the spurious notes.

"These losses so decreased the earnings of the bank that I think it did not earn more than the salaries of the officers and running expenses for a number of years. Even the dividends were not earned and should be classed with the losses. Other payments should be considered as losses, such as the interest on the savings deposits and on the \$100,000 or more in certificates of deposit. These losses, with those from the Cook company, were carried by fictitious notes in the 'home bills discounted' book and by reduction of deposits on ledger accounts.

"I would summarize the different losses as follows: Amount not paid by First National Bank, \$43,000; loss, Charles Young, \$23,000; Cook company, ten years \$187,000; dividends to stockholders, \$14,000; interest on savings, \$18,000; interest on certificates of deposits, \$8,000; total, \$293,000.

"I wish to say that neither the President nor any of the directors knew of any fictitious paper of the Cook company until the closing of the bank; that P. M. Dearing knew absolutely nothing of the inside working of the bank or the losses sustained by it, save only that of the Cook company; that George V. Dearing (another son, now serving five years in the Detroit House of Correction), Assistant Cashier, and Milner Quigley, Teller, did not know of any spurious paper of any kind."

The longer a man lives in a community the more money his neighbors owe him—or else the more he owes to his neighbors.

Guardian of Property

FEW things are as important as the support of those who are unable to support themselves. The property or income that is to provide for them should be carefully guarded. This Company has had twenty-five years successful experience in such matters and its charges are very reasonable.

Send for booklet on Trusts,
blank form of Will and
booklet on Descent and
Distribution of Property.

THE MICHIGAN TRUST CO.

of Grand Rapids

Manufacturers and Merchants

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

Idle cash is loss.

Cash invested is not always available.

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

The Old National Bank

177 Monroe Ave., N. W.

Grand Rapids, Mich.

MEN OF MARK.

W. S. Cook, Manager Kalamazoo Branch Worden Grocer Co.

William Scott Cook was born in Newaygo, March 29, 1885. His ancestors were English on his father's side and Scotch on his mother's side. When he was 9 years old his parents moved to Grand Rapids where he attended the public schools up to and including the tenth grade. He subsequently graduated from the Muskegon Business College. In 1901 he took a position as billing clerk for Clark-Jewell-Wells Co. He remained with this house three years, during which time he worked up to the position of cashier. He then took charge of the Grand Rapids office of the Washburn-Crosby Co., spending three days in the office and three



William Scott Cook.

days on the road each week. Two and a half years later he engaged to travel in Northern Michigan for the Lemon & Wheeler Co. He continued in this business three and one-half years, when he engaged with the National Grocer Co. to act as credit man for its Cadillac branch. His next employment was with the Kalamazoo branch of the Lemon & Wheeler Co. as city salesman. He continued in this capacity until Jan. 1, when he was made local manager of the Worden Grocer Company branch at Kalamazoo. The promotion came to him unexpected and unsolicited, due to the remarkable record he had made in the field in which he had previously exerted himself.

Mr. Cook was married April 25, 1907, to Miss Aleda Fox, of Grand Rapids. They have one boy, 7 years old, and the family resides at 1220 South West-street.

Mr. Cook likes nearly all of the manly sports including hunting, fishing, bowling and base ball. He is a member of Elks lodge, No. 50, and is a Past Senior Counselor of Kalamazoo Council, No. 156, U. C. T. He attends the Congregational church and attributes his success in business to hard work and to the co-operation of his associates and the friendship and esteem of his customers.

Personally Mr. Cook has the happy faculty of making and retaining friends, and impresses all with whom he comes in contact with his integrity and uprightness in all matters in business and social life.

Toledo Stops Return Goods Abuse.

Following the example of retailers in various other cities, the merchants of Toledo have united in a new and more stringent rule concerning returnable goods. In a circular to customers it is stated merchandise will not be returnable after six days. Some articles cannot be returned or exchanged under any circumstances.

The circulars say the return privilege has been abused grossly. All merchandise leaving the store will be considered sold unless returned in six days in the same condition as at the time of sale, accompanied by the sales check. For sanitary and other reasons, the following articles cannot be exchanged or returned:

Bedding and mattresses; garments when altered, as agreed; shoes, when altered, buttons reset, or that have been worn or damaged; combs, hair brushes and tooth brushes; hair goods and hair ornaments; rubber goods; women's hats, made or trimmed to order; all goods cut from the piece at the request of the customer; goods made to order or specially ordered, which are not carried in regular stock.

This does not apply to merchandise proved defective at the time of sale.

Bound to Come

While the rising security market did not arrive with 1916, it is only delayed. The delay gives greater opportunities to make good purchases.

Let us help you invest your money profitably

Allen G. Thurman & Co.
136 Michigan Trust Bldg.
Grand Rapids, Michigan

LOGAN & BRYAN
STOCKS, BONDS AND GRAIN

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

Veit Manufacturing Co.

Manufacturer of

**Bank, Library, Office and Public Building Furniture
Cabinet Work, High Grade Trim, Store Furniture
Bronze Work, Marble & Tile
Grand Rapids, Michigan**

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

Capital - - - - \$500,000
Surplus and Profits - \$500,000

Resources Over
8 Million Dollars

3 1/2 Per Cent.

Paid on Certificates

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

Ask us about opening
City Account



Coupon Certificates of Deposit
pay 3 1/2 % interest

Coupons cashed each 6 months
after one year

THE PREFERRED LIFE INSURANCE CO.

Of America offers

OLD LINE INSURANCE AT LOWEST NET COST

What are you worth to your family? Let us protect you for that sum.

THE PREFERRED LIFE INSURANCE CO. of America, Grand Rapids, Mich.

GRAND RAPIDS SAFE CO.

Agent for the Celebrated YORK MANGANESE BANK SAFE

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

Particulars mailed. Safe experts.

TRADESMAN BUILDING

GRAND RAPIDS, MICHIGAN

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

HOWE SNOW CORRIGAN & BERTLES

MICHIGAN TRUST BLDG GRAND RAPIDS MICHIGAN

INVESTMENT BANKERS

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

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3 1/2

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

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

THE MEAT MARKET

Talks by the Butcher Philosopher.

Simple, old-fashioned courtesy is a splendid trait. Cultivate it as much as you can and you will find it a mighty profitable asset. Learn to smile with your eyes and to treat every one in the best manner you know how.

I do not mean that you should exercise this courtesy only with your customers or those from whom you make your living, but you want to exercise it as well with those who are trying to make a living from you.

Of course, you are courteous towards your customers, whether you feel that way or not, for you must be that way to them if you desire to hold their trade.

The time has passed when the boor could successfully sell anything, and you cannot use "rough-house" language and get away with it any more.

I know that when you are running a market all kinds of people come in to sell you different things. Perhaps they become a regular nuisance. I am not telling you here that you should fall for every proposition that is put up to you. It is positively up to you to use your best judgment as to how you are going to spend your money, for if you did not do that you would be spending it a good deal faster than you could make it.

If a man comes in to sell you something that you do not need or want, tell him so in a courteous manner. There is no necessity for giving him a hard turn-down. Every salesman that calls at your market may have some knowledge that you can make use of in your business. He may have a new piece of equipment that once installed will save you many a dollar; he may have a new system that will check up the waste in your methods, and which will mean money in your pocket. In fact one of the best means of education a retail dealer in any line has is the salesman that calls upon him and puts up a new proposition to him.

Not long ago I was talking to a young salesman who handles an article that finds a sale in quite a few markets. He was telling me of his experience in dealing with the various men that he meets when he is making the rounds of his trade.

"I find," he said, "that I get the best treatment from the big concerns. What has impressed me most in quite some time was the way the purchasing agent of a million dollar concern received me the other day, when I called upon him and tried to add the name of his house to my list of customers.

"He only gave me five minutes of

his time, and I could not interest him, as he said that he was not in the market, but he did listen to what I had to say and allowed me a courteous hearing. Then he took the card of my firm and said that perhaps in three months he could use some of my stuff. That may have been only an easy let down, but an easy let down is better than a hard throw down any time in the week.

"I thanked him for the way he had treated me, and he told me that he had been a salesman himself once, and knew the value of gaining the salesman's good will, for it was valuable to any house.

"When I get out among the small fry, however, it is a mighty different proposition, unless they really are in need of me. I get all sorts of things said to me, such as no time to listen, you ought to know better than to be around here wasting my time, nothing doing, and so on down the line.

"Of course, not all the small men act like that, but there are a large number of them who seem to think that courtesy is only necessary when dealing with their customers, and that it can be dispensed with in all their other dealings. This type of man never has any consideration for any one else unless that consideration is going to put something in his pocket-book.

"Of course, I'm pretty thick skinned by this time and such remarks do not bother me as they did when I first got out into the trade, but believe me, the first couple of months out they certainly did make me feel like 30 cents.

"Naturally, when I have anything good in my line, some bargain or other, it never is put up to the men who have acted like that to me. It always goes to the man who has treated me like he would like to be treated were he in my position, for that is the only means I have of showing him my appreciation and paying him back for the kindnesses that he has shown me."

Think that over, you butchers that are always rough and impatient when a salesman calls upon you. You can't afford to antagonize him just for the sake of a little courtesy.

The smile and the words, sorry but I do not need anything to-day, is of much more value to you than the don't bother me, etc., and costs you not a cent more.—Butchers' Advocate.

The wrinkles caused by worry are the result of worrying over something that worry could not help.

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
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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



Mapleine

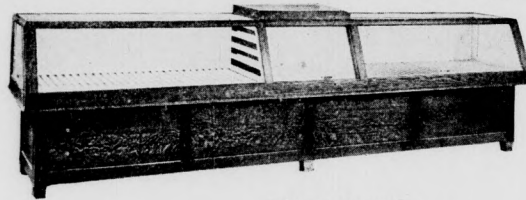
is a steady seller—there's no other "Mapley" flavor just as good—that is a point worth remembering.

Order from

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



NOWACZYK REFRIGERATED DISPLAY CASES



Only perfect Ventilating system ever devised. Recommended by Health Boards, purchased by practical meat dealers and commended by discriminating meat eaters.

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

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

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

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.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Dec. 24—Belle M. Soule, doing business as the National Specialty Co., Grand Rapids, has this day filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks. The schedules of the bankrupt reveal assets listed at \$2,655.76, of doubtful value, and the liabilities are shown at \$2,544.68. The following are listed as creditors of the bankrupt:

Fullton Furn. Store, Grand Rapids \$ 31.45
Dr. R. R. Smith, Grand Rapids .. 121.20
Allen Wallower, Grand Rapids .. 30.00
Kleinhaus, Knappen & Uhl, Grand Rapids .. 50.00
National Casualty Co., Detroit 171.07
Safety Mfg. Co., Toledo .. 134.74
G. R. Brass Co., Grand Rapids 1,648.99
St. Mary's Hospital, Grand Rapids 123.05
Bixby Office Supply Co., Grand Rapids .. 7.00
Dr. J. B. Whinery, Grand Rapids 64.00
Security Storage Co., Grand Rapids 11.25
G. W. Todd Co., Rochester, N. Y. 15.00
B. Boeskool Co., Grand Rapids .. 13.13
Hytees Factories, Cleveland, O. 23.80
Dunham & Dunham, Grand Rapids 100.00

The first meeting of creditors has been called for Jan. 24, at which time creditors may appear, prove their claims, elect a trustee, if desired, and transact such other and further business as may properly come before the meeting.

Dec. 30—An involuntary petition in bankruptcy has been filed by James Cussans, E. J. Stickney, as Treasurer of the township of Slagle, Wexford county and Frank Plaisted as Treasurer of School District No. 2, of Slagle township, Wexford county, against Claud W. Barry, of Harrietta, doing a general merchandise and banking business at that place, adjudication has been made and the matter referred to Referee Wicks. Alvah D. Crimmins has been appointed receiver, pending the election and qualification of the trustee, has been given authority to continue the business as a going business, collect account and bills receivable, etc. The bankrupt has been directed to file his schedules on or before Jan. 10, upon receipt of which the first meeting of creditors will be immediately called. The creditors are largely depositors in the private bank operated by the bankrupt, a list of which has not yet been received. The bankrupt has absconded and it is probable the schedules will have to be prepared by the petitioning creditors.

Jan. 3—In the matter of Edward E. Stein, bankrupt, Herps, a special meeting of creditors was held this date. The first report and account of the trustee, showing total receipts of \$983.58, disbursements for exemptions paid in cash and administration expenses to date of \$136.35, and a balance on hand of \$847.23, was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. Order for distribution was entered and a first dividend of 5 per cent. declared and ordered paid.

In the matter of Ulysses G. Gilbert, bankrupt, Grand Rapids, the first meeting of creditors was held this date. It appearing from the examination of the bankrupt and his schedules that the estate contained no assets, it was accordingly determined that no trustee should be appointed. There will be no dividend for creditors and the estate will be closed at the expiration of the time for approving the exemptions claimed by the bankrupt.

Dec. 4—Louis Goldman, of Cadillac, has this day been adjudged a bankrupt on the petition of Herold-Bertsch Shoe Co., Grand Rapids Dry Goods Co., and Paul Steketee & Sons, all of Grand Rapids, and the matter referred to Referee Wicks. Walter H. Brooks, of Grand Rapids, has been appointed as receiver on the petition of the same parties, and has taken charge of the assets. The bankrupt has filed his schedules in court, from which it appears that assets are listed as follows: Cash on hand, \$140; stock in trade, \$35,000; fixtures, \$1,500; personal property, \$150; accounts receivable (those deemed collectable, \$300); deposits in banks, \$4.71; total assets, \$37,494.71. The liabilities are shown as follows: Preferred, \$165; wages (preferred) \$192.50; secured, \$6,296.65; unsecured (merchandise accounts), \$45,428.65. The following are shown as creditors of the bankrupt:

Preferred.
City of Cadillac, taxes\$165.00
Labor claim 192.50
Secured.
Peoples' Savings Bank of Cadillac \$729.40
David S. Zemon, Detroit 3,527.12
David S. Zemon & Co., Detroit 2,025.00
Unsecured.
John Anisfield Co., Cleveland\$378.00
Ash Madden Rae Co., Chicago .. 72.50
Newton Annis, Detroit 289.00
Morris Abus, Philadelphia 85.25
S. Aronson, New York 30.00
American Buffalo Robe Co., Black Rock, N. Y. 33.00
American Marabow Co., New York 25.00
American Sales Book Co., Elmira, New York 19.25
American Neckwear Co., N. Y. .. 21.15

Louis Auerbach, N. Y. 22.50
Anchor Furniture Co., Jamestown 18.25
Acme Glue Works, Montreal 57.00
Advance Waist Co., N. Y. 33.75
Arlington Co., New York 54.55
Buckingham Garment Co., Chicago 71.13
H. Brill & Co., Detroit 54.00
Joseph Berlinger & Co., N. Y. 24.48
Brill & Kaplan Co., N. Y. 51.50
Blum Shoe Mfg. Co., Dansville, N. Y. 49.80
Bradley Co., Chicago 54.00
Henry Brewster, N. Y. 24.58
Baltimore Umbrella Co., Baltimore 32.50
A. Barra and Bros., N. Y. 41.85
A. J. Brumbach, Reading 33.96
Fred Butterfield, N. Y. 33.96
Brown Shoe Co., St. Louis, Mo. 79.80
Bloom Bernard & Bros., N. Y. 92.25
Brill & Aronson, N. Y. 32.50
Briston Hat Mfg. Co., Newark .. 24.00
Buckeye Overall Co., Versailles .. 111.15
Glen F. Briggs, Auburn 104.55
S. Badanes Co., New York 36.83
Byer & Williams Garment Co., Buffalo 86.10

Birdsall Bros. Co., Honesdale, Pa. 315.02
Beecher, Peck & Lewis, Detroit .. 7.80
S. N. Beck & Co., New York 195.00
Alexander Black, Toledo 947.00
Burley Tyrell & Co., Chicago 57.66
H. Bierman & Son, New York 127.50
Brown Marnioff Co., Philadelphia 40.00
Bush Hat Co., Chicago 45.00
I. Berley & Co., New York 69.00
Bradley, Metcalf Co., Milwaukee .. 88.24
Broadhead, Jamestown 78.92
Arthur Boomhower, New York 130.76
Burr & Hardwick, New York 37.89
Blauner Bros. & Co., New York 14.75
Biberman Bros., Philadelphia 34.00
Burnham Stoepel & Co., Detroit 591.28
Citizens Telephone Co., Cadillac .. 4.25
Consumer Power, Cadillac 16.48
Cadillac Water & St., Cadillac .. 1.30
Cohan & Roth, New York 25.50
Camden Curtain & Emb., Camden 37.00
Corticelli Silk Mills, Chicago 501.20
Cady-Ivison Shoe Co., Cleveland 1,295.85
Crowley Brothers, Detroit 800.04
Henry Cohen & Co., New York 54.00
Cohen Brothers, New York 30.00
Charlop Brothers, New York 100.75
Cantor Brothers, Philadelphia 59.50
Cleveland Woolen Mills, Cleveland, Tenn. 238.00

Cohen Friedlander Martin Co., Toledo 297.75
Cohen Bros. Co., Milwaukee 227.13
Carson Pirl Scott & Co., Chicago 56.55
Crown Mfg. Co., Troy 12.00
Chicago Mercantile Co., Chicago .. 84.13
Clare Knitting Mills, Saginaw 26.25
Chicago Rubber Co., Chicago 15.15
Samuel Cramer, Philadelphia 22.58
Samuel Corn, New York 63.00
Cadillac Evening News, Cadillac 296.12
Dorthoy Waist Co., New York 60.00
Day, Bergwall Co., Milwaukee 4.50
Detroit Rubber Co., Detroit 61.68
Delaware Garment Co., Delaware, Ohio 129.25

Dommerich P. & Co., N. Y. 44.59
Dunn & McCarthy, Auburn 124.80
A. A. Dryspool Co., N. Y. 121.50
Dahr MacMahon & Co., N. Y. 195.82
Dighton Enterprise, Marion, Mich. 6.00
Elias Lowenstein, Cincinnati 33.00
Edmay, Aprio Co., Chicago 39.50
Eiseman & Brothers, Chicago 120.60
Excelsior Glove Works, Gloversville 65.52
Enterprise Skirt Co., Philadelphia 110.00
Enterprise Mfg. Co., Atlanta 81.42
Euclid Pant Co., Cleveland 91.00
Estey Mfg. Co., Owosso 173.00
Eclipse Cloak Co., Philadelphia 90.00
Eisen & Son, New York 46.25
Excelsior Shoe Co., Cederburg, Wisconsin 32.40
E. A. Edelstein, New York 24.00
Eagle Skirt Co., New York 51.00
H. Eisenger Co., Chicago 11.25
Eastern Mfg. Co., New York 12.20
Edson, Moore & Co., Detroit 2,434.18
French Lingerie Co., South River, New Jersey 109.67
Fargo Keith & Co., Chicago 94.50
Fruhling & Son, Chicago 122.20
Fremont Susp. Co., Fremont, Ohio 37.90
D. S. Fisk & Co., Chicago 46.50
H. Feigenbaum, N. Y. 174.50

Florsheim Shoe Co., Chicago 126.00
H. D. Feretel, New York 31.50
Frey, Sheritan & Co., Philadelphia 73.00
Fleisher Cloak & Suit Co., N. Y. 63.35
A. Fried Co., New York 27.50
Freizer & Cohen, New York 52.50
Fashion Kimona Co., New York .. 7.36
M. J. Furman, New York 52.50
R. Fine, New York 80.00
Feldman & Kantrowitz, N. Y. 19.00
Fried, Keller, Kohn, Cleveland .. 235.75
Frankenstein Bros., New York .. 2.75
Farley Harvey & Co., Boston ... 109.55
Fisher & Swartz, Chicago 69.75
Fried Bros., Chicago 18.00
L. Grief & Bros., Baltimore .. 1,067.00
Grand Rapids Dry Goods Co. 182.29
Goodman & Corbin, New York 58.50
Goodyear Rubber Co., Milwaukee 44.35
Glassburg Clothing Co., N. Y. 62.50
Goodnight Robe Co., New York .. 18.00
Galvin Bros., Cleveland 67.60
Great Western Knitting Mills, Milwaukee 48.11
Glochner & Co., New York 51.50
Goldberg Bros. & Co., N. Y. 225.50
Gabeler Bros., Gloversville, N. Y. 38.16
S. A. Gallert & Co., N. Y. 43.50

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

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.
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 Laker'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.

MODERN AWNINGS—ALL STYLES



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

HART BRAND CANNED GOODS

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

The Vinkemulder Company

Jobbers and Shippers of
Everything in

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Mail us samples BROWN SWEDISH, RED KIDNEY, MARROWFAT or WHITE PEA BEANS you may wish to sell.
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The Computing Scale Co.
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THE FIRST AND FOREMOST
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326 W. MADISON ST. CHICAGO
ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN

Table listing various businesses and their locations, including entries like G. R. Notion Co., Grand Rapids; Gilbert Glove Co., N. Y.; L. W. Gross Co., Cleveland; Goodman Bros., New York; General Mfg. Co., Columbus, Ohio; M. Gimbel & Sons, Chicago; Greenbaum Mfg. Co., Detroit; The Globe Co., New York; Herzog Factories, Chicago; Herold-Bertsch Shoe Co., G. R.; Hirsch Bros., Co., Chicago; Hirsch Bros., New York; Fred Hacher & Co., New York; David Harris Estate, N. Y.; S. M. Hexter & Co., Cleveland; B. Hirschhorn & Co., New York; Handmade Shoe Co., Chippewa Falls; S. L. & H. Hoffman & Co., New York; D. & L. Herman, New York; Hugh Lyons & Co., Lansing; Jacob Horwitz, New York; Hulse Bros. & Daniel Co., New York; N. Horwitz & Son, New York; Harry M. Husk Shoe Co., Chicago; Harben Co., Brooklyn, N. Y.; Hubmark Rubber Co., Milwaukee; Haynes Bros., Cadillac; Hamburger Bros., New York; J. Hillman & Co., New York; D. J. Heagany, Chicago; H. Hyman & Co., Chicago; Hershey Rich Mfg. Co., Columbus; Joseph M. Herman Shoe Co., Boston; Emil Haas & Co., New York; Improved Mfg. Co., Ashland, Wis.; International Hdfs. Mfg. Co., Chicago; Irving Dress Co., New York; Anton Irversen Co., Lake City; J. W. Jackson & Sons, Indianapolis; Jacobus Bros. & Co., N. Y.; Jackson Shirt & Novelty Co., Jackson; Jamestown Lounge Co., Jamestown; J. & C. Corset Co., Chicago; Kaufmann & Rosenberg, Chicago; Keetch Knitting Mills, Cleveland; Kalamazoo Corset Co., Kalamazoo; A. Kaplin, Summit, N. J.; Klugman & Peltz Co., N. Y.; Kahn Bros. Co., Chicago; Kuchins Furniture Co., St. Louis; King Mfg. Co., Toledo; Kauffmann Bros., Brooklyn; Krieder Cushman, Chicago; Isidor Klein, Brooklyn; Kaplan Bros., New York; Kabo Corset Co., Chicago; E. Kayner Co., Cleveland; E. B. Kursheedt Apron Co., Brooklyn; H. Kaufmann, New York; Edward Krieger Co., N. Y.; Krohn Fecheimer Co., Cincinnati; A. Kroll & Co., Detroit; Joseph Krunick, New York; La Desista Corset Co., Bridgeport, Conn.; Leon Michael & Co., New York; S. D. Levy & Co., New York; Lockport Cotton Batting Co., Lockport; Lehman Aarons Sons, Milwaukee; E. & H. Levy, New York; H. M. Lindenthal & Son, Chicago; LaFrance Waist Co., New York; Lipman Blener, New York; R. E. Lowe & Sons, Brooklyn; Frank Lovett & Co., New York; Lefkowitz & Fisher, New York; Lehman Bros., New York; La Salle Shoe Co., Chicago; M. F. Lisan & Co., Philadelphia; Lion Knitting Mills Co., Cleveland; Benj. Levy, New York; Lyric Dress Co., New York; Lehrhaupt & Co., New York; Lucas & Kennedy, Johnstown; Lester Mfg. Co., Brooklyn; Linsk & Bass, Philadelphia; L. Lebovitz & Co., New York; Marshall Field & Co., Chicago; Meltzer Bros., New York; M. Cloughlin John J., Philadelphia; Montgomery Meyers Shoe Co., Port Recovery; Merrit Co., New York; Monarch Knitting Co., Buffalo; Moore Worth Waist Co., Chicago; Manhattan Neckwear Co., N. Y.; Moore & Gibson Corporation, N. Y.; Meyer Goldberg & Son, N. Y.; John W. Merkel & Co., Detroit; May Udell, New York; Manhattar Petticoat Co., N. Y.; John Milloy & Co., Chicago; Marvin Coal & Suit Co., Chicago; S. Miller & Son, New York; Miller & Hadley & Co., Toledo; Mikola & Bro., New York; Milbury Atlantic Mfg. Co., N. Y.; Marion Shoe Co., Marion, Ind.; Mirsky & Co., New York; Geo. Miller, New York; Mutual Garment Co., New York; Moses & Litt, New York; McKibbin Driscoll & Dorskey, St. Paul; Meyer Gans Son & Co., N. Y.; Majestic Emb. Works, New York; Morris Mann & Reilly, Chicago; Milwaukee Aprio Co., Milwaukee; Mishkin Co., New York; L. Mani & Co., New York; Mecca Women's Wear Co., N. Y.; Milwaukee Emb., Milwaukee; Moyes & Dreyfus, New York; Moore Shaffer Shoe Co., N. Y.; Meadowbrook Mills, New York; Meyer Weis & Kaichen, Cincinnati

PERE MARQUETTE Talk Number One

FOR some time I have had it in mind to tell you frankly a few important facts about Michigan's greatest transportation agency, the Pere Marquette Railroad—facts gleaned from personal experience, not so much from the standpoint of a railroad man but as the Court's Officer in charge of the property.

My idea is that a great many of the troubles of railroad companies are due to misunderstandings and lack of information about the problems of railroad-ing, which might be very properly given fully and freely to their patrons.



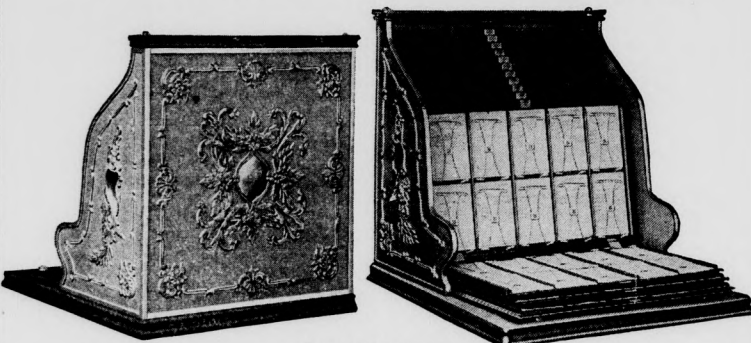
You will be interested, I am sure, in knowing about the origin and growth of the system; why it is indispensable to the further development of the state; how it became involved in financial trouble; the problems of the Receivers in straightening out its affairs, the progress they have made and what they hope to accomplish.

I am going to give you the benefit of my study of the situation and tell you what, it seems to me, ought to be done about it, both by the railroad and by the people of the state, so that both the state and the Pere Marquette can properly perform their full duties to each other.

These are matters of importance, I think. If you think so, watch for the next talk. In the meantime we will be trying to give you service, and we hope we may have your support and patronage.

Operating Receiver, Pere Marquette Railroad.

START THE NEW YEAR RIGHT WITH A Total Account Register



WRITE TO-DAY For a Limited Time Only SPECIAL INTRODUCTORY PRICES WILL SURPRISE YOU

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.

- 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.

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

Universal Mfg. Co., N. Y.	28.50
Union Glove Co., Marion, Ind.	35.00
Victor Knitting Mills, Detroit	279.04
R. C. Wittenberg, Chicago	75.25
Whitney Wall & Co., Cleveland	102.40
Weinberg & Geist, New York	36.75
A. G. Wolton & Co., Boston	85.70
Waseca Mfg. Co., Philadelphia	28.00
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Wearnfie, New York	15.75
Woime & Loch, Chicago	16.67
Winsted Silk Co., Chicago	117.51
Wolf & Litt Co., Philadelphia	54.00
Phill Walcott & Co., N. Y.	103.50
Western Hosiery Co., Chicago	36.00
Williamson Bros., New York	25.50
Waterloo Skirt Co., Waterloo, Ia.	32.82
Weinstein & Klipstein, N. Y.	45.00
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Weiler Bros., New York	45.00
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Weisman & Sons Co., Detroit	107.10
Wolverine Furniture Co., Zeeland	145.25
M. Weisman & Sons, New York	156.13
J. & M. Wolf, New York	237.75
Western Shoe Co., Toledo	531.90
Warner Bros. & Co., Chicago	341.75
Dr. Wardell, Cadillac	266.66
Z. & S. Middy & Waist Co., Brooklyn	38.50
Max Zatielove, New York	86.00
Zuleback, Hartman Co., Detroit	622.25
Edson Moore & Co., Detroit	1,650.00
A. J. Binnach, Reading, Pa.	74.40
H. N. Baruch, New York	52.55
Bradley Milaalf Co., Milwaukee	22.20
Max Goodman & Co., New York	36.00
Cohen Bros., New York	23.50
Western Shoe Co., Toledo	45.90
Cadey Ivison Shoe Co., Cleveland	25.20
Lockport Cotton Batting Co., Lockport	14.50
Farwell & Spoll, Johnstown	13.66
Mesit Co., New York	78.45
S. P. Nelson, Cincinnati	18.00
Olympia Cloak Co., New York	80.00
Paley & Levy, New York	35.00
S. Sparing, New York	42.50
Buckeye Chair Co., Ravenna, Ohio	15.25
Elvin Silk Waist, Philadelphia	42.50
Reinhold Co.	60.25

\$45,428.65

The above represents merchandise and fixtures bought in 1915, on open account with the exception of bill of Cadillac Evening News (advertising) and Dr. Wardell (rent).

The first meeting of creditors has been called for Jan. 17, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before the meeting.

William Wanrooy, of Grand Rapids, has this day filed a voluntary petition in bankruptcy, adjudication has been

made and the matter referred to Referee Wicks. The first meeting of creditors has been called for Jan. 18, at which time creditors may appear, prove their claims, examine the bankrupt and transact such other and further business as may properly come before such meeting. The schedules of the bankrupt on file show assets of the estimated value of \$1,239.10, the liabilities are shown at \$1,239.83, and the following are listed as creditors of the bankrupt:

City of Grand Rapids, taxes	\$ 7.28
John Beukema, Grand Rapids, chattel mortgage	\$200.00
Mevers Trane Co., Grand Rapids	\$ 70.70
S. A. Morman & Co., Grand Rapids	86.99
Grande Brick Co., Kalamazoo	126.68
Grand Rapids Brick Co., Grand Rapids	9.69
J. Neil Lamoreaux, Comstock Pk.	46.15
Harry Zeef, Grand Rapids	9.50
M. Braudy & Sons, Grand Rapids	43.60
West Side Cut Stone Co., Grand Rapids	120.75
J. Roetman, Grand Rapids	42.02
Marquette Lumber Co., Grand Rapids	44.37
Hulst & Van Heulen, Grand Rapids	170.37
Arie Boer, Grand Rapids	79.07
F. H. McDonald, Grand Rapids	10.71
G. R. Builders Supply Co., Grand Rapids	22.59
Battjes Fuel & Building Material Co., Grand Rapids	7.45
T. R. Dykstra, Grand Rapids	24.54
J. G. Oom, Grand Rapids	7.59
Exide Battery Service, Grand Rapids	54.14
C. Baker, Grand Rapids	42.79
P. Versluis, Grand Rapids	11.50

In the matter of the Grand Rapids Motor Truck Co., the Old National Bank has filed petition asking for the allowance of a preferred claim aggregating \$1,940 and interest and the trustee has filed answer denying petitioners are entitled to the relief. The matter has been set down for hearing Jan. 10, and notice sent to the parties in interest.

In the matter of Ralph Meyers, bankrupt, Alanson, the first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, made verbal report and was discharged. By vote of creditors, William J. Gillett, of Grand Rapids, was elected trustee and his bond fixed at \$1,000. The bankrupt was sworn and examined and the meeting then adjourned without day.

Jan. 5—In the matter of the Holland Manufacturing Co., bankrupt, the final meeting of creditors was held this date.

The final report and account of the trustee was considered and decision was reserved. The final closing of the estate was withheld until decision can be reached on certain contested matters. The estate will pay no dividend to general creditors. A first dividend of 50 per cent, has heretofore been paid to the preferred creditors and a small further dividend will be paid on preferred claims.

John Cruse, bankrupt, of Honor, Benzie county, has this day filed his schedules in court in accordance with order heretofore entered. The first meeting of creditors has been called for Jan. 19, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may properly come before the meeting. The bankrupt's schedules reveal assets of the estimated worth of \$11,812.74, consisting mostly of real estate, heavily encumbered and the liability is placed at \$27,262.43. The following are shown as his creditors:

State, county, village and school taxes	\$214.26
Citz. Tel. Co., Grand Rapids	\$2,500.00
Manistee County Savings Bank, Manistee	500.00
First and Old National Bank, Detroit	1,700.00
Fred Smith, Elk Rapids	2,000.00
First National Bank, Traverse City	2,100.00
Robert W. Dunn, Chicago	3,000.00
Leverett Thompson, Chicago	1,500.00
Herman Weech, Brooklyn	500.00
Dr. Chas. E. Lutz, Los Angeles	1,000.00
Patrick Noid, Manistee	1,200.00
C. A. Hammond, Ludington	1,000.00
Benzie County Bank, Honor	3,471.00

Unsecured.
J. W. Milliken, Traverse City \$ 41.97
J. W. Goodspeed, Grand Rapids 7.00
Frank Conklin, Honor 21.00
F. M. Gardner, Traverse City 1,386.93
Charles Quick, Traverse City 255.00
E. D. Main, Chicago 2,000.00
T. J. Elton, Manistee 700.00
Burnham, Stoepel Co., Detroit 758.58
Mrs. Eva Codman, Traverse City unknown

J. L. Barker, Honor 10.00
Selling & Brand, Detroit unknown
L. H. Stacy, Honor unknown
W. C. Handley, Chicago unknown
F. Stacy, Honor unknown
Carlton A. Hammond, Ludington unknown
Contingently Liable.
G. H. Pardee, Owosso \$ 200.00
City Trust & Savings Bank, Grand Rapids 1,000.00

The bankrupt was formerly a member of the firm of Cruse & Stacy, doing business at Honor, and some of the liability is as a partner of the said firm. It is not likely there will be any funds for the general creditors after secured claims have been taken care of.

Jan. 6—In the matter of Wesley J. Gonderman, bankrupt, formerly of Lowell, the final meeting of creditors was held this date. Claims were allowed. The final report and account of the trustee was considered and the same appearing proper for allowance, was approved and allowed. The final order for distribution was withheld, pending proceedings in the nature of objections to the bankrupt's discharge because of an alleged false statement made by the bankrupt prior to adjudication as a basis for credit. This estate has heretofore paid one dividend of 10 per cent, and it is probable that the final dividend will be about this amount.

Jan. 7—In the matter of George W. Roup, bankrupt, Grand Rapids, the adjourned first meeting of creditors was held this date. Claims were allowed. The bankrupt was recalled and further examined by attorneys for the trustee. The trustee reported that he had several offers for the assets and expected to consummate a sale shortly.

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

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS
The Tisch-Hine Co.
237-239 Pearl St. (near the bridge) Grand Rapids, Mich.

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

Labor saved Prevents errors Accuracy

There's No Weak Link in the McCaskey Chain

MR. CHAMPAGNE WROTE US:—"I had the best set of books in the crowd, although I am not a bookkeeper. My accounts were posted to the minute." Mr. Champagne was burned out, and got his insurance quickly. The results which so pleased him were secured in the McCASKEY ONE WRITING WAY—by our

With Only One Writing **The McCaskey SYSTEM** The End of Drudgery
First and Still the Best

Over 130,000 Buyers heartily agree that nothing can displace the McCaskey Method of Simplified Accounting in its short-cut, simple and accurate operation—free from all accounting complexities, and rendered doubly valuable by now being housed in our All Metal, double walled, insulated

McCASKEY SAFE REGISTER
THE BEST PROTECTOR AGAINST FIRE IN ITS LINE
Prices—McCaskey Systems begin at \$30.00.

The McCaskey Register Company
Incorporated—Capital \$3,000,000
Alliance, Ohio, U. S. A.

Largest makers in the world of Carbon Coated Sales Books, and Account Registers, both Metal and Wood
Dominion Register Company, Ltd., Toronto, Canada, and Manchester, England

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THE STRONGEST LINK

One writing No disputes

McCASKEY SAFE REGISTER

Safety Speed



Psychology of Price Tickets in Window Displays.

Written for the Tradesman.

The fullest possible utilization of the advertising power of store windows is becoming more and more an absolute necessity, if any degree of profit and success is to be realized. The better the location and in consequence the higher the rent, the more forcefully does this apply. Every check drawn to the landlord points the moral emphatically. Some of those many, many pairs of eyes that pass the store front must be attracted, held for a moment or maybe longer, and some definite impression made. Not every passer-by can be impressed. Some are in too great haste, some too much absorbed in their own thoughts to give any heed to the goods that invite observation. But there always are others who, moving at a fairly leisurely pace, are ready to take in at least the salient features of every display along their route. Many of these will stop and scrutinize closely any article that is strikingly beautiful, or that is being offered at an extraordinarily low price, or in which they are for any reason especially interested.

The careful observation of good window displays is a trait or a tendency in human nature that can be counted on. In trying to make the most out of this trait, certain questions come up regarding the use of the price ticket. What is the effect of its use or of its omission on the mind of the observer?

In the first place, does the use of price tickets detract from the style or distinction of a display? The belief that it does seems to be very tenacious of life, and I am inclined to think that the reason for its wonderful vitality is that there is considerable truth in it. If the window trimmer of a high-class dry goods store were trying to make a display that would be the very acme of his art with a view to beauty alone, in all probability he would omit all price tickets.

Selecting the handsomest silks, or the smartest ribbons or the most exquisite laces, or the costliest furs, or other articles the latest and most fashionable that his stock afforded, by the most graceful draping and arrangement and the most tasteful combination of colors he would construct a display whose appeal, if analyzed and put into words would read somewhat like this: Dear lady of highly developed taste and means to gratify your every fancy, this is for you. In selecting and buying these articles in the hope of pleasing you and tempting you to purchase, we have not re-

garded the cost, for we knew you would not. With reference to any item the question was not, Can it be had for so much? but instead, is it correct? Is it new? Is it elegant? Does it have distinction? Does it embody one of the latest and cleverest ideas? Will it satisfy the requirements of the most fastidiously exacting patron?

Clearly when an appeal of just this character is desired, the price ticket would be incongruous—out of harmony with the general effect and a detriment. The shop that wishes to cater only to the most exclusive class of patronage doubtless does well to maintain the taboo of plainly marked prices that always has prevailed in such establishments.

But the persons to whom just this kind of appeal is the one to make, are (relatively) very few, and they do not as a rule make a close study of shop windows. The woman who rides down town on the street car and walks from one store to another on her errands, gives much more attention to what the windows have to offer than she who comes in her auto and is driven about from place to place by her chauffeur.

It is to the women of moderate means that most dry goods stores must look for by far and away the largest part of their patronage, and certainly for the most dependable and satisfactory portion. It is to this great class of customers that the well planned, well executed display is able to speak its message most effectually. And every one of these women immensely prefers to know at first glance the price of each article that engages her attention. The chance of selling to her is greatly increased by giving her this knowledge.

A window display is simply an advertisement—if of the right sort, not only a beautiful but a resultful advertisement. And just as the newspaper advertisement that contains only generalization and does not specify prices fails to take hold of the minds of its readers, so the window display that contains no price tickets loses much of the force that it easily might have.

The price being given, the observer can begin at once to consider seriously whether or not she will purchase the thing that has attracted her attention. It is a matter of common experience that many more sales result when prices are given than when they are omitted. An attractive article that is not priced often is imagined to be more costly than it is.

The price display secures a vast amount of indirect advertising. Maybe the observer herself does not buy, but when she sees some desirable

Ha-Ka-Rac

Our road men are now starting out with our 1916 line, which is larger and stronger than ever before.

We look for a continuance of your support, with the hope of a mutually prosperous outcome.

Perry Glove & Mitten Co.

Perry, Mich.

Spring Wash Goods

In spite of the

Great Scarcity of Dye

Our salesmen are showing the best line of fancy and staple Wash Fabrics for spring and summer in our history.

We advise an early selection as many lines will be withdrawn from sale as soon as present stocks are sold.

Your mail orders will receive prompt and careful attention.

Grand Rapids Dry Goods Co.

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.

article at what she considers a bargain price, she is sure to tell others. Being able to say that it can be had for only so much gives definiteness and point to her description. An unpriced article she would not remember so clearly, and certainly would be far less likely to tell about.

Some very successful stores that handle high-priced goods and wish to maintain the reputation for class that their stock warrants, adopt this practice in their window displays: The latest, newest, most expensive goods are shown without price tickets, while all more ordinary items and all mark-downs and specials—everything that appeals to the bargain instinct—is priced. I suspect however that regarding the former, most observers, even including the small proportion who have plenty of money, have a natural and human desire to know the cost without having to enquire, and honestly prefer to see the price tickets.

In this connection, although not directly in line with the subject, it may be said that anything that is strictly new and has a new name, say a fabric that is being shown for the first time, the name should be indicated on a card placed with the goods. The same is true of a new shade of color or of a new name for an old shade. This practice helps get the full advertising power out of a display, for it assists in incorporating the hitherto unused word into people's ordinary working vocabulary, and so sets them to talking about the goods. If the name is French or otherwise not readily pronounceable, it is an excellent idea to show the pronunciation clearly. Fabrix.

Seasoned Advice on Local Organizations.

Howard City, Jan. 10—At a recent meeting of the local Board of Trade, J. Andrew Gerber, the Fremont banker, could not be present to address the Board and sent a letter as follows:

Fremont, Dec. 29—I had planned to be with you on the evening of the 30th, not that I could give your Board anything new in "Keeping a Small Town Alive," but to be with a good bunch of men who are trying, and if united as one man, will surely succeed, to the honor and credit of every member of your Board. We have had our ups and downs on our Board until we have this fact instilled in the minds of every member, "We must pull together, in union there is strength." Now, when we take up some matter of public interest, we are as one man, a power scarcely realized until results show what the Board can do when working as a unit.

It is hard for some members to think their views and recommendations are not for the best, others ask "What am I to get out of it—where will this benefit me?" Other members hardly ever attend the meetings of the Board, saying "You go ahead, I am with you in everything you vote to do." This is a grave mistake. I know it is hard at times to give up an auto ride, a pleasant evening with friends and all that, but the Board needs your council and advice in many of the matters that come up at every meeting, your knowledge of some certain thing would make it inadvisable to take up the matter under consideration.

The matter of collection of dues is one that gives our secretary much worry, and he should have the help and personal influence of some of the

members to get the backslider into the fold.

This reminds me of a certain lumberman who had a large logging job; he advertised for a man or firm who had a complete "outfit" as he did not want any of the responsibility of any part. In a few days he received a reply from a man stating that he had a complete outfit and said, "I am here with my outfit, ready to go to work, come out and see it." He went out and beheld, a mule, a goat and a skunk. "What do you mean, sir? I wanted a complete outfit for business." "You have it, sir, every complete outfit of any kind has a kicker, a knocker, and a stinker." We had a complete outfit, but thanks to the influence of the Board of Trade the last two have been entirely eliminated from our town. The first one, call him a kicker, watch-dog or whatever you will, is an asset to your Board of Trade when it is done in the right spirit. It should not be some certain member in whom the disease has become chronic, but every member who has the welfare of the town and community at heart, should express his views, many times changing the view point of the whole Board. This is one reason every member should attend, so that when the Board take up any matter they are united and work together.

One serious trouble every small town has, is to keep up the interest in the Board. "Dry rot" is very apt to attack the sills of a building if not ventilated; the member who is always willing to leave it to the other fellow, does not attend the meetings, is liable to be suffering from this disease and should be looked after. We have found one of the best ways to get them to come out, i. e.; have a little feed of some kind, call on them to give us a little talk for "The Good of the Order." Whenever we have some prominent man with us, such as a lecturer, member of a Chautauqua, an attorney or any man in public affairs, we get up a little spread and ask him to come and give us a few minutes' talk. This has been one of our best means of getting them out, and from which we derive much good.

Our Board has dropped the idea that a small town must have factories. The railroad facilities are against us. We are an agricultural town, and should help develop to a greater extent the opportunities which are about us, with this end in view we have taken up the cause of the farmer, knowing if we can make him more prosperous, we are helping ourselves. We aid in getting farmers' institute meetings of every kind and nature that have for their object the betterment of the farmer. We attend the picnics and gatherings, mix with them and be one of them. When they come to town, we meet them with the hand of fellowship and good will. Through this treatment, the farmer has a different feeling toward the town and it pays.

The matter of the mail order houses has been taken up on a different basis. You cannot ridicule the farmer into not buying of these houses if he gets a better price. Competition must be met, and it always can be met if the quality of goods sold in the home town is better than he can get elsewhere, if he has the privilege of examining or returning or exchanging if unsatisfactory, if it is made clear to him that the mail order houses do not pay taxes, keep up the roads or schools, will not carry accounts for six months or a year when crops are bad, won't give a dollar when some unfortunate loses his house, barn or horse. These and many more reasons can be given him why he ought to trade at home and build up the country in which he lives. This can be kindly done in a confidential talk with him at his home, in your store or office, but go at him as if he were an intelligent human being and much will be accomplished.

Our Board has been working along this line for some time and we begin to see results. One most important fact usually lost sight of is the visiting of the farmer at his home. Most people do not know the value of personal contact. Many farmers think you are too proud, feel above them, or all you care about them is to get their money. They tell you this, but when you drop in for a glass of water (accidentally) go out in the fields or barn, praise up the farm or sympathize with them in some misfortune, you will soon win their friendship, which before your visit did not show itself. Try it boys! The writer knows from personal experience the value of meeting people either at home or at the office and give a hearty handclasp, a kind word of sympathy or praise that is his due.

I know that your Board could come over to our town and give us some pointers from your own experience,

which would be valuable to us. We would welcome you at any time.

J. Andrew Gerber.

Radical Departure.

"Just a word, young man," said the owner of the store.

"Yes, sir."

"If a customer knows what he wants, sell it to him. I know that a star salesman can always sell him something else, but I have a theory that it will pay just as well to sell him what he wants."

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.

On January 17th

Calicos will advance one-half cent per yard

Send in your orders at once

Every indication points to higher prices on Percales, Gingham, Crashes, Bleached and Unbleached Cottons, in fact, everything in the domestic line.

Buy now and save money.

Paul Stekete & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



SAVING WORK for the GROCER

These enormous refineries are where FRANKLIN CARTON SUGAR is manufactured. We refine it from CANE SUGAR, using the most modern processes and producing pure, sweet sugar of uniform quality. We weigh it, pack it in cartons, seal the cartons, send them to you in strong fibre containers or in wooden cases, READY FOR YOU TO SELL. Why bother with barrels of bulk sugar which means work for you, when you can handle FRANKLIN CARTON SUGAR without work? Your hours are long—your work is hard enough without doing anything that has been made unnecessary by modern methods. Order a few containers of ready-to-sell FRANKLIN CARTON SUGAR from your jobber and you'll never go back to bother with the barrel. All grades wanted by your customers are packed in Franklin Cartons. Try them.

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

THE FRANKLIN SUGAR REFINING CO.

Philadelphia



Leather Scarcity and the Search for Substitutes.

Written for the Tradesman.

The traditional search for practical substitutes for leather, to be used in leather-consuming industries, particularly in the production of shoes, has received a new impetus of recent months.

Supplies of leather from sources that hitherto have been largely depended on by our manufacturers, have failed either partially or completely, owing to conditions brought about by the Great War.

It isn't merely because of England's blockade, for France and Russia are, under normal conditions, more important sources of leather supply than Germany and Austria; but it is due primarily to the fact that the countries now involved in war—and not only these but continental neutrals as well—are so busily engaged supplying the "stuff" of war and lavishly burning it up in the colossal conflict now on—all peaceful industries are necessarily suffering.

And they must continue to suffer until this war is settled one way or another. Russia, for instance, is too busy just now creating and equipping and provisioning her armies to be much concerned about supplying us with colt skins; and, for similar reasons, France is paying far less attention than usual to the production of fine colored kid stocks. It is absurd to suppose that these countries are going to pay much attention to these less vital affairs so long as their very national life is threatened. With them it is as it would be with us—as it must be with every nation in big, crucial times: first things first. We surely cannot blame them for being not greatly perturbed that our American shoe industry should temporarily suffer. They have things nearer home to worry about.

Even before the war broke out, the increasing consumption of leather by leather-consuming industries other than the shoe industry, was unmistakably forcing the price of leather upwards; the war has merely had the effect of making a serious situation somewhat more acute. The sober fact is, leather is becoming scarcer the world over, and dearer in all the markets of the world.

In spite of that fact, however, people must go right on wearing shoes. Shoe-consumption is increasing, while the materials for shoe-production are visibly decreasing; i. e. leather materials are becoming scarcer. Consequently the demand for leather substitutes. Something other than leather must be used in the manufacture of shoes; otherwise there won't be enough shoes to go around, or the price thereof will become to many people virtually prohibitive.

And this isn't a theory, but rather a condition. To shoe manufacturers it

is becoming a most serious one. Just the other day, for instance, a buyer-friend of mine showed me an order that had been returned to him by an Eastern concern from whom he buys women's shoes. The order called for some dozen pairs of smart models in colored French kid, and the manufacturer wrote back that there wasn't a foot of that material now on the market. There was at the time he made up his samples, to be sure; and he supposed that he had enough stock on hand to supply his immediate requirements; and doubtless thought he could go into the market at any subsequent time and supply his further needs. But he missed his guess. By the time he got ready for more stock, the stock wasn't to be had.

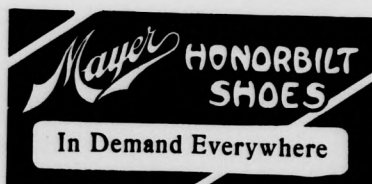
He hopes to be able to get some of this stock—maybe just a little—about the middle of January, but he will not make any rash promises. My friend could sell the shoes if he had them; and he thinks he's got a grievance. But the manufacturer is as much up against it as my buyer-friend. In fact they are all up against it. And it's no use for some of us to lose patience with the rest of us simply because none of us can do the impossible.

Owing to the situation now confronting the shoe industry of this country, new departures must needs be made. The logical thing is to continue the search for leather substitutes. Fabrics must be evolved to take the place of leather.

The all-leather shoe always was a sort of myth anyhow. Into the best of shoes materials other than leather have gone in days past. The future will differ from the past in that the substitution will proceed further than of old.

Fabrics have been used with complete success. In toppings for men's, women's and children's shoes, topping will be used, I am inclined to think, far more extensively than before. Such materials are attractive in design, work up satisfactorily, and wear acceptably. And what more could you ask?

Fabrics are satisfactory not only for toppings but in quarters as well. High grade canvas shoes for summer wear are just as neat and just as serviceable as white buck, and far preferable to so-called nubuck. High grade velvet—so popular in women's shoes several years back, and now apparently coming



We have something new and of special interest in

Hood Rubbers

Our salesmen are out and will see you just as soon as possible

Be sure to wait for them

It will pay you

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

The Ideal Shoe From a Dealer's Standpoint

H. B. HARD PAN SERVICE SHOE

There are also thousands of wearers who consider them ideal. They are the most satisfactory service shoes to wear and sell.

If you want to swell the "Net Profit" column and the "Satisfied Customer" list during 1916 sell H. B. Hard Pan Service Shoes.

Every retailer knows that the more "steady customers" he can obtain the more solid his business will become. There is no shoe to-day whose construction requires such high grade material and such infinite care in the making as the H. B. HARD PAN Shoe.

All this care in the selection of material and in building the shoe is taken to the end that the finished product will give the utmost satisfaction to the wearer, and make him a "steady customer" for the retailer furnishing him the shoe.

Think what an agency for this line means to you in protection and profit.

THEY WEAR LIKE IRON

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear
Grand Rapids, Michigan

into vogue again—make serviceable and attractive shoes. It is indeed surprising how well some of them have worn.

Cloth can be used—and is being used—for upper stock, in conjunction with a short leather vamp. Such shoes are not only pleasing to the eye, but serviceable for wear.

Rubber is being used for soles, and other materials. Some of these products are in an experimental stage, to be sure; but not a few of them bid fair to make good. Some of the claims put forth by the producers of these "other than leather" materials for soles are almost startling. It surely looks as if they knew what they were talking about, otherwise they could not be so confident.

One thing is sure: necessity, the fruitful mother of invention, will not let us suffer. We are not going to go bare-foot after having enjoyed shoes to these many years. We'll have 'em, even if every calf, colt, goat and kid should perish from the earth, and all other skin-bearing animals should combine, go on a grand strike, and refuse to yield up a single pelt. We'd get our materials elsewhere, make us shoes from leather substitutes, and go on about our business. No, the skies aren't falling, but the price of leather is going up, and shoe manufacturers of this country are facing a distinctly new condition.

The practical application of all this lies just here: the price to the consumer must advance. It is up to the retail shoe dealer to let his dear friend, the consumer, know the facts in the case. It isn't necessary to exaggerate; the mere facts are stiff enough. Let him know how the matter stands. If he is of the opinion that shoes are already too high—and he generally is of that mild persuasion—help him to get himself disannexed from the notion. It's a wrong idea. In the nature of the case it can't be. In some staple lines, perhaps, where the manufacturers are fortunate in that they have a more equal and undiminished source from which to get their materials, the present price may continue for a while longer; but in many lines there is bound to be an advance in price. The dealer will have to pay appreciably more. That means one of two things: less profit to the dealer by maintaining present prices to the customer (which is ridiculous, for the average dealer is making too little profit as it is), or a better price from the consumer. Which shall it be?

Cid McKay.

Honks From Auto City Council.

Lansing, Jan. 10—One of our counselors reports a vast improvement in the Fletcher House, at Ludington, since the management has been taken over by Mr. Cain, who recently came from the Pacific coast.

A. O. Bosworth, one of our executive committee, has accepted a position with the United Engine Co. and started last Monday on his first trip.

District Deputy A. T. Lincoln, of Hillsdale, after twenty-seven years as a wholesale grocery salesman, has resigned his position and entered the automobile business, having taken over the agency for the Buick line in Hillsdale county. He has already acquired a good portion of the ins and outs of the new business and is so thoroughly enthusiastic that in ordinary conversation he frequently refers to the advantage of having valves in the head.

John Himmilberger has accepted a position with the Dail Steel Products Co. and reports a splendid business thus far, with excellent prospects for the future.

A. C. Alexander, formerly of Flint, has moved his family to Lansing and expects to make the Capitol City his permanent residence. He was present at our last Council meeting and gave us a splendid talk, not forgetting to give expression to the few kindly thoughts which he still harbors for the Vehicle City.

The last meeting of our Council, which was held Saturday evening, Jan. 8, was a disappointment insofar as membership attendance was concerned. A portion of the officers, many members and the whole class for initiation were ill with la grippe. District Deputy A. T. Lincoln was present in his official capacity and delivered a very interesting and instructive address. Taking as his theme the progress of the order, he recounted many personal experiences covering a period of twenty-seven years and compared the former methods of salesmanship with those of the present time, and showed conclusively why the U. C. T. was so instrumental in bringing about the better conditions and the present high standard of salesmanship. In a masterly manner he blended into his address some pathetic instances of fraternalism as practiced by Hillsdale Council and showed us why the city of Hillsdale with its 5,000 population has a U. C. T. Council of 116 members in good standing, closing with a good supply of wholesome advice, all of which was well received. We are indeed, very grateful to the Grand Council for Mr. Lincoln's visit.

H. D. Bullen.

Sales Clinchers Should Be Used With Discretion.

Almost every salesman has one or more sentences or phrases which he calls "sales clinchers" that are designed to hurry the buyer to a decision—make him say "Yes."

Such clinchers are all right if made proper use of, but, used as they sometimes are, they are really quite offensive. Ever walk into a store to make a purchase and have the man who waited on you show you two or three specimens of the article you wanted then, almost before you had time to examine them, ask, "Which one shall I wrap up?" Naturally, you felt that the salesman didn't care to give you any more of his valuable time. Under such circumstances, perhaps you fly right off the handle and refuse to purchase anything; but the chances are you buy and leave the store with a bad taste in your mouth. You feel that you were literally forced into hurried selection; you are not sure you got what you wanted; but you are reasonably sure of one thing—that you're not going back to that store.

Before utilizing a sales clincher, the salesman should be sure the prospect is well pleased with at least one of the articles shown. He should be led into conversation regarding the commodity in question, and allowed to do some talking himself. Then, at the proper time, it is not only all right, but good salesmanship to say, "Shall I wrap this one up?" or something similar. In this way, a sale is more likely to be made and the customer's good will is maintained.

It usually costs the man who is elected to office a lot of money to convince his opponent that he was the people's choice.

Now is the Time

To Prepare for Spring Business



Our spring line of outing and light work shoes is more complete than ever before. It contains many new numbers that you will want on your shelves for early spring trade.

If you have not seen our line this season, write for our salesman.

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

Glove Brand Rubbers



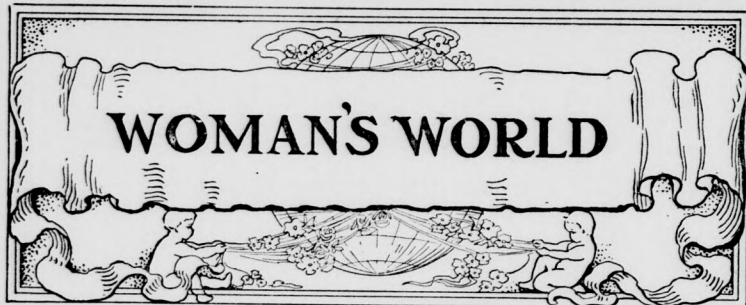
The rubber with a fitting quality that pleases, and a wearing quality that fully satisfies.

Old prices continue, but owing to prospective advances in crude rubber, and already high prices of cotton and all other material used in rubber manufacture, prices are subject to change without notice.

Insure your profits by anticipating your needs now.

Hirth-Krause Company

Hide to Shoe
Tanners and Shoe Manufacturers
Grand Rapids, Mich.



WOMAN'S WORLD

Before Deciding It Was All a Mistake.

Written for the Tradesman.

Some women, mostly those of superior types, seem to have a penchant for thinking that in their cases marriage is a failure. Having arrived at this dismal conclusion, they lapse into a state of chronic unhappiness.

Dear reader, if you are one of this kind and are beginning to make up your mind to this effect, before you firmly determine that it was all a mistake and commit yourself irrevocably to being miserable, stop and consider. Will this be the smartest, wisest thing to do, and the kindest to yourself and all concerned?

We will say that your husband is not addicted to drink, nor to worse vices. He brings his money home and is at least as good and considerate as most men. Divorce or even separation is farthest from your thoughts. But matrimony has not proved quite the blissful state you pictured to yourself it would be, and you feel like nursing your disappointment.

It seems to you of course that in some way John is to blame. He ought to be different. For you have to admit to yourself that your John doesn't quite measure up.

It is your great luck, or rather it speaks well for your discretion, if you haven't admitted it to others besides yourself—many others, any others who were ready to listen to your complaints. If you haven't, then there is hope for you.

Sometimes a trouble that is looming up in a morbid sort of way may be helped, cleared up, or at least greatly eased by telling it to some level-headed friend who can be trusted absolutely. But such friends are scarce. And the way many women have of making their husband's faults the subject of common conversation and endless description and discussion with the merest chance acquaintances—it is not only childish but outrageously unjust.

But speaking of John's not quite measuring up, what have you measured him by? Honest now? Isn't it by that old, exalted, utterly impossible and unattainable ideal of perfection that you formed in your highly imaginative, hero-worshipping girlhood? When John fell in love with you and you with John, by some process that Cupid won't explain and no one else can elucidate, you decided that John was that ideal, or if not quite, that you easily could make him over into that ideal exactly.

Now that you have found your John, although a very good everyday kind of man, is not the demigod

of your youthful dreams, and that you can't make him over to any appreciable extent, you blame him for it. This is not fair. A husband has rights as well as other people. And one of these is that when he measures up to real and actual and essential standards, he shouldn't then be put through a lot of superadded imaginary tests.

This falling short of her ideal of perfection causes an almost unbelievable amount of trouble. It is a ghost that will not down at many a fireside. It is the figment that makes unhappy many wives who have the best and kindest husbands in the world.

But perhaps the trouble in your particular case isn't imaginary—perhaps it is something very, very real. Perhaps it is just money, or rather the lack of it. You have come to realize that your James never will be a successful financier—a real money-maker—and you can't forgive him that it is so. Not very consistent of you to blame him for a trait that simply was left out of his composition. Particularly since when you were young you had no sense about money matters either, and were greatly pleased and flattered that your devoted but impecunious lover was so ready to spend lavishly of his slender earnings to show you all kinds of good times. But little social ambitions have awakened within you which never can be gratified on your husband's modest salary of \$18 per week. And you know to a certainty that his salary always will be very modest indeed. You see ahead of you long and dreary years of endless economizing. The vision is disheartening. You feel that fate has been unfair in dealing you the kind of hand she has, and you take no pains to conceal your feelings from your good honest James, who is a steady plodder, year in and year out doing his poor level best unselfishly and uncomplainingly.

Now before you allow your discontent and dissatisfaction to become a confirmed state of mind, have the wit to remember that making yourself unhappy won't make any more of the money. Think too of some of your acquaintances who have rich husbands so tight-fisted that it is all but impossible to extract from them enough funds to pay the grocery and meat bills, let alone anything for pretty clothes or social functions. If this should fail to bring consolation, maybe it will be best to put your shoulder to the wheel and go to earning by your own efforts. Many women are doing this, and gaining content thereby as well as filling their purses.

But perhaps your husband makes

GEO. S. DRIGGS MATTRESS & CUSHION CO.

Manufacturers of

Driggs Mattress Protectors

Pure Hair and Felt Mattresses

Link and Box Springs

Boat, Chair and

Window Seat Cushions

Write for Prices

Citizens 4120

Grand Rapids

Announcement

Our salesmen are now on the road with our 1916 sample line of WINTER GOODS.

Square Blankets, Stable Blankets, Plush Robes, Fur Robes, Auto Robes, Steamer Shawls.

Mackinaw Coats, Sweater Coats, Cardigan Jackets, Fur Coats, Blanket-lined and Sheep-lined Coats.

Rain Coats and Khaki Clothing.

Our representative in your territory will advise you as to the date he will call.

BROWN & SEHLER CO.

Home of "SUNBEAM" Goods
GRAND RAPIDS MICHIGAN

Safety First in Buying

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

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

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

plenty of money and is generous with you, but is negligent of those courtesies and lover-like attentions in which you fondly supposed he never would be remiss. Or if not this it is something else—some failing or lack or overplus that seems to stand in the way of your happiness.

If you let it, it will stand in the way. The little things in life mean much to a woman, and too, things of the kind spoken of are not always to be classed as little things. But they are things that appear larger or smaller according to the way you look at them.

The wise wife tactfully corrects her husband's shortcomings insofar as it is practicable, and lops off idiosyncrasies that he will be better off for parting with. And she tries always to encourage and bring out the best that is in him. Having done this much she thinks as little as possible of the ways in which she would like to have him different. And she never forgets that his real personality is not something that can be made over according to any pattern of her devising. It must grow and develop as his Maker intended.

A happy marriage is something that doesn't just happen—it has to be achieved. Where it is achieved, it comes not from the realization of all hopes, nor because there is entire harmony, nor from perfect congeniality, nor indeed from perfect anything. It comes from learning to give and take—from minimizing faults and magnifying good qualities.

Because you can't have everything just to your liking, it isn't necessary to make yourself utterly miserable. Before you decide that your marriage was all a mistake, and by so doing consign yourself to lifelong wretchedness, shake off your self-pity and make a hard try for happiness.

Quillo.

Season's Greetings To Wholesale and Retail Grocers.

The President of the American Specialty Manufacturers' Association has sent out the following New Year greetings to the wholesale and retail grocers of the United States:

Buffalo, N. Y., Jan. 5—The American Specialty Manufacturers extend to the wholesale grocers of the United States a most cordial and sincere New Year's greeting.

For seven years the American Specialty Manufacturers' Association has incessantly labored to standardize the merchandising of grocery specialty commodities to the greater satisfaction and profit of all parties concerned. Through the educational work of the Association, the conditions surrounding the securing, handling and filling of grocery specialty orders have vastly improved.

Education—an appeal to reason and fairness—has been the sole medium used to promote this standardization, the education of the specialty manufacturer, of the wholesale and retail distributor, to the recognition of the fact that a bona fide transaction, ensuring a genuine specialty order, economically and fairly secured, promptly filled, with delivery exactly accepted, would provide the method of merchandising most satisfactory, in every respect, to all concerned.

The stamp of the American Specialty Manufacturers' Association stands for sound business practices and fair trade for the wholesale grocer, the

retail grocer and the specialty manufacturer.

Efficiency and economy in commerce is in the certain public interest. In promoting the best interests of the great grocery commerce of this Nation, therefore, we are promoting the general public welfare and helping to make the individual members of our industry better business men and better citizens.

We wish for every wholesale grocer greater prosperity and happiness than ever before in the New Year. May this coming year witness the return of lasting peace and good will to all mankind. Carl A. Lautz, Pres.

To the Retail Grocers.

Buffalo, Jan. 5—The American Specialty Manufacturers extend a most cordial New Year's greeting and the compliments of this joyous season to their friends of the associated industry of retail grocers.

No industry can be successful or satisfactory where mutual confidence, good faith and fair dealing are absent. In striving to perfect such mutual confidence, good faith and fair dealing in the merchandising of grocery specialties the American Specialty Manufacturers' Association is equally promoting the best interests of the retail grocer and the specialty manufacturer.

I venture the assertion that there is no greater or more valuable a friend of the American retail grocer than the American Specialty Manufacturers' Association. Why? Because it is the object of this Association to standardize, stabilize, perfect to the highest degree of efficiency, and render as profitable and as satisfactory, as possible,—to all parties concerned,—the grocery specialty business.

The stamp of the American Specialty Manufacturers' Association stands for a square deal, and for sound business conduct for the retail grocer, ensures a genuine specialty order, fairly and efficiently taken, given and filled, affords protection against imposition, and secures a satisfactory and profitable transaction.

An industry cannot prosper when its component parts are each, respectively, striving to gain an unfair advantage over or impose upon the other. Immeasurable and just prosperity awaits that industry, on the other hand, which adopts a principle that the greatest efficiency and good of each is the greatest efficiency and good of all, that the enlightened and sincere co-operation of all to standardize the business transactions of the industry is to the greatest benefit of each.

It cannot be questioned that the welfare of the great grocery commerce of this Nation is measured by the welfare of the retail grocer, and that upon the welfare of the grocery trade depends to such a considerable degree the welfare of the Nation. And this Association is earnestly and actively working to promote the best interests of the retail grocer by encouraging efficient, fair and sound commerce in grocery specialties.

We wish for every retail grocer greater prosperity and happiness than ever before in the Near Year. We offer our sincere appreciation for your co-operation in the past and ask for your continued co-operation in the future. Carl A. Lautz, President.

Good Lumber
All the time
1916
Resolved
for mine
GRAND RAPIDS
LUMBER
COMPANY

BUFFALO
450 Rooms 450 Baths
Rates from \$1.50 a day

DETROIT
800 Rooms 800 Baths
Rates from \$1.50 a day
200 room addition building

CLEVELAND
700 Rooms 700 Baths
Rates from \$2.00 a day
300 room addition building

Comfortable

YOU'LL be comfortable—bodily and mentally—in a Hotel Statler, so far as it is in the power of a hotel to make you so.

Comfort isn't wholly a matter of a good bed, easy chairs, restful surroundings and cleanliness. At a Hotel Statler you get those things—at their best—and you also get a service that keeps your comfort in mind. Further, it is an efficient service, that relieves you of petty worries about telegrams or laundry or baggage or callers.

That service is for every guest, whether he spends \$1.50 or \$20 a day

A good bed in a clean, light, pleasant room; a private bath room; circulating ice-water; a well-stocked writing desk; a morning paper before you wake; cheerful restaurants, serving good food; extra-comfortable lounging rooms—these things are but the background of that complete, courteous, interested service which we call Hotel Statler Service.

You get more for your money—unquestionably—at a Hotel Statler. Ask anyone who has ever stopped with us.

Put all three Hotels Statler on your hotel list as the "company hotels" in Buffalo, Cleveland and Detroit. We'll guarantee your satisfaction.

HOTELS STATLER

BUFFALO - CLEVELAND - DETROIT

High Class FURNITURE

For High Class People and an Honest Deal

Klingman's

The Largest Furniture Store in America

Entrance Opposite Morton House
Corner Ionia Ave. and Fountain St., Grand Rapids, Michigan

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.

AUTOMOBILES AND ACCESSORIES

Courtesy First Should Be the Rule.

If every man were as courteous in his driving as he is in his ordinary living, then driving would be a greater pleasure, would be safer, there would be fewer repair bills, less sentiment against motorists, less need of stringent laws, and fewer accidents.

Courtesy first means safety first. Think of the golden rule and you have it.

If you believe in courtesy then join this movement, practice the golden rule when driving and preach these doctrines to your friends. Will you?

First, do not "hog" the middle of the street.

Give the other fellow room to pass and when he attempts to pass do not speed up and perhaps crowd him into a safety zone. Be courteous.

Keep out of the safety zones. They are for the pedestrian. It is up to you to make them safe. Be courteous.

When a fellow comes in from a side street give him room to turn the corner. Do not crowd. When you park behind another car, remember perhaps the owner wishes to leave before you do, give him room to get out, don't crowd. When you expect to stop or turn do not keep your intentions secret. Think of the fellow behind. Be courteous.

Do not presume too much when you have the right of way. Perhaps the other fellow does not know it. Be courteous.

Do not dodge in and around cars in line in traffic. Remember is human and most of them will learn all the courtesy you will teach them. Be courteous.

When you get the "Go" signal from a traffic officer remember to give the pedestrian time to get out of the way. Be courteous.

When you see people on the curb trying to reach a street car, or vice-versa, slow up, stop if necessary, but let them cross without danger. This is one of the greatest courtesies that will pay the motoring public best. Be courteous.

When a pedestrian does not or will not pay any attention to your horn, it is well to remember that the deaf, hundreds of them, use the streets as well as you. Be courteous.

When you have an insane desire to speed remember the other fellows you are passing have just as much right to break the laws as you. Think of the sentiment you are creating against them by your mania. Think of the accidents that may happen by your hitting some other driver coming in from a side street, or pedestrian who does not see you coming.

Think of the people in your car, perhaps, who have a fear of speeding and are trying to be game and not let you know it. It is not sport to drive fast in the city. It is the most rank discourtesy to your fellow motorists and fellow citizens. Be courteous.

When a pedestrian sees you coming and deliberately pays no attention to you, remember that some are mentally deficient and you cannot tell them from the clothes they wear. Be courteous.

When you see a child on a curb slow up. Remember the child can start quicker than you can stop. Be courteous.

Do not open your cutout on the streets during the day. Remember there are many sick people on their death beds who are greatly disturbed by such a sound. Do not open your cutout at night, for you probably remember some night when you were disturbed while trying to sleep, by some fool whose greatest claim to fame was his noise. Be courteous.

And remember that your horn is just a few times worse than your cutout. Be courteous.

Be courteous to police officials and they will more than repay you. And if you feel like swearing at the ordinances, or if you do not like the traffic arrangements, remember that you may be wrong, as most cities of the United States are to-day copying the very arrangements and ordinances which Commissioner Gillespie has put in operation in Detroit.

Courtesy in motor driving is the recognition of the rights of all others—either motorist or pedestrian. It is that and more—it is the willingness to yield certain recognized rights of your own. W. B. Bachman, Secretary Wolverine Auto Club.

From Credit to Cash.

A dealer who had experienced more or less difficulty in collecting old accounts finally decided that he would trust no more. He realized, however, that considerable discretion would be necessary to successfully make the change and did a great deal of thinking along this line. At last he hit on what he thought would be the right plan, and he promptly began making announcement through the local paper, circular letters and otherwise, that on a certain date his store would adopt the policy of selling for cash only, of course, explaining in a nice way, how he thought this would enable him to render the very best service to the people of his community.

He made this announcement about a

month prior to the date set for the contemplated change and then strongly advertised that he would give away \$30 in prizes for the three best essays on "The Advantages of Cash Buying." This contest stimulated a lot of interest and some very plausible and convincing arguments were presented by the people themselves why they should pay cash.

This served admirably the purpose of educating people to pay cash for all goods bought. It paved the way for the proposed change and did it much better than would have been possible by almost any other method.

This merchant says that the money he spent in conducting this contest represented only a small portion of what it cost him yearly to do a credit business. And, best of all, he declares that his business, instead of falling off, has increased perceptibly under the new system. This merely goes to show that people will pay cash if educated to it.

However, the less a man talks, the more he doesn't have to apologize.

GRAND RAPIDS OIL CO.

Jobber of
Illuminating and Lubricating
Oils and Gasoline
GRAND RAPIDS, MICHIGAN

EVEREADY FLASHLIGHTS

are real profit makers—because each EVEREADY you sell brings the customer back to your store time and time again to buy the renewal batteries and lamps which he needs to keep his light operating.

Figures prove that for each Flashlight dealers sell four batteries and two lamps each year.



WRITE US FOR FULL INFORMATION

C. J. LITSCHER ELECTRIC COMPANY

Wholesale Distributors
41-43 S. Market St. Grand Rapids, Michigan

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

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

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

**The United Motor Truck
Company**
Grand Rapids, Michigan

B. & S. Famous 5c Cigar

Long Filler

Order direct or
through

Worden Grocer Company

Special Holiday Packages

Barrett Cigar Co.
MAKERS
Ionia, Michigan

Nokarbo Motor Oil

It is the one oil that can be used successfully on all automobiles operated by gasoline or electricity. It will not char or carbonize.

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

The Great Western Oil Co.
Grand Rapids, Michigan

Gabby Gleanings From Grand Rapids.

Grand Rapids, Jan. 10—A few facts about Grand Rapids:

Grand Rapids has the lowest death rate of any large city East of the Mississippi River.

Grand Rapids has the sixth lowest death rate of the larger cities of the United States.

The D. A. Blodgett Children's Home, of this city, holds the world's minimum death record for institutions of this kind.

The baby feeding clinics of this city have reduced the death rate among children 56 per cent.

Grand Rapids has one of the best filtration plants in the United States, producing the purest water money can buy.

Yes, we are taking our turn at entertaining the la grippe.

Saturday, Jan. 8, will go down on Absal Guild, A. M. O. B.'s record, as one of the most successful ceremonial sessions and get-together meetings which has been held for some time. The ceremonies started at 3 p. m. in the council chambers and lasted until 7:30 when all marched in a body to the Hotel Mertens where a sumptuous banquet was awaiting the hungry Bagmen. William E. Sawyer was toastmaster and the following responded to toasts: W. S. Lawton, "Fraternalism;" M. Steindler, of Muskegon, "How to increase the membership;" H. W. Harwood, "Women I have met;" Dr. G. W. Ferguson, "Co-operation;" Wilbur S. Burns, "What we get from the Bagmen;" E. J. McMillan, "Highland Fling;" Walter E. Mellinger, "Good Fellowship;" John D. Martin, "Mirth and some Sentiment." Every one joined in singing the popular airs and old fashioned songs, and, upon the breaking up of the party, all joined hands and sang Auld Lang Syne. The next ceremonial session will be held Feb. 12 and will be in charge of the king's guards in full uniform and will be dedicated to the ladies.

An oculist is no use to a blind baggage.

The Grand Rapids Supply Co. gave a banquet at the Morton House to its travelers and office force Friday evening, Jan. 7. It has been the habit of the company for several years to give a feed to the travelers and office force in order that all may meet and have a good time and increase and strengthen that get-together spirit which is so essential to co-operation among employes of a company. President Kellogg acted as toastmaster and responses were made by several of those present.

The Worden Grocer Company gave a banquet to the travelers and a few invited guests Saturday noon in the monk's room at the Peninsular Club. Guy W. Rouse acted as toastmaster and responses were made by Charles W. Garfield, E. A. Stowe and N. H. Barber.

The Crathmore Hotel boasts of a dairy lunch now, which should be a good thing for the boys who have been eating at the depot, as they will be able to eat as cheaply as railroad men now.

Robert Y. Speir, who has been Assistant Cashier at the Old National Bank for the past fourteen years, has accepted the position of Cashier of the Capitol State Bank of Lansing.

The Ponce De Leon Water Co. has filed articles of incorporation with a capital of \$5,000.

The General Auto Insurance Co. has been incorporated under the State laws and will have the general office in Hastings. Grand Rapids will have a branch office, with E. B. Caldwell in charge.

Although the moon stays out nights, she isn't full as often as the sun, and, furthermore, she is better behaved than the gas which gets "lit" every night.

The Cappon & Bertsch Leather Co., of Holland, is building a three-story brick addition to its present plant.

The La Kurba Cigar Co., of Ben-

ton Harbor, has just completed a two-story brick factory.

The Michigan Railway Co. has taken over the Holland Interurban and the K., L. S. & C. or Fruit Belt Line. As the P. M. has a lease on the K., L. S. & C., it is not likely that it will be electrified for some time.

George E. Bemis, Auditor of the Holland Interurban, has resigned and will take charge of the office of the Welch Manufacturing Co.

Harry Winchester, of the Worden Grocer Company, left Saturday night for a trip through the South and West for his health. He expects to be away during the remainder of the winter. Before leaving he was presented with a diamond set Elk's button by employes of the house.

Miss Susan Brown, of Ludington, spent Sunday with her uncle, F. E. Beardslee, 266 Benjamin avenue.

The Grand Trunk is reported as having arrived on time from the East, the first time in seven years. Must have made a New Year's resolution, eh?

R. Thompson, hustling and genial salesman for the Valley City Milling Co., expects to try his luck with the U. C. T. goat in February.

Mr. and Mrs. Harry L. Wood entertained the Midnight 500 club at dinner Saturday evening at their home, 1342 Franklin street. After a very fine chicken dinner, the party proceeded to get busy with the pasteboards and, as a result, Mrs. J. B. Olney and R. J. Ellwanger drew first prize and Mrs. A. F. Rockwell and Harry Hydorn drew second.

Look for the announcement of the big annual banquet which is to be pulled off March 4, which will be published in these columns next week.

C. C. Perkins resigned as chairman from the banquet committee and Fred Croninger was selected to take his place. L. V. Pilkington was appointed to fill the vacancy caused by the move up of Mr. Croninger.

Don't forget the U. C. T. dance that is to be given Saturday evening, Jan. 15.

Mrs. G. K. Coffey, of 349 Hollister avenue, is improving slowly from an attack of bronchial pneumonia. She was brought home from the hospital a few days ago. G. K. says he will remain home from work until she has recovered, which may be a month or six weeks.

E. Brearley, proprietor of the Wright House, at Alma, died last week. No particulars were obtainable for this column.

We sure miss our fat and genial fellow traveler, G. K. Coffey, who is compelled to remain away from his territory on account of the illness of his wife, G. K. isn't much for speed, but is noted for the sunny disposition he always shows. He evidently gets the business, as he has been in the employ of the Crown Baking Powder Co. for twenty years, which is the best record in the State for baking powder representatives. Grand Rapids Council unites in wishing Mrs. Coffey a speedy recovery and G. K.'s early return to the road.

The manufacturers and their salesmen are now set for the real rush of business for the season which was expected to begin in earnest Monday, Jan. 10. Last week's record of attendance will be substantially bettered and by the close of the week it is most likely the record will be broken for the second week of any season, and the list total up to 1,000. The figures of the registration closing Saturday shows a total of 411, against 319 for the same date last year, or even 339 for the same date of 1914, a gain of ninety-two over last year, or 28 per cent. Not only is the attendance running large, but the aggregate sales so far this season show a large increase over either 1915 or 1914.

Once more, "bunch," don't forget our beloved dance committee and their desires. Get into the harness and be a "for once" typical U. C. T.

Don't forget the dance date Jan. 15.

A drawing-room has more drawing power than most artists and a drawing-card has the "edge" on the drawing room.

Sand is a very useful thing to Sandusky.

Will see you at the dance.
L. V. Pilkington.

Asked the Right Man.

A Louisville attorney and a railroad man who has his "stopover" here went to a theater the other night. The railroad man saw a flashily-dressed, red-faced, sporty-looking individual sitting in one of the boxes.

"Who is that tough person sitting in the box?" the railroad man asked pleasantly. "He looks like a drunken burglar."

"That," said the attorney, "is my cousin."

The railroad man gasped a couple of times before he could get a grip on himself. Then a smile spread over his face as he remarked:

"Well, I went straight to headquarters for information, didn't I?"

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

Make Out Your Bills

THE EASIEST WAY

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

Its Loose Leaf opens like a Blank Book
Write us
THE Proudfoot
LOOSE LEAF Co.
GRAND RAPIDS, MICH.

REYNOLDS



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.



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

Wafted Down From Grand Traverse Bay.

Traverse City, Jan. 10—William Morford went to Chicago last week to take up his new position with the Whitaker Manufacturing Co., but was taken very sick and returned home. At present writing Mr. Morford is very little better. We wish him a speedy recovery and hope to see him out on the road in a few days.

Conrad Lather, of Suttons Bay, has sold his blacksmith shop which he has operated for the past twenty years, to Mr. Walters. Mr. Walters has worked in this shop for the past ten years, having learned his trade under the supervision of Mr. Lather.

We expected to see one of the trains pulled off on the P. M., as Bill Hawker had the misfortune to roll down his front steps and break about three ribs, but as Bill says he can be at work again in a week or so, there will be no change in the train schedule.

W. F. Murphy was called to Lowell by the death of his mother.

A. E. Ford, formerly with Morley Bros., Saginaw, has hooked up with the Shakespeare Sporting Goods Co. and will move to Kalamazoo to take charge of the Southern territory.

Friends of W. G. Wyman will be pleased to learn that he has again been transferred to Northern Michigan territory, with headquarters at Traverse City. Mr. Wyman for several years had the Traverse City block for the Osborne division of the International Harvester Co., but last fall was transferred to Grand Rapids and his place filled here by Mr. Kelsey. Mr. Kelsey has now been put in charge of the work along the tractor line of the I. H. C. and Mr. Wyman put in charge of his old territory.

The Michigan East & West Railroad has occupied its new depot at Manistee, which is a credit to the town as well as an indication of the company's up-to-date method of railroading.

We met Walter Reinhart on the street the other day and from the broad smile on his German face one was led to believe that the European war was over and Germany victorious; but the doctor says just another little German in America, and from his size and health, Walter thinks he will be ready to carry a grip for the Swift Packing Co. in a few years.

J. M. Rattenbury, who for nearly thirty-five years has been the head baker at the State hospital here, suf-

fered a very painful accident Monday. While mixing bread with one of the mammoth machine mixers, his arm became entangled in the machinery and was nearly torn from his body. When the machinery was stopped Mr. Rattenbury told them how to release his arm and gave directions for taking care of the baking then in the oven, and walked to the operating room where fifty-seven stitches were taken in his arm in an effort to avoid amputation.

Fred Atkinson, who for several years has been connected with the Potato Implement Co., of Traverse City, having been general foreman of the plant as well as traveling nearly the whole U. S., will leave Monday for Chicago, where has accepted a position with the W. R. Hunt & Co. Mr. Atkinson has hosts of friends in Traverse City who will be sorry to see him leave, but wish him the best of success in his new occupation. He is a member of No. 361. Mr. and Mrs. Atkinson were favored a couple of weeks ago with a bouncing baby boy who will take charge of the home while Fred is in Chicago.

John Fitch, a member of our Council who is in the produce business, had the misfortune to lose his warehouse and about 6,000 bushel of potatoes by fire at South Boardman. We are informed that the stock was partially covered by insurance.

The Traverse City Chamber of Commerce is very much interested in making the U. C. T. convention one of the best ever held in the jurisdiction and is getting out a booklet to show the beauties of Traverse City and ask you not only to come to Traverse City to the convention, but to stay over a few days and take home a nice string of fish, as it will be open season then and the lakes and rivers here all have fish in them, and you are welcome to all you can catch. F. W. Wilson.

Lansing Grocers Teeming With Activity.

Lansing, Jan. 11—We are quite busy making preparations for our big banquet which will be held the last of January, also working on our pure food show. We had one of the finest meetings last night we have had for some time. A. P. Walker and M. C. Bowdish, the committee appointed to make plans for the pure food show, reported that the new Prudden auditorium which is being built at a cost of \$50,000 will be completed about the middle of February and we will hold our show in the same building from March 15 to 24, inclusive. We are making it a nine day show this year, instead of five days, as we had last year. We will have a floor space of more than 7,000 square feet, which will give us forty-one booths. We have not written to any exhibitors as yet and have more than twenty sold through newspaper publicity, which looks as though we will have trouble securing enough booths.

At our last meeting we appointed the following committees to make arrangements for our annual banquet, for members, employes and their wives, this to be held the last week of January:

Feed—C. A. Prost and F. W. Wimble.

Entertainment—George Dasehner and Joseph Schafer.

We are planning upon entertaining between 500 and 700. Last year we entertained about 600.

Our Association members and wives are planning on going over to Owosso some evening to visit their food show, which is to be held the early part of February. Joseph Briggs and A. P. Walker were appointed as the committee to make final arrangements for same. It is our intention to charter a special car for the occasion.

Our new credit system is working out wonderfully well since giving it to the J. L. Bush Co. About six

NEW MERTENS FIRE PROOF
 One half block East of the Union Station
GRAND RAPIDS MICH

HOTEL CODY

EUROPEAN
 GRAND RAPIDS, MICH.

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

Snyder's Restaurant

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

Livingston Hotel

Grand Rapids, Mich.
 Fine Cafe in Connection
 Entertainment Every Evening

Hotel Charlevoix

Detroit

EUROPEAN PLAN
 Absolutely Fire Proof
 Rates, \$1 for room without bath;
 \$1.50 and upwards with bath.
 Grinnell Realty Co., Props.
 H. M. Kellogg, Manager

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.

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



John A. Affeldt, Jr.

weeks ago we had about 8,000 ratings and we now have more than 30,000 and more coming in every day. Since making the new arrangements our dues have been raised from \$2 to \$10 per year.

I am the first meat dealer who has ever served as President, also the youngest to serve in that capacity.
 John A. Affeldt, Jr., Pres.

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.

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

J. J. Thomson Jewelry Co.

Watches
 Diamonds Jewelry

\$1.00 a Week

O. W. Stark, Mgr.

Repairing

Status of the Bean Market.

There has been little active buying in the bean market the past week, as many of the wholesale grocers are taking inventory and do not seem to be interested in beans. It is possible we will have a little set-back in the market for 5 or 10 cents per bushel during the next week or two, but the fact remains that the crop is short, and there is really no other source of supply than Michigan, for this country at least.

I have an interesting letter this week from Consul Robert Frazer, Jr., of Bahia, Brazil, in which he states:

"There are a great many beans grown in this territory, but very few imported or exported at this port. The local production is generally equal to the large demand, but during the past year, however, it has been necessary to off-set the local supply. No statistics of production are extant, although the amount is very large, and beans constitute one of the staple articles of diet throughout this region. Every small farmer grows them and they are frequently planted on large estates between trees or plants of other crops. The varieties chiefly grown are of light chocolate color, known as mulatinhos, and the black beans, known as petros. The present wholesale price figures in American exchange about \$2.11 per bushel."

It is interesting to know that beans are popular in South America, owing to the fact that many other lines of business are being opened up in that territory, and great possibilities for agricultural products, as well as manufactured articles, in new territory.

The past two months trading vessels have taken several round lots of beans from Gulf ports to South American markets, particularly red kidney beans.

The seed beans problem is one which Michigan will have to solve this year, and the elevators now are laying away all of the extra fine stock they can get hold of to supply their farmers with seed.

The Michigan Association, without a question, will start some sort of campaign to educate the farmers to plant their beans a little earlier and try to get their crop out of the fields before the fall rains get them. This would produce a better crop in quality, but might curtail the yield somewhat.

Ernest L. Wellman.

Death of Veteran Dry Goods Salesman.

Battle Creek, Jan. 11—E. J. Carson, aged 60 years, traveling representative of the John V. Farwell Co., of Chicago, died Jan. 6 in his room at the Post Tavern. Mr. Carson was well known in this city and at the Tavern, having visited Battle Creek at frequent intervals for many years.

It is not known at just what hour death took place. Carson retired to his room in apparent good health. He had laid down on the bed, fully dressed, leaving papers on which he had been working at his desk. His body was found by William Rau, porter, who wheeled five trunks into the room, thinking Mr. Carson was asleep. After an unsuccessful attempt to arouse him, however, Rau notified the desk clerk who, in turn called Dr. H. R. Pearce and the police.

Coroner Clyde Eberstein, Constable Henry Lucas and Sergeant

Hugh Gordon responded and after an investigation the former decided that inquest was unnecessary. Dr. Pearce stated that death was due to natural causes.

Mr. Carson carried no papers indicating any family connections. His house was notified and sent a man to this city to take charge of the body.

Nat Regar, a traveling salesman for a women's apparel house, who is well known here, visiting the city every three months, spent three sleepless days and nights in Battle Creek last week. He had emerged from a comparatively poor man to a comparatively wealthy one in a few months and he could scarcely realize it.

Mr. Regar two years ago bought thirty shares of Chalmers Motor stock for \$2,500. Last week he sold it for \$49,000. While in Battle Creek, a guest at the Post Tavern he received a draft for the amount.

Mr. Regar has been in the services of one firm for twenty-one years. When asked by W. S. Higgins, day clerk at the Post Tavern, whether he would give up his position and retire upon his fortune, Mr. Regar replied that he wouldn't think of such a thing.

"I've been with the firm too long and they've treated me too well," he said. "Besides I would feel lost if I was not on the road."

Two of Mr. Regar's brothers also invested in Chalmers Motor stock, one cleaning up \$200,000 and another \$25,000.

Sparks From the Electric City.

Muskegon, Jan. 11—Enough to say that the Bagmen banquet at Hotel Mertens, Grand Rapids, was a success. Brother Pilkington will report the details of the good time.

Ernest Welton is suffering from a mild attack of the grip.

A. W. Stevenson went to Mackinaw City this week.

Pere Marquette train for Chicago leaves at 11 a. m. now. Don't get left.

C. Follrath will peddle around Saginaw this week.

Our next regular meeting will be called at 2:30 p. m. at Maccabee hall. Grand Counselor Lawton will be present and it is requested that all who can possibly do so show up. After the meeting we will sojourn to Hentschel Hotel, where Ernie Hentschel has arranged a feast to start at 7:30 p. m. Ernest Welton will introduce the toastmaster, A. W. Stevenson, and he, in return, will call on the following for remarks: W. S. Lawton and J. Harvey Mann, of Grand Rapids; Governor Ferris, of Michigan; Congressman McLaughlin, J. P. Wagner and P. P. Schnorbach, of the Muskegon Chamber of Commerce. Brother Anderson, as chairman of the refreshment committee, has labored hard to make this affair a good one, so please show up and help make this event a success.

Milton Steindler.

J. H. Meisel, salesman for the Cornwell Co., Bay City, sends two new subscribers to the Michigan Tradesman this week and says: "I wish to say a few words for the Tradesman. I have been a subscriber for several years and find that I get more valuable information from its pages than from anything else I have ever read. It helps me as a salesman. I gladly recommend the Tradesman to my many customers as a splendid business medium."

Trent—E. P. Thomas has sold his stock of general merchandise to Carl S. Thomas and Miss Lura Cook and the business will be continued under the style of C. S. Thomas & Co.

Annual Round-Up of Worden Forces.

The annual round-up of the officers, office men and traveling forces of the Worden Grocer Company was held at the Peninsular Club last Saturday noon. The total attendance was fifty-six, as follows:

Grand Rapids House.

Guy W. Rouse.
H. P. Winchester.
E. D. Winchester.
R. J. Prendergast.
T. J. Barker.
Wm. A. Gay.
C. W. Garfield.
VanCleve Ganson.
E. A. Stowe.
E. P. Daggett.
L. T. Hansen.
L. M. Bliss.
T. B. Carlile.
Arie Donker.
Roy Monaghan.
Harry Wheeler.
D. F. Helmer.
A. P. Anderson.
Hub Baker.
F. E. Beardslee.
E. C. Below.
G. E. Carter.
E. A. Crandall.
Wm. DeKruiper.
W. F. Druce, Jr.
P. F. Dykema.
E. J. Hart.
G. W. Haskell.
O. C. Hayden.
J. J. Hartger.
W. W. Hubbard, Jr.
Will Jones.
E. E. Kraai.
A. Loughrey.
G. A. Lindemulder.
A. E. Motley.
W. E. Sawyer.
H. C. Saunders.
Peter Van Ess.
A. VerMerris.
Richard Warner.
Geo. Winchester.

Kalamazoo House.

B. R. Barber.
W. S. Cook.
G. R. Clark.
W. J. Borden.
F. A. Saville.
A. M. Hall.
R. D. Bennett.
C. C. James.
Chas. McCarthy.
B. M. Barber.
H. Bauer.
J. P. Bosker.
C. N. Hoppough.
F. J. Warner.

A sumptuous menu was discussed at some length, when President Rouse opened the post prandial feature by a few pertinent remarks which put every one in good humor. Hon. Charles W. Garfield gave one of his uplifting addresses, which was greatly appreciated by all present. E. A. Stowe compared the customs and characters of the traveling men forty years ago with those of to-day. F. A. Saville spoke feelingly of the retirement of Mr. Barber from the management of the Kalamazoo branch and presented him with a Masonic emblem expressive of the high regard in which the donors—the Kalamazoo contingent—held their former manager. Mr. Barber made an appro-

priate response. William E. Sawyer presented Harry Winchester, who left later in the day on a vacation tour to the coast, with a jewel which he accepted in a becoming manner.

Activities in Michigan Cities.**Written for the Tradesman.**

Adrian's fire losses in 1915 reached \$11,200 and the fire chief in his annual report recommends the purchase of a motor driven truck.

Battle Creek had forty-four less fires in 1915 than during the previous year, with total loss of \$25,275. Defective wiring and children playing with matches were among the leading causes. Five of the fires were of incendiary origin.

Pontiac's fire losses for the past year were only \$4,112 and Chief Austin attributes the good record to the campaign of precaution that has swept over the country. He favors a law that will give the state fire marshal the right to suspend insurance policies where he knows that fire hazards exist.

Alpena's fire losses reached \$23,252. Of the 116 fires twenty-four were of unknown origin, while chimney fires, sparks on roof, overheated stoves and pipes, boys smoking and lighting matches were among the leading causes. Four fires were of incendiary origin.

Alpena has bright prospects for 1916. The Michigan Alkali-Huron Cement Co. expects to surpass its past year's record of 1,500,000 barrels of cement and 1,100,000 tons of limestone. The Great Lakes Stone & Lime Co., at Rockport, is employing 200 men.

Savings deposits in banks at Flint show an increase of over a million dollars in 1915 and an increase of over ten millions in clearances. Flint will pave thirty-two streets and will expend \$500,000 in public improvements this year.

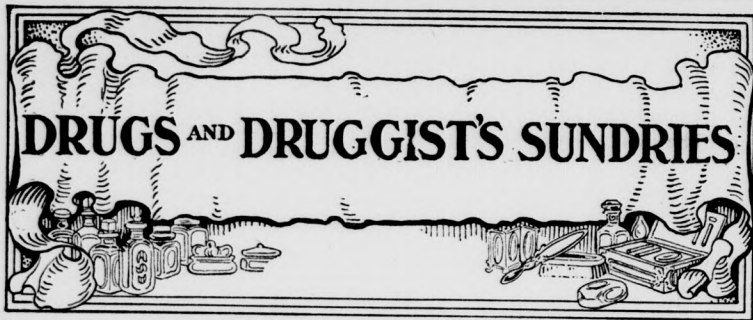
Copper country merchants are pleased with the announcement of the Calumet & Hecla Mining Co. that every employe of this and subsidiary companies has been granted a 10 per cent. increase in wages, dating from Jan. 1, and continuing at least six months, with prospects that it will continue through the year. The mining officials are sharing the wartime melon with their workmen.

Alpena will have no night schools this winter, because of lack of interest on the part of the people.

Three new industries have been added at Jackson prison, the making of chewing and smoking tobacco, socks and the weaving of cloth. All products are intended for prison consumption. The cost of tobacco at the prison is now \$50 a week and each man who does not use tobacco is given 5 cents each week credit at the inmate store for other goods, or he may let this money accumulate in the front office to his credit.

Almond Griffen.

David Drummond, 1609 Plainfield avenue, in renewing his subscription to the Michigan Tradesman, says: "I have read your paper ever since I was a boy behind the counter in a country grocery store."



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 Meetings—Detroit, Jan. 18, 19 and 20; Grand Rapids, March 21, 22 and 23.

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—Walter S. Lawton, Grand Rapids.

Extemporaneous Preparation of Camphor Liniment.

Having noticed the article entitled, "A Medley," by George M. Beringer, Jr. I would like to call your attention to a very simple and rapid method of preparing camphor liniment.

Mr. Beringer recommends the purchase of an almond grater to reduce the camphor to fine granules to which the oil is added and the mixture placed on a water-bath, when after fifteen minutes the camphor will be in solution, this being more rapid than by the official method in which coarser particles of camphor are used, the assumption being, presumably, that the more surface of camphor exposed to the solvent action of the oil, the more rapid the solution, therefore, why not carry out this theory to its limit of practical application?

The following method I have used for three years and have prepared camphor liniment in less than ten minutes by this method. Place the camphor in a mortar and add sufficient chloroform or ether to reduce the camphor to an extremely fine powder, being sure no lumps remain, and allow this to stand a minute with an occasional stir to facilitate the spontaneous evaporation of the solvent; then, add a small quantity of the oil and triturate until a thoroughly homogeneous mass results; add another small portion of oil and mix again; transfer this to the bottle and rinse the mortar with remainder of the oil, shake, and after standing three or four minutes the camphor will be in solution—provided, the camphor was powdered properly. Alcohol must not be used in powdering the camphor as this evaporates slowly as compared to ether or chloroform, and, being almost insoluble in cotton-seed oil, it produces an undesirable cloudiness in the finished product.

Always weigh the oil unless its exact specific gravity is known. This will ensure the finished product being the required strength.

The trace of chloroform or ether remaining will be of no importance and I can see no objection to this feature.

Another advantage of this process is that no camphor is volatilized from the heating on a water-bath—a factor which might account for a weak preparation.

The method is not as good as the official method when camphor liniment is intended to be used for a subcutaneous injection, wherein the heating would tend to sterilize the oil, a desirable feature. So little camphor liniment is used for this purpose, and especially since ampuls of this preparation are on the market, that it would not be practical to prepare it by the official process just for this reason.

Before writing this article, I tried to find some mention of this method in print. The only mention found was that in Parrish's Treatise on Pharmacy, by Wiegand, 1884, page 808, which I will quote: "It is made readily by reducing the camphor to powder with a small quantity of ether, and when thus divided a little more ether is added, which forms to a pasty consistence, when it will mix with great readiness with the oil. A slight exposure to the air in a shallow vessel removes every trace of ether."

Robert Wood Terry.

Some Interesting Harrison Law Points.

The recent decision of a Federal judge at Minneapolis that mere possession of opium or cocaine or their derivatives by a person other than the dealer or other distributors does not make him liable under the provisions of the Harrison law, appears to have given the narcotic law somewhat of a jolt. However, such is not the case according to the opinions of some officials who are charged with the duty of enforcing the law. It is suggested that by giving proper interpretation of Section 8 of the law it will be easily seen that the law covers "any person" and if it does not, the intent of Congress has wholly failed. The Government has won a number of cases, and a more severe test of the law than the Minneapolis case is to be held at Pittsburg shortly in the United States Supreme Court. In this case the issue hinges on the question whether an addict in whose possession was found large quantities of the prohibited drugs which he had obtained from a licensed physician was a person having unlawful possession of the drugs. It is shown in the testimony that the physician had written several hundred prescriptions for these narcotics, and far in excess of what would be considered a legiti-

mate use. The Government officials hold that even the possession of these drugs by a person to whom the same has been given by a registered physician constitutes unlawful possession and if their contention is not upheld by the Supreme Court, the Harrison law would become a travesty as it would open the way for the free handling of these dangerous narcotics by laymen and addicts.

A recent ruling of the Internal Revenue officials also deserves attention, namely, that a druggist may not honor an order for the prescriber to refill a prescription for a narcotic through indicating thereon the prescription's serial number. In the future a new prescription must be written each time. It can easily be seen that this latest ruling is in accordance with the bureau's earlier discrimination against true medicine and pharmacy, and in favor of proprietary medicine.

A ruling of Section 6 of the Harrison law which provides that preparations and remedies which do not contain more than two grains of opium or more than a one-fourth grain of morphine, etc., shall be exempt from the provisions of the act, was to the effect that prescriptions do not come under the heading of preparations or remedies, and were therefore not exempt under the law.

It has been asserted in some quarters that the action of the revenue department in this regard has been influenced by medical interests, but in view of these rulings, we fail to see it.

The Powder of Dr. Dover.

The formula for powder of ipecac and opium was devised by Dr. Dover, an English practitioner who flourished in the first half of the eighteenth century and who—not to put too fine a point upon it—was a bit of a quack, as far as medical practice goes. He was, however, regularly registered as a practitioner, for his name is to be found in the roll of the college of physicians, says the National Druggist. He began his professional career in Bristol, under somewhat humble circumstances; but he was possessed of considerable energy, and finding that he was not making money fast enough to satisfy his ambitions he, in company with some merchants of that city, fitted out two

privateers to prey upon the Spanish ships in the South seas and the Spanish Main. It was, perhaps, purely a piratical expedition, but it met with considerable success. The vessels attacked a number of Spanish settlements in South America and the partners in the enterprise accumulated great wealth. In 1709 they captured a Spanish galleon laden with gold, silver and other valuables to an enormous amount, and of this they took possession according to all the rules of war. The doctor's share of the plunder was large and enabled him to return to England and set up as a popular physician in grand style. The powder known by his name, i. e., "Dover's Powder," was a favorite prescription of his and was first given to the world in a book of formulas of a semi-popular nature, compiled by himself. The most interesting incident in his South sea expedition was the finding of Alexander Selkirk, the prototype of Robinson Crusoe, on the island of Juan Fernandez, in 1709.

UNIVERSAL CLEANER

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

ORDER FROM YOUR JOBBER

Malt and Hop Tonic

"Should quickly be found
 When the stork comes around."



Grand Rapids
 BREWING CO.

For Sale by all Wholesale Druggists

Citizens Long Distance Service



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

Connection with 200,000 telephones in Michigan.

CITIZENS TELEPHONE 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

Mushrooms
Washboards
Flour

DECLINED

Index to Markets

By Columns

Table with columns for product categories (A-M) and prices. Includes items like Ammonia, Axle Grease, Baked Beans, Bath Brick, Bluing, Breakfast Food, Brooms, Brushes, Butter Color, Candles, Canned Goods, Carbon Oils, etc.

Table with column '1' listing various grocery items and their prices. Includes categories like AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BLUING, BREAKFAST FOODS, BROOMS, BRUSHES, BUTTER COLOR, CANNED GOODS, etc.

Table with column '2' listing various grocery items and their prices. Includes categories like Clams, Corn, French Peas, Gooseberries, Hominy, Lobster, Mackerel, Mushrooms, Oysters, Plums, Peas, Peaches, Pineapple, Pumpkin, Raspberries, Salmon, Sardines, Sauer Kraut, Shrimps, Succotash, Strawberries, Tomatoes, Tuna, Catsup, Cheese, etc.

Table with columns '3' and '4' listing various grocery items and their prices. Includes categories like CHEWING GUM, CHOCOLATE, CLOTHES LINE, COCOANUT, COFFEES ROASTED, etc.

Table with column '5' listing various grocery items and their prices. Includes categories like CONFECTIONERY, Mixed Candy, Specialties, etc.

Table with column '6' listing various grocery items and their prices. Includes categories like National Biscuit Company Brands, In-er-Seal Trade Mark Package Goods, Other Package Goods, Bulk Goods, etc.

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
Badger, 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 90
Big Chief, 16 oz. 30 00
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 4 60
Continental Cubes, 10c 90
Corn Cake, 14 oz. 2 55
Corn Cake, 7 oz. 1 45
Corn Cake, 5c 5 76
Cream, 50c palls 4 70
Cuban Star, 5c foil 5 76
Cuban Star, 16 oz. pls 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 4 48
Duke's Mixture, 5c 5 76
Duke's Mixture, 10c 11 52
Duke's Cameo, 5c 5 76
Duke's Cameo, 10c 11 52
Drum, 5c 5 04
F. F. A., 4 oz. 11 52
Fashion 5c 6 00
Fashion, 16 oz. 5 25
Five Bros., 5c 5 76
Five Bros., 10c 10 53
Five cent cut Plug 29
F O B 10c 11 52
Four Roses, 10c 96
Full Dress, 1 1/2 oz. 72
Glad Hand, 5c 4 48
Gold Block, 10c 12 00
Gold Star, 50c pail 4 60
Gail & Ax Navy, 5c 5 76
Growler, 5c 94
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 palls 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
King Bird, 5c 5 76
La Turka, 5c 5 76
Little Giant, 1 lb. 28
Lucky Strike, 10c 96
Le Redo, 3 oz. 10 80
Le Redo, 8 & 16 oz. 38
Myrtle Navy, 10c 11 52
Myrtle Navy, 5c 5 76
Maryland Club, 5c 50
Mayflower, 5c 5 76
Mayflower, 10c 96
Mayflower, 20c 1 82
Nigger Hair, 5c 6 00
Nigger Hair, 10c 10 70
Nigger Head, 5c 5 40
Nigger Head, 10c 10 56
Noon Hour, 5c 4 48
Old Colony, 1-12 gro. 11 52
Old Mill, 5c 5 76
Old English Crve 1 1/2 oz. 96
Old Crop, 5c 5 76
Old Crop, 25c 20
P. S., 8 oz. 30 lb. cs. 19
P. S., 3 oz., per gro. 5 70
Pat Hand, 1 oz. 63
Patterson Seal, 1 1/2 oz. 48
Patterson Seal, 3 oz. 96
Patterson Seal, 16 oz. 5 00
Peerless, 5c 5 76
Peerless, 10c cloth 11 52
Peerless, 10c paper 10 80
Peerless, 20c 2 04
Peerless, 40c 4 08
Plaza, 2 gro. case 5 76
Plover Boy, 5c 5 76
Plover Boy, 10c 11 40
Plover Boy, 14 oz. 4 70
Pedro, 10c 11 92
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 48
Rob Roy, 5c foil 5 76
Rob Roy, 10c gross 10 52
Rob Roy, 25c doz 2 10
Rob Roy, 50c doz 4 10
S. & M., 5c gross 5 76
S. & M., 14 oz., doz. 3 20
Soldier Boy, 5c gross 5 76
Soldier Boy, 10c 10 50
Pilot, 7 oz. doz. 1 05
Soldier Boy, 1 lb. 4 75
Sweet Caporal, 1 oz. 60
Sweet Lotus, 5c 5 76
Sweet Lotus, 10c 11 52
Sweet Lotus, per 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
Summer Time, 14 oz. 3 50
Standard, 5c foil 5 76
Standard, 10c paper 8 64
Seal N. C. 1 1/2 cut plug 70
Seal N. C. 1 1/2 Gran. 63
Three Feathers, 1 oz. 48
Three Feathers, 10c 11 52
Three Feathers and
Pipe combination 2 25
Tom & Jerry, 14 oz. 3 60
Tom & Jerry, 7 oz. 1 80
Tom & Jerry, 3 oz. 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
Wave Line, 16 oz. 40
Way up, 2 1/2 oz. 5 75
Way up, 16 oz. palls 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
COTTON
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 picklog 10
Packages free.
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
1/2 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 50
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
P. S., 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. bxs 65
Egg Crates and Fillers
Humpty Dumpty, 12 dz. 20
No. 1 complete 40
No. 2, complete 28
Case No. 2, fillers, 15
sets 1 35
Case, medium, 1 1/2 sets 1 15
Faucets
Cork lined, 3 in. 70
Cork lined, 9 in. 80
Cork lined, 10 in. 90

14

Mop Sticks
Trojan spring 90
Eclipse patent spring 85
No. 1 common 80
No. 2, pat. brush holder 85
Ideal No. 7 85
12lb. cotton mop heads 1 30
Pails
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
10 qt. Galvanized 1 55
12 qt. Galvanized 1 70
14 qt. Galvanized 1 90
Mouse, wood, 6 holes 70
Mouse, tin, 5 holes 65
Rat, wood 80
Rat, spring 75
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
MICA AXLE GREASE
1 lb. boxes, per gross 8 70
3 lb. boxes, per gross 23 10
TELFER'S Dry Roast COFFEE
MADE IN DETROIT USA
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
Mosan, Quality 20 16
Quality, 20 16
W. J. G. Tea 37
Cherry Blossom Tea 37
Telfer's Ceylon 40

15

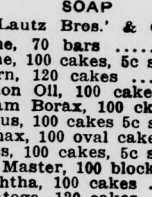
BAKING POWDER
K. C. Doz.
10c, 4 doz. in case 85
15c, 4 doz. in case 1 25
25c, 4 doz. in case 2 00
50c, 2 doz. plain top 4 00
80c, 1 doz. plain top 6 50
10 lb. 1/2 dz., plain top 13 00
All cases sold F. O. B.
jobbing point.
Special Deal No. 1.
12 doz. 10c, 12 doz. 15c,
12 doz., 25c 49 20
Barrel Deal No. 2
3 doz. each 10, 15 and
25c 32 80
With 4 dozen 10c free
1/3 Barrel Deal No. 3.
25c. each, 10, 15 and
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
See 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 13 10
COFFEE
OLD MASTER COFFEE
Old Master Coffee 31
San Mario Coffee 24
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



White House, 1 lb.
White House, 2 lb.
Excelstor, Blend, 1 lb.
Excelstor, Blend, 2 lb.
Tip Top Brand, 1 lb.
Royal Blend
Royal High Grade
Superior Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Lee
& Cady, Kalamazoo; Lee
& Cady, Saginaw; Bay
City Grocer Company, Bay
City; Brown, Davis &
Warner, Jackson; Gods-
mark, Durand & Co., Bat-
tle Creek; Fleibach Co.,
Toledo.



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



SOAP
Lautz Bros. & Co.
Acme, 70 bars 3 05
Acme, 100 cakes, 5c sz 3 75
Cotton Oil, 100 cakes 2 40
Cream Borax, 100 cks 6 00
Circus, 100 cakes 5c sz 3 75
Climax, 100 oval cakes 3 05
Gloss, 100 cakes, 5c sz 3 75
Big Master, 100 blocks 3 90
Naphtha, 100 cakes 3 90
Saratoga, 120 cakes 2 40

Proctor & Gamble Co.
Lenox 3 20
Ivory, 6 oz. 4 00
Ivory, 10 oz. 6 75
Star 3 35
Swift & Company
Swift's Pride 2 85
White Laundry 3 50
Wool, 6 oz. bars 3 85
Wool, 10 oz. bars 5 50
Tradesman Co.'s Brand
Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25
A. B. Wrisley
Good Cheer 4 00
Old Country 2 40
Scouring
Sapolio, gross lots 9 50
Sapolio, half gro. lots 4 85
Sapolio, single boxes 2 40
Sapolio, hand 2 40
Scourine, 50 cakes 1 80
Scourine, 100 cakes 3 50
Soap Compounds
Johnson's Fine, 48 2 3 25
Johnson's XXXX 100 5c 4 00
Rub-No-More 3 85
Nine O'Clock 3 50
Washing Powder
Armour's 3 70
Babbitt's 1776 3 75
Gold Dust, 24 large 4 30
Gold Dust, 100 small 3 85
Kirkoline, 24 4lb. 2 80
Lautz Naphtha, 60s 2 40
Lautz Naphtha, 100s 3 75
Pearline 3 75
Roseine 3 90
Snow Boy, 60 5c 2 40
Snow Boy, 100 5c 3 75
Snow Boy, 24 pkgs.,
Family Size 3 75
Snow Boy, 20 pkgs.,
Laundry Size 4 00
Swift's Pride, 24s 3 65
Swift's Pride, 100s 3 65
Wisdom 3 80
The only
5c
Cleanser
Guaranteed to
equal the
best 10c kinds
80 - CANS \$2.90

FOOTE & 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 & 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 compris-
ing 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

CHARCOAL
Car lots or local shipments,
bulk or sacked in paper or jute.
Poultry and stock charcoal.
M. O. DEWEY CO., Jackson, Mich.

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 or Trade—Canvass glove or overall machinery. J. T. Simonson & Co., Muskegon, Michigan. 739

For Sale—Before Feb. 10 at 75c on dollar, \$5,000 jewelry stock. Fine trade; investigate. Address No. 740, care Tradesman. 740

Real Estate Broker—W. C. Amerman, representative of the National Co-Operative Realty Co., will do a real estate or exchange business and have communication with a large number of agents throughout United States. Office Masonic Bldg., Koshkonong, Mo. 741

Would like to communicate with a reliable concern that can offer a staple grocery specialty for this State to handle with another line which I have represented in this State for the past two years. Address No. 742, care Michigan Tradesman. 742

For Sale—Bazaar stock and fixtures at Ovid, Michigan, inventorying \$700. Will sell right to cash buyer. H. E. Keyes, Box 334. 743

For Sale—Or will exchange for hardware or implements, a 160-acre farm. Address No. 744, care Michigan Tradesman. 744

For Sale—Stock of general merchandise in country town on railroad, twenty miles out of Grand Rapids. Fine farming community. Address No. 745, care Tradesman. 745

For Sale—Bakery in Muskegon doing good business. Good reasons for selling. For business opportunities write Bouman & Van Dam, Muskegon, Michigan. 747

For Sale—General dry goods store, No. 1 fixtures, stock in best condition. Just invoiced \$5,500. Will sell for \$4,000 cash. Lock Box 3, Springport, Michigan. 734

Stock Wanted—Have fine well-improved stock and grain farm of 250 acres in Central Illinois. Want good stock merchandise up to \$18,000 in exchange for it. What have you? Address Box 97, Greenup, Illinois. 735

For Sale—A good business for lady to conduct consisting of ladies' and children's furnishings, art goods and notions. Want to retire from business. Terms cash or part payment and balance on good security. Address Mrs. James Mulder, Muskegon, Michigan. 736

For Sale or Trade—Grocery stock and fixtures on account other business. Situated in Shepherd, Michigan. Good location; stock clean and new. Address F. E. Chaplin, Shepherd, Michigan. 738

For Sale—Dray line. Charles Payne, Jonesville, Michigan. 729

For Sale—Grocery and meat market. One other meat market in town 1800. Best of fixtures and new stock. For price write James Mead, Corunna, Mich. 730

For Sale—Department store in best small town in Florida. Most healthful location; pure water; backed by fine productive country; population 2,000. About \$15,000 proposition—building and stock. Annual business \$35,000. Owner wishes to retire. Address, Florida, care Tradesman. 731

For Sale—Money making up-to-date general dry-goods store, mostly staples, best farming community. Draws trade over 15 miles around; anticipates bills. About \$15,000 will take it. Rare opportunity, investigate. Address No. 732, care Michigan Tradesman. 732

For Sale—Two brick stores, one stocked with dry goods, the other with men's clothing and furnishings. Best location, established 30 years. Always prosperous. For particulars address A. J. Wilhelm, Traverse City, Michigan. 733

For Sale—Clean stock merchandise, consisting of men's work clothing, groceries and automobile filling station. Best location in town doing good business, owner has good reason for selling. Rent cheap. Address, Box 287, Memphis, Michigan. 724

For Sale—Or will exchange for good city property or clean stock of clothing or shoes 20-acre vineyard 2 1/2 miles from Niles, Michigan. Best quality grapes and all vines upon wires. Good market. Stone & Silsbee, Niles, Michigan. 725

For Sale or Trade—For good farm, mail order house handling heavy machinery, hardware and farm supplies. J. T. Simonson & Co., Muskegon, Michigan. 726

Let Us Do Your Printing—500 good quality note heads, envelopes or statements postpaid \$1.15. Send copy to-day for free proof. Enterprise Printery, Clermont, Iowa. 714

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

To Sell or Trade—280 acres; modern country home three miles west of Coalgate, Oklahoma. Adapted to stock raising and dairying. Incumbrance \$5,000. \$35 per acre. Invite inspection. Address J. P. Addison, Box D, Coalgate, Oklahoma. 716

Ice Plant For Sale—At once, to settle an estate. 5-ton ice plant and ice cream factory, in good condition, located at Forest City, Mo. For full information write J. E. McCoy, Administrator, Emporia, Kansas. 717

Turn Old Merchandise Into Cash—I will sell your unsalable merchandise, out of style, dry goods, shoes, clothing, women's ready-to-wear goods, job lots, etc., 5 per cent commission including insurance. Sales every day. Remittance made at once. Highest banking and mercantile references. Joseph Landau, merchandise broker and commission merchant, 2092 Beaver avenue, N. S. Pittsburgh, Penn. 723

Hardware For Sale—Nice clean stock; fine location; good going business. Box 461, Lansing, Michigan. 718

Business Wanted—Will exchange 160 acres of good land near Perry, Noble county, Oklahoma for a business. Give full particulars and location of business offered, first letter. Confidential. Address Frank Cleveland, Perry, Oklahoma. 720

For Sale—Good going cash dry goods and men's furnishings store seven miles from Oakland, California. Address, P. O. Box 97, Station G, Oakland, Calif. 721

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

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

Stocks Wanted—If you are desirous of selling your stock, tell me about it. I may be able to dispose of it quickly. My service free to both buyer and seller. E. Krulsenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 870

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

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 Mfg. Co., 507 French St., Erie, Pa. 656

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

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, 546 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

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—Dairy supply and cream separator salesmen. Patented dairy appliance fully guaranteed. Weight 5 ozs. Retails \$3, 100 per cent. profit. Write us. Indicator, Mainesburg, Pa. 693

Salesmen covering regular territory who can call on drug and general store trade to carry a good side line. Sample can be carried in pocket. Liberal commission. Rat Biscuit Co., Springfield, Ohio. 713

Sideline Salesmen—Do you want an attractive, quick selling side line? If so, write us about Chicktone for poultry. Liberal commissions. C. W. Daugherty Mfg. Co., Kansas City, Missouri. 728

POSITION WANTED.

Wanted Position—Grocery clerk; five years' experience. Know business from A to Z. Can give references. Address No. 746, care Tradesman. 746

Young man 32, now open for traveling position, six years' experience. Would prefer place in dry goods store, two years' experience. Will consider anything, or go anywhere. Write me if you have an opening of any kind. Box 213, Marion, Kentucky. 737

Window dresser wishes position—New York department store experience. Address Window Trimmer, 1511 E. 5th St., Brooklyn, New York. 727

Furniture Dealers

A special showing all this month of our complete line will be made on the eighth floor in the Furniture Temple.

It will pay every dealer who sells mattresses, springs, pillows, steel cots, couches and davenport to closely inspect our large display of guaranteed bedding which includes everything from the most inexpensive to the very best.

Grand Rapids Bedding Company
Grand Rapids, Michigan

Catalog sent on request.

EMPRESS

NOW PLAYING

Keith Vaudeville 7-STAR ACTS-7

ALWAYS A GREAT SHOW

DAILY 2:30 and 8:15

10c - 20c - 25c - 30c - 50c

1916 TANGLEFOOT



Improved Size—Handy Sealed Package
Retails 5 Double Sheets for 10c

Ask your Jobber or his Salesman for Particulars

THE FIRST INVESTMENT.

"Saving is difficult, investment is dangerous." Thus a conservative financial man once summed up the situation confronting the person making his first investment.

It is when the first \$500 or \$1,000 is saved, when the investment novice fancies himself safely on the road to fortune, that pitfalls are most frequently encountered. Bitter as is the sacrifice involved in giving up cherished things to accumulate a little money, it is still more bitter to see the savings of years swept away in the collapse of some bubble company or the playing out of some "salted" gold mine.

Safe investment demands close study on the investor's part, of good advice from a reliable source coupled with willingness to be guided. Dangers are many. Still, with so many avenues of investment practically safe, there is no need for the small investor to venture into anything risky.

A frequent trouble is the small investor's impatience. He is keen to double his money. He expects his capital, even if only a few hundred dollars, to earn ten or twenty times more than money, of itself, is logically able to learn. Hence, he gives ear to wildcat enterprises—usually mining schemes, regardless of the fact that the mine has, in all ages, on the aggregate of money invested, yielded dividends far smaller and less certain than the farm.

Money, without an admixture of brains, cannot earn much over 5 per cent. with any degree of safety. The returns the investor has a right to expect depend largely upon the amount of brains—that is, personal attention—he can give to the investment afterward. In such cases the dividend is not merely interest on his money, but an allowance for the extra risk and remuneration for the time and trouble he devotes to supervising his investment.

The outstanding principle for the new investor is: "Take nothing for granted. Find out for yourself the actual facts."

Egg Holders Lost Big Stake.

As a result of the Pennsylvania cold storage law, which limited the legal period for holding food products in storage, the Philadelphia people got fairly cheap eggs last week, but it is reported to have cost the egg holders in the trade not far from \$100,000 in actual loss to furnish the product at retail for around 21 cents.

Under the cold storage law, enacted in Pennsylvania several months ago, eggs are permitted to remain in cold storage for eight months only. After the time limit expires the eggs must be removed and sold.

The eggs removed from the storage houses last week were deposited in the storage houses before the Wilson act was passed. The consensus of opinion among the dealers at the time the cold storage act was introduced by William H. Wilson, newly appointed Director of Public Safety, was that the bill, if passed, would be vetoed by Governor Brumbaugh. The plan was to unload the

eggs stored away eight months ago during the winter season.

Unloading of storage eggs has been going on for several weeks, but on a small scale. Rather than be left with large supplies they finally began to sell their products almost at any price they could get. The eggs which were sacrificed were the regular May products, which were sent by farmers from various parts of Pennsylvania. Many of these farmers had not received their pay yet. In many instances farmers do not receive their money until the eggs are sold.

Blow to Trading Stamps.

Reports from New Orleans state that the trading stamp interests of that vicinity have decided to abandon the field, as a result of the recent decision of the State Supreme Court that the law against trading stamp enterprises is perfectly constitutional. The recent decision of the State Supreme Court that the law of Louisiana placing a tax of \$5,000 a year on trading stamp companies was constitutional is said to have been followed by the Hamilton Corporation closing its offices in New Orleans and advertising through the local papers there that all holders of Hamilton coupons can get them redeemed through New York offices.

It is understood that while the trading stamp interests have made an application for a rehearing of the case in the Supreme Court the fact that they have virtually abandoned the New Orleans field is regarded by the merchants as evidence that they have little hope in that quarter for any favorable action.

It is said that the big stamp combine is now content to wait for a decision by the United States Supreme Court in the Washington case, as the law in that State is similar to the one in Louisiana.

Manufacturing Matters.

Brooklyn—Hart & Howell, manufacturers of pop corn, have merged their business into a stock company under the same style with an authorized capital stock of \$25,000, \$21,000 of which has been subscribed and paid in in cash.

Petoskey—The Tennessee Extract Co. has been organized to manufacture leather and tanning extracts, with an authorized capital stock of \$150,000 common and \$300,000 preferred, all of which has been subscribed and paid in in cash.

North Muskegon—The Gow & Campbell Lumber Co. has been merged into a stock company under the style of James Gow Lumber Co., with an authorized capital stock of \$100,000, of which amount \$66,500 has been subscribed and paid in in property.

Jackson—The S. M. Isbell Co. and the Eldred Milling Co. have filed complaints with the Interstate Commerce Commission against the railroads of the city, the first named company alleging a switching charge of \$3 is being charged in addition to the regular transit charge of beans, the second company claiming it is denied certain transit privileges, including the milling of grain, and compelled to pay local rates in and out of Jackson.

Second Annual Food Show at Prison City.

Jackson, Jan. 11—Plans and preparations for the annual pure food show are daily being made certainities. This year the exhibit, bigger and better, will be held the week of February 21 inclusive.

The selection of the Masonic temple as an exhibiting place is a decidedly big factor which will ensure the success of the show. President R. C. Cary, of the Retail Grocers Association, who is an enthusiastic worker for the show, states the sale of booths is progressing finely.

Some of the concerns which have already engaged space and the numbers of the booths follow. Wildar Co., 1; Ganiard wholesale grocery, 3; Spencer Grocery Co., 4; Jackson Baking Co., 5; Bennett Brokerage Co., 6; Jackson Grocery Co., 7; Robinson Baking Co., 8; Breakfast Food Co., 9; Brown, Davis & Warner, 10; Eldred Mill Co., 11; United States Macaroni Co., 12; Arbuckle Bros., 16; Skinner Macaroni Co., 17; Grinnell Bros.' music house, 18; Crescent Syrup Co., 19. A space on the north corner of the stage has been reserved by the Turnell music house.

Decorations, elaborate and artistic, varied displays and other special features will do much to render the show attractive.

Re-actionary Tendency In Industrials.

New York, Jan. 12—News is meager, but the stock list nevertheless display re-actionary tendencies of a more distinct type than has been exhibited for quite a period. Liquidation and speculative selling, especially in the industrial department, is seen throughout and quite a few stop orders were uncovered. The war order issues suffer the most. It has been patent for some days that a goodly amount of conspicuous issues of that sort was distributed during the period when hysterical buying was the or-

der of things and that holders are becoming nervous in view of the failure to respond to old-time reports of a kind that were generally attended by outside buying. Europe of late has been rather conspicuous in a fair way on the selling side of the market. In addition, the long account was found to be rather extended. Then, too, the element bearishly inclined have been disposed to press all advantages. Therefore, there still appears to be warrant for the belief that long lines should be reduced in keeping with a conservative course. Logan & Bryan.

If you intended to do a mean thing, wait until to-morrow; but if you are going to do good, do it now.

HELP WANTED.

Wanted—A competent man to manage first-class cafe. Small investment required. Particulars on request. Address No. 748, care Michigan Tradesman. 748

Man Wanted—We have a store building in the village of Farwell, where the right party can make good. We need a live man with the money to put in a stock of dry goods and gents' furnishings, boots and shoes. Address Thomas E. Fair, Farwell, Michigan. 749

Wanted—Experienced sheet metal workers for general job work who are familiar with laying out, making-up or erecting work. Address T. B. Callahan, 198 Frank St., Akron, Ohio. 753

Wanted—Men for light structural iron work on machinery guards who are familiar with designing, making or erecting guards made up of angle iron, band iron and screen or expanded metal. Address T. B. Callahan, 198 Frank St., Akron, Ohio. 752

BUSINESS CHANCES.

For Sale—Established hardware business. Old stand. Inventory about \$4,500. Good reasons for selling. Address No. 750, care Tradesman. 750

My sales letters succeed with wholesale or retail trade. Collection letters extract without pain. Free booklet explains. Letter Specialist Cook, 80 Maiden Lane, New York. 751

Bargain Celrite Stores

West Leonard St. Division Ave.
Cherry Street Grandville Ave.
Michigan Street

Forced to Buy—Must Sell.

Fresh Stock—Up-to-date Fixtures.

Ideal Locations. Established Trade.

Michigan Street Store Includes Completely
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Citizens Phone 4325

Grand Rapids, Michigan

Bell 303



Domino Sugar Products

MR. GROCER—To be sure of large, steady profits, you must sell staples—products all of us are using all the time.

Statistics prove that each of the hundred millions of people in the United States consumes an average of about eighty pounds of sugar each year. This average consumption, multiplied by the number of your customers, represents a

large proportion of your gross sales.

Your problem, then, is to secure a moderate profit on each sale, which when multiplied by thousands of sales will make your final profit overtop the slow large-profit sellers.

DOMINO SUGAR PRODUCTS will help you solve this problem.

DOMINO SYRUP—Delicious on pancakes and waffles. Makes excellent cookies, cakes and candies. Retail at 10 cents.



American Sugar Refining Company

We Guarantee

Every Can To You

And Ask You to Guarantee It
To Your Customers

No Strings on This Guarantee

We Mean in
Every Particular



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Trail of
White



The
Northwestern
Miller

in issue of November 24th

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"It is rather in the nature of Double or Treble Assurance like the wax paper package and cartons which are used in connection with Fine Cereal Products and Baked Goods. They are niceties rather than necessities."

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in

"The Sack of
Double or Treble
Assurance."

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CLEVELAND

The Sack that keeps
the Flour *IN* - and
the Dirt *OUT* →



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