

The Brotherhood of Better Things

He dreamed of a better city, he longed for a fairer fame
For the home of his daily labors, and he talked of a brighter name
For the scenes of his children's play-time and the place of his children's birth.
And he talked as a man who loved his town and was proud of her splendid worth.
He told her needs as he saw them, to him were her failings known
And he wanted to build for her greatness—but he couldn't do it alone.

He was one of the many thousands who dreamed of the better day
With visions of greater splendors when they should have passed away.
And each in his dream, unselfish, could picture a distant goal
When his city should rise in beauty and throb as a living soul,
But the dreams would have come and vanished, and the vision from earth have flown
Had each of the dreamers tried to work for his city's fame—alone.

You may think great thoughts for the future, you may fashion and build and plan,
But you never shall see your dreams made real, save you work with your fellowman.
And never a greater city shall spring into being here
Save that the many have labored together its fame to rear.
Out of the hearts of our fellows has all of our greatness grown,
Together they stood for this purpose—for no one could do it alone.

Stand off by yourself with your dreaming and all of your dreams are vain,
No splendor of soul or structure can man by himself attain;
'Tis willed we shall dwell as brothers, as brothers then must we toil.
We must share in a common purpose, as we share in a common soil.
And each who would see accomplished the dreams he is proud to own,
Must strive for the goal with his fellows—for he cannot reach it alone.

Edgar A. Guest.

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

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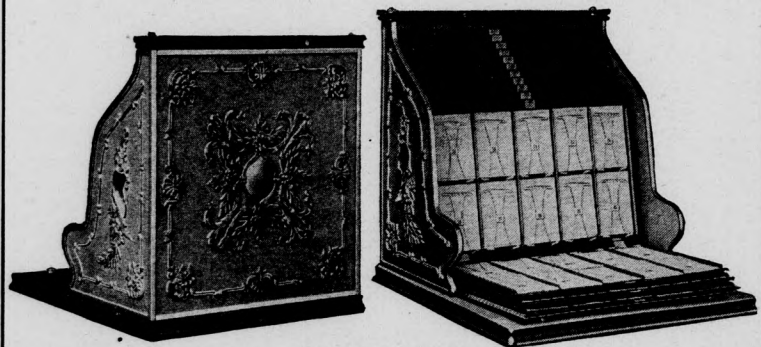
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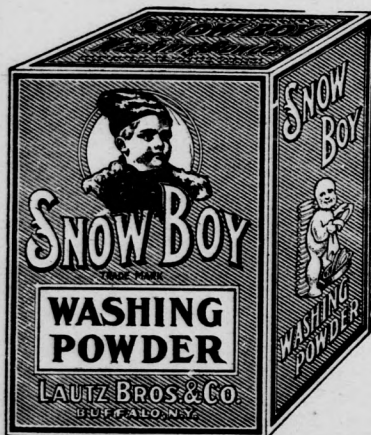
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MICHIGAN TRADESMAN

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, JANUARY 26, 1916

Number 1688

SPECIAL FEATURES.

Page	
2.	Chain Stores.
3.	Super-Organization.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Upper Peninsula.
8.	Editorial.
9.	Financial.
12.	The Meat Market.
13.	Butter, Eggs and Provisions.
16.	Dry Goods.
18.	Shoes.
20.	Woman's World.
22.	Automobiles and Accessories.
23.	Hardware.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

CARROLL AS A MOSES.

The announcement of the candidacy of Alderman Etheridge for mayor of Grand Rapids may be attributed to the "fine Italian hand" of our Gambler Mayor, who has always adroitly planned matters so that there have been several candidates for mayor at the Republican primary election. With one good man pitted against him, Deacon Ellis would be relegated to private life, but with several very ordinary candidates, he manages to win out by keeping one foot in the church and the other in the saloon.

There is one man in Grand Rapids who can defeat our crafty chief executive hands down. That man is Ab. Carroll, our present efficient police superintendent. Mr. Carroll is a runner from Runnerville and, like the Deacon, he knows the game. Unlike the Deacon, his record has never been smirched by long association with the gambling business. Both as sheriff and as head of the police department, he has acquitted himself well and faithfully. Instead of trying to build up a political machine, as Ellis has devoted most of his time to accomplishing, he has acted on the theory that he is a public servant and that his duty is to serve the public and not perpetuate himself in office by resorting to the use of weapons which none but crafty politicians employ.

The Trademan has had no communication with Mr. Carroll on this subject and has no assurance from any source that he would consent to enter the contest for mayor the coming spring. Should he decide to do so it would be at a personal sacrifice, because Mr. Carroll has reached a point in life where no further preferment of a political character can add to the esteem in which he is held in this community.

War censorship has shown many forms of foolishness. One of them has been the effort to keep bad news from the public. This was bitterly complained of in democratic England, during the early months of the war. People said: "We are not children. We do not wish to be fed on fairy stories. If our armies have been de-

feated, we want to know it. If our high military command is deficient tell us the truth about it. We can face the facts, even when they are most ominous, but we can not stand evasions and flatteries and outright deception." An echo of this sentiment was heard in the closing session of the Reichstag last week. Several members called upon the government frankly to let the German people know the worst. They could bear it, and would do their best to correct it; but highly colored official statements that everything was going well, although the fact was that many things were going ill, ought not to be sent broadcast. Why deny, asked one deputy, that the English blockade was effective, when everybody knew that it was highly so? This is a manly note. It would be sounded in any of the belligerent countries, on like occasion. But the all-wise censorship persists in acting as if things forbidden mention therefore no longer exist.

The complaint is being made in the departments at Washington that many of the returns in connection with the income tax reports are purposely defective, misleading and untrue. In other words something more than a suspicion is entertained that a good many people have answered falsely, of course for the purpose of evading and avoiding the tax. Whatever may be said for or against the income tax, or however much anybody may be opposed to it in theory or practice, that and all of it can not remove the bounden duty and obligation on the part of every good citizen to answer the questions truthfully and pay the share thus indicated. Naturally it is only those of means who are suspected, because the others can not be put in any jeopardy. Those who have the means ought to be grateful that they have and deal as honestly and as fairly with the Government officials as they would expect any individual to deal with them.

Horses are in great demand over in Europe and agents of the warring nations have been buying thousands of steeds in the United States and Canada. The horse owners are not the only ones who have been making money, for evidence recently brought out the fact that Canadian ships which have been engaged in transporting the horses have collected millions of dollars. At \$50 a head one line shipped 18,000 horses in August and collected as gross freight approximately \$900,000. More was collected in another month, all of which shows that the profits on horses are divided.

The Grand Rapids Show Case Co. has increased its capital stock from \$700,000 to \$750,000.

SERVICE TO CUSTOMERS.

Study every customer and cultivate their acquaintance. It will help you increase your value to the store.

Learn the names of as many customers as possible who come into the store. Calling a person by name goes a long way toward breaking down a barrier of reserve which otherwise is so hard to get around.

Look glad to see people when they come in. It's just as easy, and you'll feel better, and so will they.

Don't argue with customers. Give them the benefit of your experience and advice, but don't try to force it upon them.

Don't make promises that you know the house won't back up. The customer finds out the truth in the end, and few customers will let you have the second chance to give them the worst of it.

Try to send every patron away satisfied. A satisfied patron is the kind that comes back.

Be a salesman, not a clerk. Learn to do things. Have a little initiative. Don't always wait to be told.

Look around and see what there is to learn—and learn it. That is the kind of person that gets ahead nowadays.

Don't forget about the store the minute you get outside. Keep it in one corner of your mind all the time.

Get into the habit of doing these things. You know the way to get more money is to "show" the officers that you are worth it.

In the life of everyone, no matter where employed, or what vocation, there is a turning point, a place where the business roads fork, and where you must decide which road you shall take.

Gaze about and note the successes you know; these are the people who chose the right road and followed it to its ultimate and legitimate conclusion. On the other hand, turn again, and note the wrecks and failures; these are the ones who chose to follow the road which led through the mire of self-indulgence, laziness, sloth and impracticability.

A plan to retire the \$346,000,000 of greenbacks, which are a survival of the irredeemable Government paper currency of the Civil War, has been submitted to the conference of governors of the Federal Reserve Banks by committees of the American Bankers' Association. Some of the reasons put forward in behalf of the step will not bear examination; the argument in favor of it should be based on permanent and fundamental grounds rather than on the immediate situation of this time, or on incidental consequences alleged to have followed from the existence of the greenbacks, the relevance, and in

some instances the authenticity, of which is open to dispute. Thus an advocate of the plan is quoted as asserting that "it has cost the United States more than a billion dollars to maintain the status of the greenbacks as redeemable greenbacks." The reference is, of course, to the bond issues which, from time to time, were put out primarily for this purpose; but when we consider what was the actual, or ultimate, disposition of the proceeds of these issues, the assertion that they represented an expenditure of public money for the maintenance of the redeemability of the greenbacks falls to the ground. In indirect damage the existence of the greenbacks has doubtless caused a loss to the Nation of far more than a billion dollars; they are an anomalous element in our currency system, have been a source of acute danger in the past, and will present, so long as they are kept in existence, an invitation to demagogues and ignoramuses, at any time of trouble, to propose an increase of the volume of the currency by the simple process of printing additional greenbacks.

The gossip from Washington is mostly to the effect that the President will not appoint Mr. Taft to fill the vacancy in the Supreme Court, but that he will appoint a southerner and a Democrat. One most favorably spoken of is John W. Davis, just now solicitor general, a graduate of Washington and Lee University in the class of '92, a teacher of law for two years a member of Congress for two terms, and an all around able man, according to the report of his friends. It is represented that the President thinks, the great majority on the bench being Republican, the Democrats should be given more representation. Be that as it may, the general trend of public opinion still favors the appointment of Mr. Taft, who appointed a Democrat to serve in the Supreme Court.

Chicago women have found a way to dispose of undesirable Christmas presents. A club of 250 women met the other day and had a "swapping party." Each woman brought, in a sealed package, what seemed to her as her most undesirable Christmas gift. For thirty minutes the women swapped packages until time was called. Then the packages were opened and the "horrors" exhibited. One woman drew the vase she had been trying to give away. She had swapped ninety times to get the vase back. The woman who held the record exchanged parcels 139 times in thirty minutes. One woman received a pair of purple socks and a red necktie and one got a man's picture labeled "A Former Sweetheart." They had fun over the swapping anyway and many of them were satisfied with the presents.

CHAIN STORES.

How Jobbers Can Fight Them Successfully.

Whether or not the Stevens bill ultimately passes Congress, there will still remain for grocers and manufacturers alike many problems, both in connection with it and in its absence. What grocers can do pending its enactment was the subject of an address to the New York State Wholesale Grocers, at their convention held in New York, last week, by Sylvan L. Stix, of Seeman Bros. It proved to be a very thoughtful study of the problem of meeting the chain store and buying exchange evolution by wholesale grocers.

"Taking for granted," said Mr. Stix, "that the Stevens bill as it now reads were passed, it would only apply to the products of such manufacturers as would establish a uniform price to the retailer and a uniform price to the jobber. On this account, although the Stevens bill is undoubtedly a step in the right direction, it is a question as to how great an effect it would have.

"Many manufacturers might consider the advantage they derive from the quantity price in their retail and wholesale distribution of more importance to their sales policy than the advantage to be derived from being able to control the resale price at wholesale and at retail. In view of this condition, and the further fact that we as yet have no immediate promise of legislation along the lines of the Stevens bill, what shall we do while we are waiting for Washington and Albany to help us?

"Before trying to decide what to do, let us see what the situation is. Are chain stores growing? If so, why? For, if they are growing and are performing a real service for the community, it would be like trying to make water run uphill to stop their growth. Let us study the facts.

"Taking for granted that large chains buy their stocks at practically the same cost as the jobber, and taking into consideration that they have to duplicate much of the service the jobber performs before their merchandise is delivered to their retail stores, the average independent retailer undoubtedly owns his goods at not over 5 per cent. higher cost than the retail store of the chain operator. Now, the personality of the owner behind the counter certainly is a sufficient offset for this meagre cost disadvantage, for, when it comes to service, the independent can give as much or as little as he chooses and charge accordingly, the same as the chain operator is now doing.

"Why, then, is the number of chain stores growing, for I believe we can concede that they are? In my opinion, primarily, because they are selling certain proprietary articles and a few other items of known value at cost or less than cost, thus giving the consumer the impression that they are selling all their merchandise 25 per cent. to 30 per cent. cheaper than the independent.

"As I see it, we have to teach the

independent to meet fire with fire. The independent doing a cash and non-delivery business can afford to sell leaders at the cut prices quoted by the economy chain stores, for the profit on the larger volume of business on other lines, which would necessarily follow, will more than cover the loss. The independent doing a service business, of course, can not meet the cut prices of the economy store, but by shading his prices on the cut items he can hold his trade in line. By insisting on charging 10 cents for an item that the economy stores sell at, say, 7 cents, he simply drives his trade away.

"The number of items that the retailer would find it necessary to cut on would be found to be not so many, and, in fact, are even now decreasing in number, for, as a result of recent decisions of our courts, more and more manufacturers are insisting, where they are recognizing chain store operators on a preferred basis, that the chain stores, in return for such recognition, co-operate with the manufacturer by maintaining a fair retail price on his product.

"Where the manufacturer of a heavily advertised specialty refuses to make any attempt to establish fair market conditions, it is simply up to the independent retailer to take a leaf out of the book of the chain store man and meet him at his own game.

"I had in mind suggesting that the jobber should help along the good cause by selling these cut items at a concession, but in discussing the matter with some of our salesmen, I was told that I did not have to worry on this score, because the retailer who pays his bills promptly can now buy these cut items on a closer basis than I would have the hardihood to suggest.

"If you agree with me that work along these lines would be useful and that it would help to hold down the future of the chain stores to the share in the distribution of grocery products to which they are economically entitled, then it simply resolves itself into a question of how the work should be done. We could perhaps depend upon our salesmen or we could publish a series of leaflets and mail them to the trade.

"In other words, let us put the two systems of merchandising on the same basis—the chain store system and the jobber-retailer system—and let the best win. If there is going to be any fighting with 'brass knuckles' let both sides use them."

Chirpings of the Crickets.

Battle Creek, Jan. 24—Landlord Frank Robinson, of the Phoenix Hotel, at Charlotte, is to be congratulated on his ability to keep his hotel warm and cosy when a cold snap hits that part of Eaton county where he and his hotel are located. The house was nice and snug last Monday night.

A merchant told a traveling salesman he always wanted him to call, because they always had such a nice visit. Whose fault is this condition, salesman or merchant? Seems to me the visit could be on goods, their quality and their true worth and the retailer's desire to push them. The salesman certainly got close to his man, but, apparently, could not feel his pulse.

The Grand Rapids-Kalamazoo interurban is sure having troubles of its own. Looked odd to see a Holland interurban in the streets of Kalamazoo to-day.

William Edwards, of Kalamazoo, known to all the boys as Bill, who had served so faithfully as night clerk for nine years at the Berghoff Hotel, died very suddenly in the office of the Berghoff Saturday morning. Bill was an untiring employe of Mr. Willard's and held his employer's complete confidence. He will be missed by all the boys who stop at the Berghoff.

M. L. Blakeslee, of No. 253, who was caught in the wreck on the interurban between Battle Creek and Kalamazoo last Thursday, was not out of the harness very long. He was calling on his trade again Friday.

Elmer E. Wille, of No. 253, is now located at the retail store of the Minty Cigar Co., Battle Creek. The boys are asked to call and see our friend. Elmer says to make the store your down-town headquarters. You are welcome to leave your grips, to write your letters and make yourself generally at home. We all wish Elmer the success to which he is entitled.

William Sturman has severed his connection as traveling representative of the Chicago Evening American.

A. C. Pfander, of the Enquirer, is at home sick.

J. Norman Riste was in an interurban wreck Thursday last. No injuries reported.

Milton J. Loomis worked all day Sunday on a cost book.

John Q. Adams is reported to have an unusual price on salted peanuts. Maybe he owns a peanut swamp or do they grow like dates—in the arcade?

If all the folks who went to the auto shows bought cars, goodbye bank balances and happy homes.

Things that never happen: Kalamazoo hotels being overcrowded.

Staying away from the movies of an evening to write to wife and mother.

Making wages off an expense account.

Being prepared for Christmas. A prosperous Democratic administration.

An order from everybody you call on every trip.

All patrons taking their discounts. Nothing to do Sunday.

A ford that rides like a Packard.

An employe who forgets pay day.

A salesman who gets so mad he can't talk.

A patron who gets his merchandise delivered express paid the day after he orders it when he has invoices 120 days old unpaid. Pub. Com.

Activities in Michigan Cities.

Written for the Tradesman. Jackson's fire loss in 1915 was \$26,500 and Lansing's loss was \$32,000. The number of fires resulting from unknown causes or from plain incendiarism is a feature of the different reports from cities.

Ypsilanti has voted to buy two motor fire trucks. Three Rivers will buy a truck and Ludington is seriously considering this step.

Albion has abolished its volunteer fire department and has hired four regular firemen on salary.

The beet sugar factory at Holland sliced up 34,000 tons of beets this season and produced 8,982,000 pounds of sugar. Four years ago the factory turned out 9,000,000 pounds, but the campaign lasted five months, as against three months this year.

Lapeer will vote at the April election on the question of installing boulevard lights.

Benton Harbor has secured a new glove factory.

The Union Telephone Co. has adopted the cable system at Midland and will remove poles from Main street, in the business district.

F. M. Vawter has been re-elected as President of the Benton Harbor Chamber of Commerce.

A new course in automobile instruction has been opened at the State Blind School, Lansing, the work including repairs, assembling and car operation. Work in salesmanship and business efficiency has been successfully carried on there for some time.

The Covel Manufacturing Co., of Benton Harbor, is enlarging its plant, the two new buildings under construction costing \$15,000.

Almond Griffen.

Aim To Make Better Fairs.

The annual meeting of the Michigan Association of Fairs will be held at the auditorium of the Association of Commerce, Grand Rapids, Feb. 1. The following papers will be presented on that occasion.

Should we arrange circuits for free attractions and horse racing among the fairs?—V. G. Griffith, Charlotte.

Are free attractions necessary to run a successful fair?—F. B. Ransford, Caro.

Should all fairs labor to have schools make exhibits?—Thomas M. Sattler, Jackson.

Do fairs receive enough revenue for what they give their patrons?—R. S. Scott, Marshall.

What method of advertising is best for fairs?—Perry Powers, Cadillac.

What can be done by fairs to protect themselves against accidental liability?—Frank Rathsburg, Imlay City.

Should all the fairs in the State co-operate to raise the standard of concessions and privileges?—J. A. Lilley, Grand Rapids.

Should all fairs encourage horse racing in connection with fairs?—George Newmann, Fowlerville.

How can we increase the interest in fair exhibits?—George W. Dickinson, Detroit.

What does the State expect from the fairs and what duty does each fair owe the State?—John C. Ketcham, Hastings.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, Jan. 26—Creamery butter, extras, 32c; first, 29@30c; common, 25@27c; dairy, common to good, 20@27c; all kinds, 18@20c.

Cheese—Fancy, new, 16½@17c; choice, 16@16½c.

Eggs—Coice, new laid, 28@29c; storage 23@24c.

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

Poultry (dressed)—Chicks, 17@20c; fowls, 16@18c; ducks, 17@18c; geese, 15@17c; turkeys, 22@25c.

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

Potatoes—\$1.10@1.15 per bu. Rea & Witzig.

Love brings the parson in, but only common sense will keep the divorce judge out.

SUPER-ORGANIZATION.

Possible War Development of Great Significance.

The first five years of peace are expected to answer certain big questions that have come up in the minds of men watching war-time developments in the industries of Europe. The questions, and their answers, have a considerable significance for industry in this country as it may be affected through the country's foreign and domestic commerce. The gist of these questions is this: Will Europe, or a vigorous part of it, come back to commercial competition with the makings of better industrial organization than existed before the war, so that, in spite of being poorer through the war's destruction, some of the countries will actually put on higher speed in manufacture and commerce than ever before?

This is a bare generalization of many interesting ideas put in an interrogatory form nowadays, covering a wide range of possible developments of the war. A decisive victory for one side or the other would very likely bring an important difference in the form and maybe in the fundamental structure of industrial organization throughout Europe. A prolonged war would probably put a face upon the European situation very different from the outcome of any early peace.

Nearly everybody appears to expect that Germany, if intact and under the leadership of the Imperial government, will carry still further the principle of active government interposition in the control of industry and trade, looking toward national co-ordination of everything. The people of England and France are individualistic in enterprise, as yet. If the fortune of war should give the Allies sufficient power, soon, it would be unlikely that the national policies of Germany would develop much further in their present direction. But if the war is prolonged, and necessity compels all the nations to continue or to go steadily further in nationalizing business activities for the purposes of war, nobody knows how the war may leave its permanent impress on the organization of manufacture and commerce. In fact, if the war should end to-morrow in a draw, the further concentration of industry that Germany is reported to have already decided upon as a national policy in case of that outcome might force, by induction, something of the same kind in England and in France. Russia is naturally inclined to a certain measure of it. Japan has already gone further than Germany in the imperialization of business.

The direct personal interest in all this for United States manufacturers lies in the possibilities of a new kind of competition in trade. During the first months of the war it was only natural to think that every one of the belligerent countries of Europe would return to a peace basis with a great commercial handicap in the way of disorganized industries, depleted labor forces unable to manufacture with the skill of before and demanding higher wages, a burden of taxation increasing costs along the entire line of movement in production and distribution, and an appalling destruction of wealth.

If the war continues long enough we

may come back to that first view of things, but for the present we have got away from it. Europe has accomplished some things that used to be thought impossible. It has been demonstrated that there can be an enormous destruction of certain forms of wealth without proportional impairment of the productive capacity of a nation. It is the productive ability of the most efficient of the nations of Europe after the war that we will have to deal with, not with the average ability of Europe, or with the measure of its static wealth. It is dynamics that counts in competition. A certain captain of industry once said that if it came up to him to choose between the capital represented in his business and the organization he had built up, he would take the organization. England, France, Germany and the others may be poor after the war, but if effective industrial organization remains any one of them may manufacture new goods in a way to give us a tussle in our own markets, to say nothing of the export trade without which our National prosperity will disappear.

A basic element in the industrial organization of any country is, of course, the individual efficiency of workmen. There are differences of opinion about the effect of months of life in the trenches on the workman, and perhaps only peace will decide. But there is strong belief that the discipline of war, the vigorous, abstemious and continuously purposeful life along the battle lines will raise the level of morale on the average. It may also raise very considerably the collective efficiency of men. Dr. Karl Helfferich, who has had charge of the financing of Germany since the war and is one of the leaders in shaping its coming industrial policy, was a strong believer in universal military training and service before the war, not only for military purposes, but because, as he said, the military training had contributed very importantly to effective discipline in the high organization of German industry. Military service, for labor, may be analogous to higher education and technical courses for business administration. Even the extensive shifting of workmen from their ordinary work to the manufacture of munitions, while it will necessitate readjustments when peace comes, will have its offsetting benefits not only in Europe but in the United States. The individual workman will gain in ability by the experience.

It is a thing that United States manufacturers should take account of, the possibility of increased personal efficiency in European industrial forces when they are re-organized after the war.

Moreover, an even more important advance in efficiency and economy of production is expected to be made by European industry through superior organization in big phases than by the increased earnestness of labor. If what some men who are capable observers say of the changes that have already come over European industrial generalship is correct, grave necessity has stimulated an almost revolutionary development of latent ability in the organization of big, nation-wide activities. It is said that the manufacture and movement of war supplies in England, organized with great rapidity, has reached a great size

and steadiness of volume that makes this an achievement on the grand scale that matches the long and carefully planned organization of Germany. The comparison may have a little friendly prejudice in it, but there is no doubt about a very great advance of organization of industry in England, and about the results of organization in a large way in France. Russia seems to be doing something of the same kind. It is not necessary to put the tape-line on these achievements in big efficiency to get their significance in relation to United States industry and commerce after the war. England and France are alive to the seriousness of the commercial struggle that will follow. They are not going to waste anything they will have learned from experiences of their war-time industries. It is almost incredible that, in spite of the English and the French love for independence and individualism, something in the way of more centralized or co-ordinated organization of industry and business in England and France should not remain after peace comes and keen commercial competition arises.

Interesting definite reports of the plans for further organization in German industry are heard in this country. One of the most interesting proposes a correlation of the distribution of electrical power and the supply of basic materials for Germany's chemical industries with economies roughly figured at \$60,000,000 a year.

In the United States, we are in the middle of a very important development of our electrical industries of all kinds that points, in the not distant future, to the almost universal employment of electricity for power, light and even for heat. There will be one boiler-room for distribution zones hundreds of miles across. The railroads will ultimately electrify and use the same boiler-rooms, taking power from all zones as their lines cross them. It is not a dream, we are steadily coming to it because of the fact that it is the most economical, the most intensively efficient way. Of every hundred new factories installed with power, ninety-five use electricity now. Ultimately all will use it and all will buy their power at less than half what they could generate it for, themselves.

Cheap power is popularly associated with waterfalls, but the actual economies of generation on a large scale with coal are high. It is said by electrical engineers that 100,000,000 hp. of electric energy is going to waste in Pennsylvania coking plants alone in the form of gases that might be used for power. As a matter of fact, a serious three-cornered project has been under consideration in Pennsylvania by which a company was to be formed to establish a coking plant in a new location, selling its by-product of gas to another company that would generate electric power from it, this concern to distribute the current through a certain part of Pennsylvania and to enter into particular contractual arrangements with an important railway that would thus obtain power for a contemplated mountain electrification much more cheaply than it could itself generate, at the same time saving the cost of capital necessary for its own power-houses.

Now Germany proposes a nation-wide

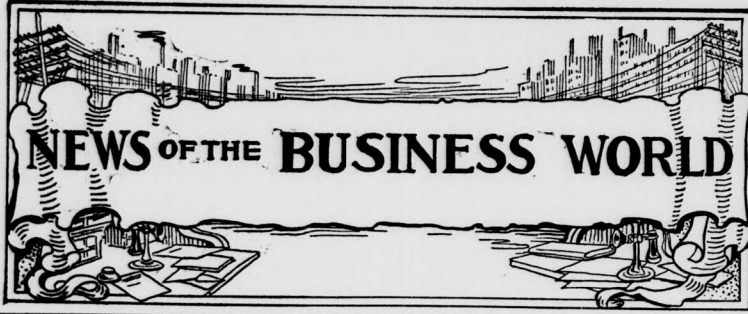
super-organization to cover such an industrial situation. It plans to combine coking, the generation of electricity, and the furnishing of the by-products of coal to chemical industries in some form of co-ordination, taxing by a progressively increased rate the individual use of coal, thus forcing general industry to make the central-station distribution of power the most economical possible, and saving all the by-products of the fuel that are now wasted in scattered burning of the fuel. Germany is said to foresee a national saving of \$60,000,000 a year, which will help meet any taxation resulting from the war.

It is hardly necessary for anybody to advise that something of the idea of the German super-organization of industry ought to be attempted here since it seems to be coming naturally. Without any government compulsion there is information now an industrial co-ordination stimulated by war-time necessities in this country that will doubtless result in a huge development of a dyestuffs and other chemical industry in this country.

There appears to be a more liberal disposition, both official and popular, toward co-operation in business activities to-day than during the time when discipline and tribulation for corporations was the indiscriminate order of the day. The Federal Trade Commission has just entered upon a gigantic questionnaire of business men all over the country regarding permissible combination in foreign trade. The commission's attitude is friendly. Manufacturers in several lines are so confident of full liberty to co-ordinate their efforts in going after export business that they are establishing formal selling combinations for the purpose. The efficiency and economy of combination selling abroad are so well established that this new form of organization in our foreign trade is bound to produce great results.

The clearest outlook for an American merchant marine seems to be along the lines of some form of this new larger co-ordination in industry and commerce. There is no business man heartily interested in building up the foreign trade of this country who does not hope for lines of American ships carrying American goods overseas. A National merchant marine is an important part of the machinery of success in export trade.

The United States Steel Corporation has found it advantageous to establish shipping lines of its own in connection with its foreign sales. If public opinion is coming around to an appreciation of the services of business combinations when legitimately conducted and formed for the bona fide purpose of doing things the Nation needs and greatly desires to have done, it is not hard to see how some comprehensive formal organization might be established to co-ordinate the legitimately co-operative activities of United States manufacture, United States foreign marketing and an "American mercantile marine" in such a way as to produce economies somewhat analogous to those of the coking, electrical distribution, and chemical manufacture super-organization that would make it all pay in spite of the present handicap upon American shipping as an industry conducted independently.—The Americas.



Movements of Merchants.

Alto—John Kiser succeeds Myron Vanderlip in the harness business.

Eaton Rapids—Edwin Soules succeeds Joseph Fisher in the restaurant business.

St. Joseph—Willis Peacock is closing out his grocery stock and will remove to Kalamazoo.

Negaunee—Joseph Trobny has engaged in the meat business in the Hogan building.

Detroit—The Jones-Butterworth Co. has changed its name to the Paint Supply Corporation.

Lapeer—Wallace Green will open a meat market in the W. B. Williams building about Feb. 1.

Otsego—Clyde H. Scott has purchased the F. S. Tucker grocery stock, taking immediate possession.

Ovid—F. E. Perkins, of Lowell, has purchased the Alfred Squier & Son grocery stock and has taken possession.

Tecumseh—C. A. Reckner, of Jasper, has taken over the C. B. Smith restaurant and will continue the business.

Hastings—George Smith, Sr., has sold his meat stock and fixtures to Hub Casey, who has taken possession.

Lansing—E. Blanchard will open a men's hat and furnishing goods store at 410 South Washington avenue Jan. 29.

Kalamazoo—Isaac Stein will open a custom tailor shop and furnishing goods store in the Burdick Arcade Feb. 15.

Nunica—W. B. Parkhurst has sold his stock of general merchandise to Earl Baldus, who will continue the business.

Battle Creek—Manuel Maurer, dealer in women's ready-to-wear clothing, has closed his store and will sell his stock at private sale.

Vestaburg—John N. Hiller has sold his general merchandise stock to Mr. Fox, recently of Breckenridge, who has taken possession.

Bay City—Fire destroyed the meat and grocery stock of Charles A. Kelly Jan. 23. Loss about \$7,000, which is covered by insurance.

Bellevue—Shaler Bros., of Jackson, have entered into an agreement with the Cole Hardware Co. to take over its stock before Feb. 19.

Hobart—Fire destroyed the L. Wenzell store building and stock of general merchandise, Jan. 20, entailing a loss of about \$4,500.

Kalamazoo—The Home Furnishing Co., on North Burdick street, has added a line of phonographs and records to its house furnishing stock.

Benton Harbor—A. L. Leonard has sold his interest in the Britain gro-

cery and meat stock to James Dwan, who has taken possession.

East Jordan—Moses Weisman will open a boys and men's clothing and furnishing goods store in the Frieberg building about Feb. 15.

Bannister—J. A. Weidner has sold his hardware stock to Joseph C. Hofman, recently of Columbus Grove, Ohio, who has taken possession.

Owosso—Water which leaked out of the radiators at night, damaged the dry goods stock of Ferris Bros. to the extent of over \$300 Jan. 20.

Hillsdale—F. A. Wagner has traded his stock of men's furnishing goods and clothing to Thomas M. Brown, of Moscow, who will take possession Jan. 29.

Owosso—E. D. Horn is remodeling the building adjoining his store and will occupy it with a stock of dry goods in connection with his grocery stock.

St. Johns—C. A. Putt is closing out his grocery stock preparatory to engaging in the wholesale and retail baking business in partnership with D. C. Thomas.

Brooklyn—Fred Aulesworth has sold his stock of cigars and tobacco to Joe Savalli and Andre Jarollo, who have added lines of confectionery and fruit.

Saranac—D. K. Jepson has sold his interest in the grocery stock of Otis & Jepson to his partner, Arden Otis, who will continue the business under his own name.

Alma—Otto Sanderhoff has sold a half interest in his hardware stock to John Glass and the business will be continued under the style of Sanderhoff & Glass.

Manton—The Misses Ada Nadeau and Jennie Linberg have formed a copartnership and engaged in the grocery business under the style of Nadeau & Linberg.

Fremont—William N. Senf has sold his interest in the Central meat market to Louis Nelson and Harry Monroe, who will continue the business under the same style.

Bay City—The Young Cattle & Packing Co. has been organized with an authorized capital stock of \$500,000, of which amount \$250,000 has been subscribed and paid in in cash.

Lapeer—Russell B. Odle has engaged in the fuel and ice business, having purchased from the trustee of the Nepessing Coal Co. its lands, premises and buildings.

Detroit—The F. H. Dates Wall Paper Co. has been incorporated with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and paid in in cash.

St. Johns—George A. Stoerck has sold a half interest in his meat stock

to Frank Fehrenback and the business will be continued under the style of Stoerck & Fehrenback.

Flint—The Vogue has been incorporated to engage in the retail women's apparel business, with an authorized capital stock of \$9,000, all of which has been subscribed and \$4,900 paid in in cash.

Lansing—Walker & Co., grocers and meat dealers at the corner of Franklin and Washington avenues, have sold their stock to Alber P. Walker, who will consolidate it with his own.

Saline—Walter Nissly has sold his stock of bazaar goods to Earl Payne, of Ypsilanti, who will continue the business. Mr. Nissly will engage in the dry goods and notions business about Feb. 15.

Detroit—The F. J. Austin Wall Paper & Decorating Co. has incorporated with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and \$500 paid in in cash.

Boyer City—W. R. Niergarth, dealer in clothing, men's furnishing goods and shoes, has sold a half interest in his stock to James Rupert and the business will be continued under the style of Niergarth & Rupert.

Owosso—Harry Wright and U. R. Sutfin, proprietors of the Central meat market have purchased the E. R. Wilbur meat market and will continue it at the same location on North Washington street as a branch market.

Detroit—The Autosales Corporation of Detroit has engaged in business to manufacture accessories for motor driven vehicles with an authorized capital stock of \$1,000, of which amount \$700 has been subscribed and \$260 paid in in cash.

Jackson—Charles Bell has sold his stock of cigars and tobacco to C. D. and Earl St. John, who have formed a copartnership and will continue the business at the same location in the Dwight block under the style of St. John Bros.

Freeport—Babbitt, Reigler & Co., hardware, implement and harness dealers, have dissolved partnership and the business will be continued under the style of Babbitt & Wells, J. E. Babbitt and Albert Wells having purchased the interest of S. A. Reigler.

Manistee—Harvey B. Larsen, Lawrence Larsen and Louis D. Fontaine have incorporated under the style of Larsen Bros., Inc., and will conduct a department store in the H. B. Larsen building on River street. The building is being remodeled throughout and new shelving, counters and fixtures installed.

Otsego—At the annual meeting of the once known Eady Shoe Co. steps were taken to dissolve the company. Ninety per cent. of the amount due the creditors has already been paid and it is expected they will soon be paid in full. The assets left were transferred to E. W. Eady, who assumes all of the liabilities of the company.

Detroit—James M. Dunlap, who organized the Dunlap-Ward Advertising Co., has resigned from the management of that concern to become sales manager of the Chandler Motor

Car Co., of Cleveland. Mr. Dunlap assumes his duties Feb. 1. He has been writing and directing the National advertising of the Chandler Motor Car Co. for two years and during that time has resided in this city.

Manufacturing Matters.

Detroit—The Anti-Pyrex Company of Michigan has changed its name to the Ion-O-Lex Co.

Detroit—The Alter Motor Car Co. has increased its capital stock from \$75,000 to \$150,000.

Alpena—The Detroit Lace Manufacturing Co. is preparing to remove its plant here from Detroit.

Paw Paw—Roscoe Maye, of Benton Harbor, has purchased the creamery here and will continue the business.

Detroit—The capital stock of the J. C. Wilson Co., engaged in the auto painting business, has been increased from \$20,000 to \$225,000.

St. Louis—Fire destroyed the plant of the St. Louis Co-Operative Creamery Co. and 2,500 pounds of butter. Loss, about \$7,000; insurance, \$3,000.

Detroit—The Safety Signal Device Co. has been incorporated with an authorized capital stock of \$10,000, all of which amount has been subscribed and paid in in property.

Jackson—Fire damaged the stock of the Jackson Skirt & Novelty Co. on North Mechanic street, Jan. 23, to the extent of about \$500. The loss is fully covered by insurance.

Bay City—The Roeller Foundry Co. has been incorporated to manufacture machinery, repairs, tools, etc., with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Marshall—The Marshall Castings Co. has engaged in the general foundry business with an authorized capital stock of \$10,000, all of which amount has been subscribed and \$4,000 paid in in cash.

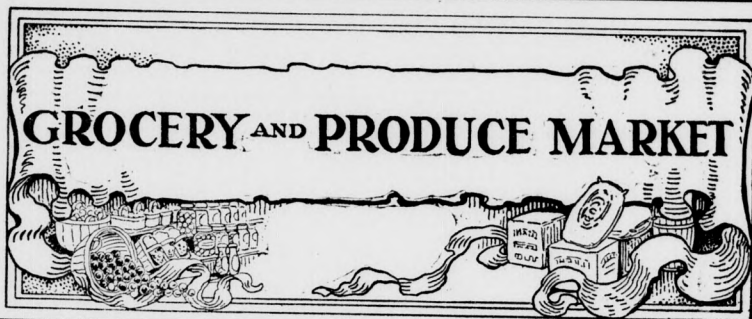
Detroit—The Excelsior Smokeless Stove Co. has been organized with an authorized capital stock of \$100,000, of which amount \$52,500 has been subscribed, \$2,350 paid in in cash and \$50,150 paid in in property.

Detroit—The Lavier & Long Electric Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$10,000 has been subscribed, \$350.16 paid in in cash and \$9,649.84 paid in in property.

Evart—The Evart Tool Co. has merged its business into a stock company under the same style with an authorized capital stock of \$40,000, all of which has been subscribed, \$3,131.28 paid in in cash and \$36,878.72 paid in in property.

Detroit—The Sommers & Sons Co. has engaged in business to manufacture metal pipes, tanks and fittings, with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed, \$270 paid in in cash and \$9,730 paid in in property.

Holland—The American Humidifier & Ventilator Co. has been organized with an authorized capital stock of \$50,000. The stock is owned entirely by local stockholders and the business will be under the management of Chris Becker.



Review of the Grand Rapids Produce Market.

Apples—Standard varieties, such as Baldwins, Greenings and Wagners command \$3@4 per bbl.; Northern Spys, \$4@5 per bbl. According to figures just compiled covering the Western New York fruit belt, there are in common and chemical storages 1,504,880 barrels of apples, against 1,820,280 at the corresponding time a year ago. At the present time apples are being moved at the rate of fifty cars a day, mostly from common storages. The next month will see common storages virtually emptied, when the supply from chemical storages will begin to move. It will require about 10,000 cars to move the apple crop now in storage.

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

Beans—Michigan buyers are paying \$3.40 for pea and \$4 for Red Kidney, hand picked basis.

Beets—60c per bu.

Butter—There is an active consumptive demand for all grades and the market is healthy, with prices about the same as a week ago. The average quality of the butter arriving is good for the season and no important change seems 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—60c per bu. or \$2 per bbl.

Carrots—60c per bu.

Celery—Home grown, 25@50c per bunch; California, 85c for Jumbo and \$1 for Extra Jumbo.

Cocoanuts—\$5 per sack containing 100.

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

Cucumbers—\$2.25 per dozen for Southern hot house.

Eggs—The expected slump has taken place, strictly fresh having declined 4@5c per dozen during the past week. Local handlers pay 25@26c. Storage eggs have, of course, sustained a similar drop, being now held at 20c for case count and 23c for candled.

Egg Plant—\$2 per dozen.

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

Grapes—Spanish Malaga, \$7.50@8 per keg of 40@45c lbs.

Grape Fruit—Florida is steady at \$3.50@4 per box.

Green Onions—Shalotts, 65c per dozen bunches.

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

Lemons—California, \$4.50 per box for choice, \$4.75 for fancy.

Lettuce—12½c per lb. for hot house leaf, \$2 per bu. for Southern head.

Maple Sugar—14@15c per lb.

Mushrooms—40@50c per lb.

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

Onions—The market continues to strengthen, having further advanced during the past week to \$2.50 per 100 lb. sack.

Oranges—California Navals, \$3@3.75; Floridas, \$2.50@2.75.

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

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

Pop Corn—\$1.75 per bu. for ear, 4½c per lb. for shelled.

Potatoes—The market is not quite so strong as it was a week ago, country buyers having reduced their paying prices to 75@80c. Local handlers sell at \$1 per bu.

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

Radishes—30c for round hot house.

Squash—1½c per lb. for Hubbard.

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

Sweet Potatoes—\$1.25 per hamper for kiln dried Jerseys; \$3.50 per bbl. 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.

Under the will of the late George H. Long, the well known lumberman who died at his residence, 215 Sheldon avenue, Grand Rapids, Jan. 15, which has been presented for probate, the Michigan Trust Company has been named executor and trustee. This is a large estate and after certain bequests have been paid, it will be divided into five trusts for the five surviving daughters of Mr. Long, the Michigan Trust Company being trustee in each case.

The Michigan Bean Jobbers' Association will hold its midwinter meeting at the Hotel Cadillac, Thursday afternoon. Michigan is the largest producer of beans, the crop being valued at \$15,000,000 a year.

The Grocery Market.

Sugar—The market is in statu quo—5.85c for New York granulated and 5.55c for Michigan. The large refined export sales—10,000 tons being reported during the past week with the United Kingdom alone—compel refiners to cover with Cubas, hence the indifference of planters to the active crop movement, which ordinarily would force a reaction in prices. Estimates of the business done with Europe and South America for shipment from January through March run to 200,000 tons, and from all indications the appetite for sugar has not yet been satiated. England is unable to get sugar from Russia and is at war with the other former sources of its supply—Germany and Austria. Its refining capacity is materially less than the consumption, so that granulated must be purchased to eke out. Improving industrial conditions in the United States increase the consumption, and it is now believed that the invisible supply of sugar is large. Beets have been marketed rapidly this season, with the result that there should be less pressure from that source. It is significant that they have been withdrawn from some territory, although still quoted at a differential elsewhere. Refiners are busy increasing meltings, but delay in delivery is remarked.

Tea—The situation is generally healthy and firm, the demand being active at full prices. Nobody seems to be willing at present to make any concessions on desirable grades.

Coffee—The bullishly inclined maintain that while the present crop in Brazil is running heavy, the next will be smaller. Stress is laid upon the comparative cheapness of coffee as against other commodities, most of which have enjoyed good advances. The failure of coffee to participate in the prosperity is because of the war, which cuts off two of its best customers—Germany and Austria—from direct shipment. Coffee has gone through via neutral countries, but supplies must be below normal, and the advent of peace would doubtless witness a substantial buying movement from that quarter. On this theory coffee will rise when other markets break. Java and Mocha grades are in quite demand.

Canned Fruits—Apples are unchanged and the principal demand of the year is approaching. There is no indication of any radical fluctuation. California canned goods dull and in ordinary demand at unchanged prices. Small Eastern staple canned goods are quiet and unchanged. There is much more business being done in future canned goods this year than was done last year.

Canned Vegetables—Tomatoes are being taken rather generally at 80c in a large way, f. o. b. This is from 10@15c above last year's future price. Packers are claiming as they did last year, that this year's cost of production is going to be much larger than in 1915. There is also some future corn selling, part of it on the same basis as last year and part of it slightly above last year. Maine packers have not yet named future prices.

Future peas are not being offered to any extent because there is no incentive to buy. Spot peas are still heavy, without incident.

Canned Fish—Salmon is selling fairly well at unchanged prices. Domestic sardines are moderately active at the advance noted two weeks ago. Imported sardines are still very scarce and very firm.

Dried Fruits—Currants are easier on account of increased supplies. The demand is moderate. There is a great scarcity of Fard dates, which will probably not be relieved for a considerable time. Hallowee dates are plentiful and unchanged. There is a little better feeling in prunes but there is no substantial difference as compared with a week ago. The consumptive demand for prunes is fair. Peaches and apricots are both unchanged on last week's basis. Raisins are also unchanged, the situation being steady to firm and the demand fair.

Molasses—The situation shows no material change, there being a fair demand for grocery grades from the trade. The withdrawals on contracts continue good, although the weather is less favorable for an active consumption. Blackstrap is firm at quotations.

Rice—In the South the markets are firm, as there is no inclination on the part of the planter to make concessions to the mills. The latter are asking full prices for cleaned, despite the quiet conditions.

Cheese—The cheese market is firm at an advance of ½c for the week. The consumptive demand is moderate, but there is a heavy demand for all grades for export. Stocks of cheese in storage considerably lighter than a year ago and the outlook is firm.

Provisions—Everything in smoked meats is steady and unchanged, with a light consumptive demand. Pure and compound lard are both firm at an advance of about ¼c and a moderate consumptive demand. Barreled pork, canned meats and dried beef are all steady at unchanged prices.

Salt Fish—The supply of mackerel is small and prices high, but the demand during Lent has not been heavy during the last few years, and in consequence prices are no higher now, although the feeling is somewhat firmer. Cod, hake and haddock are in seasonable demand at unchanged prices.

The case of the People vs. Sperry & Hutchinson Co., which has been before the Michigan Supreme Court for the past two or three years, was argued Thursday of last week by the attorneys for both sides. Wykes, Dilley & Averill, who have charge of the case for the People, are sanguine the tribunal will sustain the validity of the statute. It is expected that a decision will be handed down within two months.

The Peck Auto Sales Co. has been incorporated with an authorized capital stock of \$30,000, of which amount \$20,300 has been subscribed, \$5,000 paid in in cash and \$15,100 paid in in property.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, Jan. 24—Charles Hasse has returned from Grand Rapids, where he attended the salesmen's meeting of the National Biscuit Company. Charley was glad to get back to the land of snow and ice where the sleighing was much better and said there was a great contrast between the weather conditions at Grand Rapids, where the dust was flying and the lawns were showing the first signs of spring.

The residents of Hancock are feeling good over the announcement made by the railway officials that a new station will be erected there this year. The work will start just as soon as the snow leaves in the spring and no time will be lost in the work of construction.

R. H. Smith, advertising manager for the Prenzlaer Bros. department store, has been receiving congratulations, having been awarded a prize for planning the best advertisement of the Whittall Rug Co., of Worcester, Mass. last month. During the season the company offers prizes each month for the best newspaper advertising published in connection with its wares. The contest is open to advertising men all over the country and the competition is unlimited, so the reward speaks well for the work of our Soo man.

George Kemp, of the Kemp Coal Co., who is spending the winter in Georgia, is reported to be enjoying the best of health and not suffering with the cold, but knowing that at the Soo we always have good cold winters and just to show that his heart is in the right place, he sent a telegram to Mayor Handy here, stating "that from reports I am receiving I notice you are having extremely cold weather there." If necessary to relieve any suffering, he gave the Mayor an order for ten tons of coal during the month of January and also like amounts for February and March, on the order of the Superintendent of the Poor, subject to the Mayor's approval.

The winter service between the two Soos is now running on regular schedule. There are five trains each day, making a two hour service and also an extra train on Saturday at 10 o'clock and the Canadian Soo at 10:30.

Burr B. Lincoln, member of the executive committee of the State Grange and enthusiastic worker for farm marketing associations, talked at a meeting last Wednesday evening to the Chippewa Pomona Grange and the Hay Lake Grange Thursday evening, giving the farmers some splendid advice as to how to plan a market association. Heretofore, local, state and National organizations of farmers have devoted too much attention to the business of buying and not enough to the selling of their own products. While in some instances they have attempted to dictate what would be a fair margin of profit for merchants to handle goods, they have seldom gone into the matter of demanding fair and equitable prices for their own farm products and permitted commission men to set the prices for them. The farmers have this matter in their own hands whenever they perfect organizations for the purpose of maintaining prices.

James McKenna is the new postmaster at the Soo, succeeding postmaster C. H. Scott. Mr. Scott has made an efficient postmaster during his term, while Mr. McKenna no doubt will give the best of service, as he is a man fully qualified for the position and one of our well-known business men.

Charles E. Madison, well-known lumberman of Kenneth, reports an unusually busy winter in his woods operations at the present time, and

expects that this will exceed all previous years.

The ice in the Straits is causing some delay in making connections with the train at Mackinac City. The train leaving the Soo Sunday did not get into Mackinac until 7 o'clock Monday morning. The wind and current has been responsible for these conditions. Purser Wenzel, of the Transportation Co., reports the ice heavier than last year.

Patrick Murray, known as the father of St. Ignace, passed away at the old Murray homestead last Wednesday at the age of 87 years. He was born in Westport, county of Mayo, Ireland, and made his home in St. Ignace for the past sixty-six years. He was one of the best known men in Mackinac county.

"Putting the snap into your work is a better result getter than trying to get out of it."

C. C. Collins, the well-known auto merchant, is taking in the auto show at Chicago.

Much favorable comment is expressed by auto owners at St. Ignace, because Chester B. Wing has purchased a modern curb gasoline outfit with electric light attachments and complete in every way. The outfit is placed on the street in front of the Wing garage and will be of great convenience to owners of motor cars who will be able to get a supply of gasoline any time during the 365 days in the year.

Thomas Green, our well-known prosecuting attorney, is spending the week in Lower Michigan. Tom is not worrying about his re-election, as he has made one of the best records Chippewa county has ever had. He is also a diplomat of great skill and handles the cases in a manner that would make some of the old judges take notice. In trying a case not long ago, in which one of the witnesses happened to be an actress of no small popularity, it chanced that the nature of her evidence was such that the usual question about her age was not likely to be omitted, so when she came to the stand, his honor told the court clerk to suspend action for a moment, then turned to the actress and asked, "Madame, how old are you?" "Twenty-eight," said the lady, who was 40 if she was a day. "Very well," said Tom, politely. "I asked you that question, because if I hadn't it would surely have been asked you when the attorney for the defense cross-examined you. And now that you have told us your age, do you swear to tell the truth, the whole truth, and nothing but the truth?"

"When a man wants to keep his end up he must not try to ride both ends of the seasaw at once."

We hear that there will be another store about two miles west of Grant at the place known as North Boardman. The mill here also has commenced operations for the season.

During the writer's trip to Toronto last week, he met our old friends, George Laird and J. B. McKay, known as the Oysters Kings of Canada. They both are well known to the traveling fraternity in Michigan and while they are now no particular friends of the Kaiser, they report a very satisfactory oyster business throughout the Dominion and wished to be remembered to their numerous friends in Michigan. McKay has been elected one of the directors of the American Club, at Toronto, while Mr. Laird is getting ready for another extended trip throughout the Dominion.

J. Agnew has sold his meat market to D. Robinson. Mr. Agnew has been in the meat business for the past ten years and has been one of the successful butchers, being one of the first to inaugurate the cash system and demonstrate that it would be successfully carried out. Mr. Agnew expects to go to Detroit to join his family and make that their permanent home. Mr. Robinson is

a new man at the business here. He comes highly recommended and, undoubtedly, will make a success of his new venture. William G. Tapert.

Pretentious Programme For Lansing Pure Food Show.

Lansing, Jan. 24—The Lansing Grocers and Meat Dealers' Association has elected the following delegates to the annual State convention to be held in Battle Creek next month: George Daschner, John Aifeldt, Jr., Charles Sheldon, A. P. Walker, O. H. Bailey, F. C. Wilder, L. R. Manning, A. A. Montague, M. C. Goosen, M. C. Bowdish, W. B. Eldridge, N. H. Vogie, Newton Blake, Joseph Shafer, A. C. Roller, Thomas Smith, W. H. Fast, H. L. Comer, Earl Winters, W. E. Stocker, L. E. Ward, M. C. Sanders, W. A. Baker, C. M. Schmidtke.

Although the proposed pure food show will not be given until March, committees already are at work and one of the features of the exhibition will be a pretentious musical programme. The programme of the musical events is as follows: Wednesday evening, March 15, High School orchestra; Thursday afternoon, sixth grade school chorus of 200 voices; Thursday evening, the newly organized Symphony orchestra; Friday afternoon, third grade chorus of 200 voices; Friday evening, High School orchestra; Saturday afternoon, sixth grade chorus, 200 voices; Saturday evening, Symphony orchestra; Monday afternoon eighth grade chorus, 200 voices; Monday evening, Public School Junior orchestra under direction of Miss Cooper; Tuesday afternoon, fourth grade chorus, 200 voices; Tuesday evening, Pilgrim church orchestra; Wednesday afternoon, fifth grade chorus, 200 voices; Wednesday evening, High School orchestra, Thursday afternoon, sixth grade chorus, 200 voices; Thursday evening, Symphony orchestra; Friday afternoon, eighth grade chorus, 200 voices.

Friday evening will be devoted to special features not yet arranged.

The Association has adopted final plans for the annual get-together banquet of employers and employes which will be held in the Masonic temple, February 3. This is the most important social event of the year with the Association, and arrangements are being made for an attendance of 5,000.

Reports on the credit system indicate that the system is working equitably to both merchants and patrons. It was brought out at the last meeting that the credit system will not exclude patrons from credit who are worthy of concessions and time. Sickness, misfortune, etc., will all be taken into consideration in the ratings, it was said.

Louis Hildebrand, member of the police and fire board, who is a member of the Association committee on the enforcement of the draymen's ordinance which compels the registration of names of all persons changing residences, will send a copy of the ordinance to each person of the city, and a notice to each drayman of the city, and a notice to the effect that the ordinance will be enforced.

Why Saginaw Correspondent Is Silent This Week.

Columbus, Ohio, Jan. 23—With grief almost unbearable I beg to inform you that on account of the death of my greatest friend on earth, my father, I will not have a letter in this week. He dropped dead on our ranch at Red Cloud, Nebraska, last Thursday night. Only last week I received a letter from him saying his health was good. He was 75 years old and retired. I am waiting here for the arrival of his body in the morning. From here we take the remains to the old Steward homestead at Amanda, Ohio, for burial. I had not seen him for four years and I assure you it is a trying time for me. L. M. Steward.

Preparedness and Education.

Detroit, Jan. 25—There is one phase of the question of preparedness which has not received attention. I refer to its educational value, not only as regards war preparedness but also industrial preparedness. It is a well-recognized fact that America, for some time, has been suffering from a scarcity of skilled mechanics, and that no considerable effort has been made on the part of the governing powers, or by corporations or individuals, to aid the young to fit them for industrial employment, with the result that fully 85 per cent. of the youth of both sexes, employed in industrial work, receive their industrial education in factories along specialized lines, which, in the case of unemployment in such lines, leaves them entirely unfitted for other employment.

Germany, soon after the Franco-Prussian war, recognizing the possibilities growing out of the above stated condition of uneducated labor, and further recognizing that modern armament consisted in fact of machines requiring for their operation, skilled labor, inaugurated a system of what is known as "continuation schools" in which attendance is compulsory, and where the children, after having been taught the usual rudiments in the ordinary schools, had their education continued along the lines of their probable future employment, with the object of rendering such children better able to the work which their life employment demanded of them, as also more capable of aiding the Government in the handling of military apparatus.

The German military system requires two years with the colors. If, however, the recruit can produce a certificate from a continuation school, the term is reduced to one year. This means that one-half of the cost of the military establishment of Germany, insofar as relates to the expense of sustenance, clothing, etc., excluding the cost of machines, fortifications, and the like, may be properly charged to education. The advocates of the German military system have always held that the army was a great educational institution, and the results, so far as related to the industries of the country, more than warranted the expenditure.

It is apparently clear, that if the United States can arrive at some system which involves educational control of the masses, such system would benefit the country, not only in preparing as against possible invasion, but be of immense aid in the development of the industries.

George H. Benjamin.

David C. Smith, who has covered Michigan for the past thirty years for Sprague, Warner & Co., has retired from active service. He told none of his customers on his last trip that it was his final visit. He is now departing himself at Hot Springs, Ark., for a few weeks, after which he will consider engaging in business on his own account in Chicago. He may engage in the stock brokerage business in the loop district or open a private bank in some suburb. He has capital enough for either—or both, for that matter.

Harry C. Rindge was in Chicago last week to attend a meeting of the Banking and Currency Committee of the National Credit Men's Association. Much of the time of the meeting was devoted to the discussion of domestic trade acceptances, which the organization is undertaking to popularize.

Folger's have decreased their capital stock from \$35,000 to \$32,000.

Bankruptcy Proceedings in South-western Michigan.

St. Joseph, Jan. 17—In the matter of William J. Smith and Jay V. Smith and New York Racket Store, W. J. Smith & Son, a copartnership, bankrupt, Paw Paw, the final report and account, showing no assets found was approved and allowed. Creditors having been directed to show cause why a certificate recommending the bankrupt's discharge should not be made by the referee and no cause having been shown it was determined that such favorable recommendation be made. The trustee was authorized not to interpose objections to the discharge of the bankrupt.

Jan. 18—In the matter of Jane Goozen, bankrupt, Dowagiac, the first meeting of creditors was held at the latter place and Don B. Reshore of the same place elected trustee. Frank Warren, Hattie Peterson and Adelaide Couze, of the same place, were appointed appraisers. The bankrupt was sworn and examined by the referee and the meeting adjourned for fifteen days. The trustee filed bond and the same was approved by the court. The inventory and report of appraisers was filed, showing total assets of only \$309.26.

Jan. 19—John H. Udbye a book dealer of Benton Harbor, filed a voluntary petition and was adjudged bankrupt and the matter, referred to Referee Banyon, who was also appointed receiver. The following are listed as creditors:

Secured or Preferred Claims.	
George H. Campbell, Benton Harbor	\$650.00
Berrien County Bank, Benton Harbor	100.00
City of Benton Harbor, taxes	15.00
	\$765.00

Unsecured Creditors.	
A. C. McClurg & Co., Chicago	\$551.38
Carters Ink Co., Boston	20.39
Gibson Art Co., Cincinnati	146.33
Educational Tablet Co., Kalamazoo	10.88
Barse & Hopkins, New York	10.86
Volland Art Co., Chicago	26.19
Hamming Whitman Co., Benton Harbor	5.17
Western News Co., Chicago	50.00
Western News Co., Chicago	128.81
Eaton Crane & Pike, Pittsfield, Mass.	63.15
Sengbush Self-closing Ink Stand Co., Milwaukee	44.63
Dennison Mfg. Co., Framingham, Mass.	4.91
Irving Pitt Mfg. Co., Kansas City	8.85
Thomas Y. Crowell, New York	13.07

M. A. Donohue, Chicago	7.42
Hall & MacCreary Co., Chicago	4.12
American Book Co., Chicago	68.11
Ideal Specialty Co., Chicago	17.92
Sidney J. King Co., Chicago	2.13
Oxford University, New York	7.94
Whiting Paper Co., New York	42.00
Schope Stevens Paper Co., Detroit	14.35
Prang Art Co., Chicago	26.55
Butler Bros., Chicago	14.57
Grossett & Dunlap, Chicago	14.51
International Art Pub. Co., Philadelphia	35.66
James Pott & Co., New York	1.66
Eugene Dietzgen, Chicago	24.44
Miss Asta Miller, Detroit	265.20
Mrs. R. C. Traub, Detroit	189.00
Mr. R. C. Traub, Benton Harbor	69.00
Easterbrook Steel Pen Co., Camden, N. J.	3.20
Tuttle Press Co., Appleton, Mich.	15.75
Defender Photo Supply Co., Rochester	3.54
Reilly & Britton Co., Chicago	37.47
L. E. Waterman & Co., New York	18.54
John J. Winston Co., Philadelphia	8.24
Brander Smith Co., Chicago	11.30
Gerson Bros., Chicago	3.91
Henry Altemus Co., Philadelphia	7.04
Conklin Pen Mfg. Co., Toledo	11.00
Henry Holt & Co., New York	6.37
F. S. Webster Co., Chicago	189.00
White & Wickoff Mfg., Holyoke	32.88
Ginn & Co., Chicago	15.34
Newsome Co., Chicago	8.14
Priscilla Pub. Co., Boston	4.16
Favor Ruhl Co., Chicago	12.46
N. Y. Book Co., New York	13.67
C. Howard Hunt Pen Co., Camden, N. J.	4.50
Platt & Peek Co., New York	4.27
Joseph Dixon Crucible Co., Jersey City	5.19
R. L. Polk & Co., Detroit	15.00
Gore & Harvey, Benton Harbor	25.00
Benton Harbor News Agency	5.00
	\$2,229.40

Assets.	
Stock in trade, furniture and fixtures	\$2,400.00

Jan. 20—In the matter of John Floodas, doing business as the Kalamazoo Candy Co., bankrupt, the first meeting of creditors was held at the latter place. The bankrupt was sworn and examined by the referee, whereupon an order was made by the referee that no trustee be appointed and the bankrupt be allowed his exemptions as claimed. The meeting was then adjourned without day.

Jan. 21—In the matter of Samuel Polakow, bankrupt, Paw Paw, the first meeting of creditors was held at the latter place. An order was made that no trustee be appointed and that the bankrupt be allowed the exemptions as claim-

ed. The bankrupt was sworn by the referee without a reporter and the meeting adjourned without day.

Jan. 22—George DeKam, engaged in the plumbing business at Kalamazoo, filed a voluntary petition and was adjudicated bankrupt. The schedules disclose the following liabilities and assets:

A. Harvey's Sons Mfg. Co., Detroit	\$1,039.52
Jos. F. Grosswiler Co., Toledo	626.67
United Brass Works, Cleveland	75.50
Schild Specialty Co., Cleveland	7.10
Atlas Brass Co., Cleveland	115.13
Schwander Brass Co., St. Louis	13.55
Eddy Engineering Co., Alpena	28.50
Compound Injector & Specialty Co., Chicago	7.00
Nye Tool & Machine Co., Chicago	7.00
Federal Sanitary Mfg. Co., Chicago	5.05
Best Mfg. Co., Cleveland	84.32
Sterling Brass Co., Cleveland	121.53
Bond Supply Co., Kalamazoo	81.77
Model Plumbing Co., Kalamazoo	9.30
Humphrey Co., Kalamazoo	27.93
Ideal Plumbing Co., Kalamazoo	30.59
Keystone Brass Co., Detroit	18.73
Pittsburg Water Heater Co., Pittsburg	14.00
Wolverine Brass Works, Grand Rapids	41.20
Van Bochove Mfg. Co., Kalamazoo	17.30
Standard Sheet Metal Works, Kalamazoo	12.30
National Waterlift Co., Kalamazoo	58.00
James B. Clow & Sons Co., Chicago	31.31
Raymond Lead Co., Chicago	18.39
	\$2,491.23

Assets.	
Stock in trade	\$ 300.00
Real estate	2,000.00
Household goods	275.00
Machinery, tools and carriages	400.00
Debts due on open accounts	206.51
	\$3,181.51

Total Property claimed exempt, \$2,225.

Boomlets from Bay City.

Bay City, Jan. 24—In 1915 the post-office receipts at Bay City were \$208,255.79, an increase over 1914 of \$65,908.12 or 46 per cent. The number of pieces of mail handled in 1915 was 5,388,560; in 1914, 4,182,090, an increase in pieces of 1,156,670.

The Fulton Manufacturing Co. will ship this week 1,100 go-carts and sulkies to Vancouver, British Columbia.

O. E. Sovereign and D. L. Gal-

braith have returned from Grand Rapids, where they attended the annual furniture show in that city. They report that one of the displays which attracted the most attention was the exhibit of the Kelton-Aurand Co., of Bay City. This company has displays in Chicago and New York City.

The Detroit Lace Manufacturing Co., of Detroit, will move its plant to Alpena as soon as all necessary arrangements can be completed.

A State employment agency is to be established in this city under the direction of Deputy Factory Inspector C. L. Sheldon, who will be in charge.

A. J. Hillier, who has represented the Phoenix Brewing Co. in Northern Michigan for several years, has retired and is succeeded by John O. Shea, of this city.

R. S. Richards, of this city, Michigan representative of the Illinois Powder and Dynamite Co., who has been confined to his home for the past two weeks with the grippe, is slowly improving.

F. L. Vantyle, representing the Clark, Coggin & Johnson Co., Boston, jobber of coffees and teas, will spend the next two weeks at Petoskey and vicinity working in connection with the Petoskey Grocery Co.

Webb Bros., Caro, are reducing their stock of clothing and shoes preparatory to retiring from business.

Frank O. Rockwell, Junior Counselor of Bay Council, has decided to move to Flushing, his former home. He will continue working the territory north of Bay City for Hammond, Standish & Co. Sorry you are going to leave Bay City, Frank, as Bay Council was expecting quite a boom when you became Senior Counselor.

Ray W. Snyder, with F. Wildar & Co., Cleveland, left Saturday night for the Soo, where he will spend two weeks working territory in that vicinity. W. T. Ballamy.



Barney Langel has worked in this institution continuously for over forty-five years.

Old Barney says—

It's a big job to ship all the orders we receive each day.

But it certainly pays, for the dealers appreciate prompt shipments and the service our company is giving.

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E. A. STOWE, Editor.

January 26, 1916.

GOING TO THE PEOPLE.

When President Wilson made the announcement of his attitude on the question of preparedness, setting forth his reasons and arguments in his message to Congress, there was very general approval of the position taken, except by those who are avowed followers of Mr. Bryan and his peace-at-any-price policy. It was popularly believed at the time that the proposition made by the President would have the prompt and hearty approval of both branches of Congress and that there would be comparatively little difficulty in securing the enactment of the necessary statutes. It was to be expected, of course, that some time would be occupied by debate, not so much on the theory that it would change any votes as to give ambitious statesmen opportunity to make speeches which, printed in pamphlet form, could be distributed among their constituents. Congress had not progressed very far in its session before it was discovered that there was to be more than anticipated opposition. It is claimed that something like fifty Democrats take the contrary view and that is a number larger than their majority in the House. It develops, too, that there are senators of like opinion. This attitude is not confined to either party, but embraces representatives of both.

If it is conceded that the newspapers correctly represent and reflect public opinion, there can be no question about the ideas of an overwhelming majority of the people. Anyone who has the opportunity to read a large number of daily, weekly and monthly publications can not fail to be impressed with the fact that the prevailing opinion is strongly with the President. It is not in any sense a partisan question. It is a matter of patriotism and good sense. If it is not acted upon favorably it would indicate that the lessons plainly taught by the European war have been lost in this country. The Washington reports indicate that the committees to whom the bills have been referred propose to adopt dilatory tactics and that at least it will be a couple of months before anything definite is done.

Appreciating this condition, the

President has decided to go before the people, and that is certainly the wisest and most effectual method. The programme previously mapped out for social and other activities during the winter will be changed. Mr. Wilson has decided to make a series of addresses in various sections of the country in which he will present his views, the reasons and the arguments sustaining them with the idea that the people, becoming impressed thereby, will insist that their representatives vote in accordance with their ideas. He is to be commended upon this determination. There are few men in public life to-day who can make a better speech than Mr. Wilson, and there is reason not only to hope, but to believe that the intended tour will be productive of the desired results.

A bill which will raise a hornet's nest in Washington and have the opposition of a multitude of clerks and other Government employes and with which little fault will be found in other sections of the country, is that of Senator Shepard's reducing all salaries of \$1,200 a year or more on the public payroll. It proposes to begin with 2 per cent., rising until all over \$6,000 a year are reduced by 12 per cent. While of course there are a great many very able, industrious, efficient and faithful clerks in the various Washington departments, the suspicion is very general that they do not work much overtime and that their hours are very attractive compared with those employed in the various lines of business all over the country. Senator Shepard says that because of the reduced revenues there is less income, and that it is wise and absolutely necessary to cut down disbursements, and he thinks this is a very proper way. Another plan which presumably would be equally efficacious would be to reduce the number of employes, which probably would not at all reduce the amount or the character of the work done and would save a good deal of money, even if salaries were left as they are. The apparently irresistible temptation is for politicians to increase places to which they can secure the appointment of their friends. In the Federal, as in the several state departments, this has grown into an abuse, and the number on these public payrolls could be cut down very materially and still all the work done very satisfactorily.

Delivery troubles with which buyers of steel have contended for weeks are now more aggravated than at any time, and this condition dominates the whole steel situation. Manufacturers are much concerned and many metal working plants are operating only from day to day and all are depleting their stocks. Some iron foundries in New England are on the verge of a shutdown, as the embargo continues there. Central Western shops which work up rolled products are getting more steel because parts of New England can get none, but there is still a limitation of output at a number of plants because the mills can not supply all the raw material wanted. Not until the embargo is lifted entirely will the iron and steel business be at its height.

THE SKATING FEVER.

Every season has its special forms of entertainment. Last year it was dancing that held popular sway. This year it is skating, a form of amusement which will have no opponents from the standpoint of morality and which must be acknowledged as a most healthful exercise. That it is also most enjoyable is attested by all who have ever given it a real try out.

Just here is an opportunity to work out a good trade, and although winter is well under way, it is by no means gone; and the best of it is that much of the equipment for skating has a place in the wearing apparel of the sensible person every day until warm weather comes. Of course, the skates come first, the indispensable thing, which admits of no substitute. Just get in a stock of good material, quote alluring prices and note how contagious is the attraction.

Then will come the skating cap, worn with equal favor by boys and girls alike—the most convenient and comfortable thing for school and for almost every other place as well as for the ice. With it the girls demand the scarf, a thing of comfort as well as beauty. And although some of our merchants stocked up well in these goods for the holidays there is now an insistent call for a replenishing of the goods. These are so popular with little and big girls, with those who skate and those who do not, that one may be sure of selling the goods if of pleasing colors and popular prices. Copenhagen blue, gray and old rose are much sought colors, and white is always a favorite.

Then there are gloves, substantial shoes which have sensible heels, and the sweater, which allows the heavy coat to be doffed while actually skating, and then put on when the exercise is over to guard against possible chill. Encourage so healthful a sport by specializing along these lines for the next month, and help trade, as well as help the boys and girls to have the best time of their lives.

The Supreme Court decision upholding the amended Food and Drugs Act deals another heavy blow to the quacks and swindlers who prey on the credulity of the ignorant and the tendency of the sick to grasp at any straw. As the law originally stood, it condemned only those who misstated the compounds of patent decoctions. That bore harshly enough upon those who were compelled to confess to 60 per cent. alcohol and 40 per cent. commonplace and obviously harmful drugs in some wonder-working biters or root extract. It did not reach those who, like the makers of the "Alterative" which figured in the case just closed, could find a profitable market among illiterate or careless people who overlooked the table of compounds while swallowing the assurances of a cure for pneumonia or tuberculosis. Justice Hughes states that the Supreme Court sees no difference between the "interstate transportation of swindling preparations designed to cheat credulous sufferers," when accompanied with false and fraudulent statements, and the interstate transportation of lottery tickets. There is no difference. It cannot be said, for

example, that the makers of such medicines have the right to "express an opinion" as to the virtues of their alleged curatives in such form as to constitute a definite promise of results absolutely impossible of realization.

In the February Century, H. W. Van Loon indulges in the harmless pastime of predicting what changes will take place in Europe after the war. They are to be socially upheaving, or even revolutionary, as he foresees them. One of his prophecies perhaps deserves a word of comment. Speaking of the huge public debts incurred in the course of the war, he writes: "The time will come when the citizen will simply wipe this debt off the national slate." This is easy to say, but one is curious about the process. In Germany, for example—and Mr. Van Loon's reference seems to be chiefly to that country—the war-debt is almost entirely held at home. Millions of it represent the savings of workingmen. Bonds of small denominations have been very widely distributed. Hence the steps in repudiation would be something like this: revolutionary citizens overturn the infamous Kaiser and his gang of murderers who have ruined the country and then proceed to declare void, principal and interest, the national securities which they themselves own. For prophecy, like some other things, safety lies in generalities. The miserable details are dangerous.

When first announced, it seemed altogether probable that President Wilson's preparedness programme would be adopted by Congress. Very soon, however, it developed that there would be opposition in his own party. It was expected that Mr. Bryan would do what he could to defeat it, but it was reckoned that, having come from a Democratic President, the Democratic Federal legislators would approve. It appears, however, that the Democratic opposition has been growing larger rather than less. They have only twenty-five majority in the House and it is already estimated that something like sixty Democrats are against it. This means that unless the President can get Republican support, the measure will be defeated. There ought to be no difficulty in securing support for it, because it is in no sense a partisan bill. It is a question about which individual opinions may differ, but there is positively nothing political about it and neither side has anything to gain or lose, save popular approval. There is no reason under the sun why any Republican who believes in it should not vote and work for it.

A British soap company is said to be advertising like this in a London paper: "Always include a shaving stick and a cake or two of soap in your parcels to the front. Don't offend your soldier friends by sending them goods made in America or other neutral countries." Advertising like that will not make many friends in America, for why bar out American soap? If American soap offends the soldiers, then American goods donated for the relief of the suffering victims of the war is offensive.



Making Material Preparations For Death.*

During the last few months so many of my friends have stepped out of this life and passed into the Great Beyond that the keen sorrow of parting with them has made an unusual impress upon me and it occurs to me that it will not be inappropriate to touch in this morning's talk upon a few matters connected with death.

The trend of my thoughts has been toward practical matters associated with the termination of a life and the giving up of its responsibilities. Death is as natural a phenomenon as birth and we should not shun the discussion of any obligation connected with it, even if anguish and a cloud of sorrow are indissolubly connected with it as a fact. There are some accompaniments of death which are of very practical import to us and which, because of their certainty, we ought to be willing to make provision for in our plans of life. We are, any of us, liable to be stricken at any time with sickness and disease and if we refuse to accept this as a fact and ignore the possibilities connected with it and make no preparation for them, we are shunning a duty in a way that implies cowardice and unwillingness to meet a serious responsibility of life. In our homes we ought to think of the responsibility of sickness and what we should do in case some member of the family should be taken suddenly ill and not have problems suddenly confront us which we have not prepared ourselves to solve. One of the important things in this connection, it seems to me, is to have a nest-egg in the savings bank secure and left intact for emergencies.

I have just visited an old lady for whom I feel some responsibility who said to me, "I have had for some years a little over a hundred dollars saved for use in case of death. I have pinched and saved and undergone some privations in order to have that sum remain untouched for the purpose intended. I feel this responsibility is one upon me, that I may not be a burden upon others when I leave this world."

This thoughtfulness for those who come after us and will have to take up the threads of our work is one we should not neglect and the responsibility is upon us just as surely when we are young as when we are in the decline of life.

I recently was acquainted with a family in whose household death came suddenly and the arrangement of the house was such that the casket could not be taken in and out of the doorways, so that the service had to be held at the home of a neighbor. This lack of

thoughtfulness in the planning of a house, it seems to me, is open to serious criticism, for death comes into every family and because of the certainty of it, we should make all the preparations we can to avoid casting unnecessary burdens upon others.

The making of a will is one of the things I call to your attention in connection with my topic. If we have any desires with regard to any properties which we own, we should simply and clearly define those wishes in a legal form, so that there will be no question as to the disposal of our things after we shall have passed on.

Life insurance is one of the connectives to which I would call your attention. I feel that we should all of us who have people in any way depending upon us provide for a situation in which our personal service can not be rendered. To any of you who have family responsibilities and are working on a salary, this duty is one which you should not neglect. The excuse that you can not afford to take on life insurance is not a valid one, because you can if you make some sacrifices, and these sacrifices are incumbent upon you in making a preparation for taking care of your loved ones in case your life should be cut off.

While death is common among us and is absolutely certain, it should not lead us to treat it lightly. Our attitude toward the one who has gone and toward the sorrowing ones who are in anguish because of the separation should be a subject of thoughtfulness on our part. The memory of everyone who passes away is precious to somebody and the inevitableness of death does not in itself modify the sorrow over the broken cords of friendship and affection, so that any gracious thoughtfulness which we can express to the bereaved should not be neglected in connection with death.

We can always think of a certain kind of immortality which is absolutely certain. A good character and its influence in community and in the world passes on from generation to generation and is never lost. But we desire something more than this—something that is personal. We like to feel that the individuality of our friends, when they pass to the other side, will remain and it is a source of satisfaction to us to have a faith upon which is based the belief that when we shall pass to the other shore we shall meet our friends who have gone on before us and we shall recognize them, because they have carried with them the personal characteristics which won our respect and affection. This faith, which is held by most people in this world, should not be ruthlessly shaken by one who can not believe because to his mind there

is no logic power that proves the faith to be well founded and his limitation will not allow him to see by faith alone.

A life that shall supplement our earthly existence is the scientist's hope and the Christian's expectation. In our relationships, no matter what we may believe, it is gracious to respect a faith which brings to mortals so much satisfaction and gives to them heart to do their best, to live good lives and to have a godly spirit. It gives us hope and confidence to allow ourselves the prophetic vision of what we can picture as an ideal existence when we shall have "shuffled off this mortal coil."

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MEN OF MARK.

Ira B. Dalrymple, Cashier Grand Rapids National City Bank.

An eminent Michigan banker once remarked that the prime essentials to success in the banking business were "plenty of gray matter and a good personality;" that, equipped with these two requisites, and a general knowledge of the machinery of the banking business, the path of the young banking recruit would be a comparatively easy one. The banker had some of his own men in mind, perhaps. Perhaps he did not—he might have been dealing in generalities. But there are a number of men in this city who answer the banker's description and among them is Ira B. Dalrymple, whose face and winning personality have enabled him to make rapid strides in the banking business of this community.

Mr. Dalrymple is a comparatively young man, and his rise to his present position has been through sheer ability to do—and do well—the tasks that were allotted to him. Possessed of a keen business sense, with which is combined a general knowledge of the banking business in all its branches, such as few men possess, he is a man whose opinions carry weight with his associates and whose counsel is sought on many and divers occasions.

A man of keen intellect and sound judgment, able to grasp opportunities as they present themselves or to create them where they are lacking, he is an indefatigable worker. His equipment for efficient service consists of knowledge gained through practical experience in every branch of banking service. In each of these branches he has spent a number of years, and these years gained for him that poise and sureness which have become so marked in his daily work. With the motto "Leave nothing half done, nor leave to others anything you can do yourself," Mr. Dalrymple has set a lasting example to all with whom he has come in contact, and has in many instances imparted to his associates to practical and lasting effect that enthusiasm which is part and parcel of his nature.

Mr. Dalrymple was born in Brilliant, Jefferson county, Ohio, Sept. 1, 1882. His father was of Scotch descent, his great grandfather having been born in Scotland. His mother was of English descent. When he was 7 years old his father secured a clerkship in the Government printing office at Washington and the family resided in the Capital many years thereafter. Mr. Dalrymple attended the public school up to and including the high school. He studied three years in a business college. He was thus from the first thoroughly equipped from a mental standpoint to grapple with business problems and his education has been amply justified by his rise in his chosen profession. From a physical standpoint, too, Mr. Dalrymple has been very fortunate, his love of Nature and his constant exercise in the open having proved of material benefit along this line. His

first employment was with the Columbia National Bank during vacation periods. He was subsequently employed in the Congressional Library and finally secured permanent employment with the Washington branch of the International Banking Corporation, starting as runner and working up through the position of book-keeper to Teller. When the bank was merged into the United States Trust Co., he continued in the same position. He subsequently became Assistant Cashier of the Wash-

ington Southern Bank, from which position he was promoted to that of Cashier. February 12, 1913, he came to Grand Rapids to take the position of Paying Teller at the Grand Rapids Savings Bank. He subsequently became Assistant Cashier, resigning to take the position of Cashier of the City Trust & Savings Bank. January 10 of this year he became Cashier of the Grand Rapids National City Bank, which position he will probably fill for many years to come.

ister the affairs of any bank in the most economical and effective manner. His pleasing personality and perfect manners make him an ideal man to come in contact with the public. He is excellently equipped to secure new business and attract new customers, as well as to hold those who are already customers of the bank with which he is identified. Personally, Mr. Dalrymple undertakes to teach faithfulness and kindness in all he says and does. He is content to do his work just as well

but in giving of himself, and he does it so willingly and so gladly that it makes a wonderful impression. His name is not yet much known around the State and the list of his acquaintances is comparatively small, perhaps, but his influence and the results of his work are felt everywhere for uplift and betterment. His is an exceedingly useful life and his career is sure to be one of which his friends will be properly proud.

After a young man has been employed in a drug store a couple of weeks people begin to call him "Doc."



Ira B. Dalrymple

Mr. Dalrymple was married November 4, 1913, to Miss Agnes Jewell, daughter of Frank Jewell, the well-known lumberman and capitalist. They have a boy 15 months old and reside at 325 South James street.

Mr. Dalrymple is a member of the Christian Church, Kent Country Club and the Curling Rink. His sole hobby is golf.

Mr. Dalrymple is a very efficient executive in banking work. He is thorough and exhaustive in his study and comprehension of the machinery of active banking. His long experience in the banking business has made it possible for him to admin-

as he knows how and never seeks through his success in these efforts to push himself ahead. He does his work well for work's sake and because it is his duty; and he does it diligently every day. Counted by the criterions which some set up, he has not yet achieved fame, nor wealth, nor special prominence. He is not at all dissatisfied on this account, but on the other hand is extremely happy, because he is fond of helping others, is devoted to his profession and cheerfully gives the very best that is in him to improve its standards and thereby materially help the cause of banking all over the State. He is a generous man in the best sense of the word, not in giving gold, because he has none too much of it,

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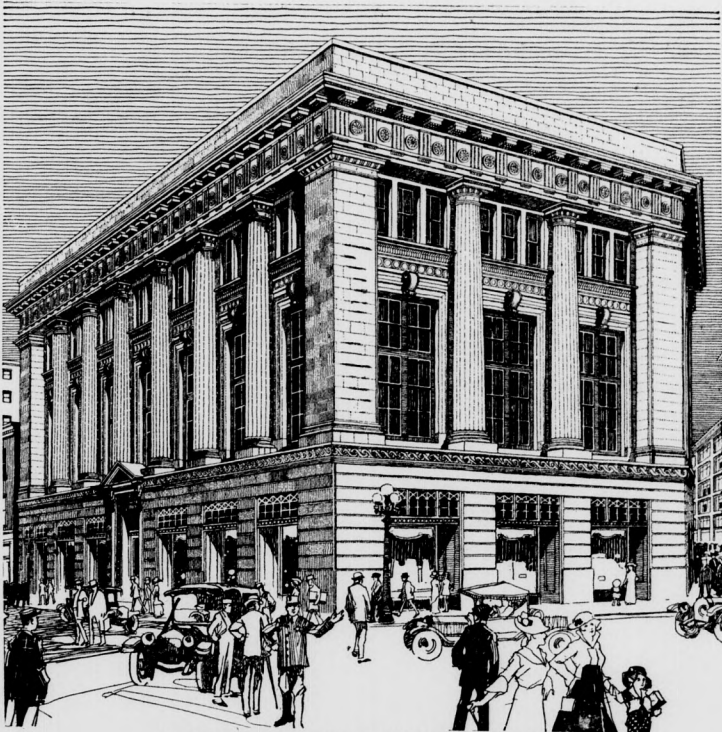
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Robert D. Graham
President

Hugh E. Wilson
Secretary

THE MEAT MARKET

An Old Time Butcher to His Son.

Why is it that so many butchers are continually trying to make their customers think that they are receiving favors when they go to a market to make their regular purchases?

I saw a case of this the other day when I happened into a market up here. A woman came in and told the butcher that she wanted a small sirloin steak as she only had two in the family and a large one would mean a good deal of waste for her. The butcher cut off what she desired. Then he made what I consider a mistake.

"Forty cents," he said.

The woman started to get her money out of her pocketbook.

"I'm not hard on you," continued my butcher friend in a patronizing tone of voice. "I know how it is. That's real cheap."

Mind you, the woman had never opened her mouth to complain about the price, but seemed to be perfectly satisfied with what the butcher had charged her. But evidently the butcher's way of speaking got her goat.

"Look here," she declared; "what do you mean by talking to me in that fashion? I am perfectly willing to pay for what I get, and pay full value. I don't want any more than my money calls for. Hereafter I would thank you if you would keep all such remarks as you just made to yourself."

She paid for her steak, took her parcel and made for the door in no very nice frame of mind so far as that butcher was concerned.

Nor do I blame her. She had stated her case to the butcher and he had filled her wants. She was satisfied, else she would have complained. But from the way the butcher talked in front of four or five other customers who were in the market at the time one would have thought that he was doing a charitable act, one for which he deserved to be patted on the back.

This butcher has a bad fault. He is constantly striving to make each customer think that he is doing something special for her, that he is giving her an inside price, something that none of the other women who come to the market are getting. And he's fool enough to do it before other customers when they are in the store, with the result that he is constantly antagonizing them.

To tell the truth, he doesn't run a one-price market. A woman, if she will take the trouble, can always

beat him down on the first price he charges her. He has never had the nerve to hold out for the prices that he should receive. Therefore he has gotten into the habit of trying to forestall a woman offering him a lower price for the meat than he has charged her by making her think that he has already given her a reduction. He is rapidly training his trade to be a bunch of bargain hunters, and therefore undermining his most valuable asset, the good will which he should enjoy among them.

Good merchandising requires that one price be charged to every customer who comes into the market. It is the system that has done more than anything else to place retailing on a straight basis of value, service and quality, and to take away that battle of wits that used to prevail every time a customer and a retailer got together. The man who violates this method of doing business hurts himself to a great degree.

But the butcher who tries to convince a customer that he is reducing a price under the guise of a charitable action hurts himself more than can be estimated. The case which I referred to at the beginning of this letter is an example. The woman to whom the butcher was trying to convey the idea that he was reducing a price could buy Mr. Butcher several times over and never miss the money. I know this because I know the woman in question.

Because a woman wants a small amount of meat does not mean that she cannot afford to buy a larger amount. A woman who has a small family would be foolish to buy meat a good proportion of which would find its ultimate destination in the garbage pail. The fact that a person can afford a thing is no reason why she should indulge in waste.

So, my boy, if you have a customer who buys small amounts don't get the idea that she can't afford more. Give her what she wants, but don't try to let her know that you are sorry for her, if you do her trade will soon find its way to another butcher. And although it may not be large, every bit of trade counts in these days of sharp competition.—Butchers' Advocate.

Microscopic Examination for Trichinosis.

Microscopic examination for trichinosis in pork was first established in this country in Chicago, June 22, 1891. It has lately been done away with, due to a method of rendering the trichinae harmless through refrigeration.

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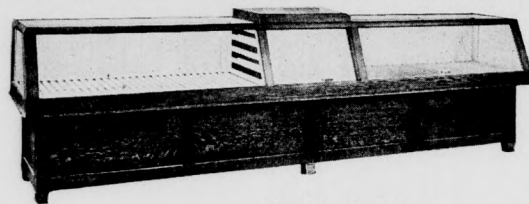
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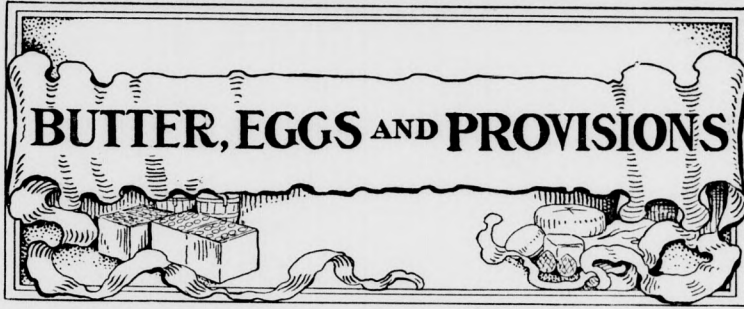
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COLD STORAGE.

What It Is Doing For the Fruit Market.

Fruit is by nature a perishable product. With the exception of the citrus fruits and winter apples there are probably few food products of vegetable origin which require to be used so promptly after reaching maturity as the common fruits of the temperate zone. Until very recent times little fresh fruit of the more perishable varieties was used outside of the immediate locality of production, the surplus being dried or made into wine, cider, etc., or simply allowed to go to waste. Under such a system, fruit growing could advance to only a very limited extent in any locality. Modern commercial fruit growing is closely associated in its development with the canning industry, improvements in transportation, and the rise of cold storage and refrigeration.

Soft Fruits.

In reference to the tender summer fruits, such as berries, peaches, cherries, etc., the cold storage problem is a somewhat different proposition than with the winter apples. The life of these soft fruits, even under the most favorable conditions, is of exceedingly limited duration. The object sought is to place the fruit in a temperature which experience has shown to be the most favorable and to hold it there only so long as to enable the dealer to dispose of it to as good advantage as possible. The season of the fruit is extended little, if any, beyond the normal. The advantage lies in the possibility of holding a certain amount of the fruit on hand for a few days in order that the supply on the market may be uniform throughout the season. Anyone familiar with the fruit market is aware that, as a rule, the season is made up of alternate periods of heavy and light receipts, owing to climatic or other influences, which affect the rate of maturity or the possibility of harvesting and marketing the crop. The use of cold storage, therefore, has somewhat the effect of an air chamber in a pump. The more or less fluctuating receipts are discharged in a comparatively steady stream as the demands of the market require and a more uniform price is assured. This is of direct advantage to the growers

since it is a source of a certain amount of confidence on the part of the dealers who feel that there is less danger that the fruit will spoil on their hands and that it can be placed on the market in better condition, hence a fairer price is assured when the receipts are heavy.

Pre-Cooling.

Perhaps the most important use of refrigeration in the marketing of the more perishable fruits is its application to transportation. By the use of the refrigerator car it is possible to maintain a temperature of about 38 deg. F. throughout the journey, even during the hot weather of midsummer. The successful operation of the refrigerator car depends upon proper attention to re-icing. Owing to the high temperature of the fruit, at least twenty-four hours are required to reduce the temperature to 38 deg. F. Re-icing is necessary at this time and also every day or two during the journey, depending upon the outside temperature. If the fruit is pre-cooled before shipment, the efficiency of the refrigerator car is greatly increased. Pre-cooling is accomplished by forcing cold air through the loaded car until the temperature is reduced to 38 deg., which requires from one and one-half to three hours, depending upon the temperature of the fruit. Pre-cooling has proved very successful in shipping berries from Western Washington. Previous to its introduction, the main market for Washington berries shipped under ordinary refrigeration was Montana and the adjacent portions of Canada and a few other localities at about the same distance. The most important point of distribution was Grand Forks, Mont. By picking the fruit rather underripe it was possible to send it as far as Minneapolis, although with considerable risk of loss. With pre-cooling, berries can easily be sent to many points in the Middle West, the main centers of distribution being Chicago, Omaha, and Kansas City.

Pre-cooling is not so necessary with the peach as with berries and is not employed by Northwestern peach growers. This is due to the fact that, since the peach is picked while still quite green, it carries to market satisfactorily under ordinary refrigeration. It should be emphasized, however, that the time of picking the peach should be regulated by the market for which it is intended in order that the fruit may reach the consumer in proper condition for use, neither too green nor overripe. Where a local or nearby market is available the fruit will be all the better if left on the trees until it is ready for use, or nearly so. Most growers, especially those who

sell through an association, aim to pick their peaches at as early a stage as possible. Such fruit is in condition to ship to the most distant markets, but if sold nearby is apt to cause dissatisfaction because of the immature condition in which it reaches the consumer.

The pear is somewhat intermediate between the apple and the more perishable fruits in its relation to cold storage and marketing. Although there are some late pears that keep well, the most important commercial varieties ripen rather early. Since pears are less perishable than the stone fruits and berries, their season may be considerably lengthened by storage.

Summer Apples.

Refrigeration finds but little application in the marketing of summer apples. Since the markets are mostly local shipment under refrigeration is

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unnecessary. There is generally a constant succession of varieties, hence it is usually not profitable to attempt to extend the season of any of them. It is therefore, exceptional to place such fruit in cold storage and then only for a short time to permit the adjustment of a market temporarily overstocked.

Winter Apples.

For the shipment of winter apples from the Northwest, refrigerator cars of the ordinary type are employed. A low temperature is maintained, usually by ventilation rather than by the use of ice, since the fruit is shipped mostly during cool weather. By proper attention to details, winter apples may be held in cold storage far beyond their season in common storage. For best results, the apples should be of medium size for the variety, full grown and well colored, but still very firm, free from punctures, bruises, insect blemishes or disease. The temperature should be very uniform and as low as possible without danger of freezing, 31 to 32 deg. F. being most favorable; the air should be rather humid to prevent shriveling of the fruit, and the apples should be placed in storage as soon as possible after picking.

Effect on Market.

The effect of placing part of the crop of winter apples in cold storage is to temporarily remove that portion from the market and place it where it will not compete with the remainder. That it is usually a profitable proceeding is shown by the rapid extension of apple storage in recent years. If it were necessary to dispose of the whole of the apple crop as soon as harvested, the market would be overstocked and the prices low, even in the season of moderate crop, to be followed in a few weeks by a shortage and excessively high prices. Storage, therefore, extends the season during which the fruit can be marketed, equalizes the prices, and assures a supply of apples practically the year around. As more of the young orchards in the Northwest come into bearing, the importance of holding part of the crop in storage is likely to increase.

In the study of storage problems, not enough importance seems to have been attached to the degree of ripeness of the fruit when it is placed in the hands of the consumer. The tendency seems to be to store all apples under such conditions as to keep them as long as possible. The result is that many apples have been removed from storage and placed on sale before they were in condition to use, to the dissatisfaction of the purchaser and the injury of the market. While this often follows from lack of judgment or ignorance of the season of certain varieties on the part of the dealers, it is no doubt frequently due to a distinct demand for particular varieties at a season when the ordinary cold storage fruit of those varieties is not yet ripe enough for use. It would no doubt be wise to supply that demand with fruit in condition to use, thus actually lengthening the season of the variety rather than merely delaying its season as long as possible. The florist calculates when the demand for

certain flowers will be heaviest and then starts his plants and so regulates the temperature that the plants will be at their best at that time. Should he come up to Easter time with his lilies all in the bud he could scarcely expect to realize very large profits from his product. In like manner it seems probable that the fruit market would benefit by a gradation of storage temperatures so as to supply a constant demand for ripe fruit of certain varieties during a long period. To accomplish this successfully, would require a careful study of the relation of rapidity of ripening to the storage temperature and the condition of the fruit when stored.

Conclusion.

The principal objections to cold storage are the expense, the delayed returns, and the possibility of loss of the stored product. The first two are largely personal matters, while the last is not likely to be serious under modern conditions of cold storage if sound fruit is used and not left in storage too long for the variety. The fear that speculators may buy up the crop and store it in an attempt to corner the fruit market seems to have little foundation, since such a proceeding would be attended by great risk on account of the relatively perishable nature of the product. As matters stand at present, the benefits of cold storage to both the producers and consumers of fruit far outweigh the objections and present indications point to increased benefits in the future.

W. J. Young,

Assistant Horticulturist Washington Experiment Station.

Preventing Mottled Butter.

Mottled butter is frequently found on the market at this time of the year, and, even though it may be of very good flavor, it is strongly discriminated against by the purchaser. As this defect is one of workmanship it can be overcome by the application of proper methods on the part of the buttermaker.

Mottles are caused primarily by an uneven distribution of salt in the butter. This may be produced by insufficient working of the butter or by churning, washing, and working it at a very low temperature, or by washing or working it at a temperature several degrees higher or lower than the churning temperature.

When the quantity of butter made in one churning is much less than usual, it is necessary to work it a greater number of revolutions of the churn than usual in order to produce the same results on the butter.

Extremely low temperatures of churning, washing, and working should be avoided, because they produce so firm a butter that it is only with great difficulty that the salt can be worked uniformly into it. High temperatures of churning, washing, and working must also be avoided to prevent an abnormal loss of fat in the buttermilk and also the making of a greasy, leaky butter.

Great variations in temperature during the manufacturing process should always be avoided. Under normal conditions the temperature of the wash water should be the same

as, or within 2 deg. of, that of the buttermilk.

When the churn room is so cold that the butter becomes chilled before working is completed, mottled butter is frequently the result. To prevent this it is preferable to increase the amount of working rather than to raise the temperature of the wash water.

Mottled butter, then, may be prevented by using methods that will insure a uniform distribution of salt.



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Gabby Gleanings From Grand Rapids.

Grand Rapids, Jan. 24—"Of all that Michigan produces, Hotel Michigan affords the best," is the slogan of the best appointed hotel in Northern Michigan. Charlevoix has some of the largest resort hotels in Michigan, but they afford accommodation for the summer tourists only and close their doors to the public in the early fall. Not so with the Hotel Michigan. The weary traveler may find food and shelter at any time throughout the year. The lobby has all the home comforts of the most luxuriously furnished homes, including a fine fireplace, big easy leather chairs, a piano and a full toned Victrola. The dining room is as well appointed as you may care to enter and the food is the best to be had. It should be a pleasure for the boys to have such a hostelry for their accommodations and as it is being kept open during the winter months and catering at all times to the commercial man, they show their appreciation by giving it their patronage. Proprietor Biossat is an ex-traveler and knows how to cater to the whims of the commercial man and tries at all times to do so. Boost for the remodeled Ellston, now the Hotel Michigan.

Criticisms of Gabby Gleanings came thick and furious in last week's issue. Hop to it boys, we are glad you are sitting up and taking notice.

For the benefit of correspondent Wilson, would say when you have the "V" half the battle is won. A good record and the applicant should worry.

George Clark, with a brand new outfit of toggery, was hustling through the snowdrifts in Northern Michigan territory last week.

W. E. Neeland, coal dealer of Mancelona, is seriously ill at his home with Bright's disease.

To prevent an influx of orders in the office, sit in a hotel and play rum.

An easy lived life leads to a ripe old age. What's the use of being an angel before you've seen Detroit? Grand Rapids knows how.

R. E. Emerson, the Canadian Club cigar representative, of Detroit, and E. A. Crandall, representative for Worden Grocer Co., were both suffering from cold feet last week. No, they just took several cold drives.

After badly damaging a snow plow and an engine the G. R. & I. discovered they couldn't pass on the same track. No one was injured in the smashup.

Remember that Jan. 29 is the date of the next U. C. T. dance.

How about those banquet tickets? Remember, wife or the sweetheart would be more than pleased to go, so have a heart and get those tickets for March 4.

What has become of Kronik Kicker?

Absal Guild, A. M. O. B., will hold an oriental costume party at U. C. T. hall Feb. 12, dedicated to the ladies of the Mystic Realm. This event promises to surpass all previous ones in splendor and uniqueness. The menu, decoration, favors and music will follow closely as possible along oriental lines and will be in charge of the Kings Guards in full uniform. Charles C. Perkins, well known director of feasts, dances and outings, assisted by C. R. Lawton, E. G. Hamel and H. Fred De Graff, will have charge of banquet and Ray D. Bennett, Walter Lypps, William D. Bosman will boss the favors, decorations and lighting effects; John D. Martin, G. W. Ferguson and Tally Stott, invitations and publicity; H. W. Harwood, O. W. Stark and William E. Sawyer, amusements and music; H. Fred De Graff, William Franke and John D. Martin emblematic pillows. Capt. Walter N. Burgess will direct the programme. The feast will be preceded by a full ceremonial session at 2:30 p. m. to receive a large class of novices.

A sure cure for a 1916 proposal:

Turn a small sized rodent, commonly called a mouse, loose in the room after removing all the furniture and wall hooks.

This week will practically wind up the mid-winter furniture season, and with the list of arrivals on Monday's register the season's total will easily pass the 1,500 mark and with the comparison with the 1915 mid-winter or January season it will show a 25 per cent. gain in numbers and about a 15 per cent. gain over the July season of 1915. The summer season always brings more buyers to the market than the winter season and the buying is always much heavier. This season has certainly shown an almost universal feeling of optimism and belief that business prosperity is here. L. V. Pilkington.

Programme For the Hardware Convention Next Month.

Marine City, Jan. 25—Our programme committee has just about completed its work and reports that it has succeeded in arranging one of the most evenly balanced programmes that has ever been provided for one of our annual conventions.

The principal speakers will be Paul H. Neystrom, of New York, whose subject will be "Salesmanship;" Stanley L. Krebs, of Philadelphia, on "Two Snakes in a Business Brain;" Curtis M. Johnson, of Rush City, Minn., on "A Dealer's Service to His Community;" Roy F. Soule, editor of the Hardware Age, on "Points of Contact;" A. T. Stebbins of Rochester, Minn., on "Mutual Fire Insurance;" Bevan Lawson on "Price Maintenance."

At the session on Thursday, February 17, an hour will be devoted to "Our Association Members" when brief addresses will be delivered by J. A. Weston, Lansing; F. A. Wolley, Ann Arbor and W. G. Bancroft, Detroit.

On Tuesday evening there will be

a theater party at the Empress and on Thursday night there will be a buffet luncheon and entertainment at the Pantlind Hotel. The jobbers and manufacturers of Grand Rapids will be the hosts on this occasion.

A ladies' entertainment committee consisting of Mrs. B. M. Heth, Mrs. P. M. Hammer, Mrs. C. M. Alden, and Mrs. H. M. Johnson has arranged to take care of the visiting ladies during the hours of the business sessions. There will be a theater party at the Majestic Gardens on Wednesday afternoon and on Thursday evening there will a progressive card party starting at 8 o'clock in the parlors of the Hotel Pantlind. Valuable prizes will be awarded to the winners.

A new plan has been adopted this year in the handling of the question box. Pamphlets have been issued containing a large number of questions divided under headings such as Buying, Selling, Trade Building, Collections, Competition, Insurance, etc. A committee of twelve dealers will have charge of this feature, each one handling questions coming under the general heading assigned to him.

A Buyer's Contest is being conducted again this year and the man who orders goods from the greatest number of exhibitors will receive a handsome leather handbag. Delegates who order from ten or more exhibitors will receive a Manning patented folding umbrella.

Members who order goods from three to nine exhibitors inclusive will have their choice between a high-grade self-filling fountain pen and a set of gold plated, heavily enameled cuff links containing the emblem of the Association.

Reports from different parts of the State indicate that the attendance this year will be very heavy and it is quite likely all previous attendances will be broken. A. J. Scott, Sec'y.

His Only Terror.

Evelyn was very cowardly, and her father decided to have a serious talk with his little daughter.

"Father," she said at the close of his lecture, "when you see a cow, ain't you 'fraid?"

"No, certainly not, Evelyn."

"When you see a bumblebee, ain't you 'fraid?"

"No," with scorn.

"Ain't you 'fraid when it thunders?"

"No," with laughter. "Oh, you silly, silly child!"

"Papa," said Evelyn, solemnly. "ain't you 'fraid of nothing in the world but mamma?"

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

Sand Lime Brick

Tested by Time and Found More Durable Than Any Other

Absolutely Frost and Weather Proof

Made in Red, White and Buff Colors

Write for quotations delivered at your station

Grande Brick Co., Grand Rapids

So. Mich. Brick Co., Kalamazoo

Saginaw Brick Co., Saginaw

Jackson-Lansing Brick Co., Rives Junction

Service Re-Established

*Fast, Limited
and
Local Service*

Now being operated on schedule between Grand Rapids and Kalamazoo, Grand Rapids and Battle Creek, Battle Creek and Allegan.

Michigan Railway Co.



A Woolen Mill in Southwestern California.

Written for the Tradesman.

To find in this part of the world a woolen mill, and one fully equipped with up-to-date machinery, making products which in quality and price must come into competition with those of the older states, is significant of the beginning of a new order of things. For in this region up to the present time, factories of almost all kinds have been notably absent. Growth and development in some ways have been little short of marvelous, but in the result a certain lopsidedness is observable—there are as yet not enough manufacturing industries to make a well-balanced community.

One of the crying needs is jobs for people who do not have the means to live without work. At the same time supplies of clothing, dry goods, furniture, automobiles, prepared food products, and many other articles in common use come very largely from "back East," which term is here made to include as far North as Michigan and at least as far West as Kansas.

The scarcity of factories is due largely to the fact that California is new. In the natural course of things agriculture, mining, and the building of transportation facilities precede elaborate manufactures. That the great growth and development made has been possible without the manufacturing interests can be explained in this way: The throngs who have come to this section and located here during recent years have been attracted mainly by the climate. Many of these settlers have been in independent circumstances financially. They did not come to work nor yet to equip and start mills, but to enjoy retirement from active life. Cities and towns have grown amazingly without making any effort to secure industries. They have boomed simply as desirable places of residence.

But the old order changeth. For making many of the supplies now secured from away, this region already produces or can be made to produce the new raw materials. Doubtless to meet the consumptive demand of a population rapidly increasing through the influx of new settlers, the factories will come. And the employment they will furnish will be most welcome to that class of residents, of late years becoming numerous, who need some such means of earning a livelihood.

But to return to the woolen mill. The materials required are for the most part readily obtainable. The wool used is practically all grown in the State. The sheep raised here are mostly grades produced by crossing the native sheep with the merino, the typical sheep and consequently the typical wool being about the half blood.

I had the idea that California wool would be rather coarse and wiry and was surprised to find it soft and fine and nice as it really is. Indeed it would not be adapted to making braids and the like, where a hard, shining fabric is desired, but is well suited to the manufacture of the materials in which warmth and woolliness are required.

The wool is all bought in the grease, and was costing—I give prices as they were at the time of my visit a few days ago—18 cents a pound. As it loses in the scouring process 65 to 70 per cent. in weight, it actually cost about 60 cents.

One reason for locating this mill in the particular city where it is, is because the water, which is artesian, is peculiarly soft like rain water, and on this account the cost of scouring is reduced.

Cotton is of course combined with wool in many of the products of a woolen mill. This also is obtained close at hand. In Imperial Valley, a part of which is the wonderfully fertile tract in Southern California reclaimed from the desert by irrigation, for some years experiments have been going on in the raising of cotton. It seems to be making good. The kind which has proved best adapted to the soil and climate is what is known as Durango. In cotton classification this comes under the head of Middling Uplands. The staple runs from an inch and a half to an inch and three-quarters in length. "Down in the Valley" where it is raised and ginned, cotton was costing 14 cents a pound. It comes into the mill in bales of 500 pounds each, and of course has to be put through cleaning processes to rid it of dirt and foreign matter.

In some of the cheaper products, used garments in the form of shoddy form a portion of the material. The garments are shredded up and picked and pulled by machinery until what was firmly woven cloth becomes fine and soft as cotton batting.

No attempt will be made to give a detailed description of all the things that are done in woolen manufacture. That would be too long and technical for these pages. A brief mention of a few of the principal processes must suffice.

The dyeing is done in wooden caldrons, each several feet in diameter. It requires about three-quarters of an hour to bring the dye in one of these great tubs to the boiling point. Then the dyeing process takes about an hour and a half, a man keeping the wool stirred with a three-tined pitchfork. After the dyeing, the wool is taken out and rinsed thoroughly and dried.

In another room I saw something of the process of producing a mixed or blended color—a Mackinaw mixture this was—the mixing being done before the wool was carded. The wool, which

Ha-Ka-Rac



No. 1905

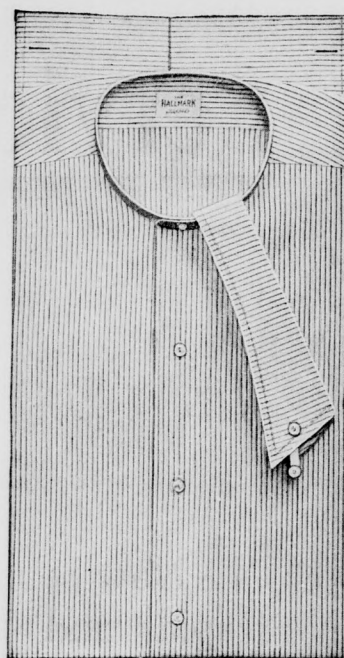
Women, misses and girls find

"Ha-Ka-Rac" Sweater Coats

the best in style,
in finish, in
service—in
every way

Send for sample order

Perry Glove & Mitten Co.
Perry, Michigan



"Hallmark" Shirts

Are Thoroughly Satisfactory

We Recommend Them to the Trade

We have a big stock to select from in plain colors, light and dark stripes, figures, etc. Prices are \$4.50, \$8.50 and \$12.00 for either the soft or stiff cuff style and \$4.50 and \$8.50 for the "sport" style. We also offer a fine assortment of silk shirts, beautiful patterns, at \$9.00, \$13.00 and \$24.00 per dozen. If interested make your selections early. Our salesmen are showing samples.

Grand Rapids Dry Goods Co.

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.

had been scattered on in proper proportions, stood a foot or more high on a space ten or twelve feet square. Brown predominated, although there was a good deal of black, but most noticeable were the little flecks of bright orange, forming only a small part of the whole but enough to liven it. All the colors required having been added, the whole is put through a "mixing picker." The Superintendent later called my attention to a blend made of blue and black. In the roving, which was the form in which I saw this, it looked simply a solid dark blue.

The preliminary processes such as scouring, cleaning, dyeing, mixing, picking and the like having been completed, the wool is taken to the carding room. As it goes to the carding machine it is termed the "batch" or "mixture."

An interesting feature is the automatic scale which supplies the carding machine. When this scale has received the required weight of wool it opens, allowing the wool to pass into the carding machine, which combs it out and straightens it. The wool comes out of the carding process as roving. Roving is simply a small roll of the carded wool, without twist and in consistency reminding one of the "rolls" our grandmothers used to spin, but of course not of short length as those were. The roving I saw ready for spinning was perhaps a quarter of an inch in diameter. It can be wound loosely without pulling apart, and was to be seen wound on shafts.

A spinning machine draws out the roving, twists it, and winds the yarn on a bobbin.

It would be hard to determine in what industry the machinery used can claim the largest multiplication of human effort, but it would seem that some of that employed in textile manufacture ranks very high in this respect. To anyone who ever has known how all but interminable is the labor of carding even a few pounds of wool by hand, or who realizes the slowness of that most picturesque of all the old-time home work, the spinning of one thread of yarn on a wheel, the machinery seen in such a mill as that visited emphasizes the inevitable displacement of hand processes. Here there is no hint of tediousness about the carding, and a spinning machine spins many threads at a time instead of a single one.

Warping, done of course by machinery, and weaving on a power loom, follow the spinning.

The product of these mills, although they have been in operation only a few months, includes bed blankets, robes, steamer rugs, Mackinaw cloth and army blankets. It is the intention later to increase the variety of goods made.

For some of the items mentioned the local consumption is very large. Bed blankets for instance. While classed as a sub-tropical country, California is a land of cool nights, so that warm bedding is required even in summer. During the early winter months, the displays of high grade bed blankets are a marked feature in the stores of Los Angeles and the surrounding towns. This new factory already is supplying its quota to the retailers, and has filled orders from some of the State institutions. As to automobile robes, the local demand must be great. Probably no other state

in the Union has so many motor cars in proportion to the population.

However, the manufacture is not confined to supplying local demand. The day I visited the mill they were making Mackinaw cloth—that is, the cloth from which Mackinaws are made—which was to be shipped to Minneapolis. This mill has made army blankets for Mexico and for Italy. The army blanket work is all on contract, the orders being secured by bids. The Mexicans took a standard gray blanket four pounds in weight, while for the Italians a blanket 66 x 98 inches, eight and one-half pounds in weight was required.

Ella M. Rogers.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Total deposits in Battle Creek banks Jan. 1 were nearly \$13,000,000 a gain of \$1,250,000 over the same date a year ago. This is a deposit of \$430 per capita, if we reckon Battle Creek as a city of 30,000 people, and it is an exceptionally fine showing.

Flint's electrical and building inspector is asking for an assistant in order to keep up with the brisk building operations there. During 1915 he issued 3,500 permits for new buildings and electric wiring and he made an average of thirty-five trips of inspection daily to different parts of the city.

The Marshall Board of Commerce has secured another industry for that city, Gallagher, Hutchinson & Campbell, of Muskegon Heights, who will make metal castings for automobiles.

Flint's Board of Health has asked the Common Council for immediate action in the matter of establishing a city garbage disposal plant, after the expiration of the present garbage collection contract in May, 1917. City Engineer Shoecraft estimates the cost of establishing an incinerator of fifty tons daily capacity at \$45,000, including machinery, building, real estate and plant ready to operate.

Rockford is a prosperous village, out of debt and with no vacant houses. Its leading industry, the shoe factory of the Hirth-Krause Co., has its output of 1500 pairs daily sold up to April 1. This plant employs 100 men and sixty women. The company's tannery is employing fifty men. Rockford is a good market town, with a number of live produce dealers.

Battle Creek will entertain the Michigan Threshermen's Association March 8-10 and 400 to 600 visitors are expected.

Olivet has a Business Men's Association and is taking up the matter of a new bank, also free auction sales for farmers.

The Valley Home Telephone Co., with 400 stockholders, held its annual meeting in Saginaw, and reports show that the company owns and operates about 9,000 telephones, a net gain during the past year of 1,267 telephones. This is the largest year's growth since the company built its original plant in 1897.

The Michigan State Telephone Co. will start work soon on a \$10,000 addition to its switchboard at Bay City.

Salzburg, a suburb of Bay City, now has a Business Men's Club, and plans

among other things to secure this year a Michigan Central freight and passenger station, a branch postoffice, a grain elevator and a factory for making motor trucks.

The Chicago Brush Co., of Chicago, making brushes and novelties, offers to locate its plant at Marshall, provided \$15,000 cash capital is raised among local people.

Almond Griffen.

Save Your Buttons.

If you don't save your buttons, your clothes may be spotted with white ones, such as were hitherto worn by men almost exclusively on their undergarments and shirts. Either that or the victims will wear none at all, depending entirely on safety pins to hold their garments together. This condition is fast approaching, according to one of the largest ivory button manufacturers in the country.

The recent embargo on logwood has intensified an already critical situation in the vegetable ivory button industry, as the logwood dyes were the last hope of the button manufacturers.

The wages of sin is paid in full only when the job is completed, but lots of men draw something on account each day.

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.

Are Your Net Profits Satisfactory?

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

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

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago

St. Louis Minneapolis

Dallas

Laces and Embroideries

Attractive lines French and German Vals, Venise, Orientals, English, German and Linen Torchons, Shadows, Allovers, Tatting Vals.

Embroideries in Swiss, Hamburg and Nainsook. A large assortment. We bought these before the prices advanced and are giving our trade the full benefit.

Our salesmen are showing the complete line.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



Putnam's Menthol Cough Drops

Packed 40 five cent packages in carton
Price \$1.15

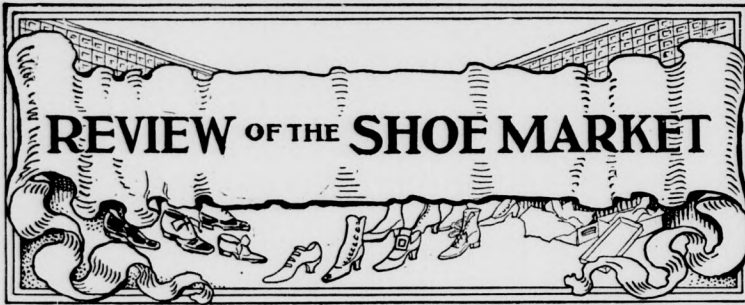
Each carton contains a certificate, ten of which entitle the dealer to

ONE FULL SIZE CARTON FREE

when returned to us or your jobber properly endorsed

PUTNAM FACTORY, National Candy Co. MAKERS

GRAND RAPIDS, MICH.



Little Things of Big Consequences About Shoes.

Written for the Tradesman.

The shank of a shoe is of far more consequence than the average person is inclined to think. It has to do not only with the appearance of a shoe—its style, "balance" and looks, but also with its comfort and serviceability. And perhaps more important than all else, it has to do with the health and well-being of the foot within the shoe.

When the shank of a shoe lets down, as the general tendency of shanks is when the shoe is well worn, there is an abnormal strain on the muscles and tendons of the foot—which, under certain conditions, may very well bring about arch troubles. It is not putting the matter too strongly to say that poor shoe shanks have been a fruitful source of flat-foot.

The arch of the human foot is a delicate arrangement of bones, muscles and tendons; and the ideal shoe shank is one that fits the natural curve of the arch of the foot, and stays put—i. e. doesn't flatten down as the shoe is worn. This is a difficult ideal to attain, for there is a heavy weight on the arch or shank of a shoe, in walking, and the strain upon this part of the shoe is heavy—especially when you come to consider that it goes on day after day and week after week.

The shank of a shoe must be light, elastic, and durable as well as strong. If strength only were required of a shank, that could easily be accomplished. It could be made, for instance, of armor plate. But that would add too much weight. It would also make a stiff, unyielding shank; and therefore an uncomfortable shoe. The shank must have some degree of elasticity. Therefore instead of a big heavy piece of steel, there is a thick, flexible steel sprint. This, of course, lies between the two thicknesses of leather and cannot be seen unless the shoe is dissected.

But a whole lot depends upon that invisible piece of steel. It must be of the right temper—a good, flexible or elastic piece of metal, and not too heavy. And the leather which covers this steel piece should be of the proper thickness and the very best stock.

In saying all this, I am not unmindful, of course, of the somewhat recent theory of an extra flexible shank, and its alleged benefits; i. e. a shank that has no steel whatever about it, and one in which the leather is soft and pliable, so that when you bend the toe of the shoe down it will stay that way until you bend it back. There are manufacturers of specialty shoes, built for people who have arch troubles, which are supposed to be highly beneficial for that sort of thing—indeed, high claims are made therefore. Personally, I think the theory

is wrong—or, at all events, that the so-called flexible shank shoe is not a good shoe for this, or for any other purpose. But I do not dogmatize on the matter. If you get (or think you get) any practical benefit out of this kind of a shoe, go to it.

But the number of such specialty shoes is negligible. Most shoes are made with the standard or accepted style of shanks. But within this limit there are many varieties of shanks, and some of them are much better than others. If you will examine worn shoes you will see how variously it fares with shoe shanks. Some of them stand up under trying wear-conditions, and others do not.

As a dealer, you should know what goes into the shanks of the shoes you buy. You should know how they stand up under hard wear, how they are affected by moisture and other things to which no street shoe is immune. Not merely is it enough to know how the new shoe looks with its untried shank, but how the old shoe looks when its shank has undergone the acid test of hard-usage.

The heel of a shoe is another important item. Is it an all-leather heel, or is it made of leather-board, paper, or something else, with a leather top lift? I knew of a natty line of women's shoes made to retail at from \$4 to \$4.50, and very good shoes at the price in other respects, that went bad because of defective heels. When the water struck those highly burnished heels, good night! They caused dealers all sorts of troubles, and these troubles got back to the manufacture, you may be sure.

Has the shoe heel the proper height? That is to say, is the height of the heel just about what a shoe of that style should carry? Is it a well set, properly balanced heel? Many of our shoe manufacturers could improve their shoe heels. In men's shoes, for instance, notice how many heels are set too far back. Nine out of ten of them would be greatly improved structurally, if the heel were brought forward somewhat further. I don't mean necessarily a longer heel, but in many cases it would amount to that—but a shoe heel that provides a real resting-place for the heel of the foot in the shoe. And, for another thing, I personally think they would be greatly improved by straight breasting. Of course this is an unpopular notion in this country. But why



R. K. L. Service Shoes

Steady Sellers All the Year

Especially Strong for Spring Trade



Price
\$2.30

Dealers can depend on R. K. L. Service Shoes to give their customers the best of satisfaction.

Carried in stock in both black and brown, plain toe and tipped.

No. 8389½—Men's Black Service Blucher, Tipped.

No. 8389—Same in Brown.

No. 8386½—Same in Black, Plain Toe.

No. 8386—Same in Brown, Plain Toe.

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

These Are the Days

when it pays the dealer to have his stock properly sized up on rubber footwear—

The Glove Brand



That means the styles that fit the shoes worn in your community, the widths to fit them properly, and a complete run of sizes, men's, boys', women's and children's.

On a slushy, sloppy morning your customer wants immediate service. Keep his trade away from the mail order house by keeping in stock the goods he wants.

Just say they are the Glove Brand, and the consumer will know that the quality is right.

Hirth-Krause Company

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

that deep curve in the breast of a shoe heel, anyhow? It catches mud (and is therefore insanitary) and it weakens the shank of the shoe by prolonging its length and removing a part of its support aft. The one argument for it is that it looks "nicer" than the heel breasted straight. Many dealers would throw a fit if they couldn't get that sort—but they are a bad sort just the same.

Are the heels of your women's shoes made of wood? If so, how and of what sort? And how are they for balance adjustment and durability? How do the coverings on them hold up? Wood heels are all right—if they are made right and set right. Do you sell shoes with rubber heels, or heels made from some of the more recent innovations in the "other than leather" materials that are now being introduced? If so, what is your experience with them? Are they working out satisfactorily?

The heels of some shoes—especially in women's lines—manifest a tendency to turn and round-off on one side; and it is significant it's always the same side. Why? There's a reason, as the break-fast-food people say; get at the reason. Such heels are not right; they are wrongly balanced. Your patrons are paying out extra money getting their heels straightened up, and they don't like it. Some of these shoes will come back for your inspection and be overhauled in your repair department, but do you know if all of them that so behave find their way back? Most likely not. Many of them are doubtless being repaired elsewhere. But this sort of thing is annoying, to say the least, for that isn't the way good shoe heels ought to behave.

The life and comfort and serviceability of the shoe depends more upon the heel than one would think off hand. If the heel goes bad—turns, rounds off too rapidly, or goes to pieces in the wet—the shoe is thrown out of kilter, or rendered unfit for wear.

And how about the linings of the shoe you handle? Are they satisfactory? I know of a line of medium priced men's shoe—shoes retailing around \$5—that are causing a lot of trouble because of defective linings. Instead of being lined with sea island duck or heavy unstarched drill, a cheaper sort of lining is used, and perspiration and attrition play hob with it.

And so I might specify one item after another in the list of little things of big consequence about a shoe—counters, box toes, welt, etc., all of which must be right before the shoe is right. Now several of these items belong to what we call the shoe's insides, and so far as outward appearances are concerned you cannot tell whether they are right or wrong. Only the test of wear can reveal the presence of defective features.

As a retailer of shoes you owe it both to yourself and to your trade to find out how it is with respect to these items—and others that might be included—in the various lines of shoes that you carry. I do not think it is wise for the dealer to assume that it must be all right for they are not kicking. Maybe they are kicking. It is your business to be dead sure they haven't anything about which they can kick.

Cid McKay.

Programme Prepared For Battle Creek Convention.

Bay City, Jan. 24—All preliminary matters for the coming convention of the Retail Grocers and General Merchants Association the coming month are rapidly taking form. All details are being worked out and local committees at Battle Creek are working with a full determination to leave nothing undone which will add to the interest of the convention, so that when completed they can proudly look back to the results of their efforts to make 1916 convention the very best ever held.

William McMorris, Pres.

The Official Programme.

Battle Creek, Jan. 24—The following programme has been arranged for the convention of the Retail Grocers and General Merchants Association of Michigan, to be held here Feb. 22, 23 and 24:

Tuesday, Feb. 22.

10 a. m. Meeting called to order by L. L. Swank, President Battle Creek Association.

Invocation—Rev. George Emerson Barnes,

Address of welcome—Mayor James W. Marsh,

Response—John A. Lake, Petoskey.

Luncheon]

1 p. m. Address by State President, Reports of Secretary and Treasurer,

Appointment of Committees.

Reports of Committees on—

Credentials,

Resolutions,

Ways and Means,

Rules and Order of Business,

Auditing,

Press.

Address—Frank B. Connolly, President National Association of Retail Grocers.

4:30 p. m. Leave convention hall in a body as guests of Kellogg Toasted Corn Flake Co. on tour of inspection of its plant and complimentary banquet at 6:30 p. m.

Wednesday, Feb. 23.

9 a. m. Call to Order,

Report of Credential Committee,

Report of Rules and Order Committee,

Address by Fred Mason,

Roll call of Associations. We require reports to be written this year for reference. Don't fail.

Luncheon in hall until 1 p. m.

Question Box in charge of E. W. Jones, Cass City.

3 p. m. Guests of Postum Cereal Co., Ltd. until 5 p. m.

5:30 p. m. Thorough inspection of pure food show and supper in hall.

8 p. m. Guests of Postum Cereal Co., Ltd.

Thursday, Feb. 24.

9 a. m. Call to Order.

Question Box concluded.

State Committees reports.

Report of Resolutions Committee,

New Business,

Good of the Association,

Luncheon in hall until 2 p. m.

Election of Officers.

Selection of place for next convention.

Guests of pure food show until 4:30 p. m.

5 p. m. Inspection of Sanitarium and address by Dr. John H. Kellogg,

followed by another banquet.

7 p. m. Adjournment of convention.

A. J. Hoyt, Sec'y.

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You Must Remember That Hood Rubbers

Mean { MORE Profits
MORE Satisfaction
MORE Wear
MORE Customers

You owe it to yourself to get the benefits of this line of WORLD BEATING RUBBERS

Our advice is that you give this your immediate attention

Write at once. Don't delay.

Grand Rapids Shoe & Rubber Co.

The Largest Rubber House in Michigan
Grand Rapids

REGARDLESS of the constantly advancing prices of raw materials used in the manufacture of shoes, we have all along insisted that the same QUALITY be put into our product. When you buy

Bertsch and H. B. Hard Pan Shoes

to-day you buy shoes that have in them the same high standard of quality that has always characterized our lines.

There has been no deviation from this principle in the past and there will be no deviation in the future. Regardless of the price of raw material THE QUALITY OF OUR SHOES WILL NEVER BE SHADED.

During the last few months advances in material have been so marked that were we to buy all material at to-day's prices every shoe we make would cost more than the present selling price to produce.

Nevertheless our prices have not changed much, and we are not going to raise a shoe as long as we have a foot of leather left to make it from. They will only go up when it becomes a question of self preservation. We will not take advantage of market considerations to obtain an advanced price.

THEY WEAR LIKE IRON

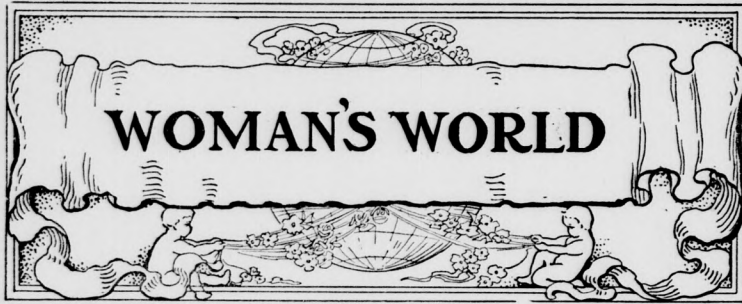
Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

Grand Rapids, Michigan

The Editorial Page.

No newspaper is stronger than its editorial page. Its news may be exhaustive—its volume of advertising incredibly large, but it will not be that power in American life which a great newspaper ought to be unless its editorial page is a beating heart, pumping the red blood of virile ideas through the minds of its readers.—Fourth Estate.



Give the Intellectual Girl a Well-Balanced Training.

Written for the Tradesman.

When Celia Hepworth left high school last October and went to work in Hansel's dry goods store, only her classmates, who all loved her dearly, felt any regret. Her teachers tried to do the decent thing and told her they were sorry she couldn't stay and finish—she was in her sophomore year—but they made no emphatic protest against her going. In truth they experienced a genuine feeling of relief. They all liked the girl, but she was not a good scholar, and sometimes their professional consciences had to be severely strained to give her passing marks on her examinations. Teachers never mourn when such a pupil drops out.

Close friends and relatives of the Hepworths, middle-aged men and matrons with a shrewd eye to ways and means, scarcely noted the circumstance at all, except to observe to themselves, "Maybe Celia might just as well be earning a little something. It will help her father out, and she doesn't seem to be able to make her time count for much in school."

But when a few days later, circumstances compelled Mildred Rayburn also to accept a position at Hansel's, her teachers lamented bitterly. For Mildred was the star in the whole school, a senior who would graduate this coming June. Moreover she is very intellectual and they deemed her a girl of rare promise.

All the friends deplored Mildred's having to stop. They well understood that it was only from necessity that her father and mother consented to her going to work. It had been Mildred's plan, in which her family fully concurred, to go through college after high school and then to take a thorough course in library training. Heavy property losses and consequent serious reduction in her father's income, made it imperative that she begin earning at once. The place at Hansel's was the only avenue open to her.

Both Mildred and Celia are nice, honest, conscientious girls. Both are energetic and faithful. Neither one is a beauty, but both are comely. When you've said this much, you have said about all that applies to the two equally. When it come to mental grasp and intellectual attainments, Mildred is so far in advance of poor Celia that no real comparison between the two is possible. Not only is Mildred a brilliant student in all the various branches of her school curriculum, but has been a great reader on all sorts of themes. Indeed the

depth and range of her thought are regarded as something remarkable for a girl of her years. Celia, on the other hand, has the small, elementary type of mind that never gets beyond the narrow horizon of its own concrete experience and observation. She does not bother her brains in the least with trying to solve the problems of the universe. In fact she never will realize that there are any problems of the universe.

The girls have been at work now about three months. To the surprise of all their acquaintances, Celia already has attracted the attention of her employer as being unusually apt and efficient for a beginner; while Mildred, although still holding her position, hardly can be said to be making good.

Celia is manifesting traits that no one supposed she possessed. For one thing, she shows great concentration. While as a student she seemed to lack this woefully, in the realm of real things she is able to focus her powers admirably on the task in hand. Mildred is just the reverse. Although she can bury herself in a book and absorb the contents in an astonishingly short time, when she attempts to sell a collar or a handkerchief, her wits are apt to wander. In all those processes of dusting, putting goods in order, fastening on pin tickets, price tags and the like, to which beginners are set, Celia has been able to turn off her work swiftly and neatly, while Mildred is painfully slow and awkward.

Celia's teachers never could give her credit for having any memory at all, but now she always is able to tell just where every item in her stock is to be found, and she is unusually good at recollecting the names and faces of customers and even their tastes and peculiarities.

At school her efforts in the languages were crude and unsatisfactory, and her mathematics was regarded as almost hopeless. But she can add and multiply with absolute exactness, and she understands that even a small blunder in computing a bill is a serious matter. And she has a gift of pleasing small talk that serves her better than would a knowledge of Latin or French.

In her practical, non-metaphysical way she has a good working knowledge of human nature. To save her life she couldn't name the faculties of the human mind, but she pets the babies when their mammas come shopping, she chats pleasantly with the small boys and girls, and she knows just how to stroke the fur the right way with cranky and disagreeable customers.

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

When Mrs. Jones

comes in your store to look at a mattress or bed spring have you a good enough assortment to show her so she will buy right then and there without feeling it her duty to look around or consult some mail order catalogue.

If you will show her our Champion felt mattress or our King Spring, which are fully guaranteed, she will be glad to buy, for the value, style and price is always found in every piece of bedding made in our factory.

We would be glad to send you our new catalogue which fully illustrates our line of guaranteed bedding.

Grand Rapids Bedding Company

Grand Rapids, Michigan

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

Weather Chart Calendar

Consists of a big 12-sheet calendar, sheet measuring 13x18 inches in size. Big enough for display in business houses and offices—not too big for home use.

Published for every State in the Union. Gives Gathright's Forecasts for each State. Weather flag under each numeral shows prevailing weather for the day. Gives sunrise and sunsets, moonrise and moonsets for every day in the year.

Contains also a vast amount of information concerning parcel post regulations and rates, antidotes for poison, first aid to the injured, tables, formulas, and a great fund of valuable hints and suggestions.

The back sheet is printed with a two-color map of the state where calendar is to be distributed. Send for sample and prices.

GRAND RAPIDS CALENDAR CO.

Grand Rapids, Mich.

CHEESE

We have a fair supply of special makes

The last season was particularly favorable for the making of good cheese

We have the famous Herkimer Co. New York Cheese in the yellow and white September make. They are tasty and just right cut. Cost a little more, but worth it.

JUDSON GROCER CO.

The Pure Foods House
GRAND RAPIDS, MICHIGAN

Celia's snug little brain has gotten hold of two facts—customers must be pleased, and her work must be done in a way to suit her employer. Hasn't she reached the kernel of the whole matter so far as she is concerned?

Celia is very happy in her little success. Having natural taste, although her pay is as yet only a few dollars per week, by judicious selection she is able to gratify her liking for smart and becoming clothes. Already she has a well-groomed and prosperous appearance.

But Mildred—the record of the brilliant best student of the high school has not been so satisfactory. She has tried hard, and her employer, who is a very good and patient man, believes she is making some improvements. But she shows no enthusiasm—has never been able to take the hearty interest in the work that Celia does. Moreover Mildred is lacking in tact and adaptability—she does not get along with the customers and with her fellow-workers so smoothly and easily as does the other girl. Nor does she have the ready grasp of what is expected and required of her. Unfortunately she is somewhat careless about dress, and sometimes is a little untidy. She spends as much on clothes as her earnings will warrant, but she has no knack in choosing the right things or in getting herself up. In the words of Mr. Hansel, "Mildred is laboring under the handicap of the highbrow. She has the deficiencies that often accompany intellectuality, particularly in its youthful development. She knows a great deal, but much of it, in her present situation, is of no benefit to her. Celia isn't intellectual, hasn't nearly so high an order of mentality, but the little brains she has seem to be down where she can use them."

Could Mildred have gone on and prepared for library work as she planned, would she be apt to succeed in that? Many of her friends believe that she would. They hold that all the trouble now is because she has not gotten into the right kind of a place. But those who have observed Mildred and girls of her type most closely, shake their heads. For these last know that she never would be likely to find a position in a library or anywhere else, where adaptability and tact, knowing how to get along with people, and some grasp of common everyday matters would not be essential to success. Few indeed are the places where a lack of these qualifications is not an almost fatal deficiency.

It is from the lack of just these things that the intellectual girl often falls short. It is from having this practical kind of equipment that such girls as Celia, from whom very little is expected, sometimes forge ahead to the great surprise of their acquaintances.

In the training of the intellectual girl special emphasis needs to be placed on a well-balanced development—on her acquiring knowledge of the things which she herself is likely to neglect, and may even hold

in contempt as beneath her attention. Otherwise, when she tries to make her way in the world, her efforts will be a sorry disappointment to herself and her friends. Quillo.

Employes Publish an Advertisement.

As striking in sentiment and significance as it was modest in position and phrasing, the advertisement recently inserted in the Minneapolis Tribune, by the employes of the Powers Mercantile Co., could hardly be read without a sense of pleased surprise. The employes of the store bought space in the newspaper solely that "they might express their thorough appreciation of the interest shown and the very liberal treatment accorded them by the management." The appearance of this kindly sentiment in a commercial medium must silence the skeptics who declare that business is a pure exercise in heartlessness.

What is most eloquent in the incident is the clear evidence of the growing friendliness between employers and employes. The day appears to be passing when these two classes were wont to regard each other as predestined enemies. The old theory painted the employers as relentless money-hunters, who drove their exhausted employes to prodigies of accomplishment in order to wring a few more pennies from the business. The employes, in turn, were looked upon by their employers as endlessly dissatisfied with their situations, an unreasoning and unreasonable crowd that could be trusted to abuse privileges and favors with cynical ingratitude.

It is inspiring to observe that the attitude revealed in this unique advertisement represents an immeasurable advance over the attitude depicted by many former critics. The incident affords an unanswerable refutation to the contention that employers have no interest in their employes except to grind profits out of them. It affords an unanswerable refutation to the argument that employes exhibit no gratitude for or appreciation of whatever kindness is shown them.

People who grow disheartened at the tardiness of social progress may find some encouragement in this modest but significant expression of good will between employe and employer.

Anything is wrong that is almost right.

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

In the matter of Louis Goldman, Cadillac, Mich., bankrupt. No. 1454.

Notice is hereby given that, in accordance with the order of this court, I shall sell, at public auction, to the highest bidder, at the store formerly occupied by said bankrupt, in the city of Cadillac, Wexford county, Michigan, at 1:30 o'clock p. m. on Tuesday, the first day of February, 1916, the assets of said bankrupt estate, which assets are inventoried at cost price as follows: Shoes, \$2491.97; Rubber Goods, \$46.48; Ladies' and Men's furnishings and wearing apparel, \$9,922.80; Dry goods and notions, \$3,715.68; Goods on which deposits have been made, \$228.04; Store furniture and fixtures, \$302.33; total \$16,707.30. The assets are in very good condition, a large proportion thereof having been put in stock during the late fall of 1915. Copies of the inventory will be on hand at the sale, and may be seen before the sale at the offices of Kirk E. Wicks, Referee in Bankruptcy, Michigan Trust Building, Grand Rapids, Michigan, and Fred C. Wetmore, attorney, Cadillac, Michigan.

Said sale will be for cash and subject to confirmation by the Court, and notice is hereby given that the sale will be confirmed on February 5, 1916, unless satisfactory cause to the contrary be shown.

Walter H. Brooks, Trustee.

Hilding & Hilding, Grand Rapids, Michigan, Attorneys for Trustee.

Breaking Even.

"You've plenty of rain in your section."

"Yep. Hurt my crops, too."

"Will you rose much money?"

"No; I'll break about even by hauling autos out of mudholes."

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

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

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



Registered, U.S. Pat. Off.

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

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

WALTER BAKER & CO. Ltd.

Established 1780 Dorchester, Mass.

It pays to buy Good Furniture

from a GOOD firm

Klingman's

The Largest Furniture Store in America

Entrance Opposite Morton House

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



MONEYWEIGHT Scale Co.

GENERAL DISTRIBUTORS FOR

The Computing Scale Co.

Dayton, Ohio.

THE FIRST AND FOREMOST BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE

326 W. MADISON ST. CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN

AUTOMOBILES AND ACCESSORIES

Be Fair to Your Tires and Watch Batteries.

It is now time when many motorists think of putting cars in storage for the winter, and it therefore seems timely to mention some of the things to remember when doing it.

There are several matters to attend to in order that the machine will be in best of shape when it is taken out after its several months of rest, and if they are not given attention, the careless one is apt to regret it when the spring winds begin to blow again.

Some of us who live in the cities are not troubled by winter's grip of the country, for we can run our cars all through the icy weather, thanks to the street cleaning department and the heavy traffic.

But to the man who lives in the country or who resides in those sections where the winter is long and severe and the snow is deep, the driving of his car is not always a pleasure.

There are several vital parts of the car which must be specially seen to when taking the car out of commission. Of these the storage battery, the tires and the cooling system are the most important.

The first thing to do when taking the battery out of commission for several months is to disconnect the wires leading to it. This is a precaution which will keep it from discharging, as any slight leak in the wiring would discharge the battery, and it is very detrimental to let it remain for any length of time in a discharged condition.

But be very careful never to run the motor with the battery disconnected in this way. This will quickly burn out the electric generator if you run it on open circuit.

During the time when the car is not being used, the battery should be charged periodically either by running the engine and thus sending current to it from the car's generator, or by charging from an outside current supply. In either case, the job must be done about every sixty days for best results with the battery.

Before putting the car away, it is best to see that there is plenty of water submerging the plates of each cell. Having added the water, it is advisable to drive the car for a mile or so to mix the newly added water with the electrolyte, thus making sure that it is in good electrolytic condition throughout.

The solution should be at a gravity of about 1,280 to 1,300 when the

car is put away, which insures that it will not freeze under any conditions.

If the solution does not show a gravity of this amount, then it is best to charge it until it does, before abandoning the battery for any long period. Most experts advise charging until the gravity of all the cells fails to rise further for a period of two hours.

If possible, a stored battery should be put in a dry place that is not very dusty. Dampness will foster corrosion, and besides is not good for any part of the car. Do not put the battery in a hot place either. It should be cool.

Spring is usually the time when you see most of the cars drawn up at the side of the road with tire trouble. Whenever you see an owner in this predicament then you can put it down as a certainty that he did not take the proper care of his pneumatics when he had his car out of commission. If he let the car stand in a damp place, if sun was allowed to beat in on the tires, or if the car weight was left on them during all the period of inactivity, then it is no wonder the trouble came.

With these results of carelessness before us, let us now put the car away with due respect for the tires. First, lift the car off its tires by jacks. If allowed to rest on one spot on the tires for a long period, the part in contact with the floor is apt to be flattened, and the fabric at this point stretched out of shape.

This weakens this particular section of the tire and it is apt to give trouble later. Then let most of the air out of them so as to relieve all strain. Some motorists favor even more careful storing than this. They take the tires from the rims entirely and after wrapping them in dry cloths, store them in a dry place where light and dampness are excluded. This is most highly recommended, although jacking up the car is nearly as good.

In storing inner tubes, it is best to inflate them a little so as to remove all wrinkles or creases. If they are allowed to remain in folded or crumpled condition, time will get in its work. The creases and folds will be places of weakness.

Nothing could be better for them than to wrap them in cloths or paper too, after having inflated them slightly.

Some of these pointers may seem foolish and too much trouble. Nothing is too great a trouble if it will enable you to have tires that are as

good in the spring as they were in the fall.

It is a paying investment in satisfaction and money to make sure that your tires will not blow out or leak the first time you make a run of any distance next spring.

Nowadays.

"Here's a drug store."

"What makes you think so?"

"They are serving sandwiches and drinks; and there's shoe polish, tea, coffee and general merchandise."



EVEREADY FLASHLIGHTS

are made in 75 styles, among which your customers are bound to find some that just meet their needs. Vest pocket lights, tubular pocket lights, house lamps, hand search-lights, fountain pen lights, guest candles and flashlight clocks are just a few of the many kinds.

The EVEREADY Line is a real profit maker.

LET US TELL YOU MORE ABOUT IT

C. J. LITSCHER ELECTRIC COMPANY

Wholesale Distributors
41-43 S. Market St.
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

GRAND RAPIDS OIL CO.
Jobber of
Illuminating and Lubricating
Oils and Gasoline
GRAND RAPIDS, MICHIGAN

Make Out Your Bills
THE EASIEST WAY
Save Time and Errors.
Send for Samples and Circular—Free.
Barlow Bros., Grand Rapids, Mich.

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



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

How To Profit From Your Stock Taking.

Written for the Tradesman.

The annual stock taking brings out many facts besides the amount of merchandise carried. Indeed, if the merchant regards only the amount of stock, his stock-taking will be largely wasted. It is for the lessons which it teaches that the inventory is valuable.

Unless he is an exceedingly careful buyer, the hardware dealer can learn many valuable lessons from his stock lists. It will pay him to compare this year's stock sheets with those of 1915, 1914 and even earlier. This comparison will help to show just what and how much dead stock there is in the store.

By "dead stock" is meant any class of merchandise that does not move in, let us say, eighteen months' time. This is putting the time limit a good, long distance. Indeed, there are many aggressive merchants who class stock as "dead" when it does not move within ten months. Some advocates of the quick turnover try to average three months. The point is debatable; although, admittedly, it is difficult under ordinary circumstances to conduct a general hardware trade and move all the stock in ten months' time.

Dead stock in the hardware store consists of anything that does not find a ready sale. The watchful merchant will look out for this class of stuff all the year round, and will aim to push it out as quickly as possible. The annual stock taking will, however, bring home more clearly than anything else the need of such constant watchfulness; and will give the merchant an exact idea of where the difficulties lie.

Naturally, no merchant takes on such stock intentionally. In fact, a good many exceedingly live lines "die" on the merchant's hands. A new invention may render practically obsolete some line which was once a staple. Then, too, the sales of perfectly good lines are often cut off for purely personal reasons, with which the merchant himself has nothing to do.

For instance, the growing vogue of washing machines a few years ago left a lot of hardware merchants with large stocks of clothes pounders on hand. The merchant who had bought clothes pounders by the dozens and

kept on buying that way, figuring on clearing out anywhere from three to six dozen a month, found his sales mysteriously dropping off. Belated enquiry showed that machine work was taking the place of hand work. It will pay to look ahead, and guard against such contingencies. Modern invention is constantly remodeling the hardware business, and the dealer must shape his plans accordingly. By watching the general tendency he not merely guards against losses through the accumulation of dead stock, but gets an early line upon new articles which he can push with profit.

A hardware dealer stocked very largely certain tools, and particularly a certain type of file, for the local mill trade. He was offered a special price on an extra large quantity. He refused the proposition, although with some reluctance; it looked like a good buy, but his time-honored and well proven policy was to buy carefully. Within a few months the local business was re-organized, a new purchasing agent and a new superintendent were installed, and different tools were called for. Here, good judgment on general grounds was justified by results in a specific instance where such results could not normally be looked for.

Where the merchant, through such fortuitous causes, finds himself loaded with stock which the normal local demand cannot take care of, he must look for new outlets, and must often close out the stock at a sacrifice. Forethought pays. That fact is self evident.

But many of the slow-selling goods are the outcome merely of careless buying. The old lure of a "special figure" is still potent to attract the hardware dealer. Buying in quantity for a special price is always a gamble. It is just like speculating in wild-cat stocks. If things break in the most favorable way the merchant will make a lot of money; but he cannot with any certainty count upon the most favorable outcome. A study of the inventories of the past two or three years will educate the merchant as to how far it is safe to go in this direction.

Where dead stock has accumulated upon the shelves, the shrewd hardware dealer knows that his first duty is to get the stuff moving. A first step should be to list the "dead" lines separately, and put a lot of thought into the problems of "making it move." Often a good advertising stunt can be devised which will enable the merchant to unload with a minimum of loss or even with a maximum of profit. Special treatment, a little extra pushing, will often en-

able a merchant to clear out such goods without any serious price sacrifice.

Thus, one dealer had a novelty line to retail at 15 cents, which he had stocked largely. His first thought was to clear them out at 9 cents. Then he put them out at two for 19 cents. In the outcome he cleared an extra half cent on each article, and sold them practically twice as fast. Often the "bunching" of the same or different articles in this fashion will facilitate their sale.

In general, price reduction, backed by advertising, will do a great deal to clear out such stocks. The staff on their part should co-operate by aggressive personal salesmanship. In one store the merchant, after stock taking, discusses with his staff the various "overloaded" lines, and gives special instructions that they be pushed during the winter months. Clerks have instruction to call the attention of customers whom they consider likely to be interested, to particular articles. One merchant assigned each clerk a particular line to push, and allowed a small bonus on each article. The bonus idea is of course a debatable one; it might easily be abused. The point is, to get the clerks pushing.

Of course, a special sale is in order after the inventory has been completed, and the "dead stock" should be featured prominently in any such sale. Do not cut prices on articles that are in good demand anyway; make the cuts—the deep, attractive cuts—on lines which can't be moved in any other fashion. By this expedient you accomplish a double purpose: you get some money out of these lines, and you get a lot of advertising value out of them.

With stickers, of course, prevention is better—and less expensive—than cure. Hence, the wide-awake merchant, conning his stock sheets, will adopt a few New Years resolutions along the following lines:

First, he will aim to buy more carefully. Careful buying is the secret of profitable selling.

Having bought, he will closely watch the stock. When the stickers first begin to lag is the time to push hard.

He will work for profits rather than for volume of business. To secure profits, he must aim at a quick turn-

over. A quick turnover demands a full stock of the quick selling lines. This is hard to get where a lot of money is tied up in slow moving stock.

"Push the goods that pay" is a wise axiom.

Slow moving lines should be closed out. The longer they stay in the store, the more deeply they eat into the profits.

Good buying is the first step toward good selling. It is better to buy frequently than to overbuy.

A reduction of the stock to the lowest possible figure and the liveliest possible constituents means a satisfactory inventory a year from now.

William Edward Park.

Love is one of the few things that is never displayed on a bargain counter.

Harness

Our own make out of No 1 Leather. Hand or machine made. We guarantee them absolutely. Write for catalogue and price list.

Sherwood Hall Co., Ltd.
 Ionia Ave. and Louis St.
 GRAND RAPIDS, MICHIGAN

REYNOLDS

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

SHINGLES

Reduces Fire Insurance Rates

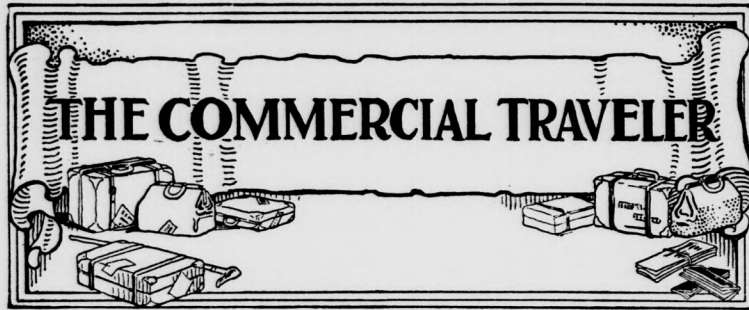
Will Not Ignite from Flying Sparks or Brands

Sold by All Lumber Dealers

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

Foster, Stevens & Co. Wholesale Hardware

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



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. 24—Mr. and Mrs. Joe Oberlin, proprietors of the Hotel Whiting, at Traverse City, spent a few days in Detroit attending the auto show.

Larry O'Neil and Joe Ewing spent Friday and Saturday in Grand Rapids, attending a meeting of the travelers of the International Harvester Co. The management impressed very strongly upon the salesmen that the Clayton law must be adhered to strictly.

The M. & N. E. train coming into Traverse City one day last week looked as if it had been run into from the side; but upon careful enquiry from the train crew it was found that the broken glass was charged to Earl J. Case, of Kingsley. Earl is a member of No. 361, so we know he was strickly sober, but while he was putting on his rubbers in the coach preparatory to getting off at Norfolk, he stood between the seats facing the aisle. The train made a sudden lurch around a bend and Earl went backwards through the window. Earl says he never realized the real value of his size until then. If he had been one inch narrower he would have landed in the snow outside the coach. As it was he just stuck in the window, and with the help of the conductor and brakeman was released with very little damage.

Realizing the growth of the agricultural industry of Northern Michigan and the importance of Traverse City as a distributing center for the Northern part of the State, the John Deere Plow Co. has contracted with J. C. Morgan & Co. to transfer its complete line of implements. The first car arrived Thursday, a solid car of Syracuse plows. This will be followed immediately by complete cars from the different factories of the large Deere organizations to make a complete line of transfer stock in Traverse City.

Any one passing the residence of Jay Young might think from the broken window in his bed room that there had been a robbery committed, but nothing like that. Jay was to take the 5:40 a. m. train Tuesday morning, and set the alarm clock to strike at 5 o'clock. He woke up, however, about 7 and the hole in the window was made when Jay disposed of the alarm clock.

Otto Powers, who for a number of years worked out of Traverse City for Grinnell Bros. and a few months

ago was given charge of their store at Petoskey, has again been promoted to general manager of their store at Port Huron. Mr. Powers was in Traverse City straightening up his business affairs and will leave at once to enter upon the duties of the new position. Mr. Powers had a host of friends in Traverse City, being a very active member of the K. P., as well as a member and officer of No. 361. Mr. Powers has earned this promotion by hard work and faithful service and, while we are sorry to lose both Mr. and Mrs. Powers as neighbors, we wish them the best of success in their new location.

There has been considerable discussion in the columns of the Tradesman regarding the turning over of seats in the new steel coaches on the G. R. & I. The writer, while riding to Grand Rapids the other night, was informed by the conductor and brakeman that it was absolutely against the rules of the road for one or two persons to enjoy the comforts of a double seat, no matter if there were only a few people in the coach. The conductor explained that even though a passenger would spread out his overcoat over the cushions, he would not be allowed to use a double seat under any conditions, except a party of three or more. Now this particular conductor, as well as most of the other G. R. & I. employees, is a mighty nice and accommodating man, but of course, has to live up to the rules of the road. I do not believe this rule is needed. When seats are not being used, I can see no reason why a passenger using caution not to injure the cushions should not be privileged with getting a little rest. There is considerable travel between Traverse City and Grand Rapids and possibly the G. R. & I. doesn't care for this patronage. The P. M. runs fully as well equipped and as nicely upholstered trains as the G. R. & I. and is always willing that the passengers ride as comfortably as possible; and trade generally goes where it is best taken care of.

Earl Tedman, who has been making some of the city trade for Straub Bros. & Amiotte, is now a full fledged traveling man, as he is now covering the territory formerly visited by Henry Dawley.

Jaun A. Montoya, traveling representative of Montoya, Patino & Co. of Bogota, Columbia, South America, distributors of the John Deere line at that point, has been making a tour of the United States. While Mr. Montoya can speak very little English, his interpreter states that he is very favorably impressed with Northern Michigan. Although a man about 40 years of age, this is the first time that he has ever seen snow, and he explains that if it always makes the air as clear and cool as it did last Tuesday morning, he would certainly like to live where there is snow.

The Ann Arbor suffered considerable damage last week, on account of land slides. The bluff between Frankfort and Beulah gave way and covered the track to a depth of several feet with earth and timber. Another land slide between Mesick and Yuma delayed the train about five hours.

Traverse City Council is making great preparations for a good time at its annual meeting in February. We expect Grand Counselor Lawton and several other State officers to be with us and a general good time is expected. F. W. Wilson.

Pickings Picked Up in the Windy City.

Chicago, Jan. 24—The Consumers' Company of Chicago gives away each day fifty pounds of coal to any poor family which presents it with a ticket from the Police Department, Salvation Army, Volunteers of America, Jewish organization or any newspaper. This is a fine thing for the poor of the city and amounts to about three ton per day and still coal in Chicago is as cheap as at any point.

With all the hotels in Chicago, the auto show, beginning Jan. 22nd, has kept the managers guessing what to do with the overflow. This year's show is running way ahead of last year in the number of cars displayed and the number of people visiting same. The Japanese decorations are beautiful.

The biggest little drug store in the city of Chicago is the one connected with the Morrison Hotel. In a little over a year that this hotel has been doing business the doors have never been locked. In fact, there is no lock on one door. It is about the only store in the loop open all night, catering to a general drug business. Under the congenial management of F. Annibale, Ph. G. R. P. This store enjoys a very healthy trade. Small as it is, the business keeps three soda fountain men, two cashiers, two apprentice druggists, two clerks and an assistant registered pharmacist all busy. Mr. Annibale extends an invitation to all Michigan Travelers or friends of the Tradesman to make this store their meeting point when in Chicago.

In what is known as "the loop," about sixteen square blocks, there is on an average of three restaurants to a block. If you wish to diet, avoid the loop.

Bror Johnson, shot by a robber on one of Chicago's busiest downtown streets Jan. 21, is the fifth policeman who has lost his life by hold-up-men in the past year. Officer Johnson was shot down with no chance to defend himself.

There has been considerable suffering of late in the city by the poor, caused by the heavy rains overflowing the sewers, backing up into basements and lower floors of tenement houses.

Michigan is surely on the map this week in Chicago, owing to the automobile show now being held at the Coliseum. About every other word is "Detroit," "Grand Rapids" and "Michigan."

C. S. Brundage, of 36 Elm Hurst avenue, Detroit, representing the Justin Seubert Cigar Manufacturing Co., of New York and Syracuse, spent last week in this city calling on a few dealers who handle the brands made by his corporation. Mr. Brundage has been with this house for the past eight years. Previous to that he was connected with the cigar department of Lee & Cady, at Detroit. He is a member of Cadillac Council, No. 43.

William H. Strand one of Carlson Bros' popular cigar and tobacco salesman, is the father of a fine half year old boy and when not boosting the sales of Dutch Master cigars, which occupies twelve hours a day, he spends a few minutes helping Mrs. Strand look after the boy.

Harry V. Spurling, head stock-keeper for Carlson Bros., cigar and tobacco jobbers, has returned from a visit in Alabama, where he went to meet an old schoolmate. This old schoolmate happened to be his boyhood sweetheart. Since his return some jeweler in the city has prospered by selling Mr. Spurling a diamond

engagement ring. The writer expects any mail to get a bid to the wedding. Accept my congratulations.
 C. W. Reattoir.

There is a difference between notoriety and merit. A thousand dollars' worth of roses will barely fill a room with perfume, but with a dollars' worth of fried onions you can scent up a whole town.

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



HOTEL CODY

EUROPEAN
 GRAND RAPIDS, MICH.
 Rates \$1 and up. \$1.50 and up bath.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, Jan. 25—Learn one thing each week about Detroit. In one factory are made 75,000 lavatory seats and 25,000 gas hot water heaters each year. The heaters require 500,000 feet of copper tubing and over 18,000,000 pounds of cast iron pipe and fittings are used.

G. W. Gillis, Secretary and Treasurer of Edson Moore & Co., at a meeting of the National Wholesale Dry Goods Association, held in New York last week, was elected one of the members of the executive committee.

Another evidence of the care taken of other people's property by the traveling men will be found in nearly every hotel in the State. The Bibles left in the rooms by the Gideons will be found in perfect condition; in fact, not a finger mark will be found on the pages.

George W. Netschke, haberdasher at the corner of Chene and Gratiot avenues, is recovering from an illness that confined him to his home since the holidays. Mr. Netschke is one of the best known business men in the city and is prominent in many fraternal organizations.

Lewis Buckingham, of Buckingham Brothers, Flint clothiers, was an interested visitor at the automobile show last week. He was interested to the extent of purchasing a high grade car. Mr. Buckingham is an enthusiastic motorist.

Life in Mexico is one darn kill after another.

E. E. Huebner, one of the best known fur salesmen in the city, has been appointed manager of the retail store of the Yost Fur Co., corner of Woodward and Grand River avenues. Mr. Huebner has had thirty years' experience in the fur business in all its branches.

Norman J. Rice, formerly with the Pittsburg Shafting Co., of this city, has formed a partnership with his brother, T. L. Rice, and will engage in the real estate and insurance business.

Mr. Francisco, of the Richardson Garmet Manufacturing Co., Kalamazoo, was in Detroit on a business visit last week.

Arthur I. Rosenberg, formerly with the Mohawk Overall Co., Detroit, and S. C. Silver, formerly with the Acorn Refining Co., of Cleveland, have formed a partnership under the style of the Anti-Break Eyeglass Co., with offices at 813-815 Peter Smith building. The young men claim to have perfected a glass for optical uses that will not break with ordinary usage; in fact will stand extraordinary rough usage.

A Kansas woman announces she will be a candidate for Vice President. Judging by the little a Vice President has to say we believe any woman would soon tire of the job.

J. Marshall MacDonald and William Canfield, department managers for Burnham, Stoepel & Co., left for New York on a business trip last week.

From good authority it is learned that the Timken-Detroit Axle Co. is to erect a large malleable iron plant that will employ 500 or more men.

K. P. Drysdale, of this city, had an exciting experience while in Chicago last week. He stood but a few feet away from the policeman who was shot by bandits when he attempted to intercept them after they had robbed and shot one of the employes in an office close by. Mr. Drysdale is advertising manager of the Cadillac Motor Co.

Sam Hirshberg, of Bad Axe, was a business visitor in Detroit last week. He conducts a dry goods, furnishing goods and clothing store.

The weather man predicts zero weather. We claim to be some prognosticator ourselves. By Febru-

ary 17 our coal pile will reach the zero mark.

James Mahar, manager of the Cadillac Garment Co., was called to Saginaw last week on account of the serious illness of his mother, who resides in that city. Her condition improved to such an extent that he was able to return to Detroit within a few days.

Burglars broke into the candy store of B. N. Arida, at 444 Oakland avenue, last Sunday night and carried away a safe weighing 1,000 pounds, containing \$210. They became frightened later and abandoned the safe and contents in a wagon which had also been stolen.

Banwell & Johns, clothiers and furnishers at 171 Griswold street, are advertising a dissolution sale. It is rumored, although not officially announced, that Mr. Banwell will retire from the business.

J. Elder will open a dry goods and furnishing goods store in a new building being completed for him at 641 Antoine street, about March 1. Mr. Elder is not new to the dry goods business, having formerly successfully conducted a store at 719 Russell street, retiring about two years ago.

Albert Dorrance, for the past four years connected with the underwear department of Burnham, Stoepel & Co., has been appointed representative to cover the suburban towns for the underwear and hosiery departments, succeeding Roy N. Turner, who resigned.

Contracts have been awarded by the Arthur Colton Co., machinist, corner of Chene and Jefferson avenue, for an addition to its factory.

"Chirpings of the Crickets" carried a line last week as follows: "Work-work-work." If Pub. Com. wishes us to read his columns, he will kindly eliminate such kind of talk.

The J. L. Hudson Co. is building a six-story warehouse, with a frontage of 50 feet and a depth of 200 feet. The lower floor will be used as a garage and the upper floors for a warehouse.

Duncan J. McDonald for forty-three years with the retail grocery firm of John Blessed & Son, died at his home last week, after an illness of three weeks. He was one of the founders of the Newsboys Association and actively identified with it to the end. His widow survives.

A new factory for the manufacture of ice is being built by the Peoples Ice Co., on Grand River avenue.

Thieves broke the front window of the hardware store of Crap & Jacobs, 130 Michigan avenue, and escaped with merchandise valued at \$25.

Roy N. Turner, formerly with Burnham, Stoepel & Co., making the territory adjacent to Detroit, has resigned and is now affiliated with George F. Sheetz, manufacturer's agent, 63 University building. He will cover practically the same territory as heretofore. The firms represented by Mr. Turner and Mr. Sheetz are the Morehead Knitting Co. and Keystone Hosiery Mills, hosiery; Nat. Potar, men's neckwear; Delpark Co., men's wash ties and underwear, and the Interwoven brand of hosiery.

J. T. MacManamy, President of the Everclean Manufacturing Co., has returned from a trip to Bisons Corners, Okla., where he has been spending the past month.

Guy Brewster Cady, well-known local advertising novelty salesman, suffered the loss of his auto last week when a nerry thief borrowed it for a joy ride. The suffering came when Mr. Cady discovered the joy rider had collided with another machine and battered his auto until it resembled in miniature a French village after a Teuton bombardment.

Dr. Thomas F. Spillane, son of Capt. John T. Spillane, and brother of George Spillane, traveling salesman for Burnham, Stoepel & Co., died suddenly in his office Jan. 11. Dr. Spillane will be remembered by

many in Northern Michigan, having practiced medicine in Manistee about ten years ago. He appeared in the best of health on the day of his sudden end. Dr. Spillane was a good citizen, a kind son and a Christian gentleman. The writer, in common with hosts of many others, has lost a true friend.

Those only can thoroughly feel the meaning of death who know what is perfect love.—George Eliot.

F. J. Patterson, formerly with the Steel Products Co., and F. J. Burrows, formerly purchasing agent for the Briggs-Detroit Co., have formed a partnership under the style of Patterson & Burrows and will act as manufacturers' selling agents, with offices at 1607 Kresge building. The following manufacturers will be represented by the new organization: W. W. Wainwright & Son and Hoosier Castings Co., Connersville, Ind.; Toledo Steel Tube Co., Toledo, and the Curtis Screw Works, Buffalo.

Milwaukee papers gave considerable space to the big reception given to Frank S. Ganiard, of Jackson, Supreme Counselor of the U. C. T. of America and Walter D. Murphy, of Columbus, Supreme Secretary of the order, in that city. Councils from all over the State gathered in Milwaukee for a joint banquet in honor of the visitors. Michigan was proud of Frank Ganiard when he was elevated to the highest office in the gift of the order. That pride has been greatly augmented by the able manner in which he has executed his duties. If the U. C. T. has honored Frank S. Ganiard, he, in turn, has honored the name of the organization.

W. E. Campau, optician, has moved into a new location in the James Holden building, the new store being in the same building around the corner.

Traveling men are not averse to receiving tips, but are loth to give up any.

J. A. Grimaldi, sales manager for R. A. Carmichael & Co., manufacturers of toilet articles, was made a member of the firm last week. Mr. Grimaldi is known to the trade from coast to coast and his promotion comes as a reward for meritorious service in the past, his work being in no small manner responsible for the growth of the company.

And yet we cannot believe that the rise in the cost of paper is due to President Wilson's note writing.

Mr. Dudley, of Dudley & Hubble, Ypsilanti, was in Detroit last week on a business trip.

The Detroit City Gas Co. is going to build a four-story office building addition at the corner of Bagley avenue and Clifford street.

Gordon B. Whyte, city salesman for the B. F. Goodrich Co., died at his home in this city last Wednesday. Mr. Whyte was a veteran of the South African war, having gone to the front with the Windsor contingent. He was 35 years old and had been in poor health for some time. Surviving are a widow, his parents, two sisters and a brother.

John W. Schram, well known as former Secretary of Cadillac Council and for many years representative for an Eastern shoe firm, met with a painful accident when he slipped on the icy walks while in Millington about two weeks ago. He was carrying two grips at the time and was unable to protect himself from the fall. He has been confined to his home since the accident.

Milton Alexander, for the past four years advertising manager for the Summerfield & Hecht furniture store, has organized an advertising agency and has opened offices at 602 Free Press building.

Henry Sarbinowski, one of the oldest and most successful Michigan avenue merchants, is preparing for a twenty-fourth anniversary sale. Mr. Sarbinowski began business in a small

store at the corner of Michigan and Livernois avenues, the site of his present location. To-day he owns a department store which utilizes the space of three stores with a depth of approximately 100 feet. At a meeting of the West Side Improvement Association, two weeks ago, Mr. Sarbinowski was re-elected President for the fourth consecutive time. Many improvements made during the last few years are attributable to this organization and largely through the individual efforts of Mr. Sarbinowski.

We often wonder who will be left to pay Uncle Sam for the ammunition when it is all over.

Edward Peal, who has been traveling in Indiana for a furniture concern, has resigned and is again associated with Brushaber's furniture store, at 147-155 Michigan avenue.

Felix Feldman, 441 Baker street, has been confined to his home with the grippe for a few days but at this writing is again able to be about his dry goods store.

Jay Jaffe, representative for the Holters Shoe Co., Cincinnati, was in Detroit last week, having returned from a hunting trip in the Northern part of the State. He also timed his visit so he could be in the city at the time of the big automobile show. Jay is one of the few traveling men who travel through Michigan and resides in a foreign state, yet has all the earmarks of a genuine Michigander. His territory comprises the entire State and during the years he has been calling on the trade has made hosts of friends, most of whom look for him to become a Michigan resident taxpayer at some future date.

The entertainment committee of Detroit Council announce a big event, to be known as "ladies' night" for the evening of Feb. 5. Under such circumstances it behooves all members of No. 9 to plan on being "in" on the fun and entertainment promised for that occasion.

We have lined up a hero for our next biographical sketch to appear in the next issue of the Tradesman. Order your extra copies early.

Johnny Thompson, of the McKinnon, is slated for the management of the new Bancroft, at Saginaw. This is bad news—for Cadillac.

The Grand River Business Men's Club, at a meeting last week, elected officers for the ensuing year and thanked the retiring officers for their work during 1915, which was one of the most successful years since the inception of the organization. Those elected were: E. F. Louys, 204 McGraw avenue, President; Walter Schiel, 110 Leuschner avenue, Vice President; T. Bargman, Secretary, and John Crosson, 998 Grand River avenue, Treasurer.

He laughs best who doesn't live in Europe.

He laughs still more who lives in Detroit. James M. Goldstein.

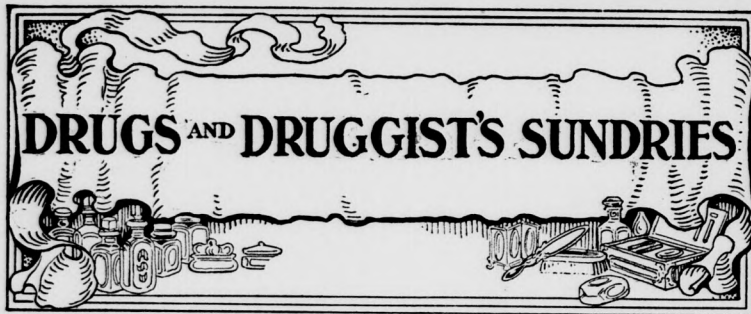
Propose To Be Helpful.

Detroit, Jan. 25—At the last meeting of the Michigan Auxiliary of the American Specialty Manufacturers' Association, the following resolution was unanimously adopted:

Resolved—By the Michigan Auxiliary of the American Specialty Manufacturers' Association in regular session assembled that the Retail Grocers and General Merchants' Association of Michigan be assured of our hearty good will and interest in their organization. Further, that we pledge our united efforts toward making their eighteenth annual convention at Battle Creek, Feb. 22, 23 and 24 a success; and be it further

Resolved—That to that end our next regular meeting be held in Battle Creek, Feb. 23.

Jas. A. McRae,
Henry Russell,
B. L. Herrick,
Committee.



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.

Is Pharmacy Going Backwards?

Is pharmacy going backwards? What makes you think so? If I were asked directly the above question, I should say no, pharmacy is not going backwards, for this is a true science, and is fast going ahead, rather than backwards, every day we are increasing our knowledge more and more in this art of many ages.

It's the man behind the counter, in what is known as the Up-to-date Drug Store, that is the real backward goer. He is drifting too much to the commercial side of the business and leaving the professional side to take care of itself. A thing we all know is an impossibility. He is looking too much at the dollar sign, for which I don't blame him. But for this, he shouldn't blame pharmacy for his non-success, in being able to run a small department store, between the four walls of his little layout. Let the department store man take care of this sort of business.

Did you ever hear a real pharmacist, one who does nothing else but handle and dispense medicine, complain of the backward tendency of pharmacy? Not on your life, you didn't, and what's more, you are not likely to, either, in the near future. Pharmacy to him is a real pleasure, and a calling he is proud of, never regretting his entering this field of science. And you'll find that people will walk blocks, yes, and some times miles, in order to get their medicine at just this sort of pharmacist.

We'll have to admit that there are really more so-called drug stores than the populace will support, on a paying, true medical basis. But we must also remember that there would not be as many if they were conducted on this true medical dispensing plan.

The drug business has drifted along in this rut so long that it would be a hard matter to throw off the unprofessional sides of the business directly and conduct a first class phar-

macy, and at the same time make a living income from the returns. But it has been done, which only goes to show that the sooner more of it is done, the better off will be pharmacy.

Some of you say the patent medicine business spoiled the game. Whose fault was this? Does it take brains to hand out a packed patent? What did you spend your time and money for, if that is the kind of business you ualways intend to do? Why not let the grocery store man sell the patent stuff, and you grab a few of the profit paying articles, which are yours by right, which he has?

Why should you complain about the dispensing M. D. when it's really your own fault that he is dispensing at all. Don't you suppose he would be glad to turn over his prescription portion of the business to you, if he was sure that the medicine would be of a satisfactory quality? Do you suppose he is anxious to give his medicine away free, as he does, when he could just as well get as much, and at the same time send his prescription work to you? For this dispensing to patients costs him money, the stuff isn't given to him free, by any means. And why do you suppose he prescribes when he does write some special make preparation? Just for the simple reason that he finds the average pharmacist isn't capable of putting result-giving medicine on his written prescription. And he knows the manufacturer isn't taking any chances in not having potent stuff.

Of course it must be remembered that should we go back into real pharmacy, just about two-thirds of the so-called pharmacies would have to close their doors. For there would only be room for about one-third, and even some of these would have to scratch some to make a living. For ask yourself frankly, would your prescription and true medicine portion of your business pay your rent and give you a profit at this time?

I know that all of you think that because you have put in your time and passed the State Board, etc., you are pharmacists, but you're not. Don't complain if your so-called drug business isn't good. Let some real pharmacist, one conducting a true ethical pharmacy shop, come forward and tell us if pharmacy is going backwards.

If you are in business to make real money, conduct your place on true business principles. Don't worry your head over that end of the business which isn't paying you the right returns. Just go to work and push the end of your business that you have

found from experience is making you a good profit. If it's your soda fountain, push it to the limit, and then run a confectionery store. If it's your cigar counter, make yourself a specialist in that line. But don't come harping on the string that pharmacy is going backwards, for it isn't.

W. M. Linnett, Jr.

Hints For the Prescription Counter.

When writing prescription labels for liquid medicines that are liable to discolor the paper or bleach the ink, it is a good plan to write the prescription number on the adhesive side of the label, so that, in case of soiling the label, the number may be read by looking through the bottle.

In refilling prescriptions, always use a new cork. Sending the old cork back, which is invariably soiled or broken, is a bad practice. The new cork gives to the customer a sense of cleanliness about your work, and these little things count.

In dispensing tablets or pills on prescription, be sure to give the exact number called for; not for economy's sake, but for its psychological effect. Quite often the people know how many tablets or capsules they should receive, especially in refills, and if they should count them, which I believe frequently occurs, and find just the exact number, it would leave a minute impression in their mind that accuracy prevails in your prescription work.

If your shelf bottles are in the front of the store and the customer is waiting for his or her prescription, it is a good policy not to replace the shelf bottles until the customer has received his or her medicine and gone out of the store. This is especially true of shelf bottles with labels that are easily deciphered by the public. Some people are very inquisitive about their prescriptions, as to their ingredients and how they are compounded in the hope that they may buy the ingredients and mix them themselves. The writer has purposely gone out and taken one or two more shelf bottles down just to throw some inquisitive person off the track.

Quite frequently the same person, or persons in the same family, will have different prescriptions for tablets, pills, capsules, or powders. In a case of this kind, it is a good feature to mark the number of the prescription on the bottom of each box, so that in case of a mix up it may easily be straightened out. Of course, this is not necessary when hinged boxes are used.

When filling prescriptions which contain considerable quantities of hygroscopic substances that are not poisonous, such as powdered ox-gall, etc., it is a good idea to add the most hygroscopic substance last, as this produces a mixture that will stand exposure to the air three or four times longer than if the hygroscopic substances were mixed first. This is not because the hygroscopic substances were exposed longer to the air in mixing, but because they are present in small friable lumps, which reduces to a minimum the surface ex-

posed to the air, and consequently reduces proportionally the extraction of water from the air. The lumps are so small that an even distribution and an exact dosage is assured when the powder is packed in capsules, etc.

Mustard Cream.

A Detroit druggist uses the following formula:

Benzoinated Lard	3 ozs.
White Petrolatum	1 oz.
Camphor	15 grs.
Menthol	30 grs.
Volatile Oil of Mustard (artificial)	60 min.

Melt the lard and petrolatum together and dissolve the camphor and menthol in the mixture. When cool incorporate the volatile oil of mustard.

It is important that the mustard oil be not added while the mixture is hot, as a greater part of the volatile oil would be driven off as a result and cause intense irritation in the eyes of the operator.

She Had a Cough.

An old Irish woman came into a store the other day, and, as the clerk stepped up to wait on her, said: "I would like the trail of the lonesome pine."

"Beg pardon?" enquired the clerk. "The trail of the lonesome pine," replied the woman.

"Oh, you will find that at the book store," answered the clerk.

"It's no book I'm after!" she declared indignantly.

"It's for me cough," putting her hand up to her chest. "For me cough, I tell ye, the trial bottle of the lonesome pine cough syrup."

George Garrie King.

A row of columns is a colonnade, but a row of lemons isn't lemonade.

Malt and Hop Tonic

"Made of purest hops and malt—
Guaranteed without a fault."



Grand Rapids
BREWING CO.
For Sale by all Wholesale Druggists

UNIVERSAL CLEANER

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

ORDER FROM YOUR JOBBER

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.

Table with columns: ADVANCED, DECLINED. Lists items like Hemp Seed, Cracked Wheat, Mushrooms, Rolled Oats, Cream Tartar, Flour.

Index to Markets

By Columns

Index to Markets table listing various goods and their prices, organized by columns A through Y.

1

Table 1 listing prices for items like AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BLUING, BREAKFAST FOODS, BROOMS, BUTTER COLOR, CANDLES, CARBON OILS, CATSUP, CHEESE, CHEWING GUM, CHOCOLATE, COCOA, COCOANUT, COFFEES ROASTED, COGNAC, CREAM, CRACKERS, DRIED FRUITS, EVAPORATED MILK, FARINACEOUS GOODS, FISHING TACKLE, FLOUR AND FEED, FRUIT JARS, GELATINE, GRAIN BAGS, HERBS, HIDES AND BELTS, HORSE RADISH, ICE CREAM, JELLY, JELLY GLASSES, MACARONI, MAPLE, MEATS, MINCE MEAT, MOLASSES, MUSTARD, NUTS, OLIVES, PETROLEUM PRODUCTS, PICKLES, PIPES, PLAYING CARDS, POTASH, PROVISIONS, RICE, ROLLED OATS, SALAD DRESSING, SALSIFIES, SAL SODA, SALT, SALT FISH, SEEDS, SHOE, SHUFF, SODA, SPICES, STARCH, SYRUPS, TABLE SAUCES, TEA, TOBACCO, TWINE, VINEGAR, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

2

Table 2 listing prices for items like Clams, French Peas, Lobster, Mushrooms, Peas, Peaches, Pineapple, Pumpkin, Raspberries, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Tuna, Catsup, Cheese, Beans, Blackberries, Blueberries, Corn, Gooseberries, Hominy, Mackerel, Mustard, Oysters, Peas, Peaches, Pineapple, Pumpkin, Raspberries, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Tuna, Catsup, Cheese, Beans, Blackberries, Blueberries.

3

Table 3 listing prices for items like CHEWING GUM, CHOCOLATE, CLOTHES LINE, COCOA, COCOANUT, COFFEES ROASTED, COGNAC, CREAM, CRACKERS, DRIED FRUITS, EVAPORATED MILK, FARINACEOUS GOODS, FISHING TACKLE, FLOUR AND FEED, FRUIT JARS, GELATINE, GRAIN BAGS, HERBS, HIDES AND BELTS, HORSE RADISH, ICE CREAM, JELLY, JELLY GLASSES, MACARONI, MAPLE, MEATS, MINCE MEAT, MOLASSES, MUSTARD, NUTS, OLIVES, PETROLEUM PRODUCTS, PICKLES, PIPES, PLAYING CARDS, POTASH, PROVISIONS, RICE, ROLLED OATS, SALAD DRESSING, SALSIFIES, SAL SODA, SALT, SALT FISH, SEEDS, SHOE, SHUFF, SODA, SPICES, STARCH, SYRUPS, TABLE SAUCES, TEA, TOBACCO, TWINE, VINEGAR, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

4

Table 4 listing prices for items like McLaughlin's XXXX, EXTRACTS, CONFECTIONERY, MIXED CANDY, SPECIALTIES, CHOCOLATES, NUTS, PEANUTS, CRACKERS, BREAD, BUTTER, EGGS, FLOUR, OILS, SALES, SUGAR, SYRUPS, TEA, TOBACCO, WINE, WHISKY, YEAST, ZUCCHINI.

5

Table 5 listing prices for items like PEANUTS, CRACKERS, BREAD, BUTTER, EGGS, FLOUR, OILS, SALES, SUGAR, SYRUPS, TEA, TOBACCO, WINE, WHISKY, YEAST, ZUCCHINI.

SPECIAL PRICE CURRENT

15

16

17

12

13

14

Table with columns for items and prices. Includes sections for Smoking (All Leaf, BB, Bagdad, Badger, Banner, Belwood, Big Chief, Bull Durham, etc.), TWINE (Cotton 3 ply, Jute, etc.), VINEGAR (White Wine, Oakland Vinegar, etc.), WICKING (No. 0, No. 1, No. 2, No. 3), WOODENWARE (Baskets, Butter Plates, Ovals, Wire End, Churns, Clothes Pins, Egg Crates, etc.), and Faucets (Cork lined, etc.).

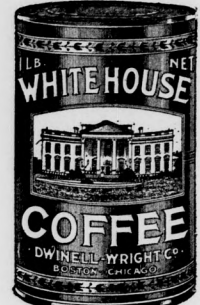
Table with columns for items and prices. Includes sections for Queen Quality, Rob Roy, Trojan spring, Eclipse patent spring, Mop Sticks, Pails, Toothpicks, Traps, Washboards, Window Cleaners, Wood Bowls, WRAPPING PAPER (Common Straw, Fibre Manila, etc.), YEAST CAKE (Magic, Sunlight, etc.), AXLE GREASE (MICA AXLE GREASE), TELFER'S ROAST COFFEE, and CHARCOAL (Car lots or local shipments, etc.).

Table with columns for items and prices. Includes sections for BAKING POWDER (A. C., Doz., 10c, 15c, etc.), Roasted Dwinell-Wright Brands (White House COFFEE), Proctor & Gamble Co. (Lenox, Ivory, Star), Swift & Company (Swift's Pride, White Laundry, etc.), Tradesman Co.'s Brand (Black Hawk), A. B. Wrisley (Good Cheer, Old Country), Scouring (Sapolo, Scourine), Soap Compounds (Johnson's Fine, etc.), Washing Powders (Armour's, Babbitt's, etc.), THE ONLY 5c CLEANSER (Litchfield's), FITZPATRICK BROTHERS' SOAP CHIPS (White City, Tip Top, etc.), and FOOTE & JENKS' Killarney (REGISTERED) Ginger Ale.

Table with columns for items and prices. Includes sections for BAKING POWDER (A. C., Doz., 10c, 15c, etc.), Roasted Dwinell-Wright Brands (White House COFFEE), Proctor & Gamble Co. (Lenox, Ivory, Star), Swift & Company (Swift's Pride, White Laundry, etc.), Tradesman Co.'s Brand (Black Hawk), A. B. Wrisley (Good Cheer, Old Country), Scouring (Sapolo, Scourine), Soap Compounds (Johnson's Fine, etc.), Washing Powders (Armour's, Babbitt's, etc.), THE ONLY 5c CLEANSER (Litchfield's), FITZPATRICK BROTHERS' SOAP CHIPS (White City, Tip Top, etc.), and FOOTE & JENKS' Killarney (REGISTERED) Ginger Ale.

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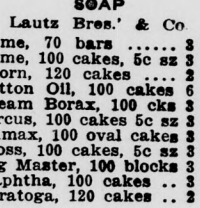
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White House, 1 lb. White House, 2 lb. Excelsior, Blend, 1 lb. Excelsior, Blend, 2 lb. Tip Top Blend, 1 lb. Royal Blend Royal High Grade Superior Blend Boston Combination Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Kalamazoo; Lee & Cady, Saginaw; Bay City Grocer Company, Bay City; Brown, Davis & Warner, Jackson; Goddard, Durand & Co., Battle Creek; Fleibach Co., Toledo.



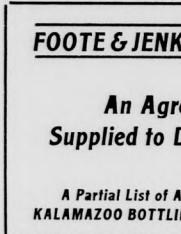
Royal Garden Tea, pkgs. 40 THE BOUR CO. TOLEDO, OHIO.



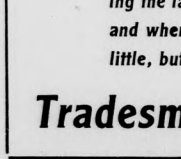
THE ONLY 5c CLEANSER Guaranteed to equal the best 10c kinds 80 - CANS - \$2.90



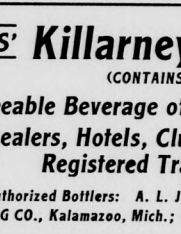
San Marto Coffee 31 Old Master Coffee 31



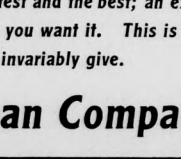
MICA AXLE GREASE 1 lb. boxes, per gross 8 70 3 lb. boxes, per gross 23 10



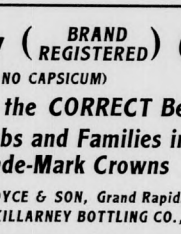
TELFER'S ROAST COFFEE 1 lb. boxes, per gross 8 70 3 lb. boxes, per gross 23 10



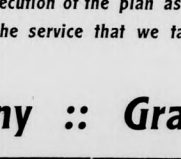
MICA AXLE GREASE 1 lb. boxes, per gross 8 70 3 lb. boxes, per gross 23 10



TELFER'S ROAST COFFEE 1 lb. boxes, per gross 8 70 3 lb. boxes, per gross 23 10



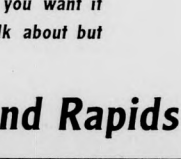
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TELFER'S ROAST COFFEE 1 lb. boxes, per gross 8 70 3 lb. boxes, per gross 23 10



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TELFER'S ROAST COFFEE 1 lb. boxes, per gross 8 70 3 lb. boxes, per gross 23 10

Tradesman Company :: Grand Rapids

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Excellent location for wall paper and paint store. Living rooms in connection. Low rent. Good opportunity for decorator whose wife could attend store. Write for full particulars. Address "Paper-store," care Tradesman. 795

For Sale—Only bakery in town. Fine opportunity. Good location. Right price. Address No. 793, care Tradesman. 793

For Sale—Well established plumbing and heating business; good paying locality. Object selling, going on farm. Lock Box 209, Bloomington, Ill. 792

Sale or Exchange—Improved farm, 120 acres 1 1/2 miles from Hersey, Osceola County, Michigan. Good buildings, well watered, rich soil. Will take as part payment stock merchandise to \$4,000. Templeton & Alspaugh, Canton, Ohio. 791

Bankers Safe For Sale—Suitable for small bank or commercial concern. Size 25 x 30 x 36. Double time locks. A bargain. Advocate Publishing Co., Kalamazoo, Michigan. 790

For Sale—Flour and feed mill with buckwheat run. Fine surrounding farming community. Good established trade. Everything good shape. Electric power. For further information enquire Robert Kellog, Olivet, Michigan. 794

For Exchange—I will trade general merchandise for a good National cash register, and a good computing scale. A. L. Redman, Olney, Illinois. 783

For Sale—A first-class meat, fruit and vegetable market in a good town. Reason for selling, other business. For particulars address No. 784, care Michigan Tradesman. 784

Modern Store For Sale—Business of more than \$700 per week, mostly cash. Two large mines running near. Dairy section near coast. Brick building; cheap rent; invoice \$10,000. Owner has other interests. W. M. Lyons, Cambria, California. 785

For Sale—120 electric portable boat propellers, highest workmanship and material. Can be applied to any boat in a moment. A good business opportunity for profit. Write Box 203, Menomonie, Wisconsin. 786

A land investment of \$15,000; another of \$50,000. Both exceptional opportunities for profit to buyer; part purchase pay deferred if desired. Address Box 203, Menomonie, Wisconsin. 787

For Sale—Immediate delivery, one Barnhart log loader. G. W. Campbell, Marlinton, West Virginia. 779

For Sale—Clean stock general merchandise. Invoice about \$3,500. Country town near big and rapidly growing summer resort Oakland county. A \$10,000 trade now and can easily be increased. Must sell at once for cash. Good reasons. Address No. 780, care Michigan Tradesman. 780

Will sell at once at a sacrifice, my bakery, confectionery, and ice cream parlor; only bakery in town of 1,500. Well worth \$2,000, but \$1,500 takes it. Address Box 554, Ovid, Michigan. 782

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

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

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

Merchandise Sales Conductor. For closing out entirely or reducing stocks, get Flood, Dexter, Michigan. 18

For Sale—Good dry goods and shoe stock involving between \$4,000 and \$5,000. Cheap for cash. Address No. 774, care Tradesman. 774

One good salesman in each town, you can double your present income by writing to manager of the Marcellus Supply Co., Marcellus, Michigan. 776

For Sale—One oak cabinet Dayton cash register. Cost \$525. Will sell for \$250. Splendid condition. W. O. Ephlin, 429 Worden St., S. E., Grand Rapids, Mich. 777

To Trade—For stock groceries inventories \$2,500. 160 acres four miles north Reed City. 100 acres improved \$40 per acre. Two houses, barn. Wm. G. White, Ovid, Michigan. 771

For Sale—I have decided to sell out my two stores. One is a dry goods store, 25 x 100 handling mostly dry goods, ladies' furnishings, some ladies' ready-to-wear garments and some rugs. It has two floors, white glass front, facing two streets, best corner in town. The annex store, with an opening in the end, connects into the clothing store. It is 22 x 70, facing Main street. It handles only the best lines in every department. The two stores are up-to-date in stock and fixtures. My reputation for having the cleanest stock in Michigan is admitted by every one that comes into my stores. I have the best trade here—a great asset for any one. The reason for my selling out is my health is not the best. I will not have any sales to reduce stock. Every department will be kept up to my standard. I will sell to any one who wants to make good and keep up the buildings and reputation right. No bargain getters need write me. My books and reputation are open for any one that wants a place to make good. J. F. Stein, Harbor Springs, Michigan. 778

For Sale—For cash. General merchandise business. Rare opportunity in Holland settlement. Address No. 679, care Tradesman. 679

For Sale—Hotel in Farwell, new, modern. Right site for the town. Price is right. Enquire, Thomas E. Fair, Farwell, Michigan. 769

For Sale—Small clean stock of groceries and fixtures. Invoice about \$1,800. No dead stock. Corner location, rent reasonable. Established 18 years. Farming community; county seat. Southern Michigan. Reason, other business. Must be cash. Address No. 762, care Michigan Tradesman. 762

For Sale Cheap—One rug rack, one carpet sewing machine, one Allen-Sparks gasoline lighting plant. Lyon & Pond, Owosso, Michigan. 765

Administrator's Sale—Two brick buildings, a stock of dry goods and fixtures. Will sell together or separately. A liberal discount. By order of the court. Dora Snyder, Alva, Oklahoma. 766

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, 101 Center Ave., Bay City. 757

Factory and Business For Sale—New, modern, in a good town 35 miles from Detroit; exceptional opportunity; labor conditions good; same is now and always has been in operation; investigate this. Address Box 64, Ann Arbor, Mich. 756

For Sale—A profitable and established 5-10-25 cent store, located in Sapulpa, one of the best oil cities in Oklahoma. Doing good business; forced to sell. For particulars, address Box 409, McAlester, Oklahoma. 755

For Sale—Building which can with small expense be changed to hotel or store. Fine opening for dollar day hotel. No such hotel in town. One of best towns north of Grand Rapids. Address No. 754, care Tradesman. 754

For Sale—The finest grocery in Central Michigan, doing \$500 business weekly, invoice of stock and fixtures \$4,000. Located in a fine farming town of about 2,000 population. Address No. 759, care Michigan Tradesman. 759

Delicious White Clover honey in 2 pound tin cans, at 10 cents per pound, labeled, wrapped and packed 24 cans in case at \$4.80. S. C. Swanson, Cannon Falls, Minnesota, Route 2, Box 78. 712

For Sale—In live Michigan resort town and good farming country—meat and grocery stock also building with No. 1 living rooms. If preferred will sell either stock separately including buildings. Total inventory about \$7,000. Must be cash. Best reasons for selling. Good business. Address No. 773, care Tradesman. 773

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

For Sale or Trade—Canvas 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

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

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

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

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

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—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

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

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

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

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

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

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—A No. 1 retail shoe salesman, a general all around man about 30 years old. One that can furnish A No. 1 references. Address F. J. Muffley, Kalamazoo, Michigan. 789

Wanted—Man with retail experience to take active interest in one of the best retail propositions in Michigan town of 45,000 population. Conditions are ripe and favorable in every way for an enlargement. Must be the right sort of man as well as money. Write for further particulars. Address No. 781, care Michigan Tradesman. 781

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

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

Wanted—A registered pharmacist at Neumeister's Drug Store, Muskegon, Michigan. Give references and years of experience. 760

Wanted—Experienced salesmen to carry B. S. K. silk and cotton petticoats for Western and Southwestern states. Large commission basis. Splendid values. Stitching fourteen to eighteen stitches to inch. Address, Skadan, Kerns & Co., Weedsport, N. Y. 767

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

POSITION WANTED.

Position Wanted—By experienced trimmer and card writer now employed in Durham, N. C. Graduate Economist School. Salary \$20 per week to start. Can report at once. Address D. W. Wolf, Durham, N. C. 768

1916 TANGLEFOOT



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

Ask your Jobber or his Salesman for Particulars

WHY

Michigan People should use
Michigan Flour made from
Michigan Wheat

- 1—It excels all other flours in flavor.
- 2—It excels all other flours in color (whiteness.)
- 3—It excels all other flours for bread making.
- 4—It excels all other flours for pastry making.
- 5—It requires less shortening and sweetening than any other flour.
- 6—It fills every household requirement.
- 7—Michigan merchants should sell, and Michigan people should buy Michigan flour made from Michigan wheat for every reason that can be advanced from a reciprocity standpoint.

Use Tradesman Coupons

St. Joseph Retailers To Work Together.

St. Joseph, Jan. 25—St. Joseph retail merchants will organize into a branch of the Chamber of Commerce at a banquet to be given at the Hotel Whitcomb on Monday evening, Jan. 31.

The retail merchants of the city formed a temporary organization last December under the chairmanship of Joseph Lopker, to carry through the Christmas festival plans in order to stimulate the Christmas business. The temporary organization met with such success that it was the unanimous expression of all local merchants to make the organization a permanent affair.

Following the banquet at the Whitcomb, officers will be elected and plans for the activities of the organization will be discussed. The organization will be called the St. Joseph Retail Merchants' Association and will be one of the various branches contemplated by the Chamber of Commerce to provide closer organization for the various interests included in its general membership.

It is expected by the present organization of merchants that the membership of the new Association will include practically every retail dealer in the city. The general purpose of the organization is to provide means for taking the best advantage of conditions present in St. Joseph throughout the year.

The German authorities appear to be anxious to make peace with somebody, if it be only Montenegro or Belgium. To the latter country a semi-official hint has just been given that she might get much better terms from Germany now than if she waits until the end of the war. But there is no evidence that the Belgians will

respond to a suggestion of this kind—from such an infamous source. They have heroically faced a terrible fate at the hands of a nation composed of brutes and savages and are not of the mood to waver until the day of their deliverance dawns. They will be stiffened in their determination to hold out by the word just brought from Rome by a Belgian prelate. It is to the effect that the Pope will take no step to intervene in the hope of securing peace until he is assured that the independence of Belgium will be completely restored. Upon any other terms the ending of the war would be unthinkable and disgraceful. We note with pleasure that the German Socialists are gaining a firmer tone on that subject and are passing resolutions that there can be no satisfactory peace which does not put Belgium back where she was before the war. The Allies, unless they are beaten to the earth, must be of the same mind as Pope Benedict in insisting upon this as the one thing indispensable.

Detroit—The Detroit Innovation Co. has been organized to engage in the general novelty merchandise and metal spinings business, with an authorized capitalization of \$5,000, of which amount \$2,800 has been subscribed and \$2,000 paid in in cash.

Detroit—Kirby-Sorge-Felske Co., in the real estate, insurance and building business, has increased its capital stock from \$10,000 to \$100,000.

New Officers of Battle Creek Association.

Battle Creek, Jan. 25—At the annual meeting of the Battle Creek Retail Grocers and Butchers' Protective Association, the following officers were elected:

President—L. L. Swank.
First Vice-President—A. Vedder.
Second Vice-President—I. L. Webb.
Treasurer—E. W. Billinton.
Executive Board—Fred Dowsett, M. O. Tuckerman, T. F. Whalen, J. F. Ball and L. D. Hobbs.

The Michigan Trust Company has been appointed executor under the will of the late Dr. Alfred I. Noble, Superintendent of the Asylum for the Insane, at Kalamazoo. It is estimated the estate will amount to the neighborhood of \$40,000. Several bequests are made to his sister and other relatives and liberal provision

is made in his will for the care of his wife.

Temperance—The Moore Company has been organized to manufacture extracts, toilet articles and proprietary remedies, with an authorized capital stock of \$10,000, of which amount \$7,000 has been subscribed and \$1,100 paid in in cash.

The capital stock of the Baxter Laundry Co. has been increased from \$87,400 to \$181,550.

BUSINESS CHANCES.

Wanted country store stock up to \$2,500. Cash and Mason county land pay for same. Box 57, Gwinn, Mich. 796

For Sale—Coffee roasting outfit, comprising four half bag roasters, one cooler and stoner, one complete smoke suction outfit, one granulating coffee mill and one pulverizer. Reason for selling, must have machines of larger capacity. Coffee Ranch, Grand Rapids. 797

SPRING OPENING

Commencing Feb. 1st to March 10th
inclusive

Special showing of

Trimmed Hats for the Millinery Department

From \$12.00 to \$30.00 per dozen

Your inspection invited

Kimmel Millinery Company

26-28-30-32 So. Division Ave.

Grand Rapids, Mich.

ISIS THEATRE

The New Temple of Metropolitan Vaudeville

GRAND RAPIDS

Opens Thursday, January 27

With 5 Acts of High Class Vaudeville

(Sullivan and Considine Bookings)

And Exclusive Universal Photo Plays

Admission 10-15-20 Cents



THE BEST

piece of goods
any dealer
can hand over
the counter.

K C BAKING POWDER

The best at any price.

Free from adulteration.

It will pay you to push K C

Jaques Mfg. Co., Chicago



A Franklin Carton Sugar for Every Purpose

Franklin Fine Granulated Sugar for preserving and general use; Franklin Dainty Lumps (Small Cubes) for sweetening Tea, Coffee and Cocoa at the table; Franklin Powdered or Pulverized Sugar for dusting over Pies, Berries, etc., Franklin Confectioners' XXXX Sugar for icing cakes—there's a Franklin Sugar in a neat, tightly sealed, ready-to-sell carton for every want of your customers. This complete line of sugars saves your time because there's nothing to do but reach the carton down off the shelf and hand it to the customer as if it was a can of soup—and you can depend on it pleasing your customers because FRANKLIN CARTON SUGAR is made from SUGAR CANE, by the most modern refining process, and the FULL WEIGHT is guaranteed by us.

Original containers hold 24, 48, 60 and 120 lbs.

**The FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA**

ARE YOU A MEMBER

of the great army of retail grocers being recruited—all over this broad land—under the standard of

“WHITE HOUSE” COFFEE?

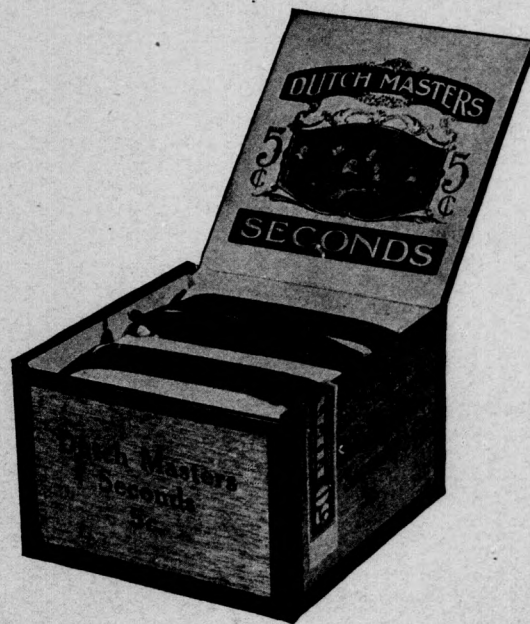
If unswerving highest-quality, irresistible deliciousness, the safeguarding advantages of all-tin, non-absorbing containers, the wide publicity connected with Dwinell-Wright Co.'s distributing plan, together with the known preference for it by thousands of people using it exclusively, mean anything, “White House” has a right to hope that it will, ultimately, receive the enthusiastic support of every discreet dealer in the United States.

Distributed at Wholesale by

Judson Grocer Co.

Grand Rapids, Mich.

DUTCH MASTERS SECONDS



Will stimulate your trade.

Handled by all jobbers.

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

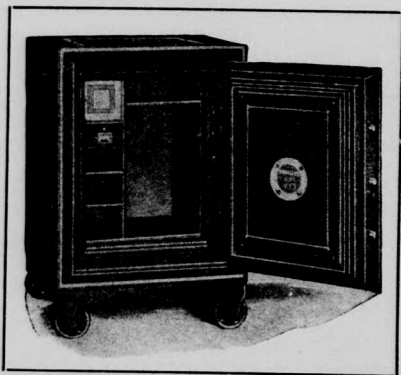
Adam Was Downed by an Apple



SOME of Mr. Adam's brothers down through the years have made practically the same mistake he did. They have been tempted to do the things they ought not to have done and to leave undone the things they ought to have done, and so they have gathered unto themselves much trouble and many regrets.

Be Cautious To-day and You'll Be Happy To-morrow

If you are full of worry you cannot be happy, and you certainly ought to be full of worry if you are not properly protecting your valuable books and papers. Write us to-day for prices on dependable safes; buy one and have the satisfaction of knowing that you are discharging your duty to yourself and your family.



Grand Rapids Safe Co.

Tradesman Building

Grand Rapids, Michigan