

FENCE OR AMBULANCE

'Twas a dangerous cliff, as they free confessed,
Though to walk near its crest was so pleasant;
But over its terrible edge there had slipped
A duke and full many a peasant;
So the people said something would have to be done
But their projects did not at all tally.
Some said, "Put a fence 'round the edge of the cliff."
Some, "An ambulance down in the valley."

But the cry of the ambulance carried the day,
For spread through the neighboring city;
A fence may be useful or not, it is true,
But each heart became brimful of pity
For those who slipped over that dangerous cliff.
And the dwellers in highway and alley
Gave pounds or gave pence, not to put up a fence,
But an ambulance down in the valley.

"For the cliff is all right if you're careful," they said,
"And if folks even slip or are dropping,
It isn't the slipping that hurts them so much,
As the shock down below when they're stopping."
So day after day as those mishaps occurred,
Quick forth would these rescuers sally,
To pick up the victims who fell off the cliff
With the ambulance down in the valley.

Then an old sage remarked, "It's a marvel to me
That people give far more attention
To repairing results than to stopping the cause,
When they'd much better aim at prevention.
Let us stop at its source all the mischief," cried he.
"Come, neighbors and friends, let us rally;
If the cliff we will fence we might almost dispense
With the ambulance down in the valley."

"Oh, he's a fanatic," the others enjoined,
"Dispense with the ambulance? Never!
He'd dispense with all charities, too, if he could.
No, no! We'll support them forever?
Aren't we picking folk up just as fast as they fall?
And shall this man dictate to us? Shall he?
Why should people of sense stop to put up a fence
While their ambulance works in the valley?"

But a sensible few, who are practical, too,
Will not bear with such nonsense much longer.
They believe that prevention is better than cure;
And their party will soon be the stronger.
Encourage them, then, with your purse, voice and pen,
And (while other philanthropists dally)
They will scorn all pretense and put a stout fence
On the cliff that hangs over the valley.

Better guide well the young than reclaim them when old
For the voice of true wisdom is calling;
To rescue the fallen is good, but 'tis best
To prevent other people from falling;
Better close up the source of temptation and crime
Than deliver from dungeon or galley;
Better put a strong fence 'round the top of the cliff,
Than an ambulance down in the valley.

Joseph Malins.

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MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, MARCH 17, 1915

Number 1643

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HOW MUCH WHEAT IS LEFT?

The extraordinary erratic movement of wheat reflects the complete bewilderment of the trade as to how the numerous conflicting influences will work out between now and the end of the crop-year, July 1. The past week's recovery had a tangible enough basis. Exporters say that a 15,000,000-bushel order for cash wheat, recently received from Italy, has actually been filled in the past three weeks; purchases having been made at about 1,000,000 bushels a day. Hard wheat, Duluth spring, and Manitobas have been taken. What puzzles most of the trade, indeed, is where the wheat reported each day by the seaboard as having been sold for export, is secured. Chicago exporters and cash handlers have done only a little business; supplies were scant and the farm movement only moderate.

The Government farm reserve figures, as of March 1, served merely to emphasize the remarkable aspects of the situation; especially the unprecedented draft on our wheat supplies since the European war began. With a wheat crop 128,000,000 bushels larger than the previously unparalleled crop of 1913, stocks in this country on March 1 were apparently 6,266,000 bushels less than a year before. The Government's figure of 152,903,000 farm reserves was slightly more than a million bushels above the preceding March estimate, and the 93,602,000 bushels of wheat and flour, simultaneously reported at storage points in the United States, fell 7,300,000 bushels short of 1914. This, to be sure, leaves us at present not much worse off than a year ago, but exports are still running three times as large as at this time in 1914.

The trade believes that the export movement between now and July, along with average home consumption and spring seeding, will leave supplies at a minimum—possibly at the exhaustion point. For instance, farm reserves in the three Northwestern States are only 32,700,000 bushels, as shown by the Government report, which is 11,200,000 bushels less than a year ago, and 15,000,000 bushels under supplies of two years ago. The aggregate of

supplies in all positions in that section is 67,000,000 bushels. Last year, the Minneapolis mills ground 40,000,000 bushels between March 1 and September 1, and outside mills 22,000,000 bushels. This would leave only 5,000,000 bushels in surplus in that quarter; in fact, one expert on Northwestern conditions asserts that there is likely to be a deficiency of 25,000,000 bushels.

There is an old saying in the grain trade, however, that when it comes to figuring deficits in supplies as adjusted to requirements, it is well to be on one's guard; for unexpected supplies come into sight, and the calculation seldom, if ever, works out by the rule. Northwestern mills may get some relief from the Southwestern winter wheat in July and August. Kansas also has farm reserves of 30,000,000 bushels from the old crop, as against 10,000,000 last year and a five year average of 12,600,000. Nebraska's 10,960,000 bushels, however, are a million under last year's and 1,500,000 below the five-year average.

HUMANITY UBER ALLES.

The outward and visible sign of all that a government and its people stand for is a flag. This emblem has been used to represent nations ever since nations have existed, and the sight of it has always inspired feelings of patriotism.

To-day we need a new flag, an international flag, one to which all men can swear allegiance, and feel, when they see it, that it is their own. Persons who urge the merits of internationalism are often accused of making dreams their master, and it must be admitted that in many cases the accusation is justified. But if it be true that all that is needed to bring in the reign of internationalism is education of public sentiment, then there is no single act that would so assist in centering sentiment and make the ideal seem more than a dream than the use, all over the world, of an international flag. Even before its adoption, there are millions of persons scattered over the entire world who feel deep loyalty to the things that it would represent, while the worst that could be intelligently urged against it is that it is the banner of well-meaning idealists.

Socialism and religious bodies have banners that they have desired to make true international flags, but these can never serve this purpose, any more than they can be true national flags. What is needed is a flag that can be upheld by persons differing in their beliefs as widely as the citizens of any country differ in theirs, but who are united in the one ideal, "Humanity über alles."

MORE REST FOR BUSINESS.

The new Federal Trade Commission is reported as being in "a state of mind." In its closing hours Congress overlooked the fact that President Wilson's pet new board needed a lot of money for running expenses. There is nothing for the payment of a swarm of investigators and lawyers experienced in the art of getting after business men. The Commission is unable to buy office furniture, and the item of rent is not covered. As one of the new Commissioners puts it, the investigating body is "hamstrung by its sponsors."

The Commissioners who were confirmed can draw their salaries and there is enough from an appropriation of the late Bureau of Corporations to enable a few assistants to fight the cost of living. In this there is some consolation for the beneficiaries. But it is evident that without a large appropriation the work of prying into the affairs of the ten thousand business establishments throughout the country cannot be pushed with any degree of vigor. Perhaps there are business men who think that Congress did something good besides adjourning. Leaving the "probing commission" without funds promises to help in giving industry the "rest cure."

In answer to President Wilson's request for the facts regarding the country's wheat supply, present and prospective, the Department of Agriculture answers that no domestic shortage is in sight. After making an estimate, both for home consumption up to the date of the next harvest and for seeding requirements, somewhat more liberal than the grain trade's calculations, the Department figures that exports might go on until harvest-time at the present average rate, and still not wholly exhaust the available surplus from our great crop of 1914. This is undoubtedly close figuring, when it is considered that our grain trade usually carries over, into a new harvest season, a reserve of something like 70,000,000 bushels from the old crop. Absence of such a "carry-over" would by no means indicate actual insufficiency of home supplies for home consumers, because those supplies would at once be replenished from the new harvest. It might have a very considerable influence on wheat prices during the few weeks at the season's end—as was the case at the end of the marketing of our crop of 1897; when, as now, the grain trade had been confronted by a war, by a great shortage in Europe's harvest, and we believe by an embargo on Russian wheat exports. But even then the price of wheat, which had been as high as \$1.85 per bushel in the

month of May following the harvest, went below 80 cents in July.

"It is not worth while to waste a single word of criticism upon this dreamer who defends his theories far away from the guns," says the Cologne Gazette, the dreamer being Theodore Roosevelt. After this it is plain why Germany is bound to be misunderstood. The Germans insist on using words in such an extraordinary way. Not that they are always wrong. On the contrary, with their gift of piercing beneath the appearance of things to the essence, to the Thing-in-Itself, they often touch reality where we are content with superficialities. "Dreamer" is not such a bad description of the man who is so out of touch with facts that he went about preaching the Big Stick when the world was at peace, and now when the world is at war preaches a league of nations with an international army for the enforcement of peace. What the Cologne Gazette overlooks, however, is the fact that dreams are so often conditioned by external stimuli. If the dreamer of Oyster Bay has seen a vision of peace enforced upon the warring nations of Europe, it is to be explained largely by the fact that Mr. Wilson has declined to interfere with the nations of Europe. The dream embraces the world and eternity, but the stimulus comes from Washington and 1916. Even in dreams our most eminent private citizen is practical.

Last year California had 150,000 acres in rice, which produced an average of forty to fifty sacks to an acre, or a total of 650,000 sacks of rice. Government experts have discovered that one of the most prolific rice crops in the world can be produced in Southern California. The total rice production in this country, which centers in Louisiana, the Carolinas and other Southern states, is between six and seven million bags. But this is not enough to supply the United States and it is necessary to import upward of three million bags from the Orient. That is why California rice growers are planning an extensive increase in acreage for the current year.

The National Lead Co. announces that it has given each employe a life insurance policy for a full year's salary, to be paid to his beneficiary should the employe die while in the employ of the company. Explaining the action, the company says its board of directors does not consider its relation to the official family ended when the day's work is done or when life's work is over but as extending to those dependent on them.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, March 15.—Learn one thing each week about Detroit: There is a factory in Detroit at which 4,000 high grade belts for women are made each week. For the manufacture of these, handbags and cases 40,000 hides are used every year.

Ray Miller, representative for H. D. Edwards & Co., met with a painful accident in Battle Creek a week ago, resulting in injuries that confined him to his bed at the Post Tavern. Mr. Miller, who had not been feeling well during the day, was taken with a fainting spell in the Post Tavern and in falling struck a hot radiator face first and received some lacerations about the head and neck, as well as severe burns. At this writing his condition was such that he could not be removed to his home in this city, but was showing marked improvement each day.

English comedians are being sent to the front to cheer up the soldiers. Looks like a clever method of arousing the soldiers' fighting spirit.

Charles Klafke (Burnham, Stoepel & Co) got married a few weeks ago, but aside from that, he has always been a pretty sensible sort of a chap. Of course, when a man gets married, if he hasn't any sense he soon gets it pounded into him and if he happens to be well endowed with worldly wisdom he gets it pounded out of him; so you can see about the only way to retain your wisdom or mental deficiencies is to continue to mend your own hosiery and wash your own handkerchiefs in the wash bowl. This outburst is caused by the receipt of a note from Jack Schaefer, of the Schaefer-McKinnon Co., of Merrill, telling us that his heart is full of pity for the aforesaid Charles Klafke, who, by the way, has decided to make Saginaw his home. Mr. McKinnon, who, judging by the news he sent us, is also a married man, says that Charles, while showing him through his sample line stepped over to the phone and called up his wife at Saginaw at different intervals to inform her that he would be home for supper and for her to be sure and not eat until he arrived home. "Y'know," goes on Mr. McKinnon, "it would take a corps of the world's greatest legal talent to convince Klafke that in a few years he will wonder what new excuse he can frame up to send home to wife for not going home for supper."

S. B. Kohn, general merchant of Harrisville, was a business visitor in Detroit last week.

Fire in the building at 337 to 341 Gratiot avenue, occupied by the Detroit Store Fixture Co., caused damage to the building and contents amounting to \$1,500. The blaze was caused by spontaneous combustion.

The difference between fighting for your country and fighting John Barleycorn is that there is a chance to win when fighting for the former.

W. H. F. Nick, former office manager, and J. J. Grady, former salesman for the Maxwell Motor Co., have formed a sales organization to be known as the Advance Sales Co., dealer in automobile specialties. The company's offices will be located at 864 Woodward avenue.

The Jones-Butterworth Co. has organized with an authorized capital of \$15,000 and will engage in the retail and wholesale paint, glass and varnish business. The company has leased the building at 54 Randolph street for a term of years. Charles E. Jones, formerly with the Schroeder Paint & Glass Co., is President. C. H. Nurneley is Vice-President and Frank Butterworth, formerly salesman for the Detroit White Lead Works, is Secretary-Treasurer.

Through an oversight in naming the committee to further the interests

of C. C. Starkweather, who should be elected Grand Sentinel at the Grand lodge meeting in Lansing, next June, the name of James Hardy was omitted. The support of "Jim" is a big asset for any candidate.

J. A. Holihan, formerly of the Briscoe Manufacturing Co., has joined the staff of the McCord Manufacturing Co., manufacturer of automobile accessories. At one time Mr. Holihan was interested in the Holihan Manufacturing Co., giving up his interests there to join the Briscoe Co.

Charles Wuerth, clothier of Ann Arbor, was a Detroit business visitor last week.

The men's furnishing goods store of Klett & Edwards, 63 Monroe avenue, on March 9 was entered by burglars, who were evidently frightened away, having obtained but little of value.

The friends of William C. Smith



JAMES E. BULLOCK

are working hard in his interests to have the Mayor appoint him a member of the Board of Fire Commissioners. Mr. Smith, who is a successful traveling man, represents the Favorite Stove & Range Co., of Piqua, Ohio, and has every qualification that would fit him for the work of a member of the Commission. He has been endorsed by the Detroit United Commercial Travelers who believe their profession should receive some recognition by the city, inasmuch as they have a man of the caliber of William C. Smith to present for an office. It is not generally known that there reside in Detroit nearly 20,000 traveling men and ordinarily a man to hold a position in their profession must possess an intelligence slightly above the average. Mr. Smith represents the highest type of present day traveling men. It is earnestly hoped the Mayor will decide to appoint him to the Board, in which case the entire traveling fraternity will deem it an honor.

Charles Reattoir, who left Detroit recently to represent the G. J. Johnson Cigar Co., of Grand Rapids, in Chicago, returned last Saturday to attend the annual election of officers of Cadillac Council. Mr. Reattoir says Chicago may be a great city, but there is only one real city and that is the Metropolis of Michigan.

Every now and then Mexico does something to get a double column spread in the newspapers.

At the meeting of Cadillac Council last Saturday, which began in the afternoon and lasted late into the night, initiations of candidates were held clinching the title of the Council as the largest in the State. The election of officers for the ensuing year was also held. As predicted in these columns, the fight for the office of Secretary was an interesting and close one, with Arthur Woods the winner by the narrow margin of six votes. Following is a list of other officers elected: James Hardy, Sen-

ior Counselor; Frank Ferris, Junior Counselor; James E. Bullock, Conductor; Orla Jennings, Page; and Howard Jickling, Sentinel. One can't help, after looking over this list of new officers, making the prediction that Cadillac Council will have one of the most successful years in its history. Grand Counselor Mark Brown, of Saginaw attended the evening meeting and gave the Council an interesting talk on the railroad question and its relation to the traveling men. The following candidates were initiated into the order and a more formidable, determined looking aggregation, which bodes well for the future of the Council and order at large, has never been brought into the Council: Glenn A. Eggleston, Amerilan Tobacco Co.; Wm. P. Goudie, Jr., Bayer, Campbell Co., Detroit; Clarence M. Hatfield, R. B. Ridgeley Co., Detroit; Sylvester Maher, Jenks & Muir Mfg. Co., Detroit, and Joseph A. Miller, Behoner & Nicholl, Detroit.

I. F. O'Hara, for the past eight years a member of the staff of Hayden, Stone & Co., has severed his connection with that firm and joined forces with A. W. Wallace & Co., dealer in investment securities, with offices at 211 Moffatt building.

The Peninsular State Bank has taken a long lease on the building at the corner of Woodward and Warren avenues and will remodel the building, which is a two-story brick store building, into quarters to be used for a new branch of the Bank.

Mrs. Elsie Hurlburt, who has been engaged in the millinery business in Detroit for the past twenty-five years, has added a line of dry goods and ladies' furnishings. The store is located at 1084 Oakland avenue.

M. E. Olds, of Clinton, was a business visitor in Detroit last week.

J. V. Templeton has opened a hardware store at 970 Gratiot avenue under the style of the M. A. T. Hardware Co.



ARTHUR WOODS

Love may be blind, but its the kind that generally finds a cure.

H. A. Mitchell, formerly chief engineer of the Krit Automobile Co., has opened a Krit service station at 940 Jefferson avenue.

George Novesky, of Adrian, was in Detroit last week in the interest of his dry goods store.

Regarding the controversy between the writer and the editor over Billy Sunday and what should be done with part of the large income he receives, we wish to assure him that, so far, the missus has remained neutral.

Walter R. Bamford, one of the best known younger generation of men in the automobile industry, has been appointed distributor for Michigan for Monarch cars. The Monarch Motor Car Co. is located in Detroit.

Marshall W. Beecher, senior member of Beecher, Peck & Lewis, wholesale paper dealers, died March 11,

after a long illness. Mr. Beecher was born January 24, 1849, in Watertown, N. Y. At an early age he came to Michigan, his first business venture being in Milford, where he engaged in the drug business, later going to New Baltimore. Sometime later he came to Detroit, joining the firm of Beecher, Page & Co. In September, 1888, with John E. Lewis and A. F. Peck, Mr. Beecher formed the present firm. He remained active in the business until 1902, when his son, Harry, succeeded him. When the firm incorporated recently the son retired from the firm and is now living in New Baltimore. Besides the son, Mr. Beecher is survived by a brother, George Beecher of Watertown, N. Y.

B. J. Koenig, dry goods merchant at Oakland avenue, is going to have a new double store building erected on Oakland avenue, work to commence at once. Mr. Koenig is one of Detroit's pioneer dry goods merchants, having started in business just previous to the wonderful boom that struck the city some years ago.

A hot air towel has been invented. We claim we can get plenty of hot air in any barber shop with the ordinary towel.

Budd J. Mendel, who looks after the pipe department for Lee & Cady, informed the writer that his two brothers received severe injuries and are confined in a hospital and he is glad of it. Now Budd must not be judged too quickly, for he is far from being the hard hearted brother the first few lines would indicate. His two brothers have been serving in the German army and were wounded when their regiment was in action. Budd feels the boys are safer in the hospital even with severe wounds than they would be if exposed in battle.

Oscar Rosenberg, President of the San Telmo Cigar Co., who was operated on at Harper Hospital about two weeks ago, is gradually recovering, but is still confined to the hospital.

On Friday evening Carl E. Schmidt, one of the directors of the Pingree Shoe Co., will entertain fourteen of the company's salesmen at a dinner at the Edelweiss cafe. This is one of the regular semi-annual meetings of the traveling men prior to starting out with their lines for the ensuing season.

The Michigan Rexall Association of retail druggists, a unit of the Rexall association that does business all over the world, held a two day convention in the Hotel Statler last week. On Thursday night a banquet was held at the Statler, which concluded the convention. Ed Austin, of Midland, is President and James Beukema, of Grand Rapids, is Secretary of the Michigan organization. Among the 200 druggists in attendance were Mr. Dorrance, of Dorrance & Garrison, Wyandotte; A. M. Lewis, Grayling; D. W. Hawser, Brooklyn; B. J. Pulver, Tecumseh; Roy E. Bolton, Capac; "Tom," of S. N. Vincent & Son, Lapeer; Abe Derscham, Seneca; Henry Meyer, Redford; H. A. Palmer, Oxford; A. F. Price, Oxford; Mr. Longyear, Mason; J. W. Lutes, Richmond; W. M. Goon, New Baltimore and Gordon Gunniss—who, by the way is reported as talking Rexall in his sleep—Algonac. All of them are live wire druggists and boosters for their lines and their home towns.

A concern calling itself the Chicago Cloak Co. opened up in Detroit recently and, instead of proceeding to do business in a legitimate manner, started a gambling scheme to bring in the shekels of the unwary buyers who it seems will never learn that they cannot get something for nothing. The police informed the proprietors that if they did not close up the business they would be raided, the same as any other gambling institution. This, on advice of its attorney, the company decided to do. The plan was to give purchasers a chance

on an automobile, several hundred dollars in cash, a piano and hundreds of dollars' worth of merchandise with every \$30 purchase, the \$30 to be paid on the dollar a week plan. To win the first prize one had to guess the clearing house numbers printed in the newspapers every day. The person guessing within one number of the figures won the second prize.

Another Detroit traveling man to receive prominence through the medium of the newspapers and an heroic act of his own is R. C. Fenton, representative for the Mayer-Shaw Manufacturing Co. In Cleveland, last Friday fire broke out in the Forest City House and Mr. Fenton, together with the clerk, fought through heavy clouds of smoke to route out the guests, over 100 in number. In order to make their way through the smoke and avoid suffocation the men were obliged to wrap towels over their heads, which only adds one more item to the well known versatility of the Detroit traveling men.

Fred Kerr, in charge of the coffee department of Lee & Cady, is Scotch, proud of it and a curler, but here we cannot refrain from mentioning an old saying we heard once when Jim Corbett licked John L. Sullivan, "How the mighty have fallen!" Fred admits he is a good curler and maybe he is—far be it from your informant, to want to hurt his feelings—but the team he plays with, that's a horse with a different harness. For weeks Mr. Kerr has been telling what the Detroit curling team was going to do to a certain Canadian team of curlers and they hid themselves over to Canada a short time ago to demonstrate that their boasts—or rather Fred Kerr's boasts—were not all idle talk. To make a long story short, since Fred returned from the trip he has refrained from all talk about curlers and curling and as to the reason, dear readers, you can draw your own conclusions.

J. B. Shapiro, proprietor of a department store in Leipsic, Ohio, was in Detroit on a business trip last week.

W. H. McLain, formerly of Onaway, has opened a meat market at 1178 Jefferson avenue.

The Germans have discovered a way of manufacturing food out of straw. In a pinch it should be quite handy for the soldiers to digest their beds.

A. Ostrow, a former resident of Philadelphia, has opened an up-to-date dry goods and men's and ladies' furnishing goods store at 308 Michigan avenue.

Geo. W. Paldi, general merchant of Snoover, accompanied by his wife, was a Detroit visitor this week.

Joseph Rottenburg opened a new drug store at the corner of Macomb and Hastings street this week.

The Hotel Statler has introduced another innovation by leaving a morning paper before the door of every occupied room. With the paper is a card that reads: "Good morning. This is your morning paper. Compliments of Hotel Statler."

C. R. Crowe, formerly employed in the drug store owned by Mrs. Cotter, at Elmwood and Congress, has opened a new drug store at the corner of Kercheval and St. Clair avenues.

Hiller & Rosen, 1451 Michigan avenue, have enlarged and are remodeling their dry goods and furnishing goods store.

A. Murray, former resident of Toledo, has opened a grocery store at 1062 Gratiot avenue.

Klein & Kemter have opened a men's furnishing goods store at 2589 East Jefferson avenue.

C. D. Hamilton, well known merchant of Fowlerville, was a Detroit business visitor last week.

G. Haunebauer has opened a grocery and meat store at 2300 Gratiot avenue.

F. M. Cobb, pioneer merchant of

Potterville, accompanied by his daughter, was in Detroit on a combined business and pleasure trip last week.

Next Saturday, March 20, Detroit Council holds its regular monthly meeting and annual election of officers. Senior Counselor Charles Welker urgently requests all members who possibly can do so to put in their appearance.

P. H. Aber, of Ford City, by too close application to his work in the store has impaired his health and, in order to regain it, he is planning on a trip, beginning next month, to the San Francisco Exposition, taking in many of the Southwestern cities en route.

James M. Goldstein.

Watchfully Waiting Weary Wobbler.

Detroit, March 15.—First a consistent supporter of President Wilson, then an inconsistent supporter, and now a recruit in the ever-growing army of watchfully waiting weary wobblers, I find myself just merely hoping for wise leadership.

The Wilson policy in Mexico seemed fairly good, although all Mexicans looked alike to most of us, and we could not see, as the President could, how uniquely bad Huerta must really be. Now, in the light of subsequent events, was it statesmanlike to eliminate Huerta with no certainty that anybody better would or could take his place? Did not our President have a vision which has not materialized?

Perhaps the most over-advertised fact of the time is the fact that Mr. Wilson never was in business. There was no need to supplement his own statement, but he did so by letting it be known that he thought New York bankers would put down the price of United States bonds for the purpose of discrediting his Administration and that great merchants would keep business dull to the same end. The

silly buy-a-bale-of-cotton movement appealed doubly to him and, of course the wholly unnecessary \$100,000,000 cotton pool met his cordial approval. Then Mr. Wilson has favored the emancipation (?) of business through a veritable "rain of law" upon it, and has favored less legislation. And, naturally enough, the Presidential energies were enlisted in trying to drive through a Ship-Purchase bill which was opposed by all who understood the shipping business. In Mr. Wilson's mind's eye, at the moment, I believe, there are visions that trade and industry are flourishing, in spite of breadlines, bundle days, and hourly appeals for charity. You might explain all this in a psychological way, but the sigh is disquieting, and you wouldn't be logical.

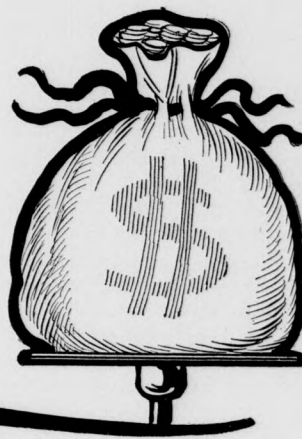
I think, however, that Mr. Wilson's indifference regarding our National defenses may cost him more followers even than his professorial attitude upon business questions. Before the great war we were quite safe, because the present belligerents had to watch each other. After the war, there will be a new situation, with such treaties, alliances and combinations as no man can foresee. Our kind of neutrality and our insistence upon ocean trade rights make enemies of many Europeans who formerly were our friends. There is every reason therefore, for strengthening our National defence before it is too late.

The indictment of Mr. Wilson might be lengthened or, on the other hand, perhaps a panegyric more convincing might be written; and, so, there is nothing to do but wobble along for the present. The President may become a much better President for his defeat in the shipping business; and the new Congress, through opposition and independent thinking, may bring out of the President a latent and admirable statesmanship.

J. Howard Braun.



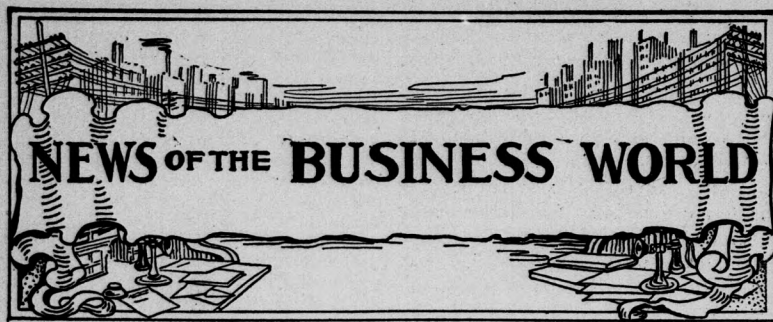
AS GOOD
AS CASH



Royal Baking Powder

is always sure to sell—every last can of it! Worldwide advertising, ROYAL quality and purity keep up the demand everywhere, all the time, in big cities and little towns. Every day of the week, every month of the year ROYAL BAKING POWDER SELLS! It pays grocers best to take advantage of this steady sale, rather than try to persuade customers to buy inferior baking powders. ROYAL BAKING POWDER will make more money for you in the end, and remember, you can always sell it.

ROYAL BAKING POWDER COMPANY, NEW YORK, N. Y.



Movements of Merchants.

Oden—W. T. Lancaster has engaged in the grocery business.

Nunica—William Gray succeeds Porter & Son in the meat business.

Alma—J. B. Smith has opened a grocery store and meat market here.

Vestaburg—Howard & Berbius succeed Hicks & Howard in general trade.

Webberville—Mrs. B. Haskell succeeds Aley Wright in the millinery business.

Lake Ann—Samuel Ward, grocer and hardware dealer, died at his home March 9.

Mancelona—The E. A. Blair stock of bazaar goods has been sold at public auction.

St. Johns—Walter & Harper succeed Walter & Hodge in the marble and granite business.

Battle Creek—C. M. Beebe, shoe dealer, has opened a branch store at 89 West Main street.

Engadine—Mr. Westein, of Newberry, will engage in the drug business here about May 1.

Buchanan—Frank Mead, grocer, died at his home March 11, as the result of Bright's disease.

Loomis—John Frizell has sold his grocery stock to John Bergey, who will continue the business.

Ontonagon—Miss McCanna has opened an art goods and fancy work store in the Schram building.

Henderson—Mrs. D. Green of Ann Arbor, will engage in the millinery business here April 1.

South Range—L. Kangas & Co. have opened a grocery store and meat market in the Kaleva building.

Bronson—Ernest Fuller has purchased the N. B. Lane & Co. grocery stock and has taken possession.

Bendon—R. A. Conklin has purchased the general stock of B. H. Bennett and has taken possession.

Laingsburg—J. C. Colby has sold his restaurant and bakery to W. C. Austin, who has taken possession.

Alpena—Louis Meddaugh has engaged in the grocery business at the corner of Adams and Alfred streets.

White Cloud—C. J. Zoeller has purchased the grocery stock of A. D. Lemire and will continue the business.

Elm Hall—David Grumbaugh has purchased the W. K. Townsend meat stock and will continue the business.

Freeport—Frank Ulrich has sold his meat stock to S. A. Williams, of Lake Odessa, who has taken possession.

Stanton—Earl B. Swift has sold his drug stock to Otto Cummings, of Big Rapids, who will take possession April 1.

Olivet—A. F. Krebs has sold his grocery stock to Charles Kellogg who will continue the business at the same location.

Perrinton—Edward Martin, of Pompeii, has purchased the W. K. Townsend meat stock and has taken possession.

Sunfield—Martin Wirt, manager of the Julius Garrett harness shop, has purchased the stock and will continue the business.

Saginaw—Miss Bessie M. Perrin has opened an art goods store at the corner of Germania street and South Jefferson avenue.

Holland—George H. Huizenga, of George H. Huizenga & Co., jewelers, died at his home, following an illness of three years.

Imlay City—Haskin Bros. have opened a millinery department in their general store under the management of Mrs. L. Kennedy.

Hancock—Archie J. Scott, who conducted a drug store here for more than forty years, died in Milwaukee March 15, aged 68 years.

East Jordan—F. H. Bennett, who opened a flour and feed store here several weeks ago, has added a line of groceries to his stock.

St. Johns—Thereon Shaver & Son have purchased the shoe stock of Doty & Reed and will continue the business at the same location.

Saginaw—The Saginaw Beef Co. is erecting a six-story cold storage plant at the corner of South Franklin and Thompson streets.

Fremont—Miss Nancy Warmelink has purchased the O. S. Nordholt stock of novelties and consolidated it with her stock of bazaar goods.

Farwell—John Fizell, formerly engaged in the grocery business at Loomis, has engaged in the restaurant and bakery business here.

Kalamazoo—R. Hoffman and C. A. Rhinehart have opened a restaurant at 111 East Main street under the style of the Merchant's restaurant.

Clinton—B. O. Randall, of B. O. Randall & Co., dealers in groceries and drugs for over forty years, died at his home, March 11, aged 86 years.

Fremont—W. W. Pearson has opened a bargain basement in his department store, carrying lines of notions, school supplies, tinware and bazaar goods.

Jackson—George C. and Howard C. Frink have formed a copartnership and engaged in the men's furnishing goods business at 164 West Main street.

Battle Creek—George Terry is erecting a two-story brick store building on Central street which he will occupy

with a stock of groceries about May 1.

Greenville—E. A. Eriksen, who conducts a department store here, has engaged in the manufacturing of canvass gloves in connection with his business.

Alma—Fred Grover has sold his drug stock to H. J. Patterson, formerly of Lowell, who will continue the business under the style of Look & Patterson.

Port Huron—The R. G. & W. Shoe Co. has engaged in business in the White building on Water street under the management of G. J. Cole and C. G. Wilson.

Jackson—Frank Van Voorhis has sold his confectionery stock to Arthur S. Johnson, who will continue the business at the same location on East Main street.

Ypsilanti—J. George Zwergel, for nearly twenty years proprietor of a book store here, dropped dead March 11 as the result of an attack of paralysis, aged 63 years.

Ludington—Fred Guild has taken over the interest of his partner, in the Davis & Guild restaurant and billiard parlor and will continue the business under his own name.

Fosters—Fire destroyed the N. W. Gartner & Co. store building and stock of general merchandise March 12, entailing a loss of about \$7,000, with insurance of \$1,000.

Cheboygan—Olds & McLean, clothiers, have dissolved partnership and the business will be continued by Fred L. Olds, who has taken over the interest of his partner.

Lansing—Claude E. Cady formerly engaged in the grocery business, who has been suffering from blood poisoning, is so ill that his friends no longer can be admitted to see him.

Stockbridge—John Longnecker has purchased an interest in the Oscar A. Schmidt & Co. stock of dry goods and shoes and the business will be continued under the same style.

Stockbridge—J. G. Sayles has sold his stock of general merchandise to George Phillips and Eugene Stocking, who will continue the business under the style of Phillips & Stocking.

Birmingham—Volney Nixon, who has conducted a general store here for the past thirty-one years, has sold his stock to M. A. Pereira, of Detroit, who will close out his stock at special sale.

Port Huron—E. C. Boice has sold his stock of gloves and corsets to his wife, who will continue the business at the same location, 307 Huron avenue, under the style of Mrs. E. C. Boice.

Lawton—Fire of an unknown origin completely destroyed the L. A. Packard store building and stock of general merchandise, causing a loss of about \$20,000, partially covered by insurance.

Ishpeming—S. D. Cohen, manager of the Paris Fashion store at Marquette, will open a branch store in the Anderson building on Canda street under the management of Mrs. Elizabeth Patterson.

St. Louis—George Vliet has sold a half interest in his stock of women's

furnishing goods and ready-to-wear clothing to C. P. Hanna. The business will be continued under the style of Vliet & Hanna.

Cheboygan—F. S. Ritter will continue in the furniture business and will add a line of pianos and musical instruments and supplies. Mr. Ritter has raised nearly all of the \$3,000 called for by the creditors.

Marquette—Henry F. Handford, who has conducted a shoe store on South Front street for nearly thirty-six years, has sold his stock to Victor Erfft, who will continue the business at the same location.

Stanwood—M. D. Crane—not J. Crane, as erroneously reported—has purchased the grocery stock of James Mitchell and added lines of dry goods and shoes. Mr. Crane was formerly engaged in trade at Walton.

Adrian—The Adrian Lumber & Supply Co., dealer in building materials and supplies, has been incorporated with an authorized capital stock of \$12,500, all of which has been subscribed and paid in in cash.

Rockford—George Williams, of Lake Odessa and A. J. Lypps, of Grand Rapids, have formed a copartnership and purchased the Thomas Welsh & Son grocery stock, continuing the business at the same location.

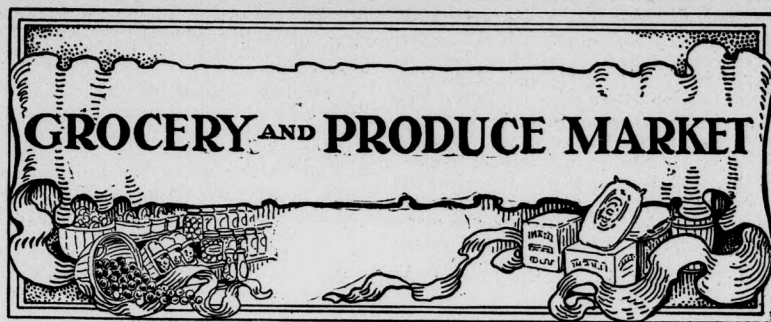
Paw Paw—Ed and Jim O'Grady, for some time connected with E. Smith & Co., dealers in clothing and men's furnishing goods, have purchased the stock and will continue the business under the style of O'Grady Bros.

Flint—The W. C. Lewis Co., dealer in clothing and furnishings, has merged its business into a corporation under the style of the W. C. Lewis Co., with an authorized capital stock of \$20,000, all of which amount has been subscribed and paid in in cash.

Jackson—A. B. Ladden, of New York City, has organized a company here to engage in the clothing business. Frederick Machlin will act as manager of the store, which will be located at 107 East Main street and conducted under the style of the Proper Clothes Shop.

St. Joseph—The St. Joseph Development Co. will aid the Engberg Electrical Co. financially, in the construction of a new \$20,000 building to be erected this year. The company has received numerous offers from other cities to change its location. The action of the development company ensures the permanent location of the concern at St. Joseph.

Saginaw—The National Grocer Co., of which Phipps, Penoyer & Co., is one of the larger branches, has appointed Clarence E. Borland to the position of manager, succeeding the late William C. Phipps. Mr. Borland has been credit man for the local company and had been assistant to Mr. Phipps for several years since Mr. Phipps' health became impaired. He entered the employ of Phipps, Penoyer & Co. in December, 1899, and since the company became a member of the National Grocer Co. in 1902, he has filled several responsible positions.



Review of the Grand Rapids Produce Market.

Apples—The price ranges from \$2.25@3 per bbl.

Bananas—The price has advanced to \$3.25 per hundred pounds. The price per bunch is \$1.25@2.

Beets—60c per bu.

Brussels Sprouts—20c per box.

Butter—The market is steady at a decline of 2c per pound on all grades, both solids and prints. The quality of the receipts is good, considering the season, and the market is healthy throughout. As spring approaches the demand should increase and indications are for a good, healthy market, without much change. Fancy creamery is now quoted at 28c in tubs 29@30c in prints. Local dealers pay 19c for No. 1 dairy, 14c for packing stock.

Cabbage—60c per bu.

Celery—\$2.50 per case of 3 to 4 doz. for Florida; 60c per bunch for California.

Celery cabbage — \$2 per dozen packages.

Cocoanuts—\$4 per sack containing 100.

Cranberries — Cape Cod Late Howes are steady at \$5 per bbl.

Cucumbers—\$2.25 per dozen for hot house.

Eggs—The market is steady on the basis of 16c, which is the price all local jobbers are paying for current shipments. The receipts are liberal, but the demand is increasing and stocks are selling well. Eggs may be a little higher, but there is no reason to believe that the advance will exceed 1c. The storage season, which is a great steadier, will open in two or three weeks.

Fresh Pork—Local dealers pay 7½c for hogs ranging from 125 to 200 lbs. and 7c for heavier.

Grape Fruit—\$1.75@2 for Florida, all sizes. A letter to the Tradesman from the Tampa district states that the grape fruit growers in that portion of Florida are greatly disappointed over the low price this season—that local purchasers are offered all the grape fruit they can use, their own selections, at 1c apiece.

Grapes—Malagas, \$6 per keg.

Green Onions—60c for Shallots.

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

Lemons—Californias and Verdellis, \$3.25.3.50.

Lettuce—Southern head, \$2.25 per bu; hot house leaf 11c per lb.

Nuts—Almonds, 18c per lb.; filberts 15c per lb.; pecans, 15c per lb.; walnuts, 19c for Grenoble and California; 17c for Naples.

Onions—The market is featureless

at \$1 per 100 lbs. for red and yellow and \$1.25 for white; Spanish, \$1.50 per crate.

Oranges—California Navels are in large supply and demand at \$2.25@2.50 per box for all sizes. Floridas fetch \$2.25@2.50.

Oyster plant—30c per doz.

Peppers—60c per basket for Southern.

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

Potatoes—The condition is unchanged. Country buyers are paying 15@25c. Locally, the wholesale price is about 40c per bu.

Poultry—Local dealers pay 14c for fowls; 10c for old roosters; 10c for geese; 14c for ducks; 14@15c for No. 1 turkeys and 10c for old toms. These price are 2c a pound more than live weight.

Radishes—25c per doz. bunches for round or long, hot house grown.

Strawberries—35c per qt. for Florida.

Sweet Potatoes—Kiln dried Delawares command \$2.25 per hamper.

Tomatoes—75c per 5 lb. basket for Southern.

Turnips—50c per bu.

Veal—Buyers pay 8@12c according to quality.

The firm of Moore & Weaver, consisting of E. J. Moore and Chauncey Weaver, has succeeded Floyd Finch in the grocery and meat business at 1175 South Lafayette avenue. Mr. Moore has been in the meat business here for a number of years and was last located at 12 Burton street. Mr. Weaver was formerly employed as a string butcher.

Charles C. Ward, the newly-elected Secretary of the Michigan Wholesale Grocers' Association, visited Grand Rapids one day last week in company with ex-Secretary Bigger and made the acquaintance of the local grocery jobbers. Mr. Ward is also Secretary of the Indiana Wholesale Grocers' Association.

Ransom Bros. have added another store to their chain. It is located at 1205 Madison avenue, and is the third such store started here by the firm. Ransom Bros. originated the chain store system in Grand Rapids, having been in business since December, 1914.

Salem Bashara and his two sons, Joseph and George Bashara, under the style of the Salem Bashara & Sons, have succeeded C. A. Dass in the grocery and confectionery business at 1158 South Division avenue. Mr. Bashara was formerly employed as a traveling salesman.

The Grocery Market.

Sugar—The market shows an advance of 15 points in refined during the week, all refiners being on a selling basis of 5.90c for granulated, except one, who is undertaking to secure 6c. Developments have shown that the underlying conditions are much more bullish than the average member of the trade realized, for the recovery from the recent setback was rapid and seems likely to be permanent, since the largest interests abandoned their policy of antagonism. Refiners, by advancing the price of granulated to 5.90c and thereby giving the signal to the country that replenishing of stock was in order, burned their bridges behind them and cannot hope to exert pressure longer upon the Cuban planter, who now knows that raws must be purchased from time to time to cover the contracts booked with the distributors and manufacturers.

Tea—The Japan market continues firm, with a scarcity of medium and low grades. An advance of 5c per pound has already taken place in Ceylon and India teas and the heavy buying by Russia and England for the armies in the field holds the market very firm. The increase in the sale of Formosas has kept the price of these teas unusually high. China Congous are scarce and are being held at higher prices. Still further advances of blacks are looked for.

Coffee—The market shows no particular change for the week, Mocha being relatively the highest and firmest grade on the list. Rio and Santos coffee are not especially strong and the market seems soggy. Mild grades are well maintained, if of good quality and are in fair demand.

Canned Fruits—Offerings of California fruits from the Coast are light and spot holders are not anxious to sell evidently, but there is no important demand at present. Southern and Western fruits in all varieties are steady but dull. Apples are still dull and unchanged, so far as most packers' prices are concerned, but some cheap goods much below the market have been offered by one packer during the week. The situation is not very strong.

Canned Vegetables—The greatest activity is in cheap peas for immediate delivery, but even in this line orders are small. The increased demand, however, seems to have imparted a stronger tone to the spot market. Next to cheap peas the most active article on the list is corn, but buyers are pursuing a selective policy and take only the best of the goods offered at the inside prices and only what they need to supply present requirements of consumption. Tomatoes are unchanged from a week ago.

Canned Fish—Demand for cheap grades of salmon from the South and from export buyers continues but is not urgent. Buyers and sellers seem to be apart on their views of prices. Alaska red and Columbia River chinooks being in small compass, are firmly held. Medium reds are dull but steady under small offerings. Domestic sardines are steady at the re-

cent decline, but seem to be getting little attention. Imported sardines of all descriptions are offered sparingly and the market has a firm tone in sympathy with advices from primary sources of supply. Other canned fish remain dull, with prices more or less nominal.

Dried Fruits—Although no decided change in quotations on spot California prunes is announced by holders of goods in New York, the tone of the market is easy, and in some quarters prices are being shaded fully ¼c and possibly ½c per pound, according to seller. Some local holders report an increased enquiry from the West and claim to have done quite a little business for shipment from here to that section within the past few days at the lower prices. There is little business reported in spot apricots or peaches, and nothing seems to be doing for shipment to this market from the primary market. Raisins are inactive, and no fresh features were presented at the end of last week. Sultanias being closely cleaned up on the Coast and closely controlled here, are firm. No change is noted in the position of currants here on the primary market, the demand being light but the tone fairly steady. Figs are slow of sale, and, while supplies are light, there is a disposition in some quarters to shade prices for the purpose of quickening the demand. At the close the market on all grades was ½c lower than a week ago. Dates in bulk move slowly, but a fair demand is reported for carton goods.

Molasses—The trade is waiting for the arrival of foreign molasses, the crop of which is expected to be small since the planters are finding it more profitable to make 69 degrees test sugar. New crop Ponce has yet to arrive. Grocery grades of molasses are quiet, with a routine enquiry. Blackstrap is firm in tone, with a better demand for feeding purposes.

Rice—New Orleans reports a steady market, with business quieter. Remainder stocks of rough rice are strongly held.

Cheese—The consumptive demand is very light, although there is still some export buying, which keeps the market healthy and firm. Stocks in storage are being reduced considerably by the export business and the general situation is healthy.

Provisions—All cuts of smoked meats are in light consumptive demand and the general situation is dull. Pure lard is dull at a decline of ¼c, and so is compound at the same decline. Dried beef is unchanged. Barreled pork is steady at a decline of 25c and is in moderate demand. Canned meats are steady and in a light demand.

Salt Fish—Mackerel shows no change for the week and only a fair demand. Cod, hake and haddock are unchanged and quiet, business being for the moment light.

L. J. Hildebrandt, who retired from the grocery business at Lansing about two years ago, will resume business at his former location March 22. The Judson Grocer Co. has the order for the stock.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, March 15.—George Bailey, popular manager of Prenzlauer Bros.' shoe department, is getting ready for the spring opening. George has been working overtime of late, making many improvements in the shoe department, which has grown under his management to be one of the largest shoe departments in the city. George is not only a general favorite among the ladies, but is a drawing card from nearby towns as well, as it is a conceded fact that some of the ladies from the neighboring towns make a special trip to the Soo to lay in their supply of shoes whenever they hear of George's announcement of any special attraction in the shoe line.

Thomas Lenney has opened a tobacco and confectionery store at the corner of Portage avenue and Johnson street in the building formerly occupied by the Pilot. Mr. Lenney expects to develop into a large tobacco business and it might be well to notify Brother Burt Sweet to jot this down in his note book, as Mr. Lenny will, undoubtedly, be in the market for some of Burt's famous goods.

Jean Haller, proprietor of one of our leading stationery stores, was the happiest man in town last week when the stork called and made a deposit of one of the finest boys in Cloverland. Jean has bought a new hat of a larger size and is not only passing around the cigars, but has taken off his coat this week to work the city trade personally, so as to keep more of the large orders from going out of town.

We noticed an item to the effect that A. H. Lewis, a famous writer, left an estate valued at \$500,000, and we have been figuring that he must have been doing some traveling on the side, and some of our local travelers have been trying to get next to what his line might have been, as there are many others who would like to be able to accumulate that much to leave with those who love them.

They had Frank Allison guessing last week at St. Ignace, as Frank has been studying agriculture for the past year and his hobby has been his garden here which has made some record yields. Frank asked his friend, Mr. Hauptli, what he knew about agriculture. Hauptli said he knew all about it and would be pleased to impart any information that might be asked of him. Frank then said, "Well I have been wondering why it was that farmers living in the valleys always plant their corn on the hill." Hauptli is still looking for Allison as he is the fleetest on his feet.

The last hockey game of the season was pulled off at the Soo last Tuesday, when our home team played with the London, Ontario, team and, as usual, the Soo team cleaned up on them with a score of 4 to 2. This makes a clean sweep for the Soo during the entire season. Arrangements were made with Cleveland to play. Cleveland had just played the London, Ontario, team, whom they had put one over on, which gave them new courage and they challenged the Soo team which accepted, but for unknown reasons Cleveland has backed out and would not play. We have every reason to feel very proud of our Soo team with the excellent record they have made during the season just closed.

Our popular Chief of Police, M. H. Mitchell, run up against the real thing when he struck the gripe, which put him out of business for the past week, but from the latest report it will only be a few days before he will be able to attend to his duties again.

Mr. and Mrs. D. H. Moloney returned to the Soo last week, after spending the winter in the South. They are both looking hale and hear-

ty and from all accounts have had one of the best trips ever taken. Mr. Moloney has, since his return, purchased the Ye Toggery clothing stock which was formerly conducted by Charles Follis. Mr. Moloney will run the Ye Toggery as a branch store, with Charles Follis as manager, and as Mr. Moloney has been one of the most successful clothiers in the city, the new enterprise will, undoubtedly, be a winner.

The International Transit Co. does not expect to resume ferry service between the two Soos until the ice is entirely out of the river. This is unusual, as heretofore it has always forced a passage about the middle of March.

The Soo Savings Bank, one of our leading banking institutions is going to spread itself this spring, putting in about \$20,000 worth of improvements in remodeling the building, putting in new fixtures, etc. When completed, it will be one of the most up-to-date financial institutions in the State.

St. Ignace added a new enterprise to its industries last week. The St. Ignace Fish Co. has been organized with M. T. Wilcox, of Port Huron, and others. H. W. Sanderson will act as manager. The new concern expects to take care of the fish business of the Straits of Mackinac the coming season. The icehouses are filled in readiness for a large season's catch and it is expected the new industry will help make things lively above the straits.

W. R. Cowan, popular manager for Prenzlauer Bros. Co., one of our largest dry goods and shoe houses, has returned from a purchasing trip to New York. Mr. Cowan states that while he has seen many sights in the great city and had a touch of high life, still he was anxious to get back to the old camping ground and states that there is no place like the Soo after all. Mr. Cowan has been building himself up in the Soo gymnasium during the winter, which has put him in trim to enjoy the best of health, and he did not find it necessary to take any tonic before leaving, as is usually the custom when taking so long a trip.

The hotel at Hessel has lost its landlord, J. A. Johnson, who died last week after only a few days' illness. Mr. Johnson was well known by the traveling men making Hessel, who will be grieved to learn of his demise.

For the benefit of the wage earners of the United States in their search for employment, the United States Bureau of Immigration has established distribution branches throughout the country. At these branches employers may make application for such help as they need and workers may register as applicants for such situations as they are competent to fill. No fee is charged employer or worker and many applicants for workers and employers are being received by Postmaster Scott.

R. T. White, local manager for the Michigan State Telephone Co., made a special trip to St. Ignace on official business last week and says that St. Ignace is showing much activity this winter, considering the general conditions throughout the country.

Thomas Chandler, general manager and superintendent of the Edison Sault Electric Co., is in Chicago taking in the sights as well as looking after the business.

Chas. Gopplet, representative of the H. O. Wilbur & Son, chocolate and cocoa manufacturers of Philadelphia, is calling on the trade here this week and states that business in his line was never better.

William G. Tapert.

L. A. Wright, who for a number of years had been employed as a draftsman for the Elliott Machine Co., has started in a general wood working business at his home, 967 Eastern avenue.

In and Around Little Traverse Bay.

Petoskey, March 15.—J. T. Starr, prominent grocer of Harbor Springs, is leaving this week for points in Illinois with three cars of fancy potatoes which were grown upon his own farm. Mr. Starr is a successful farmer, as well as a successful merchant, and is one of the best known men in the vicinity of Harbor Springs. Mr. Starr takes an active part in politics and is a booster for his home town.

The debating team of the Soo high school came to Petoskey last Friday all ablaze to debate with the Petoskey high school team, Government Ownership of Telephones and Telegraphs. They came to conquer, but went away vanquished and stamped upon their sad hearts were these four words, There's Only One Petoskey.

Jacob Hulse, well known grocer of Carp Lake, was a visitor in Petoskey last Tuesday. Mr. Hulse is township treasurer and turned over to the county treasurer the roll for 1914. He says that taxes were paid more fully this year than for several years past, which is evidence that times are not so bad.

John M. Amstutz, the popular Mitchell street grocer, has been forced to enlarge his store. Increasing business found his quarters too small to do justice to the trade. Mr. Amstutz is an experienced grocer, having been in the employ of the A. Fochtman department store as manager of the grocery department for a number of years. Everybody joins in wishing him success.

Philip Teil, manager of the grocery department for Jackson & Tindle, at Pellston, is a candidate for the office of township clerk. Since coming to Pellston Mr. Teil has made friends with every person in the village and surrounding country and, if elected to the office will prove worthy of the position.

A reward of \$4 is offered for the apprehension of one T. P. Carson. Last seen he was at Alba.

The new bakery of Overholt & Co., at Petoskey, is completed and a test was made last Saturday and every part of the machinery was working fine. A visit to this institution is well worth while. The capacity of this plant is 12,000 loaves per day and Mr. Overholt expects the coming summer to have it working to its full capacity. A finer and more complete outfit would be hard to find.

G. W. Melson, former grocer and well known citizen of Harbor Springs, is a candidate for city treasurer. Mr. Melson is manager of the grocery end of J. T. Starr and is very popular with the trade. Mr. Melson is an energetic, forceful man, with an abundance of ardor, and will give the office the attention it deserves. We predict he will be elected.

In last week's issue we made mention of one D. A. Walsh, of Petoskey. Mr. Walsh has threatened the writer with violence for calling him "Dunk." We apologize. We have since learned that his name is "Hefty."

Owing to the fact that a number of the members of Petoskey Lodge, No. 629, B. P. O. E., have taken to the milk route, the house committee decided to purchase a cow. For the present the animal is housed on the fire escape. The lodge will shortly move into its new quarters in the Hub and then more spacious quarters will be provided for the animal. Bill Tracey is keeper of the cow and says if the cow doesn't go dry by the time he has learned the humble art of milking, he will provide drinks for the entire lodge.

George Sparks, representative of the Standard Oil Co. at Levering, was a visitor in Petoskey last Saturday. In fair weather or foul George always wears a smile.

P. J. Behan, of Petoskey, representative of the National Biscuit Co., has purchased a ford touring car and is

giving his family the benefit of these nice spring days. I will get killed for this, Mr. Stowe. Pat has already threatened me.

Petoskey Council, No. 235, U. C. T., will hold its annual meeting Saturday evening, March 27. A good spread is promised. Mr. Kortenhoff will be in charge of the bill of fare. It is hoped that every member who can come will be on hand.

We are informed that the contract has been let to erect a large forty room boarding house at Bay View. This popular summer resort is constantly growing in favor and more accommodations are necessary to take care of increasing business.

Herbert Agans.

Railroads Want Dividends on Mismanagement.

Hudson, March 15.—Never did I know a time when the people were so absolutely destitute of representation as they are at the State Capital at Lansing now. The corporations and railroad interests never were so firmly entrenched.

There never was a time in my recollection when the interest and desire of at least 95 per cent. of the people of our State were so ruthlessly ignored as is shown by reflection and the activities of the powers in attempting to foster upon the people of our State an additional tax of from 25 to 50 per cent. of their passenger fares.

At no time in the history of railroading was such a proposition so absolutely absurd and uncalled for. At no time have the railroads been less entitled to consideration.

Some five years ago Louis Brandies startled the country by giving out a most convincing article showing the railroads of the United States to be conducted in such a manner as to make a waste of \$1,000,000 a day, and I want to say little has been done in these five years to correct this abuse.

The absurd contention of the railroads that increased cost of labor makes it necessary to advance rates is ridiculous, when it is an established fact that because of increase in size of cars, the power of engines, the length of trains and speed, the labor cost per ton has been reduced 70 per cent in thirty years.

The whole of it is the purchasers of railroad traffic are being asked to contribute to pay for such incompetent and extravagant management as would bankrupt any industry in Michigan.

The Lake Shore & Michigan Southern is the one exception of Michigan railroads whose efficiency and business management have prevailed, and what has been the result? The New York Central Railway recently purchased it. At what price? Five for one. Five hundred dollars for each stock certificate of \$100. Why? Because it was paying such earnings and dividends as to make it pay good interest on the 5 to 1 basis.

By contrast, take the Wabash Railway stock. The common is worth three-fourths of a cent on the dollar, and preferred one and one-half cent on the dollar. Is it lack of business that makes the stock near worthless? No. The Wabash is being double-tracked in order to take care of its business.

Do you think the Wabash management would increase their facilities if it was being done at a loss?

What makes the Lake Shore stock worth 500 times as much as Wabash stock? Does anyone presume that the Wabash would be on a dividend-paying basis on its 50 times over-capitalization if freight and passenger rates were doubled?

Why should we be taxed to pay dividends on over-capitalization and gross mismanagement?

Edward Frensdorff.

Joseph Gerris has started in the grocery business at 1501 Broadway avenue.

Late News About Michigan Corporations.

Detroit—The Schlieder Manufacturing Co., manufacturer of poppet valves, has increased its capital stock from \$20,000 to \$100,000.

Detroit—The Carlen & Clark Manufacturing Co. has changed its name to the Michigan Multigraphing Co.

Ann Arbor—The Bice-Ernest Co. has been incorporated with an authorized capital stock of \$4,000, of which amount \$2,500 has been subscribed and \$1,000 paid in in cash.

Reading—The Reading Co-Operative Commerce Co. has been incorporated with an authorized capital stock of \$30,000.

Bay City—Jay Thompson & Co., dealers in boots and shoes, have merged their business into a corporation under the style of the Jay Thompson & Co., with an authorized capital stock of \$35,000, all of which has been subscribed and paid in in property.

Detroit—The Trio Manufacturing Co., manufacturer of auto parts, has increased its capital stock from \$250,000 to \$300,000.

Detroit—Capper & Capper, manufacturer and dealer in men's wearing apparel, has been incorporated with an authorized capital stock of \$25,000, of which amount \$20,000 has been subscribed and paid in in cash.

Saginaw—The Valley Boat Co., manufacturer and dealer in boats, engines, automobiles and accessories, has been incorporated with an authorized capital stock of \$10,000, of which amount \$6,520 has been subscribed and \$6,020 paid in in cash.

Detroit—The O. B. Cook Co., wholesale liquors, has merged its business into a corporation under the style of the O. B. Cook Co., with an authorized capital stock of \$60,000, all of which has been subscribed, and \$14,000 paid in in cash.

Mount Forest—The Peoples Elevator Co. has been incorporated with an authorized capital stock of \$2,000, of which amount \$1,500 has been subscribed and paid in in property.

Saginaw—The Michigan Engineering Co., manufacturer and dealer in steam and power machinery, has been incorporated with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$5,000 paid in in cash.

Detroit—The Fred Hanna Lumber

Co. has merged its lumber business into a corporation under the style of the Fred Hanna Lumber Co., with an authorized capital stock of \$25,000, all of which has been subscribed and \$14,025.04 paid in in cash and \$10,974.96 in property.

Battle Creek—The Battle Creek Box Co. has increased its capital stock from \$10,000 to \$25,000.

Detroit—The Michigan Cash Register Co. has been incorporated with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed and \$250 paid in in cash.

Garden—The Sexton Rotary Potato Harvester Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$40,000 has been subscribed, \$500 paid in in cash and \$39,500 in property.

Menominee—The Menominee Potash Co. has been incorporated with an authorized capital stock of \$3,000, all of which has been subscribed and \$1,500 paid in in cash.

Traverse City—The Sherman & Hunter Co. has merged its clothing business into a corporation under the style of the Sherman & Hunter Co., with an authorized capital stock of \$20,000, of which amount \$16,600 common and \$2,500 preferred has been subscribed and \$16,600 common and \$1,100 preferred paid in in property.

Detroit—The Armitage Leather Co., manufacturer and dealer in all kinds of leather, has been incorporated with an authorized capital stock of \$10,000, of which amount \$9,500 has been subscribed, and \$2,000 paid in in cash and \$2,000 in property.

Detroit—The Herman Boetz & Bros. Co., dealer in men's, women's and children's clothing, furnishings and shoes, has been incorporated with an authorized capital stock of \$15,000, of which amount \$12,000 has been subscribed and \$7,000 paid in in cash and \$5,000 in property.

Battle Creek—The Candy Crabb Stores Co., manufacturer and dealer in confections, has been incorporated with an authorized capital stock of \$1,000, all of which amount has been subscribed and paid in in property.

Detroit—The Standard Motor Parts Co., manufacturer and dealer in automobile repairs and accessories, has been incorporated with an authorized capital stock of \$300,000, of which amount \$150,000 has been subscribed,

\$6,200 paid in in cash and \$143,800 in property.

Saginaw—The Lenmar Manufacturing Co., manufacturer of baling machines, has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed, \$10,000 paid in in cash and \$15,000 in property.

Detroit—The Henris Wall Paper Co., dealer in wall paper, paints, etc., has merged its business into a corporation under the style of the Henris Wall Paper Co. with an authorized capital stock of \$10,000, of which amount \$7,000 has been subscribed and paid in in property.

Sparks From the Electric City.

Muskegon, March 15.—Congratulations to the Mayor of Mears! Your presence is very welcome.

So Oviatt was under the impression that the writer was endeavoring to go into the hide business. Never worry. We are well satisfied to peddle paper.

The writer was talking U. C. T. business to Mr. Levin, of Holton, and asking him to join. We almost succeeded when Oviatt popped up and exclaimed, "If you believe anything that Steindler tells you I will tell Father Armour to buy you out," so Levin put off joining our bunch.

John Boughner, of Shelby, has moved into his new quarters, which is the old Ike Fisher store. John Boughner started in business several years ago with a very small capital, but with two large hands which could work and a determination to succeed if hard work could attain success. The store John started to do business in did not grow in size with the friends and increased business that John was receiving, so John had to look for a place where he could show his goods to better advantage. The old Fisher store fits John's ideas to a T, so Boughner bought the place and immediately started to remodel the interior. The fixtures are going to be new and so is the stock, as John Boughner always had the reputation of selling up-to-the-minute goods at all times. A few merchants of the Boughner caliber would do any town a good deal of good and would have a tendency to keep trade at home. We take this means of wishing Mr. Boughner success in his new enterprise.

S. Steindler has left for Milwaukee, where he is having his eyes treated.

That pipe of peace banquet will be held next Saturday, after the afternoon meeting at the Hentschel Hotel. We will have a couple of candidates to initiate into our mysteries and the election of officers will follow. The banquet committee consists of Matt Steiner, Herman Anderson and Nick

Lulof. You could not pick out a better trio. E. C. Welton will act as toastmaster and he is there all right. Ask Brubaker. The following will speak—you all know them as they are all peddlers like ourselves—J. D. A. Johnson, C. J. Follrath, A. W. Stevehson, R. Ashley, E. P. Munroe and J. Britton. Then the U. C. T. quartette will sing, "Please Take Me Home," or "We Feed the Baby Garlic So We Can Find It in the Dark." By that time, if you haven't got your money's worth, Herman Anderson will try some of his celebrated card tricks. We need the money. You need the fun, so bring your appetites along and don't forget that one dollar bill.

We noticed in last week's issue Will Sawyer gave his farewell talk. We will all miss Will Sawyer, for he had a way of making everyone happy through his columns. We will miss you, Sawyer, and hope you will take the pen occasionally and tell us about it.

An auto bus has been inaugurated in Muskegon which will run from Muskegon to North Muskegon about six times a day each way. This is a long-felt want and, no doubt, will prove a success.

We are happy to report that Chas. E. Wilson, White Cloud, is back on the job and looking fine.

Peter Boven, of Reeman, has been re-appointed postmaster.

Ches. Brubaker, take another round. Nothing like keeping up in trim, for sometimes the secretary and president of a certain order do not kiss after the meetings are over. I won't give you away. Ask Chas. Corey.

Milton Steindler.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, March 17.—Creamery butter, fresh, 25@30c; dairy, 20@28c; poor to good, all kinds, 15@20c.

Cheese—Dull, new fancy, 15@15½c; new choice, 14½@15c; held fancy, 16½@17c.

Eggs—Choice, fresh 19c.

Poultry (live)—Cox, 12c; fowls, 18@20c; geese, 13@14c; turkeys, 16@20c; chicks, 17@19c; ducks, 18@20c.

Poultry (dressed)—Turkeys, 20@24c; chicks, 17@19c; fowls, 17@18c; ducks, 18@20c; geese, 13@14c.

Beans—Medium, new, \$3.25@3.35; pea, \$3.30; Red Kidney, \$3.50@3.65; white Kidney, \$3.50@3.75; Marrow, \$3.75@3.90.

Potatoes—30@35c per bu., dull.

Rea & Witzig.

Richard Muler, who for the past eighteen years has been employed as a machinist by the Alexander Dodds Co., has started in the dry goods and notion business at his home, 235 Palmer street. The business will be managed by his wife.

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E. A. STOWE, Editor.

March 17, 1915.

NO SIGNS OF PEACE.

A considerable movement has been launched in this country, including this city, to bring about peace among the belligerent nations of Europe and to establish, when the war is over, all nations on a permanent peace basis, so far as may be possible. Very worthy and deserving of all encouragement in this enterprise. It may negative any militaristic propaganda that may be instituted at home, while exerting a good influence abroad. But it must be conceded that at the present time there is little hope of the nations at war suspending hostilities. As a matter of fact, no basis for a peace compact has been established.

In the first place no decisive battles have been fought. The operations of the various armies have been continuous and the losses have been large, but none of the national units engaged can be said to have attained a distinct advantage. It is true that Germany sustained a daring repulse during the march on Paris and that the Russians have sustained repeated repulses, but the balance of strength and advantage has not been changed materially and the contending forces may now be described as in a state of "locked horns" with the battle royal yet to come. At the outset, Germany, owing to her rapid mobilization and greater preparedness, was able to transfer the scene of hostilities outside of her own territory, which was an advantage to her, but this did not affect her opponents, with the exception of Belgium. Hostilities have continued and now remain on the lines laid down during the first three weeks of the war.

None of the countries show any signs of exhaustion. The rumors of a shortage of food supplies in Germany are possibly somewhat exaggerated; Austria shows surprising tenacity; Russia, provided, she can organize her resources, has an inexhaustible field of men and supplies. She may not increase her effectiveness, but, on the other hand, she will be difficult to suppress. It is doubtful if France can do more than she has been doing from the outset, but the country shows no signs of weariness. Great Britain is still mobilizing and laying the basis for a long war and apparently growing

more determined every day, issuing her naval dictums regardless of protests, indicating no signs of weakness. No decisive naval battle has been fought.

New complications are imminent, which may prolong the establishment of peace. Several neutral countries seem to be on the verge of engaging in the war. But the worse indication is that no peace sentiment prevails in any of the countries of war. There is no vigorous peace party even in this country. All are determined to fight it to a finish. All are still confident of victory. The horrors of the strife create no feeling of revulsion in any of the belligerent countries. The hope of an immediate peace has apparently little foundation. The tide may be turning, but it is still invisible, and the height of the severity of war, it would seem, is yet to be experienced by the countries engaged. The forcing of the Dardanelles may either hasten or prolong peace, but an early cessation of the terrible strife is not within the present purview.

INTERNATIONAL HATREDS.

One disquieting thing about the bases underlying the present war is the venomous hatreds which seem to inspire it—more especially in Germany. Apparently there is no further attempt to disguise the fact that the most bitter hatred of the English exists there, and it is increasingly evident that it pervades about every stratum of society in Germany. It is openly avowed by German writers, whose productions have been widely quoted, that a peace in which their nation could live in neighborly content with France and Russia is conceivable, but that no peace can be tolerated while the hated English enjoy a command of the sea or a considerable foreign empire. Americans returning from Berlin confirm the universality of this feeling—yet curiously enough Americans returning from London report that the general feeling in England toward the Germans is not one of similar bitter hatred at all. England may be thoroughly scared by the menaces of German success, but for the German people there exists at present nothing approaching the vehement detestation of all things English that prevails everywhere in the German Empire. It may be too much to say that this feeling is shared by every German, high-born or peasant; but the exceptions appear to be very few, and the animosity toward England has come to be, so far as one may judge at this distance, a national obsession. It is a disquieting thing, because it seems to be so ineradicable. Were Germany to conquer and humiliate England, German hatred of the British might indeed cease—but the burning hatred would then be manifested the other way about.

TWISTED THE TIGER'S TAIL.

Billy Sunday went to Princeton the other day. President Hibben, the narrow minded Calvinist who presides over the destinies of the college, refused to meet him; he was not permitted to speak in the university buildings, and he was denied the honor of

having "Old Nassau" sung for him. Nevertheless, he bore up under the shock. He preached two characteristic sermons and was rewarded at the close of the one delivered to undergraduates, by having 615 young men "hit the trail." So when he left town to return to his work in Philadelphia, he said he had put in a "corking" day.

Sunday's reception—or lack of it—in Princeton seems to typify the intellectual disapproval of his methods. Closing the university buildings to him will strike some persons as an ungracious act, although entirely in keeping with the religious intolerance of Princeton; Sunday may be spectacular; his methods may be unwise. But he is trying to do good work and it would hardly seem to be taking a desperate chance to let him talk to the undergraduates in one of Princeton's own buildings. The average young man in college is not greatly concerned with theology. The college president who warned a visiting preacher that few souls are saved after the first fifteen minutes, recognized the difficulty of sermonizing to such a congregation.

Sunday himself did not win his hearers immediately, and his message was received with tolerant interest until he began to tell his own experiences. Instantly he caught his audience, and with that wonderful art which makes him a powerful evangelist, he gripped their attention. As he finished he urged those who wished to lead Christian lives to "hit the trail." A few responded. "Aw—come on boys," was Sunday's appeal, and down the aisles they came—615 according to a conservative count. Perhaps that is the reason why his welcome in Princeton lacked any official flavor. Perhaps there is just the slightest resentment on the part of those who fail to influence men as Sunday does. In any event there is reason for hilarity to observe how Sunday refused to be squelched, and then proceeded to twist the tail of the tiger.

A TRUST EXPANDING.

In food trade circles astonishment is expressed that the "Raisin Trust" should so boldly pursue its evident purpose of monopolizing the field for fancy, branded raisins, since it already has the control of 90 per cent. of the raisin packing of the Coast. It may be that the other 10 or 15 per cent. will furnish jobbers some slight chance of continuing their brands, but trade opinion does not disagree in the slightest in a belief that the big company has tried to deal every other brand but its own a death blow.

It has long been a mystery to observers of California business methods how the producers of that State combine and pool their output, or hold it for higher prices by undeniable agreement among competitors, without a fear of the Sherman law. The answer probably lies in the fact that pools are entirely intrastate affairs and not amenable to the Federal law, while it is well known that the farmers of California have no trouble in putting the notorious Cartwright law to sleep because it came uncomfortably near

hitting them. But this latest move to monopolize brands is interstate and if the Trust's programme carries through it wouldn't be surprising to find more or less demand for the Federal trust-busters' attention.

No contrast could be greater than that between the character of the war news of the present time and that of the early stages of the struggle. That intentness of interest, centered upon one or two crucial possibilities—the investment or the relief of Paris, victory or defeat on the Russian frontier—with which the newspapers were looked for six months ago, is wholly absent now. But on the other hand there never was a time when the gigantic nature of the conflict was so impressively brought home as it is at the present moment. The news of a single day records the destruction of a British warship off the West coast of Scotland, as well as the sinking of a British bark in the South Pacific and of a French liner in the South Atlantic by German rovers; the progress of the movement against Constantinople by the British and French in the Dardanelles and by the Russians on the Bosphorous; notable advances by the Allies in the slow trench-warfare on the west, interpreted as the result of renewed pressure brought to bear there for the benefit of the hard-pressed Russians facing Hindenburg's new drive. All in all, the signs are present of unrelaxed activity on all sides, with the possibility of momentous developments in the near future.

The Grand Rapids Herald devoted a page last Sunday to what purported to be a review of the newspaper workers of the city for the past fifty years. The review was all right, so far as it went, but if there was any pretension to accuracy or completeness, it was a dismal failure. A newspaper worker who has seen the most years of consecutive service of any man in the city was ignored entirely. Men who contributed much to the newspaper history of the city are dismissed with a line, while obscure newspaper workers who left no permanent impress on the life of the city are played up as though they were stars of the first magnitude. Altogether, the showing is an unfortunate one, because of its lack of accuracy and the malice quite evident in the omission of several worthy representatives of the profession.

Nickel or jitney movies are found in every city and fair sized town, but three-cent movies have reached Cincinnati. The cut rate show was started last week, and for three pennies one could see five single reels. The owners of the theater came over from Russia a year or so ago, and they believe in saving money. Therefore, they have a large sign outside the theater which advises patrons to put the two cents saved on each show into a penny bank and start a banking account that way. If every one who goes to see the three-cent shows follows the advice a large sum of money will be saved in Cincinnati.

THE ADDED TOUCH.

Easter affords the merchant an excellent opportunity for effective window display.

Of course, window display should at all times be made as effective as the limitations of the merchant's materials and ingenuity will permit. Nevertheless, there are at certain seasons possibilities of giving to the store front—and to interior displays as well—a certain seasonable touch. The passer-by, caught by the seasonable feature, lingers to look at the goods—and, interested in the goods, he becomes instantly a possible purchaser.

Easter is just such a season. The display of seasonable goods is desirable; to the display of goods there can be added little accessories which give the merchant's window a timely aspect; which fit in with the mood of the people passing by.

These accessories may be burlesque; as a general rule, however, it is better to give the window a serious tone, modified by a measure of light and brightness.

For instance, flowers are an appropriate feature in any Easter display, be it of groceries, hardware, drugs, or dry goods. The dominant flower of the occasion is, of course, the Easter lily. Many merchants—grocers in particular—now handle flowers on commission, selling on this basis for greenhouses which are situated some distance from the business part of the city or handling plants and cut flowers for out of town florists. These flowers will furnish an admirable background for a display; in addition to which they represent in themselves good possibilities of profit.

Where real flowers are not handled, artificial flowers can be used to good advantage. They represent a small initial outlay; but they can be carefully put away, and used year after year, new effects being given each Easter by varying the arrangement of the display. As has been said, Easter lilies are dominant at this season. Violets, too, are very seasonable; other flowers that can be used artificially are apple blossoms, wisteria, snowball, lilacs, roses, maiden-hair ferns, morning glories, tulips and shamrocks. The latter, however, may already have been used in connection with St. Patrick's Day; if so, their early repetition is a matter for individual judgment.

Often the merchant's women folk can make pretty good artificial flowers. Excellent imitations of apple blossoms can be made with pink and white tissue paper, cut in circular shape, and wired by means of fine copper wire to real branches. Imitation leaves may be added of green tissue cut in shape and similarly wired; or the blossoms alone may be used. To make artificial lilies, strips of fine copper wire can be cut in foot lengths. Twist at the lower end into bunches of eight, ten or twelve wires, wrapping them in green tissue to a height of, say, ten inches, and so twisting them that the upper ends of the wires come at the proper height. The twisted wires at the bottom, wrapped in the green paper, will form

the stem. Lily petals from two to three inches long can be cut from white crepe paper and fastened to five of the wires, the tips of the latter being bent outward so as to make the lily shape when the petals are attached. The ends of the other five wires can be wrapped in gilded or yellow paper, forming the calyx. The result, with a little experiment, will give a good imitation of an Easter lily; sufficient, in any event, to give the window an appropriate Easter touch.

The making of imitation flowers is largely a matter of deftness. With an actual flower to model from, the average clever girl can usually put together the imitation blossoms very quickly. All that is needed is a supply of fine copper wire, green tissue white crepe paper, paste, and—common sense, plus deftness.

Cut-out butterflies also add to the appearance of an Easter window. Small bits of wood in match shape can be used to provide body and frame work; these can be split part way, and crepe paper, cut in the form of wings and inserted in the split. Different colors of paper can be used, and the markings of the wings imitated with colored crayons; the body parts should also be colored, dark, with red or gold for the tip or head. Fairly tough wood should be used. These imitation butterflies can be suspended by fine thread or wires from the ceiling, or set on various articles displayed, or on top of show cards. Make the colors striking.

An Easter cross makes a good center piece for a window. A number of years ago a notion store just before Good Friday and through the week following Easter had a fine display in which the center of attention was a large cross covered with purple—the seasonable color—and inset with incandescent bulbs. This made a very effective display for evening trade.

Canopies or hangings of white, or white and purple, are also seasonable. White cheese cloth or crepe can be hung from the ceiling of a window and draped to the sides so as to form a dome or canopy, pinned up in places by large gilt stars or artificial flowers. The stars can be made of cardboard with a tack inserted and the part which shows, including the head of the tack, afterward covered with gold paper.

Most grocery stores and general stores now carry at Easter time a stock of "bunnies," candy eggs, cotton chicks and similar novelties. These can also be used to help out an Easter display and to give it a seasonable touch. Such displays are bound to interest the youngsters in particular; and it is a pretty safe rule that whatever attracts the notice of the children will be speedily brought to the attention of the parents.

On the burlesque side, the grocery or general store can put on a mock millinery display. This is a matter of ingenuity, helped out by a study of the millinery displays in the dry goods windows. Usually, for such purposes, one large hat and several small ones can be shown. For in-

stance, an inverted clothes basket makes an excellent center of attraction in such a display; it can be garnished with odds and ends of stock. Smaller hats can be devised from tinware, crockery or the like. The idea is to burlesque the Easter styles. A few years ago there was quite a vogue of this sort of millinery in hardware windows, the hardware stock readily lending itself to freakish styles. The whole thing is in the trimming of the hats from articles in stock; here the ingenuity of the window trimmer, helped by the suggestions of his admiring fellow-clerks, can devise a host of startling and striking effects.

These suggestions do not constitute complete window displays. They merely represent, in one form or another, what may be called the "Easter touch"—the seasonable feature which finds a quick response in the mind of every passer-by.

Back of these features, designed to attract the attention, should be displays of seasonable goods, carefully and effectively arranged—the class of goods which, because they are timely and because most people want them, will sell in consequence of being properly displayed. In devising ingenious effects to attract attention, the window trimmer should never forget that the great result for which he is working is to induce sales. The goods displayed should be timely; and their display can very well be helped out by the use of show cards and price tickets, which are always in order.

WAR AGAINST THE FLY.

Our interest in the war in Europe should not lead us to overlook the fact that the season is once more approaching when every man, woman and child should war assiduously against the fly.

Musca domestica is once more emerging from his—or her—winter haunts. With her emergence commences that prodigious multiplication table which astonishes the unscientific and appalls those who know how intimately associated the common house fly is with the spread of disease and death.

A few figures will impress the proposition indelibly on the average mind. In ten days from the time the fly deposits her eggs, 150 additional flies are hatched. As is well known, the percentage of females is much higher in the insect world than it is among mammals. Even, however, if we concede that half the newly hatched flies are males, the seventy-five females will each deposit 150 eggs, which, within ten days will produce 11,250 flies additional. Half of these, 5,625, are, we concede, females; within ten days more they have added 843,750 to the fly population. Half of this number, 421,875, will, ten days later, produce the huge number of 63,281,250 flies—making a total of 64,136,401 flies produced within forty-one days from the time the first fly emerged.

Of course, these calculations are based upon the pure supposition that half the flies are males—which is scientifically conceded to be a rather liberal masculine proportion. Hence the total figure at the end of forty-

one days is apt to be much larger than the sufficiently large figure that results from the calculation. And, allowing for all the ravages of fly swatters and fly epidemics and starvation (through people keeping themselves and their premises too clean) the total will assuredly approximate these tremendous figures unless the vigorous campaign conducted in recent years is repeated and amplified, in 1915.

Every man, woman and child is interested in this proposition. Every merchant is interested—and it is a proposition that particularly interests and affects the merchant who deals in food stuffs, be he general dealer, grocer, druggist or confectioner.

In the first place, the fly ravaged store is shunned by particular people; the fly ravaged stock of groceries disgusts the modern housewife. The merchant who wants to sell foodstuffs must keep his place of business clean. To do this, he must fight the fly himself from the very drop of the hat. Fighting the fly means carefully killing each individual fly as it appears; providing screens to prevent the ingress of flies which other people have neglected to kill and keeping his store premises clear of any sort of filth or debris calculated to attract the fly. All stable refuse in the vicinity should be thoroughly moved every week, as well as garbage; and, in addition, refuse and garbage ought to be thoroughly saturated with chloride of lime or crude petroleum, which will effectively prevent the eggs from incubating. Furthermore, the merchant should see that his fellow merchants get busy along the same lines; for a concerted campaign is easier for all, and more likely to succeed.

This is the portion of the fly fighting campaign which brings the merchant only indirect returns. His direct returns are from the retailing of fly fighting materials. These include in the hardware stock, screen doors and screen windows for keeping out the fly, and swatters for killing him; in the drug stock chemicals for disinfecting; in the drug and grocery stocks fly pads and fly papers for bringing his existence to a prompt and painless close.

It seems a long time since carbolic acid was discovered, and yet the man who made the discovery died only last Thursday. He was 84 years of age, and had many discoveries to his credit. He was Dr. Charles J. Eames, who found a process of making celluloid and invented a method of forging steel directly from the ore. This method was used by a steel company for many years. Dr. Eames was the first to apply carbolic acid in surgery to prevent infection, and the royalties on his discovery gave him a large income. He was interested in cremation, and drew the plans for the first successful crematory in this country, at Fresh Pond, which has served as a model for similar buildings throughout the world.

The devil always finds work for idle hands, and he works them overtime without pay.

MUNICIPAL OWNERSHIP.

More Cases Where It Has Utterly Failed.

Written for the Tradesman.

Without casting the least reflection upon the administration of the city of Grand Rapids or upon the intelligence of the citizens thereof, it is pertinent under the circumstances to call attention to some of the disadvantages of municipal ownership of public utilities. These disadvantages are by no means confined to the United States. Municipal and government ownership in Europe has not proved the success its adherents hoped for. Take, for instance, the government ownership and operation of railroads in Russia. The Idaho Statesman of October 19, 1914, says in this regard:

"Had Russia's government railways been operated as economically in 1910 as were her private lines, the saving in operating expense would have exceeded \$37,000,000. Such a discrepancy and comparative efficiency of state and private ownership is brought out in the annual report for 1910, just received by the Bureau of Railroad News and Statistics.

"Private companies in European and Asiatic Russia operate 13,256 miles of railway against 28,366 miles operated by the state. In 1910 these private companies paid out \$59 to operate for every \$100 they received in gross revenue. Against this showing, the state railways spent \$70 out of every \$100. Over staffing of the government railways is largely responsible for this unfavorable showing, whereas private companies handled a relatively larger traffic, 12,988 per mile against 112,426 on the government roads. The private companies accomplished the work with only 169 employees for every ten miles against 203 for every ten miles on the state railroads.

"During the entire year 1910, Russia, with an area almost three times that of the United States, added only forty miles to operated railways, giving her only one-half mile for 100 square miles of territory against every eight miles in the United States. Despite their inferiority in every detail of equipment, this Russian system cost in 1910 almost \$22,000 per mile more than our own."

The same condition has proved true in the ownership and operation of telephones by the French government.

The Inter Colonial Railway cost Canada \$70,000,000 in the first place and it has cost the government more than \$2,000,000 since. The people have never had a penny in the way of interest on the capital invested and the country has been helped very little by the construction of the line.

"Coming back to our own country, a large number of instances are not wanting which show that municipal operation of public utilities is proving very unsatisfactory. A case in point is that of the city water works of La Crosse, Wisconsin. The La Crosse Leader Press under date of October 17 in an editorial says:

"A part of the general expenses of

the municipality, \$21,000 is charged to water, and down a little farther where the income from various resources is cited, is found, water—\$45,000. Could anything be more unbusiness-like? Why should the receipts and expenses of the water system have in the annual financial statement no relation to each other? Yet here is a business which takes in money and pays it out, and yet it is not considered by itself so the public may know what it is accomplishing, or failing to accomplish. A more severe complaint

The letter of the Commission to the Central Union Telephone Company contains this paragraph:

"Public sentiment as stated through the press and by petition leaves no doubt in the minds of the Commission that a large majority of the users of the telephones in the city of Indianapolis are dissatisfied with the present dual service and desire instead a single or unified service, which will do away with the necessity and added nuisance of two telephones."

This is another recognition of the

and yet the plant showed a deficit of \$2,534.

The municipal electric light plant at Lewisburg, Tenn., after five years' operation, has been sold for half its cost.

The cost of operating the municipal lighting plant at Memphis, Tenn., in 1910 was \$105,891, and did not include any allowance whatever for depreciation nor for sinking fund to retire the bonds, none of which have been paid. The manager states that \$500,000 have been put into that plant. Except for the bonds amounting to \$150,000, all of this money has come out of the general tax fund, as well as the money for operation, most of which comes from taxes, as the plant does a street lighting business only.

Amherst, Ohio, has been trying for two years to sell the power equipment of its municipal electric light plant and so far has not been able to find a purchaser for any part of it. The plant was constructed in 1902 at an original cost of \$10,000. In 1910 the capital investment was increased by the addition of new machinery and equipment that cost \$8,500. In 1912 the city abandoned the manufacture of electricity, offering its generating equipment for sale, and made a contract to buy current from a private company. When the town operated its own plant, there was service only from dusk to midnight, and the street lights burned only on nights when there was no moon. The private company now satisfactorily furnishes twenty-four hour service.

Galien, Ohio, has a municipal electric light plant established in 1889. This plant has been reconstructed at least three times since then. It now represents a capital expenditure of something more than \$90,950, provided by means of city bond issues from time to time. No portion of earnings has ever been reserved to take care of depreciation, and therefore each reconstruction has called for a new investment of city money. In the past the city has lost heavily by the ownership and operation of public lighting plant, and although the present management seems to be efficient, the property is still a source of heavy expense by reason of its old indebtedness. The deficit in 1913, when the payment of interest and depreciation are taken into consideration, was \$9,391.

Tallahassee, Fla., is to give up municipal ownership and sell its lighting plant to a private company. The True Democrat of that city has the following to say:

"After considering the matter very closely, the True Democrat is persuaded it would be well for the city to accept \$150,000 offered for its water, gas and electric light plants. Large sums are needed to meet public demands and these sums cannot be obtained from present patronage. A continued resort to bonds would be necessary, and these bond issues are a constant menace to the city."

The Calgary Street Railway, Calgary, Canada, will have to meet a deficit of \$50,000 or more this year, ac-



The White Elephant

"That elephant ate all night, and that elephant ate all day.
Do what he would, to furnish him food—the cry was still 'more hay!'"

may be made, the figures as submitted are misleading; \$21,000 is not the expense of the water system although it purports so to be. We are paying interest on \$66,500 of water bonds. This amounts to \$27,128 a year, an item considerably larger than the expense of operation."

According to this statement, the water works are actually losing \$3,128 a year, which the taxpayers must make up.

In Detroit, Michigan, a municipal bus line was on trial for more than a month. It carried 67,750 passengers and the daily deficit has been \$55 or \$1,650 for thirty days; not a profitable investment.

In Indiana, the Commission is strongly urging the merger of the two telephone companies in Indianapolis.

doctrines of public utilities being natural monopolies.

Athens, Ohio, is another city added to the long list of municipalities that found it could buy its electricity from a private company at less cost than it can make it, and at a recent election voted to abandon municipal ownership of its electric light plant and contract for service from a private company. The plant was built in 1903. Not only had the city plant less than half the number of customers usually found in cities of similar size, but its delinquent accounts have been allowed to increase from year to year until they called for sharp criticism from the state auditor's office. The year 1913 was by far the best year the city plant had, receiving \$3,445 for street lights,

cording to Mayor Graves, who made the statement to the City Council.

Chief Burgess of Middleton, Pa., in a private letter says:

"Concerning the shutting down of our municipal electric plant and taking up York Haven power, this was because the York Haven people can furnish light much cheaper than we can run our plant, and we feel justified in making the change."

Souderton, Pa., after spending large sums for enlarging its municipal lighting plant, closed down its generating station and made a contract with the Excelsior Light & Heat Company, which has since supplied current satisfactorily.

At Christianburg, Va., the generating and distributing systems have been sold to a private company, which has made extensions and improvements the city could not afford.

Because it could not be made to pay, the municipal electric light plant at Kent, Wash., was sold to a private company. At Pullman, Wash., the electric light plant owned by the city proved to be a burden to the taxpayers and was sold for less than half its original cost.

At Walkerton, Ind., arrangements have been made between the City Council and the Plymouth Electric Light & Power Company whereby the private company will furnish electricity to operate the municipal electric system. The editor of the Walkerton Independent in commenting upon this says:

"The Walkerton lighting plant has been operated in connection with the water works for several years and the surplus over the amount expended for maintenance has been counted as profit, with no fund laid aside for repairs, rebuilding or depreciation. The day of reckoning has come, with a dilapidated plant, engine beyond repair and dynamo overworked. There is not money enough in the treasury to pay for a new dynamo, to say nothing of a new engine, new lines, etc."

At Savannah, Mo., the municipal operation of the lighting plant, according to the Mayor of that city was discontinued because the old plant was getting to be badly worn and the service unsatisfactory. In a letter the Mayor says:

"At the time of discontinuing the local plant, it was a heavy money loser."

The citizens of Parsons, Kansas, at an election held February 11, decided that municipal ownership of an electric light plant would be unprofitable, and defeated a proposition to issue \$75,000 in bonds for the building of one.

Jackson, Ga., abandoned the operation of its electric light plant in 1913 and purchases current from the Central Georgia Power Company. This current is bought at reasonable rates and the citizens of Jackson, Ga., are completely satisfied with the change.

At Lisbon, Ohio, the municipal lighting plant was sold because it was badly in need of repairs and the citizens wished to secure continuous service.

In 1912, there was almost a unani-

mous vote in Ellisville, Miss., favoring the sale of the municipal lighting plant to the Lowell Light & Power Company. The Mayor of Ellisville said:

"Our electric light plant was not a paying investment by any means. It was the desire of the people that it should be sold."

J. M. Kaufman, town clerk of Summitville, Ind., under date of April 12, 1912, writes:

"It is true that municipal ownership proved a losing venture in this town, and after trying several years to make it self-supporting, the plant was sold to private parties."

The municipal electric light plant at Goldsboro, N. C., was purchased in 1912 by the Carolina Power Company. The reason for the sale was that the local lighting plant was inadequate for the demands and required an additional outlay of \$30,000, which the city did not have to spend. The editor of the Goldsboro Headlight says the efficiency of the plant was handicapped by mismanagement and lack of funds to make improvements.

The Mayor of Kansas, Ill., attributes the failure of the municipal electric light plant to the annual change of board members and employees. This plant was sold to a private company.

The municipal electric light plant at High Point, N. C., installed at a cost of \$20,000 proved a losing venture and was sold to the North Carolina Public Service Company after ten years operation.

The city of Tiffin, Ohio, fifteen years ago issued bonds to the amount of \$500,000 for furnishing natural gas to that city. It did not prove a success. The piping, wells and other properties were later sold to private parties at a very low figure.

The village of South Lyon, Mich., in 1912 sold its municipal lighting plant to the Eastern Michigan Edison Company and the village president says everybody is satisfied with the transaction.

The town of Mendon, Mich., after eight years' experience with municipal lighting has given a thirty years franchise to a private company. The editor of the Mendon Leader says:

"To sum it all up, the cause in our case for failure is mismanagement, pure and simple, a succession of mistakes and oversight."

The municipal lighting plant at West Newton, Pa., installed in 1892 at a cost of \$32,000, was sold in 1910 to a private company. The editor of the local paper says the action of the officials in unloading this plant was heartily approved by the taxpayers.

The village Coal City, Ill., has sold its municipal lighting plant to a private company for \$16,500, which is about 50c on the dollar.

Morrice, Mich., has adopted an ordinance giving the Consumers' Power Company, an offshoot of the Commonwealth Power Company, with headquarters at Owosso, a franchise for thirty years to furnish the village with electricity for light and power. Two years ago the propo-

sition was defeated; at this election there was but one dissenting vote.

Paul Leake.

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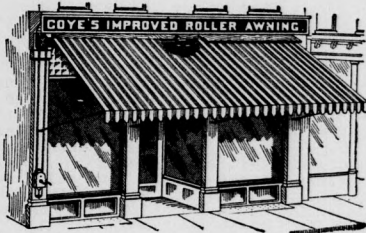
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This handkerchief illustration is not unlike the method you would follow in buying a car, a typewriter, or shaving powder. Your customer is not a judge of handkerchief materials, so the name of Sealpackerchief is his signal of safety and insures for him identically the same quality every time he purchases handkerchiefs. The retailer who ignores the powerful influence of advertising is completely out of tune. That advertising has brought about a stable condition in buying and selling is apparent at every turn. Your newspapers and magazines offer ample evidence. Whether it be an incubator, a threshing machine, a breakfast food, a collar, or a cigar—people want to buy and duplicate by name. They don't want nameless unknowns.

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ers, and the possibility of still greater profit lies in the fact that you can carry a wide variety of makes, a small stock of each, and thereby be in a position to serve a great number of men of varied tastes.

Every sale means a profit—at the beginning or the end of a season—and there's no need of retailers stocking heavily with advertised goods. Manufacturers and jobbers are ready to promptly supply retailers in such quantities as suit their needs.

Bankruptcy Matters in Southwestern Michigan.

St. Joseph, March 1—In the matter of James Ingersoll Day, bankrupt of Decatur an order was entered by the district judge, dismissing the petition of the objecting creditors to review the referee's order in allowing the claim of Maurice Wallbrun as a preferred claim in the distribution of the bankrupt estate.

In the matter of Victor L. Palmer, bankrupt, Kalamazoo, the trustee has filed its supplemental final report and account, showing distribution of all the funds in its hands except the sum of \$30, with request that action be taken on the same relative to closing the estate.

March 2—In the matter of the Kalamazoo Oil Co., bankrupt, Kalamazoo, the final meeting of creditors was held at the referee's office. The trustee's final report and account was considered and, no cause to the contrary being shown, was approved and allowed. Administration expenses to the amount of \$529.28 were ordered paid and a final dividend of 21.4 per cent. was declared and ordered paid on all unsecured claims filed to date. Creditors having been directed to show cause why a certificate recommending the bankrupt's discharge should not be made, and no cause having been shown, it was determined that such favorable certificate be made.

March 3—In the matter of the Ross Cabinet Co., bankrupt, Otsego, the trustee filed a report showing the sale of certain assets, consisting of the water power, real estate, buildings, machinery and unfinished goods, subject to a real estate mortgage of the face value of \$20,000 to the Skillman Lumber Co. and others for the sum of \$2,525, with request that the sale be confirmed.

In the matter of the Hickory Grove Distilling Co., bankrupt, Kalamazoo, the trustee filed his first report showing cash on hand of the sum of \$3,400, with request for the declaration and payment of the first dividend.

March 4—In the matter of Calvin Ashline, bankrupt, Allegan, the final meeting of creditors was held at the referee's office. The trustee's final report and account was approved and allowed and administration expenses and preferred claims to the amount of \$343.79 ordered paid. Creditors having been directed to show cause why a certificate recommending the bankrupt's discharge should not be made, and no cause having been shown, it was determined that such favorable certificate be made. It was further determined that the trustee be not authorized to interpose objections to the bankrupt's discharge. A first and final dividend of 3.35 per cent. was declared and ordered paid. The final dividend list of creditors was filed and the meeting adjourned without day.

In the matter of the National Gas Light Co., bankrupt, Kalamazoo, an order was entered by the district judge dismissing the trustee's petition for a review of the order in allowing the claim of the John Dunlap Company.

March 5—Guy W. Hagenbaugh, Kalamazoo, filed a voluntary petition and he was adjudged bankrupt and the matter referred to Referee Banyon. The schedules show that the bankrupt, while acting as a director of the Whitehouse Underwear Mills, at Burr Oak, signed certain promissory notes as an accommodation endorser. There are no assets except those claimed as exempt, with total liabilities as endorser on said note of \$11,500.

March 6—In the matter of the Ross Cabinet Co., bankrupt, Otsego, the trustee filed his first report and account, showing cash on hand of \$84.42 and property of the estimated value of \$4,130.86. The trustee also filed a report recommending that the final report and account of the receiver be approved and allowed and paid in full, but that the account of the assignee under the trust mortgage be not paid in full, as the same was of no benefit to the estate. An order was entered by the referee confirming the trustee's report of sale of the real estate, factory, buildings, water power, machinery, fixtures and all personal property not otherwise disposed of except the accounts receivable.

Ernest F. Johnson, engaged in the electrical business at Kalamazoo, filed a voluntary petition and he was adjudged bankrupt and the matter referred to Referee Banyon, who was appointed receiver, whereupon an order was entered by the referee appointing Stephen H. Wattles custodian. The following creditors are scheduled:

Fairbanks Morse Co., Chicago	\$323.75
Telephone Directory, Detroit	15.00
Central State Supply Co., Detroit	28.29
Buhl Hardware Co., Detroit	18.34
United Metal Spinning Co., N. Y.	15.18
Novelty Art Glass & Shade Co., Cleveland	8.00
Grand Brass Co., New York	37.40
A. C. Dallas & Son Co., Chicago	30.70
Nat'l Metal Spinning & Stamping Co.	34.00
Liberty Incandescent Light Co., Chicago	39.96
Block Light Co., Chicago	57.93
J. W. McNair Elec. Co., Detroit	16.64
Gill & Company, Philadelphia	172.26
Ame Gas & Electrical Co., N. Y.	78.15
Lindstrom Smith Co., Chicago	29.22
Scott Ulman Co., Cleveland	33.20
Peerless Light Co., Chicago	174.52
Century Electric Co., St. Louis	62.92
Edwards & Chamberlain Hardware Co.	113.35
Virden Mfg. Co., Cleveland	23.14
French China Co., Sebring, O.	24.74
General Supply Co., Detroit	12.95
Columbian Electric Co., Kalamazoo	46.47
Adapted Man'f Co., Kalamazoo	21.00

Telegraph Press Co., Kalamazoo	7.75
Gleason Teahot Glass Co., Kokomo	24.00
Bauerinque Glass Co., Brooklyn	7.62
Hygrade Incandescent Amp. Co., Danvers, Mass.	175.41
Land Bros. & Green, Napanee, Ind.	20.50
A. T. Knowlson Co., Detroit	121.81
The Universal Metal Spinning Co., New York	30.65
Banner Elec. Co., Youngstown, O.	291.29
W. T. & J. Cohn, New York	30.50
E. S. Rankin, Kalamazoo	12.00
Haskins Glass Co., Martins Ferry, Ohio	173.37
The Crescent Art Metal Works, Bridgeport	81.78
Federal Sign System, Chicago	103.85
Julius Andrae & Son Co., Milwaukee	195.75
Wm. Shakespeare Jr. Co., Kalamazoo	65.30
Pittsburg Lamp, Glass & Brass Co., H. W. Johns Manville Co., Detroit	48.79
Holophane Works, Cleveland	34.61
Conn. Tel. & Elec. Co.	57.79
Lockwood, Leutkemeyer Henry Co., Cleveland	39.51
Crescent Brass Mfg. Co., Reading, Pa.	60.01
Kalamazoo Gazette, Kalamazoo	15.60
Kalamazoo City Savings Bank	25.00
	750.00

Total	\$3,793.06
Assets	
Stock in trade	\$1,500.00
Household goods	250.00
Debts due on open accounts	136.91
	\$1,886.91

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BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Feb. 23—In the matter of P. G. Mayhew Co., bankrupt, Holland, the first meeting of creditors was held this date. Claims were allowed. Receiver Wicks made a verbal report and was discharged. Henry J. Luidens, of Holland, elected trustee, has qualified by filing his bond. The assets of the estate are uncertain and it is impossible to state the outcome. Appraisers were appointed as follows: Tyler Vanlandegend, A. H. Landewher and E. C. Becker, all of Holland. The first meeting was then adjourned to March 12.

In the matter of William A. McFarland, bankrupt, Ionia, hearing was this date held on bankrupt's petition as to further exemptions. Witnesses were sworn and the matter submitted. The referee has rendered his opinion determining that the bankrupt was entitled to trade exemptions.

Feb. 24—In the matter of Harry J. Moore, bankrupt, Howard City, a special meeting of creditors was held this date. The first report and account of the trustee showing total receipts of \$827.34, disbursements for preferred claims and administration expenses, \$74.10 and a balance on hand of \$753.24 was considered and the same appearing proper for allowance was approved and allowed. A first dividend of 5 per cent. was declared and ordered paid in the matter to all creditors whose claims have been proved up to and including this date.

Feb. 25—In the matter of Central Foundry, Muskegon, bankrupt, the special meeting of creditors was held this date. The final report and account of the receiver was considered and approved and allowed. The petition of the receiver for compensation for his services in conducting the business as a going business was allowed at the sum of \$100. The first report and account of the trustee and supplement thereto, showing his acts and doings as trustee; sale of the assets at \$4,500, including all bills and accounts receivable created by the receiver and trustee, the purchaser assuming the outstanding liability of the receiver and trustee for labor, supplies, etc., estimated at about \$400; that the trustee has received \$2,200 in cash and a bond satisfactory to the trustee, as per report of sale, for the balance of the purchase price, all of which is on hand except the sum of \$318.41 paid out for preferred labor and tax claims and a balance on hand of \$1,881.59 and said bond for the balance of said purchase price, \$2,300, or a total of \$4,181.59, was considered and allowed. Order was entered for the declaration and payment of the first dividend of 15 per cent. on all claims proved up to and including this date. There will be a further dividend of a substantial sum.

In the matter of Interchangeable Fixtures Co., bankrupt, Grand Rapids, the final meeting of creditors was further adjourned to March 10.

In the matter of George B. Farmer & Son, bankrupt, Lake City, formerly conducting a general store at that place, the referee has this day issued a general order for the sale of all of the assets of the bankrupt to take place at Lake City, March 10.

March 1—In the matter of Sergeant-Vanden Berge Basket Co., bankrupt, Grand Rapids, the adjourned first meeting of creditors was held this date. Bankrupt Vanden Berge was re-called and further examined and the first meeting adjourned without day. There seems to be little prospect of any dividend in this matter and it is doubtful if there will be enough to pay the expenses.

Ida Mathews, Edmore, conducting a general bazaar store at that place, has this day filed her voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks, who has also been appointed receiver. Fred W. Curtis, of Edmore, is in charge as custodian for the receiver. The first meeting of creditors has been called for March 15, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may properly come before the meeting. The following are listed as creditors of the bankrupt:

Beecher, Peck & Lewis, Detroit	\$ 9.84
Runkle Co., Kenton, O.	5.60
Dudley Paper Co., Lansing	13.65
Adamson Co., Toledo	4.53
J. F. Scott, Detroit	7.08
Gould St. Mfg. Co., Toledo	8.72
Kunststadter Bros., Chicago	10.85
W. P. Cannan Co., Grand Rapids	8.52
Lee & Cady, Saginaw	5.96
National Biscuit Co., Grand Rapids	1.00
Sarasohn & Shetyer, Saginaw	15.00
Ypsilanti Garment Co., Ypsilanti	3.88
Montcalm Creamery Co., Greenville	7.00
Belding Bros. Co., Chicago	21.46
Symons Bros. & Co., Saginaw	61.23
Michigan Garment Co., Grand Rapids	19.58
P. Steketee & Sons, Grand Rapids	13.00
F. D. Franche & Sons, Saginaw	17.25
Nonatuck Silk Co., Chicago	33.96
De. Jones, Pottersville	5.50
Vicksburg Clothing Co.	23.37
A. C. Halford Co., Saginaw	8.53
Chas. Broadway Rouss, New York	467.11

Burden Broom Co., Kalamazoo	26.80
Worden Grocer Co., Grand Rapids	46.53
G. & H. Fult, New York	26.77
Kalamazoo Corset Co., Kalamazoo	26.57
H. Leonard & Sons, Grand Rapids	152.14
Stone Bros., Chicago	7.32
Veeder Broom Co., Kalamazoo	27.50
Washington Novelty Co., St. Paul	42.00
Wolverine News Co., Detroit	4.97
Textile Skirt & Suit Co., Cincinnati	68.90
Associated Music Pub. Co., Cincinnati	1.15
A. C. Dietsche, Detroit	15.95
G. W. Eade & Co., Aurora	18.72
M. Doob Sons Co., New York	9.38
Iowa Soap Co., Burlington, Iowa	10.80
C. W. Mills Co., Grand Rapids	4.46
Vicksburg Clothing Co.	6.86
H. Leonard & Sons, Grand Rapids	15.00
Wolverine News Co., Detroit	6.07
E. J. Brach & Sons, Chicago	20.46
L. D. Curtis, Edmore	5.00
A. Curtis, Edmore	10.00

March 2—In the matter of Charles E. Ochampaugh, bankrupt, Grand Rapids, the first meeting of creditors was held this date. It appearing from the examination of the bankrupt and his schedules at the first meeting that there were no assets not claimed as exempt it was determined that no trustee be appointed. There will be no dividend and the estate will be closed at the expiration of twenty days.

March 3—In the matter of Van-L Commercial Car Co., bankrupt, the trustee has filed his final report and account showing that there are no assets in this estate and the final meeting of creditors has been called for March 15. There will be no dividend.

March 4—Earl S. Tucker, Grand Rapids, operating the Empress Cigar Stand, has this day filed a voluntary petition in bankruptcy, adjudication made and the matter referred to Referee Wicks. The first meeting of creditors has been called for March 18, at which time creditors may appear, elect a trustee, prove their claims and transact such other business as may come before the meeting. The schedules show the assets to be \$100, liability, \$669.30 and the following were listed as creditors:

Preferred.	
Clifford Ryan, Grand Rapids, labor	\$ 12.00
Secured.	
Brunswick-Balke-Collendar Co., Grand Rapids	70.00
National Cash Register Co., Grand Rapids	120.00
Young & Chaffee, Grand Rapids	39.00
Unsecured.	
American Art Co., Keokuk, Iowa	\$ 18.00
G. R. News Co., Grand Rapids	5.47
G. J. Johnson Cigar Co., Grand Rapids	3.50
Hazeltine & Perkins, Grand Rapids	5.00
Lee & Cady, Detroit	23.82
Kohn & Mautner, Chicago	46.81
Kuppenheimer Cigar Co., G. R.	7.32
W. E. Mutton, Grand Rapids	14.34
National Candy Co., Grand Rapids	5.77
H. Schneider Co., Grand Rapids	1.75
Geo. Seymour, Grand Rapids	5.15
Vanden Berge Cigar Co., Grand Rapids	32.21
J. B. Van Liere, Holland	3.30
H. Watson & Co., Flint	21.00
Empress Realty Co., Grand Rapids	100.00
Bell Tel. Co., Grand Rapids	4.86

In the matter of Nicholas Baker, bankrupt, Grand Rapids, the trustee has filed his final report and account and the final meeting of creditors has been called for March 18. The final report and account shows the following: Total receipts from all sources, including those shown by first report and account, \$265.61; disbursements, \$62.00, and a balance on hand of \$203.61. There will be a small dividend for general creditors no doubt.

In the matter of Louie Wade, bankrupt, Muskegon Heights, the first meeting of creditors was held this date. It appearing from the examination of the bankrupt that there are no assets in this estate, it was accordingly determined that no trustee be appointed. There will be no dividend in this matter.

In the matter of the petition of John E. Rennells and E. Bert Potter for trade exemptions as copartners in the bankrupt DeWitt-Potter Co., each of the petitioners and the trustee under the trust mortgage have filed stipulations, withdrawing any and all claim for said exemptions, and an order has been entered denying the report of the trustee setting off the same. The first report and account of the trustee is now expected within a few days, upon which special meeting will be called and a first dividend paid in this matter.

March 8—In the matter of Holland Manufacturing Co., bankrupt, adjudged on their voluntary petition, Feb. 23, the first meeting of creditors was held this date. The schedules of the bankrupt show the following liabilities: taxes, \$66.23; labor, \$1,648.70; secured, \$7,438.32; unsecured, \$4,491.82. The assets are listed at \$11,232.08. Claims were allowed. Kirk E. Wicks, receiver, made a verbal report which was approved, and Derk W. Jellema, custodian for the receiver, made a report of operating the business and was directed to file written report of his acts and doings. By unanimous vote of creditors present and represented, Derk W. Jellema, of Holland, was elected trustee and bond fixed at \$4,000. Appraisers were appointed. The bankrupt

formerly operated a furniture factory at Holland.

In the matter of Empire Cloak & Suit Co., bankrupt, Grand Rapids, the adjourned first meeting of creditors was held this date. Louis Wegusen, Treasurer, was re-called and further examined and the first meeting adjourned without day.

In the matter of Alice Wilson, bankrupt, Lakeview, the first meeting of creditors was held this date. Claims were allowed. The referee appointed Lars P. Sorenson, of Lakeview, as trustee. The dividend, if any, will be very small.

In the matter of Ludington Manufacturing Co., bankrupt, a sale of the tangible assets in possession of the trustee was held this date. The real estate equity was sold to the mortgagee upon his assuming all back taxes and costs against the property for which this estate would be liable and giving trustee bond to guarantee payment thereof. The personal property was sold to Clarence T. Morse, Chicago for \$7,700. It is expected that a first report and account will soon be filed and a dividend is possible shortly.

Quotations on Local Stocks and Bonds.

Public Utilities.	Bid	Asked
Am. Light & Trac. Co., Com.	308	312
Am. Light & Trac. Co., Pfd.	107	110
Am. Public Utilities, Pfd.	61	64
Am. Public Utilities, Com.	29	33
Cities Service Co., Com.	52	55
Cities Service Co., Pfd.	50	51
Comw'th Pr. Ry. & Lt., Com.	53	55
Comw'th Pr. Ry. & Lt., Pfd.	80 1/2	83
Comw'th 6% 5 year bond	99	101
Holland St. Louis Sugar	4	6
Michigan Sugar	54	58
Pacific Gas & Elec. Co., Com.	42	45
Tennessee Ry. Lt. & Pr., Com.	7	9
Tennessee Ry. Lt. & Pr., Pfd.	33	37
United Light & Rys., Com.	44	46
United Light & Rys., 2d Pfd.	65	67
United Light & Rys., 1st Pfd.	68	70
United Light 1st and Ref. 5%	82	85
Industrial and Bank Stocks.		
Dennis Canadian Co.	80	90
Furniture City Brewing Co.	50	60
Globe Knitting Works, Com.	130	140
Globe Knitting Works, Pfd.	98	100
G. R. Brewing Co.	90	110
Commercial Savings Bank	216	
Fourth National Bank	215	
G. R. National City Bank	169	175
G. R. Savings Bank	255	
Kent State Bank	245	250
Old National Bank	190	195
Peoples Savings Bank	250	

March 10, 1915.

Safety First in Buying

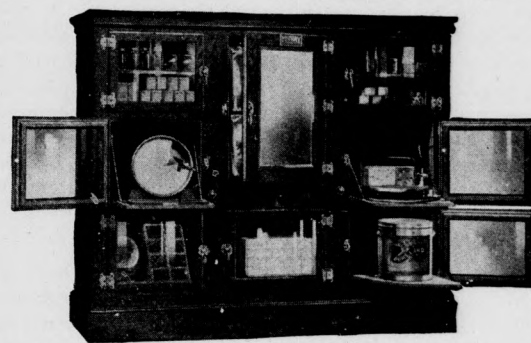
SAFETY in Buying means getting the goods and the quantities of goods YOU can sell at a profit. It means knowing what to buy, and getting it at the right price.

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas



Is Your Refrigerator an Asset or a Liability?

Think twice before you answer this question even in your own mind. Perishable goods usually are expensive and provide for a fair margin of profit. But unless your refrigerator is absolutely dependable they are one of the biggest sources of loss in the grocery business.

McCray Display Refrigerators

Ask any owner of a McCray Refrigerator and you will find that he has solved this vital problem to his entire satisfaction. He will tell you that the McCray construction which provides for a constant circulation of cold, dry air and the carrying off of all odors and impurities through a water sealed drain pipe enables him to cut his spoilage expense to the absolute minimum. Goods attractively displayed are quickly sold. The McCray will bring you many new customers and help you hold the old ones. It complies with all legal requirements regarding the unprotected display of food products.

Write for Catalogue—

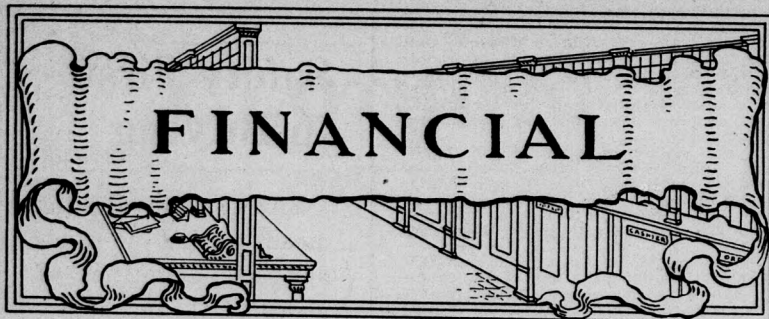
No. 69—For Grocers. No. 61—For Meat Markets. No. 92—For Residences.
No. 50—For Hotels and Restaurants.

McCray Refrigerator Company

775 Lake Street

Kendallville, Indiana

For Salesroom in Your City See Your Local Telephone Book



With "co-operation" as its slogan, the Michigan Bankers' Association has inaugurated a new era of good feeling between the farmers and the bankers of the State. The work has now been carried on for three years through the Committee on Agriculture, the results of each year indicating the steadily growing success of the movement, headed by the bankers, to make farm life more attractive, more productive and more profitable.

The general purpose of the movement is stated, in a general way, in a letter from Frank H. Williams, President of the First State Bank of Allegan, chairman of the Committee on Agriculture, in which he says: "The assistance which the banker may give the farmer is returned many times by the assistance which the farmer gives to the banker. We wish to co-operate with the farmer so that he may produce better crops, with less bone labor, with better profits to him, and a lower price to the consumer. Thus, the farmer will have more money to deposit in the banks, the banks will have more money to loan to enterprising and growing farmers, and the consumer will be able to save from the high cost of living. The banker believes there is a great waste between the naked soil and the finished product to the consumer. Waste in poor seeds, poor cultivation, poor harvest, poor marketing conditions and poor financial conditions for many farmers."

It is the aim of the bankers first of all to call the attention of the farmers to this waste in production and in the second place to help them overcome it. To bring this about, an attempt is being made to interest school children in rural districts in seed testing and in the scientific production. Farmers have been encouraged to attend farmers' institutes. Farm experts have been employed in many counties with the assistance of bankers. Farm bureaus have been organized, clubs have been formed for men and women, boys and girls. Short term agricultural schools have been financed by the bankers and held in many sections of the State. In short, the bankers have availed themselves of every means of interesting the farmers in improved methods of agriculture.

"To eliminate the waste in production, banks are distributing in many of the school districts of the State corn seed and other testers and urg-

ing the children to test every ear of corn which is to be used for seed this year," says Mr. Williams. "One ear of poor seed corn means a waste of three or four dollars to the farmer. Following the seed testing, many banks are offering prizes to boys and girls who will produce the most corn from an acre of ground. Last fall, at least \$3,000 was offered by the banks in special prizes for the best bushel of corn exhibited at the fairs. Prizes varied from \$25 to \$100.

"Many banks have done much in the way of having exhibits of farm products in their lobbies. In Western Michigan, there is hardly a bank but that has its agricultural man. He makes his bank the clearing house of the section for agricultural information by keeping on hand bulletins published by the colleges on different subjects and by sending to the college for any special information desired by his customers, such as testing seeds, marl and limes, fertilizer or the examination of some weeds which have made their appearances. Bankers have assisted in the alfalfa campaign until the acreage in Michigan has increased in the past three years twenty fold. But greater than all this vast amount of work that has been done is the great public sentiment which has been developed which is aiding the solution of the great questions of better crops, better markets, better farm life and rural conditions."

But the bankers have had no easy time in carrying on this co-operative movement. It has not always met with a hearty welcome on the part of the agricultural class. They have regarded it as an intrusion into their domain. In some cases they have not hesitated to show utter contempt for the movement. But the bankers were not to be discouraged, says Mr. Williams. They were persistent in their efforts because they had faith in the movement, and now results are encouraging.

According to the last report of the Committee on Agriculture, the farmer feels that the question is one of profits. He wants the business man to solve the problem of how the farmer may have more of the consumer's dollar, and to leave the question of raising crops alone. The American commission studying farm life in Europe found that the division of the consumer's dollar there is 65 cents to the producer and 35 cents to the agencies of distribution. President Yoakum, of the 'Frisco lines, is the

United Light & Railways Company

Portland, Maine
Grand Rapids Chicago

Preferred Stock Dividend No. 18

The Executive Committee has declared a dividend of One and One-Half Per cent (1½%) on the First Preferred Stock and Three-Quarters (¾) of One Per cent (1%) on the Second Preferred Stock of the Company, payable April 1st, 1915, to Stockholders of record at 3 o'clock in the afternoon March 15th, 1915.

Benjamin C. Robinson, Secretary.
March 15, 1915.

Ask for our Coupon Certificates of Deposit

Assets over \$4,500,000

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources Over
8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan

THE PREFERRED LIFE INSURANCE CO. OF AMERICA OFFERS

OLD LINE INSURANCE AT LOWEST NET COST

WHAT ARE YOU WORTH TO YOUR FAMILY?

LET US PROTECT YOU FOR THAT SUM

The Preferred Life Insurance Co. of America Grand Rapids, Mich.

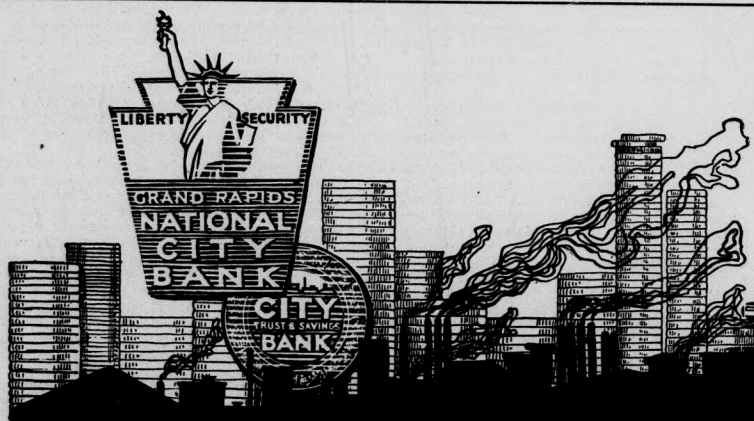
THIS Company aids corporations by acting as Registrar and transfer agent of their Capital Stock, the authentication of each Stock Certificate giving protection alike to the corporation and the stockholder.

Consultation invited.

THE MICHIGAN TRUST CO.

Michigan Trust Bldg.

Grand Rapids, Michigan



WE sincerely seek the confidence of country banks. Increasing deposits and growing numbers of accounts from such institutions speak of the satisfaction they are finding in "City" Bank service.

Resources—over Ten Million Dollars

**GRAND RAPIDS NATIONAL CITY BANK
CITY TRUST AND SAVINGS BANK
GRAND RAPIDS, MICH.**

authority for the following division of the consumer's dollar in this country: Producers, 47 cents; distributors 37 cents; transportation, 4 cents, and waste in distribution, 12 cents. The bankers believe that they can help the farmer improve on this situation if he will co-operate with them in the present movement.

The Committee on Agriculture reported to the Michigan Bankers' Association last year that there were eleven farm agents in as many counties in the State co-operating with Dr. Eben Mumford, State leader for the Michigan Agricultural College. It is planned to increase the number of farm experts under the Lever bill which passed Congress last year. Its purpose, in general, is to carry to the farm the approved methods and practices of the Agricultural Colleges, experiment stations, Department of Agriculture and the best farmers. The bill appropriates \$4,580,000 to be used in the next seven years following its passage, to carry out the plans devised by the leading men of the country for the improvement of agriculture. The money is to be distributed among the states on the basis of the proportion of the rural to the entire population of the State. Under it, Michigan receives for the year 1914-15 \$10,000, without restrictions. The following year she will receive \$28,000 and an additional \$15,000 for each year up to 1922-23, provided that each year the State appropriates an equal amount for the same object. A bill which would bring Michigan under the operations of the Lever law, indorsed by the bankers, is now before the Legislature. If it passes, it will mean that ultimately Michigan will have available \$266,000 per year for agricultural extension work.

The Farmers and Mechanics' Bank of Ann Arbor has increased its capital stock from \$50,000 to \$150,000.

The First National Bank of Bay City has started suit against John Vandebrooks to determine the ownership of a narrow strip of land between the Bank and Vandebrook's property. The Bank is about to erect a \$100,000 building.

Creditors of Clarence G. Stevens, formerly Cashier of the Montrose State Bank, have filed a petition to have him declared bankrupt and charging him with committing several acts of bankruptcy. Preference of certain creditors and disappearing with valuable property are among the accusations. Stevens disappeared four months ago from his home in Flushing. Officials of the Montrose Bank declared that his departure had no effect on the Bank's financial condition. The seven signers claim a total of \$1,301.17 is due them. If the petition is granted, the People's State Bank of Flushing and the Montrose Bank, which are said to be the preferred creditors, will have to return to trustees whatever property they have received, placing all creditors on an equal basis.

Directors of the Farmers' Bank of Grass Lake, have voted to erect a new home for the institution during the coming summer.

Banking Commissioner F. W. Merrick, who succeeded Edward H. Doyle of Detroit, has announced the reappointment of all bank examiners. They are: Charles H. Adams, Lansing; E. R. Matlock, Lansing; H. P. Hopkins, Charlotte; J. C. Van Camp, Owosso; W. J. Schechter, Detroit; H. A. Morris, Muskegon; Charles C. Ball, Detroit; Fred L. Perkins, Grand Rapids; R. L. Nixon, Lansing; Joseph H. Dodge, Detroit; George H. Van Buren, Lansing; Arthur Walton, Lansing; Harry Olmstead, Lansing; George F. Eckfield, Lansing; W. C. Plummer, Detroit; F. E. Quisenbury, Detroit; D. R. Mason, Grand Rapids; James B. Greenfield, Lansing; C. R. McLaughlin, Owosso; assistant examiner, Carl F. Spaeth, Ann Arbor.

President Wilson has selected Monday, May 10, as the date for the Pan-American financial conference in Washington, at which the ministers of finance and leading bankers of Central and South American countries will meet financiers and treasury officials of the United States to discuss the establishment of more satisfactory financial and commercial relations between the nations of the Western Hemisphere. In a statement announcing the date Secretary McAdoo said all of the foreign governments had responded favorably when approached informally regarding the conference, and that formal invitations would be sent them immediately. Congress authorized the conference and appropriated \$50,000 for expenses.

Directors of the First National Bank of Chicago, are expected to increase the annual dividend from 17 to 22 per cent. at their meeting, scheduled for March 30. It is reported that a quarterly dividend of 4½ per cent. and an extra dividend of 1 per cent. will be declared. Profits for the year are said to have been 33 per cent. of the \$10,000,000 stock.

At the time of their last reports, not only did the Bank of England hold \$91,000,000 more gold than a year ago and the Imperial Bank of Germany more by \$243,000,000, but an increase of \$74,300,000 was shown by the State Bank at Paris, of \$15,900,000 at St. Petersburg, of \$36,500,000 at Amsterdam, of \$14,500,000 at Geneva, of \$19,800,000 at Madrid, and of \$9,000,000 at Copenhagen.

The New Therapeutics.

"They vaccinate with anti-typhoid virus all the soldiers in the war," said playwright George Cohen, looking up from his newspaper.

"Medicine is getting very materialistic nowadays," he added. "Very materialistic and common sense like. I suppose before long, if a man gets frost bitten, they'll be rubbing him with another man that's had a sun stroke."

Fourth National Bank

Savings Deposits

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

Wm. H. Anderson,
President
John W. Blodgett,
Vice President
L. Z. Caukin,
Cashier
J. C. Bishop,
Assistant Cashier

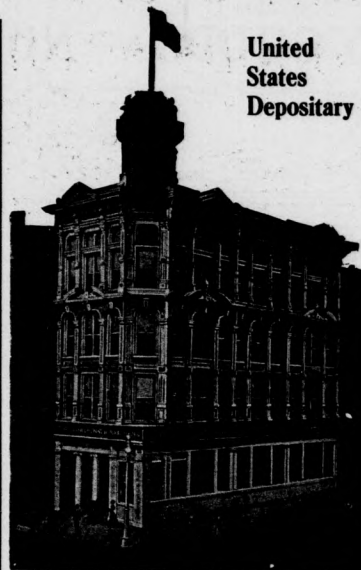
United
States
Depository

Commercial Deposits

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000



The Old National Bank

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3½ % if left a year.

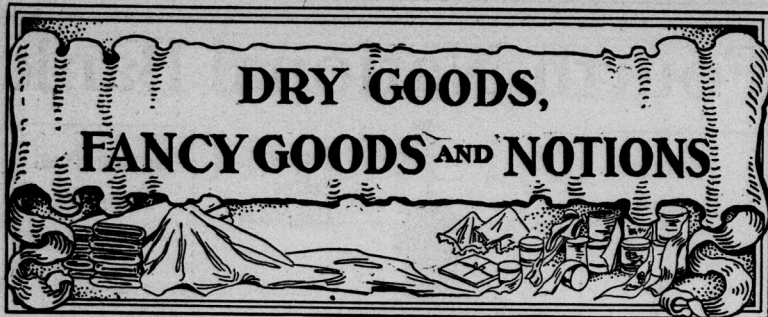
We offer
a limited amount

City of Muskegon

4½% School Bonds—due 1919
to net 4¼%

GRAND RAPIDS TRUST COMPANY

Ottawa Avenue and Fountain Street
Grand Rapids, Mich.



Let the Spirit of Accommodation Per- vade Your Store.

Written for the Tradesman.

Of course you are not in business for exercise nor for your health; your purpose—practically the sole and only purpose for which you have invested your capital and stocked and equipped your store—is to make money. Nevertheless there are many things you must do and have your helpers do, from which you can expect no direct profit or return. Some of these involve more or less expense, all of them take time and trouble.

Such things as selling stamps and postal cards, making change for persons who come in merely to have a bill broken or to get pennies, nickels and dimes for larger coin, or sometimes to get paper money for silver granting free use of telephone, answering enquiries, giving directions for finding people and places and imparting information on all manner of subjects, allowing people to wait and making them comfortable while they wait, rest room and lavatory privileges, checking parcels—these, while the list is not entirely complete, can be mentioned as some of the main things which stores are expected to furnish in the way of accommodation, and, except the actual cost of stamps and postal cards, free of charge.

Most merchants are willing to do all these things for people who are buying goods. Where the shoe pinches with many is to go to all this bother for persons who come in just to get the accommodation, and, at the time at least, for nothing else.

Right here many stores make a serious mistake. The favor or privilege should be granted just as freely and graciously to the utter stranger or to the person who never has bought a penny's worth, as to the old customer whose aggregated purchases run into hundreds and maybe thousands of dollars.

Consider such favors as advertising. Make a feature of them and vary and enlarge on what is usually done, in ways to suit the likings and needs of your patrons and those whom you wish to make your patrons. Perhaps you are located in a town surrounded by farming country. You are bidding for the farmers' trade. If you can spare a little space upstairs where those driving in from their homes may eat their lunches, the privilege will be greatly appreciated and will win you customers. Such a room should be warmed and fitted up with plain tables.

It is now expected that every good-sized dry goods store will have its

women's rest room and lavatory. Many smaller establishments would increase their popularity by introducing these comforts. But to win the favor of the shopping public, these places must be kept clean and tidy. A dirty, poorly kept toilet room is an abomination.

People have to wait—for trains, for other people, and until time for appointments. Make those who come to your store for this purpose welcome, and see to it that they are comfortably seated.

All this whether they buy anything or not. Be sure most will some time come back or will tell some one who will come. The spirit of accommodation which you manifest will not be lost.

Let the spirit of accommodation be shown not only to the wealthy and to persons of prominence, but to the poor and the shabby and the unknown. The rich expect deference on every hand, even to the point of obsequiousness. To the poor it is a novelty and all the more grateful on that account.

All helpers must be trained to show this spirit. The proprietor or manager can not be everywhere. In a large store he must give his attention to other matters, and the extension of personal courtesies must be delegated to subordinates. Some employees are very apt in acquiring the spirit of accommodation and in manifesting it to all those with whom they come in contact. Others take no interest in anything except the task in hand or in immediately and directly selling goods. The latter class must be schooled in extending the courtesies of the establishment. Let these always be extended freely, graciously and obligingly.

A favor granted grudgingly might nearly as well be refused. A short time ago, in a store where I chanced to be, a lady came in and very politely asked to use the telephone. She was allowed to use it, but was told that so many came in for the same purpose that they "just kept the old phone going all the time." She would not be likely ever to want to enter the place again, either to use the telephone or for anything else. At another store I heard a boy ask if he might have twenty-five pennies in exchange for a quarter. He was handed the pennies with the curt comment, "The bank is down the street only just a little way. We have to go to the bank for change every day." Such gruffness is inexcusable.

There is a moral side as well as a business side to this matter of accommodations. A store has its existence,

furnishes a livelihood to its owners and employes, makes money if it is successful—all through the grace of the buying public. It is only just and right that it should bestow some favors for which it gets no pay except good will.

The spirit of accommodation is not incompatible with strict adherence to business principles and established business policy. You have decided to do a cash business. You close at 5:30 or 6 or possibly 6:30. Perhaps you find it best to cut out the expense of delivering goods. It is not necessary nor is it wise to vary in these matters in order to suit the preferences of individual customers. But patience should be used in explaining why you have found it best

to adhere to certain rules, and how you can give better values by so doing. And when a refusal is necessary, it should be made with tact and consideration. As a favor granted grudgingly will cause resentment, so a refusal made tactfully may create or increase friendly feeling. Fabrix.

Anything for Speed.

A somewhat choleric man, while waiting for his train, entered a barber's shop to be shaved. The barber was very deliberate in his movements, and the slow manner in which he applied the lather got upon the shaver's nerves. At last his patience gave way and he roared out:

"Here! for heaven's sake, hold the brush still and I'll wiggle my head."

STRAW HATS

We carry a complete line of Straw Hats

Men's, Boys', Misses' and Children's

We have them in all shapes, styles and qualities, and our prices are right. Misses' Trimmed Hats to retail at 25 and 50 cents.

Mail orders receive our prompt and careful attention.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Mich.

Quality Tea

There is no beverage more Healthful, Refreshing and Invigorating than Tea.

No article of commerce more important in the selection than Tea.

Nothing more profitable to the Retail Grocer and nothing in which more care should be taken in the purchasing.

We carry the largest and most select assortment in Michigan.

Our Package Teas are packed specially for us in the original countries of growth and are never repacked by us. Our grades are always maintained and selected for Cup Quality.

We import direct from Japan, Ceylon and China.



We are distributing agents for Tetley's Celebrated Ceylon and India Teas, universally acknowledged the Best and Purest.

We are at your service.

Judson Grocer Co.
The Pure Foods House
Grand Rapids, Michigan

MICHIGAN NOT THERE.

She Wisely Stays Away From San Francisco.

Oakland, Cal., March 5.—Having been born on the West Side, educated at the old Union school and later graduated at the Agricultural College with a little time at Ann Arbor, I feel qualified to speak from the standpoint of a son of Michigan with reference to the standing—or lack of it—of the State at the greatest exposition in history, the Panama-Pacific International Exposition, now being held at San Francisco.

Yesterday, the gates were thrown open and the myriads of wonders in all the avenues of human knowledge and achievement were exposed to the view and examination of a delighted and happy public. The instructive and boundless manner in which the people of the Golden State conceived, developed and finished this greatest of undertakings, is the best possible monument to the faith of these people in the future of the Pacific Coast and the great republic of which it is a part. But the sad thing, to the man from Michigan, is the fact that along the avenue of state buildings no Michigan building can be found—no place of meeting or headquarters if only for social purposes, let alone an exhibition of resources and manufactured products so extensive, rich and various as those of Michigan. The Wolverine State, with her wealth, industries and undoubted patriotism, to say nothing of her commercial supremacy and ability in manufacturing lines—has failed to take advantage of the opportunity to display to the world the fact that she has the wealth, genius, and factories to produce many of the things required by modern society. Everywhere on the Coast, I have found Tanglefoot fly paper, Berkey & Gay furniture, Durfee's embalming fluid, Grand Rapids show cases, Bissell carpet sweepers, and even the S. C. W. cigar; and being proud of my native State, conscious of her achievements in the industrial field, and aware of the proud position held by her in the past wherever the opportunity afforded to exhibit her wares to the world. I feel that here, by her failure to build a State building, we are woefully deficient. I will not say we are behind Wisconsin, a sister State, that is making wonderful displays of her resources and products of not only the farm and the factory, but of her school system and political organizations; nor of Indiana whose building, a beautiful edifice, is the pride of every Hoosier; nor of Kansas, one of the first finished on the grounds, a State that was in desperate straits and a minor when we were rich and grown up. Whatever the reason why Michigan was not represented officially, whether it be lack of means, poverty of enterprise, jealousy of interest, the result is the same, viz., we have missed a chance to make good in the sisterhood of states, and while every son of Michigan should see the Fair in duty to himself, at the same time he will regret the State has not come forward in furnishing its share to make complete the greatest monument to peace the world has ever seen.

H. Arnold White.

The Tradesman cheerfully gives place to the above communication, the same as it does to numerous other communications which reach this office weekly. The Tradesman is entirely in harmony with the attitude of Michigan people toward the San Francisco Exposition, because neither San Francisco nor California has acted in a becoming manner toward their sister cities and states during the past few years. They have undertaken to embroil the United States

in a war with Japan—and came near being successful. They have refused to listen to reason or argument and they have gone off on a tangent on nearly every great Governmental question. As a matter of fact, California will derive more benefit from the Panama canal than any other state in the Union, on account of her geographical location and the opportunity it affords her to get her fruits, nuts, beans and canned goods into Eastern markets at a comparatively small ratio of expense. When San Francisco was destroyed by earthquake a few years ago, the remainder of the country turned in and contributed money with a lavish hand to alleviate her distress and also furnished her credit to enable her to re-establish herself. Now she shows her appreciation of the generosity accorded her on that occasion by doubling her prices on the cost of living, so that anyone who may visit San Francisco during the period of the Fair will have a realizing sense that he has been robbed. In view of the fact that California has existed for years on the tourist crop—which is, by all means, the most profitable crop California cultivates—it would appear as though California had no one to blame but herself if her exposition proves to be a fiasco and ends in disaster, as a namesake of Mr. White's intimates in a letter to a local daily newspaper which was published one day last week.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

The North Muskegon Improvement Association will hold its second booster meeting April 3 and the question of forming a stock company to place a jitney bus in operation between Muskegon and North Muskegon will be discussed.

A jitney bus system with twenty-five cars is being planned for Battle Creek.

Rev. Caroline Bartlett Crane, of Kalamazoo, a sanitary expert of National reputation, discusses the garbage problem of her home city as follows: "The system adopted should be one that will remove all the garbage from every home in Kalamazoo. I think that this should be paid for out of the general tax fund for there are many families to whom 40 or 50 cents a month would be a real hardship. All the garbage should be wrapped. Every householder should be required to furnish good cans, just as he is required to furnish sewer connections. This burden should not be placed on tenants. The city should purchase an incinerator of proved efficiency and it should be located as central as may be, for the biggest expense comes from the haul. With the paper and ashes which would be carried away no fuel would be required to burn the garbage."

Nearly 300,000 brook trout fry have been planted in the streams of Muskegon county this spring, the biggest planting ever made there.

Menominee has been promised a new passenger station by the Chicago

& Northwestern "when conditions improve."

The contract for building the Warner street school, at Lansing, has been awarded to Thos. Early & Sons of that city for \$15,200.

Hillsdale has let the contract for collection of garbage for another year to B. F. Smith, the present contractor, for \$1,200, the same figure as last year.

Lapeer will vote this spring on two important questions—a municipal lighting plant and boulevard lights.

Rockford business men got together recently and discussed the needs of the town, including a new school building, new wells and better streets.

The need of boulevard lights is being discussed at Hastings.

The St. Joseph Improvement Association has voted to give aid to the extent of \$7,500 to the Engberg Electrical Co., of that city, with details of the bonus plan still to be worked out by directors. The company will erect a new building and expand its business.

Wm. Raymond has been secured by Corunna merchants to take charge of the general delivery system of that city.

Saginaw has awarded a five-year street lighting contract to the Saginaw Power Co., taking effect October 1 next, the city paying \$10 less per lamp annually. Eighty-five new lamps will be installed, bringing the total up to 520. The company will adopt a new schedule of rates March 1. Present net rates for residential lighting are

a maximum of 9.9c and a minimum of 4.5c per kilowatt hour; the new rates will be 8c net maximum and 4c minimum. The net rates for current to small power consumers at present are 7.5c maximum and 3.5c minimum and the new net rates range from 3.6c maximum to .9c minimum.

Flint has a proposal of a Cleveland concern for collection and disposal of all garbage and refuse.

Almond Griffen.

A Late Book.

Mrs. Hoyt, who became the possessor of a fortune by the death of an aunt, did not like to admit her ignorance of any subject.

One afternoon she had a call from a prominent society woman, and the conversation turned upon books.

"Have you read Shakespeare's works?" asked the caller.

"Oh, yes, indeed," replied Mrs. Hoyt, "all of them—that is," she added hastily, "unless he has written something very lately."

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.


OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

THE Tisch-Hine Co.

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

"Lincoln Mills"

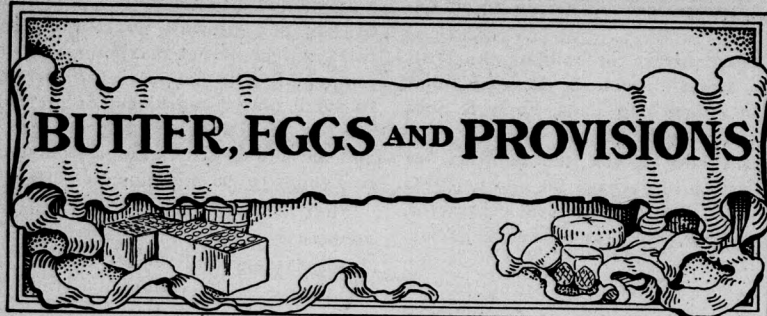
Union Suits

Are made for comfort and can be had in the leading styles of Fine Ribbed, Mesh and Nainsook for Men and Boys, Fine Ribbed and Mesh for Ladies and Fine Ribbed for Misses, at prices to retail for 25c, 50c and \$1 00 the suit. Try it, you will always buy it. 

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan



Uncle Sam's Advice to Poultry Shippers.

1. The packer, as soon as the birds are received, should transfer them to holding batteries, which are really coops so constructed that only a few birds are in the same compartment. All have an equal chance to get food, each has an abundance of fresh air, and absolute cleanliness is easily maintained.

2. For twenty-four hours before killing the bird is not fed but is given plenty of clean water. In this way the crop is emptied and the flavor of the flesh is improved, as well as its keeping quality. Of course, the bird does not weigh as much when emptied of food, but it is better to be paid for a few less pounds of poultry than to receive only a freight bill.

3. Killing should be done by cutting the veins of the neck from the inside of the mouth while the bird is suspended by the feet (Circular 61 of the Bureau of Chemistry gives the details of how to bleed and to brain); that is, to loosen the feather muscles so that the birds may be dry picked, not scalded. Scalded birds have their keeping quality greatly reduced.

4. Holding the bird while removing the feathers is best accomplished by the "frame" method. The second best way is what is known as the string method, and the worst methods are the bench and the lap.

5. After the birds are bled and picked the animal heat must be removed. The best method of doing so is to hang them head downward in a room having a temperature between 30 and 35 degrees F., where they should remain for twenty-four hours. The temperature must not go above 35 degrees nor below 29 degrees, and the atmosphere cannot be depended upon to remain within these limits, hence mechanical refrigeration is an absolute necessity. If the packers last season had adhered to this one regulation, it is safe to assert that the inspectors in the markets would have had to hunt a long time for a green-struck or off-conditioned chicken. Putting the birds in cold water or water and ice to cool them is unredeemably bad, and packing in fine ice with a heavy lump of ice on top of the barrel is a continuation of an unreliable and often very disastrous method.

6. Pack the chilled birds in standard boxes (twelve to the box) or in small kegs, if they are not to be hard frozen, and see that each bird in the package is an exact match in quality, size, color, and perfection of dress-

ing for every other bird. This is the height of the art of grading.

7. Have the refrigerator car in which the dry-picked, dry-packed poultry is to be shipped iced with a mixture of broken ice and 10 to 15 per cent. of salt for 25 hours before loading. When loaded, the temperature of the car midway between the doors, four feet from the floor, must not exceed 35 degrees F. To ensure the best of handling during transportation, dressed poultry should be shipped in carlots. If you can not get the minimum quantity for a carlot yourself, get together with other nearby shippers and make up a joint car. You may have to bury some hatchets but that is better than having your bank account snowed under.

Remember that every bad chicken sold hinders or prevents the sale of a number of good chickens. The housewife remembers only that her family did not like her choice of food. Generally, she does not know whether the bird was dry-picked or dry-packed or iced. What she wants is a fine flavored product. Your product may be good but if your neighbor's is bad, yours will also suffer. Get together. The good of one is the good of all.

Circulars 61, 64 and 70, Bureau of Chemistry, Year Book article No. 591, all dealing with the handling of dressed poultry, will be sent on application to the Department of Agriculture, Washington, D. C., as long as the supply lasts.

Fools oftentimes rush in and win while wise men investigate.

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

Liberal shipments of Live and Dressed Poultry wanted, and good prices are being obtained. Fresh eggs in good demand at quotations.

Dairy and Creamery Butter of all grades in demand. We solicit your consignments, and promise prompt returns.

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

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

Geo. L. Collins & Co.

Wholesale Live and Dressed Poultry, Calves, Butter, Eggs and Country Produce.

29 Woodbridge St. West
DETROIT, MICH.

POTATO BAGS

New and second-hand, also bean bags, flour bags, etc. Quick shipments our pride.

ROY BAKER

Wm. Alden Smith Bldg. Grand Rapids, Mich.

BEANS

Pea Beans, Red Kidney, Brown Swedish. Send us samples of what you have for sale. Write or telephone. Always in the market to buy beans, clover seed.

Both Phones 1217

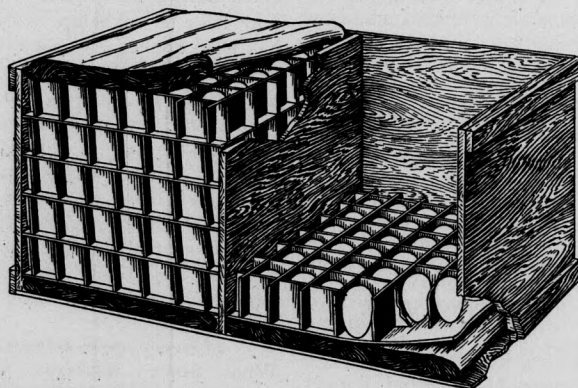
MOSELEY BROTHERS

Grand Rapids, Mich.

Endorsed by the Railroads

The Official Classification Committee of the Transcontinental Railroads has issued the following order, effective Feb. 1, requiring the use of a dividing board in egg cases—"except that when an excelsior packing mat or cushion (made of excelsior covered with paper) not less than eleven inches square, of uniform thickness and weighing not less than 2½ ounces is used, dividing board will not be required next to eggs at top."

In the wording of these specifications there is an evident testimonial to Excelsior Egg Case Cushions in preventing breakage. It means that the experimental stage of these cushions is passed. They have been tried, tested and now are approved as the best.



The above illustration shows very plainly just how Excelsior Egg Case Cushions are used. From this it will at once be seen that when they are used there is a great saving in time in packing, over the usual manner of distributing loose excelsior at top and bottom of the crate. This, combined with the practically absolute assurance against breakage (one egg saved in each crate will pay for the packing), puts the egg packing situation into a place where it is scarcely an economy not to use Excelsior Egg Case Cushion and a very distinct economy to use them.

They may be used repeatedly with ordinarily careful handling, as they are made from odorless basswood excelsior, evenly distributed throughout the cushion, enclosed in the best quality of manila paper, thus reducing their cost to a minimum. You really can't afford to take the chances necessary, on other methods of packing. Let us give you prices and samples.

Samples and prices can be obtained from any of the following addresses:

Excelsior Wrapper Co.	-	-	-	Grand Rapids, Mich.
Excelsior Wrapper Co.	-	-	-	Sheboygan, Wis.
Excelsior Wrapper Co.	-	-	-	224 West Kinzie St., Chicago, Ill.

Our Facilities are such that Promptness is our slogan.

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

Michigan Beans and Potatoes

If you are in the market ask for prices.

Bell Phone 14

Farmers Elevator & Produce Co.

Bad Axe, Mich.

FACTS vs. THEORIES

Some Merchants' Associations have passed resolutions against all forms of premium advertising—

That is a **FACT**

To haphazardly guess that all forms of premium advertising are harmful to the merchants—

That is a **THEORY**

To come to a conclusion without careful investigation and go on record thus: "Nothing you can say will change our opinion"—

That is **BIGOTRY**

To conclude that all forms of premium advertising are bad for the merchant because one plan may have proven so, is as unjustifiable as to say all men are bad because one man is—

That is **PREJUDICE**

To blindly follow the teachings of a leader on any important point, whose fallibility is proven by his mistakes—

That is **IDOLATRY**

It is bad for any man, regardless of his occupation, to be influenced by either Theories, Bigotry, Prejudice or Idolatry. No man should ever act until he knows. If he acts on another man's guess, he is unfair to himself—that alone is bad enough, but unfortunately, he is often unfair to others—and that is worse.

Butterine is a good, clean, healthful food; it should be constantly used not only for these reasons, but also because it is economical. Thousands of people shudder at the word "Butterine" because the unfair and even dishonest methods often used to exploit it have put it under the ban; but the product itself is as good now as it ever was.

This is
A FACT

Premium advertising is in exactly the same category with many merchants, and for precisely the same reasons. Many unscrupulous persons have used the premium idea so that it worked hardship on the merchants, but the fault lay in its application—not with the premium advertising itself—that is as good for the merchant as butterine is for the people.

The business proposition, fathered by the *United Profit Sharing Corporation*, is good for the merchant because it increases both his sales and his profits, without increasing his labors or his expenses. The conclusions that have been reached through Theories, Bigotry, Prejudice and Idolatry, are immaterial.

George J. Whelan of the United Cigar Stores Company might reasonably be considered a retailer, in that he has over 800 retail stores. His judgment might also reasonably be considered worth while by the merchant who has only one store, when it is remembered that all Mr. Whelan's stores are very successful.

When Mr. Whelan started with one store, that store didn't grow to 800 by passing resolutions against all forms of premium advertising upon the strength of advice based on Theories, Bigotry, Prejudice and Idolatry—he attracted trade to him, and *kept it* by giving his

This is
A FACT

customers full value and 8% discount on their purchases. The *United Profit Sharing Corporation* plan means more business for the merchants pushing Trade-Marked goods carrying UNITED PROFIT SHARING COUPONS. It means pleased customers, because all the goods carrying these coupons will maintain the quality which has made them famous. It means *no reduction in quantity and no increase in price.*

It means dividing the profit on the sale of these goods with the merchants' customers, and most important of all, it means—*increasing the merchants' profit.*

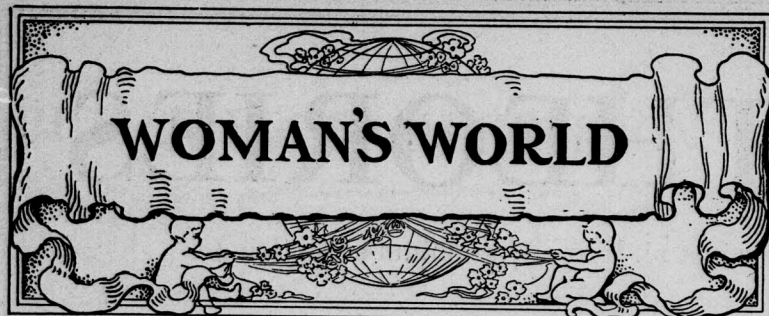
Any or all of the things which may be said to the contrary by those influenced by Ignorance, Bigotry, Prejudice, or Idolatry, can just as readily be proven to be—

THEORIES

If you want FACTS—not THEORIES—write to

United Profit Sharing Corporation

44 West 18th Street, New York City



Son-in-Law's Position Hard to Fill Satisfactorily.

Written for the Tradesman.

We hear a good deal about model husbands, model wives, model fathers and mothers, model sons and daughters, model brothers and sisters. Seldom or never do we hear a dissertation on the model son-in-law. It would be a good thing if preachers and moralists would take up this subject, in order that standards of excellence might be more definitely established, and that greater numbers would be incited to fill this difficult place in life in a praiseworthy manner.

For, as a rule, sons-in-law are not an unmixed joy in the families that possess such adjuncts. All degrees of unsatisfactoriness are to be seen. When scapegraces and ne'er-do-wells marry into a good family we hear the remark—"The Devil owes old Mr. So-and-So a grudge and is paying him off in sons-in-law." There are the sad, sad cases where a girl marries some worthless, dissolute fellow, whom, after a few years of bitter experimentation, she finds it impossible to live with. She is compelled to return to the parental roof-tree, where often she feels that her presence is unwelcome. Very likely she is burdened with one or more little ones, whom the home people must help support.

Leaving out of account the recreants, there is still room for all kinds of disagreement between a son-in-law and his wife's people. If the marriage proves an unhappy one, of the sort that does not reach the point of a separation but involves much sorrow and many heartaches, then the wife's family inevitably shares the trouble, and in all differences naturally takes the side of their daughter. There are other cases where the husband and wife agree well, but still as a son-in-law the man is a thorn in the flesh of her people.

Some families are very close-mouthed and may even make a bluff at liking their daughters' husbands when the very reverse is true. Others air their dissatisfaction freely.

Some parents are not game to their own proposition. Having done all in their power to further and urge on a marriage, they soon begin to find fault with the son-in-law and wish Dorothy or Katherine or whatever her name is had accepted some other suitor. There are other cases where a man marries a girl against her parents' wishes, and later, by tact and sheer merit, wins his way into their lasting favor and approval. These latter cases are somewhat rare.

There are three or four qualities that may be termed the prime essentials of satisfactoriness in a son-in-law. At least a fair degree of financial ability should perhaps be given first rank among these. Personally I should far prefer to exalt some higher attribute of manhood than the mere power to make money. But candor compels me to state that a girl's family is never satisfied with a son-in-law who can not maintain in seemly style the household he has founded. Simply being good or even being talented or blue-blooded is not enough. He must be able to make a comfortable living. Even wealthy parents always have a contempt for a son-in-law whom they have to support.

A son-in-law should exemplify the traditions of his wife's family. In birth, in education, in manners, he should be of their kind. Highbrows find it hard to tolerate an unlettered man. Church people can not give a hearty welcome to nor have a warm feeling for a sport or an infidel. It is most unfortunate if the son-in-law is of a sort that can not chink in.

He should have an agreeable personality and a temperament that will enable him to get on smoothly with the relatives he has acquired by marriage, humoring their peculiarities and not brushing roughly against their sore and sensitive spots. Let it be borne in mind that if the relationship is to be a happy one, the son-in-law must do most of the getting along.

Occasionally there is to be observed some excellent man who fills rarely well the difficult position of a son-in-law—who makes enjoyable and brings to an artistic perfection a relationship that often is galling if not all but unendurable on both sides. When such a one takes his departure for the Better Country, it would be a pleasure to me to write his obituary. This would contain no empty plaudits—indeed anything of the kind would be wholly unnecessary for there would be so much of genuine merit to extol. I should seek only to make a fitting recognition of his virtues. The obituary, varied to suit individual cases and circumstances, would read somewhat like this: There has lately gone from among us to his heavenly reward one good son-in-law. He was a model, a paragon, an example that other men would do well to pattern after. He was kind and considerate to a degree, and extended his kindness and consideration not only to her but to her folks as well. He laughed at all her father's jokes. He treated her mother with great deference, and always listened respectfully

to her advice, even when he could not find it practicable to follow it. Her brothers of his own age found in him a genial companion, and to the younger boys of her family he set a good example, and occasionally, when he could spare the time, he shared in their sports and games. To all her sisters he was a fine, jolly, accommodating big brother.

Moreover he was a sufficient man in things financial. (It might be considered a little out of taste to make any mention of money matters in an obituary notice, but inasmuch as ability in this line is so essential a qualification in a son-in-law, it would hardly answer to omit it altogether. So it is thought that it might be best in this veiled and softened manner to call attention to the fact that this pattern son-in-law could keep up his end and did not have to be helped out.)

He was of pleasant disposition and exemplary habits. While possessing character and initiative, he could take it gracefully to be bossed a little in matters that seemed of vital importance to his mother-in-law.

Thus did this quiet and unassuming man fill in an unusually commendable manner, one of the most difficult positions of this earthly life. We can

not doubt that he will be deemed entitled to an abode in the mansions of glory.

Quillo

Had to Eat It.

Rev. A. W. Wishart tells of a little girl friend of his who one day proudly displayed for his admiration a candy cat.

"Are you going to eat it?" the minister asked.

"No, sir; it's too pretty to eat. I'm going to keep it," the little girl replied, as she stroked it with a moist little hand.

Several days later the minister saw her again, and enquired about the cat.

A regretful look came into her eyes.

"It's gone," she sighed. "You see, I saved it and saved it, until it got so dirty that I just had to eat it."

Advise Your Customers
That by using



Mapleine

as a change of flavor, desserts and dainties will taste different and better.

Order from
Louis Hilfer Co.
4 Dock St., Chicago, Ill.
CRESCENT MFG. CO.
Seattle, Wash.



Using the Sense of Display

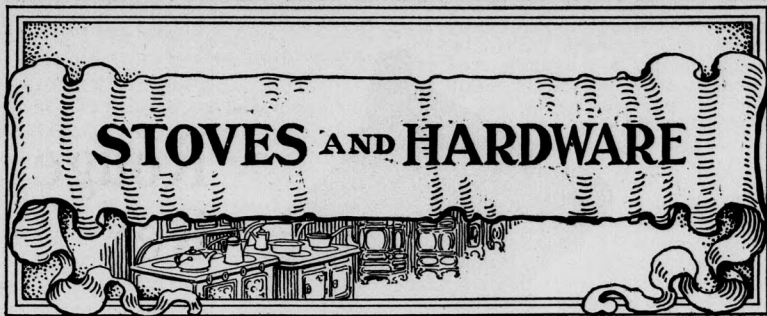
IN a little store at Gardner, Mass., a grocer has demonstrated the value of displaying National Biscuit Company products. His whole space is eight feet wide by ten feet deep and seven feet high.

Not very long ago he put in his first stock of National Biscuit Company goods. It cost him \$15. He placed this stock so that his customers couldn't fail to see the famous In-er-seal Trade Mark packages and the next month he purchased a \$50 stock. He pushes his cracker department. His sales are steadily increasing.

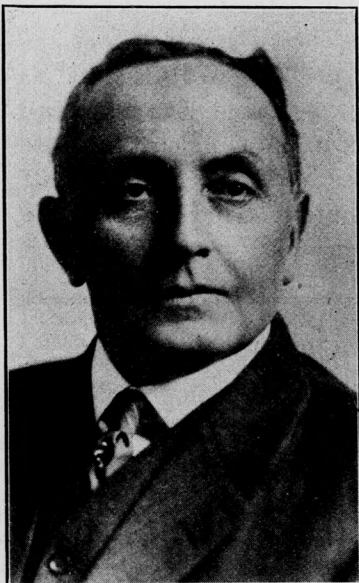
This is an instance of what one live grocer can do even in cramped quarters by using good display to call the notice of his customers to nationally advertised goods.

NATIONAL BISCUIT COMPANY





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.



Frank E. Strong, of Battle Creek, President of the Michigan Retail Hardware Association.

Whip Industry Crippled by Scarcity of Rattan.

The local whip manufacturers are becoming concerned over the outlook for obtaining a supply of rattan during the coming year. The European war is making it an exceedingly difficult task to obtain the usual supply of rattan and recent events have made the outlook even more dubious. It seems that England has recently declared an embargo on rattan shipped from Singapore except shipments to England. There are usually great cargoes of rattan shipped to Germany, where the reeds are made from the rattan. The reeds are then shipped to this country. The whip industry uses thousands of tons of rattan and reeds yearly in the manufacture of whips and no substitute has ever been found for rattan in making whips. The local factories have been making every effort possible to have the supply kept coming and one direct shipment was received some weeks ago. Now some of the smaller concerns are getting near the end of their supply and some of the large factories have on hand only enough to keep going for a few months.

Should the war continue another year and the embargo remain on rattan Westfield's principal industry would be badly crippled and business would have to be suspended. The

same is true of the chair concerns in the State that depend upon the reeds for their raw material. The question of the embargo is such a serious one that local whip manufacturers have taken the matter up with the State Department at Washington to see what measures of relief can be adopted. It is said that Germany is using the rattan in the trenches and for other purposes in the war and as England controls the supply the embargo can be made effective. The local whip manufacturers state that they are ready to put up bonds that any rattan shipped to this country will not be reshipped to Germany or any other country at war with England. It would be a bad blow to Westfield to have the whip industry crippled, even temporarily.—Springfield Republican.

A Good Hardware Line.

Wall board is a line which the hardware man can handle with profit. A floor space of four feet by four feet is all that is necessary for a rack to hold the stock, and 500 feet can be stored in a space of this size about seven feet high with divisions properly arranged to hold the different sizes. This rack can be easily made by any handy clerk.

The sale of this material means also the supply of nails. In many cases a sale can also be made of the many excellent dull finish paints to complete the job. Most wall boards will take this paint well, and many beautiful effects and good results can be secured at a small cost.

In towns which have a trade in the surrounding country many good sales may be made where there is a difficulty in getting plasterers to go out and use their material.

The writer has quite recently had several enquiries from customers who are considering using wall board for summer residences, and the advantage for such purposes is that any man fairly handy with a hammer and saw can do a very satisfactory job for himself.

The Bright Side.

Representative Gardner, replying to a defender of American armaments, said in Washington the other day:

"Oh, yes, of course, there's a bright side to everything. There are few situations wherein you can't find something bright.

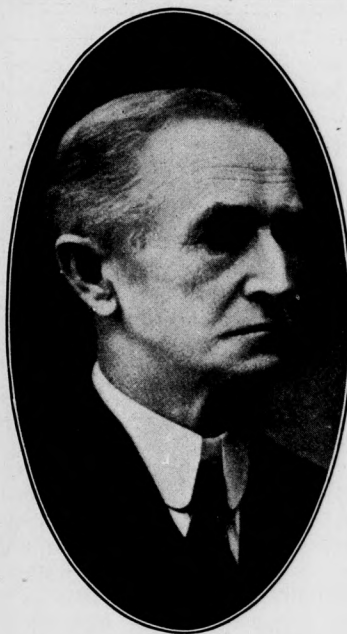
"Would you marry a spendthrift?" one girl asked another.

"Well," was the pensive reply, "it wouldn't be so bad if he was just starting out on his prodigal course, would it?"

REPRESENTATIVE RETAILERS.

George Hoppough, the Veteran Postmaster and Merchant.

The village of Smyrna, Ionia county, differs from hundreds of other villages of its class in but one particular—in being the dwelling place and scene of the lifelong activities of George Hoppough, postmaster and country merchant, who through long



GEORGE HOPPOUGH

service has attained the more or less unique position of being the dean of all postmasters—Michigan postmasters at any rate. Mr. Hoppough was appointed postmaster during the second term of President Grant, his commission having been signed by John A. Creswell, Postmaster General, and is dated September 23, 1872. For forty years in and through ten administrations, three of them Democratic, he has officiated as the custodian and deliverer of the mails to the inhabitants of Smyrna and surrounding country. He came to this section a youth and a lively one—the kind we call hustlers—and has taken an active part, as good citizens should, in everything that would pertain to the advancement of the community in which he dwelt. Time and the onward march of general improvement have inevitably wrought their changes for better or worse in the village, and

they have left their marks on George. His hair is grayer now and his manner more sedate, but his step is as quick as of old and with unfailing precision he has all these years dealt out missives of hope, disappointment, love, courage, grief and cheer to all impartially. Does it not speak well for the high estimation placed upon him by his fellow townspeople that the citizens of Smyrna have invariably given whoever and whatever administration was in power unmistakable evidence that it could please the people of Smyrna no better than by retaining George Hoppough to serve them as postmaster, and this without regard to political preference or prejudice? He is now in the junior seventies, too old to be eligible under civil service ruling and is therefore compelled to retire.

Mr. Hoppough is a member of Belding Lodge, No. 355, F. & A. M., being a charter member. Having belonged over forty years, he is now an honorary member.

During all these years of business activity the Tradesman has been a welcome weekly visitor, Mr. Hoppough having been a subscriber when it first started and it has been in the family ever since.

Mr. Hoppough can justly point with pride to the forty-two and one-half years of clean, honorable service as postmaster he has recorded to his credit. It is worthy of emulation.

Personally, Mr. Hoppough is of medium height and weight, giving one an impression of wiry, tough activity. We all know him and we all like him and we are sorry he is to go into private life.

How easy it is to give trouble the laugh when you haven't any!

REYNOLDS SHINGLES



Guaranteed for 10 years

H. M. Reynolds
 Asphalt Shingle Co.
 Grand Rapids, Mich.



Foster, Stevens & Co. Wholesale Hardware

157-159 Monroe Ave. :: 151 to 161 Louis N. W.

Grand Rapids, Mich.



Spring Weather Stimulates Shoe Buyings.

Written for the Tradesman.

These bright, sunshiny days are stimulating the retail shoe trade wonderfully.

There's still a tang in the air suggestive of the season out of which we are emerging; but there are many encouraging tokens of spring.

People who rather like to venture an occasional opinion as to future weather conditions (and pretty much everybody belongs to that class), are inclined to think we are going to have a forward spring.

I hope so. We have had quite enough snow and slush and cold for one winter. It will be a relief to everybody when the swallows, the spring flowers and the Easter fineries demonstrate conclusively that spring has arrived.

In the meantime people who want to dress seasonably are beginning to make their early purchases of spring footwear. Business is brisking up with shoe dealers in many localities—especially in the larger cities.

Dull Leathers With Cloth Tops.

Dull leathers with cloth tops are proving popular in both men's and women's lines of spring shoes.

Gray, buff and many somewhat lighter shades of fancy toppings are apparently in for a decided vogue.

Tops of leather and tops of cloth are getting the call—but chiefly cloth tops.

Not only are cloth-top shoes receiving a strong call this spring, but it is confidently predicted that their popularity is going to be carried over until next fall.

Among some fashion-tips anent men's footery, recently handed out by a Cincinnati shoes manufacturer, I quote the following:

"Men's shoes will have cloth tops. Gray or tan will be the most popular, but if your taste demands it you can have colored kid tops.

"The vamp will be built low, flat and rakish, with so-called custom effects.

"Button shoes will be in the minority.

"Dull calf will be most popular, with Russian calf and kid running for place and show. Patent leather is doped to finish fourth.

"This is my prediction based upon samples being put out by the leading shoe manufacturers of the Middle West and the East; also upon the reports of traveling men making important territories."

New Combinations Rather Than Last.

Whether or not there was any concerted effort to have it so, anyhow

it has come about that the current style-features evident in the shoes now hitting the popular fancy, are being achieved in new combinations of shoe materials rather than in new lasts.

In trimming the finishing—particularly in smart, bright-looking tops, made in cloth or leather, lighter in color than the dull or patent vamps—there's where the spring 1915 shoe, both for men and for women, is making its hit.

Cloth is certainly coming to its own as a material for stylish and serviceable footwear.

And this is surely a good thing for everybody in the trade. So much has been said in these columns about the increasing scarcity of leather, and the inevitable demand for leather-substitutes in the shoe industry, it is good to see cloth tops growing in favor with the public.

And it is certainly much better both for the shoe dealer and the public when new style-effects are attained in combinations of materials rather than in new lasts.

The old lasts are good enough.

Many of them have become staple.

They are good fitters; and the people like them.

Why should they be changed for something different?

As we have seen, it isn't necessary to change them in order to get new effects and new styles.

This is accomplished by bright and striking combinations, trims and finishing methods.

The Outlook for Low-cuts.

Of course the distinctively summer shoe is in a somewhat problematic status just at present.

It has been ordered—at least in many instances—and is being made up; but what is going to go most zestfully with the public?

Many people fancy they know, but really they are all guessing.

In one respect, however, I think there is a fair degree of unanimity among the guessers: low-cut shoes are going to have a heavy call.

They went good last summer in most sections of the country—especially white goods and dull leathers.

And the chances are they'll go strong again this summer.



Rouge Rex

No. 455

An ideal shoe for this time of year

Cut from our own tannage of Black Walrus stock, as nearly waterproof as leather can be made, having a full Blucher tongue, and tip, the upper running under the tip to the sole, making double thickness at that point; one-half double sole nailed and outside counter. Send for a sample pair. You will want more of them.

HIRTH-KRAUSE COMPANY

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Michigan

Don't fail to see the New Ideas in Hood Rubbers

You know the HOOD Company
always leads

Hood led and STILL is leading on

Pressure Cure Boots and Rubbers

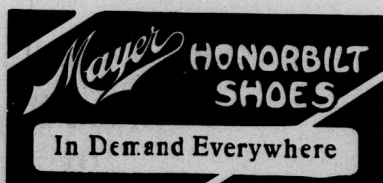
See our RED and WHITE
combinations

Save that 5%

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



They are cool and comfortable—these low-cut shoes.

They provide the foot more ventilation than other shoes.

They have a seasonable look; and, as there is less of them (naturally), one gets more actual shoe value for a given price.

And all of these are substantial considerations.

Insofar as I have read expressions of opinion from shoemen who have expressed themselves on the low-cut outlook for 1915, I am inclined to think there is going to be a big call for them.

Even thus early they are being featured in spring trims of the big metropolitan shoe shops.

What of White Footwear?

What about white footwear for the summer of 1915?

Well, your guess is perhaps as good as mine, but I believe white shoes are going to have a big call.

I am not alone in so thinking.

Lots of dealers think so — and strongly enough to back up their faith by strong orders.

White shoes are thoroughly practical.

They have passed the experimental stage.

They stand up under wear.

They are neat-looking—in fact, just the thing for summer wear, considered from a dress standpoint.

And above all they are cool and comfortable.

And when you take all these qualities together they make a strong combination.

Now if this nice, springlike weather doesn't get a crimp in it, there'll be lots of shoes sold during the next few weeks. Cid McKay.

General Public Suffers Because of Dead-Beats.

Kalamazoo, March 15.—The general public has to suffer because of the dead-beats, according to Prof. Dwight B. Waldo, President of the Western State Normal College, the principal speaker of the annual Grocers' and Meat Dealers' Association banquet last Tuesday evening at the Pythian castle before 400 men and women guests.

"In the good old days," said President Waldo, "we got three pounds of beans for three pounds and 32 ounces of molasses, instead of 21, when we bought it by the gallon. In those days we got our groceries by the good old measure and to-day we get them Troy measure, because now the groceryman cannot afford to give old weights and carry so many dead-beats on their books. I think it would be a good idea to do away with the credit system. I won't do it, but really for my own interest, I would like to ask you to raise your hands if you have ever been stung—if you have ever given credit and thought you would get paid and didn't. That is the secret of the cause of the raise in the cost of products. The public has to suffer because of the man who is being carried on the books."

President Waldo said he was one of the pioneer grocerymen of Michigan himself and that for that reason he had a right to speak as he did. He said if he was starting out in the grocery business to make it his life work he would study its products—know all he could about coffee and sugar and flour and in that way get interest and information out of the products that he sold.

He advocated the use of advertising as a method of extending the field of

the grocer and meat dealer and suggested the appointment of ten grocers and meat dealers to investigate the best methods of advertising to get dollar for dollar. He also suggested the systematic study of window decorating and arrangement of products on the shelves so as to attract the public.

The banquet was one of the most elaborate ever served in the city. The hosts of the occasion had co-operated and combined to bring together the best of all palatable foods for the banquet and they succeeded. From grape fruit to nuts, through the turkey and cranberry sauce, everything was of the best. A feature of the banquet was the souvenirs. Each guest was given a carnation. Each menu was a fitting souvenir of the occasion, and the individual Armour grape juice and celerytone bottles at each place were another hit of the evening.

The banquet was in charge of a committee headed by George Freeman. He was assisted by Harry Hubbard, Walter Wood, Samuel Poelstra and R. Bell. Mr. Bell, as President of the organization, introduced the toastmaster of the occasion, E. A. Welch, himself a former Kalamazoo grocer. Mr. Welch, who has earned the title of "Kalamazoo's Favorite Toastmaster," did himself proud. His witticisms brought laughter throughout the programme.

The first speaker of the evening was Mayor A. B. Connable, who asked for co-operation of citizens and city administration, and to take the city administration on faith, hope and charity. He gave a lengthy explanation of what he meant in each case. He also told what the taxes of the city are used for.

Charles Morath gave an address on "The Mail Order Problem."

Music during the evening was furnished by the Monarch quartet, Salomon's orchestra and Clarence Hoekstra.

A letter was read by the toastmaster, expressing the regrets of E. A. Stowe, Grand Rapids, editor of the Michigan Tradesman. He had been invited to speak, but because the date preceded the Tradesman press day, he could not get away.

How About the Samples?

F. Hopkinson Smith, painter, author and engineer, was employed in the Government service at one time, in which he had to do some traveling. He was riding in the Pullman opposite some traveling men, who were very loquacious. They tried several times to bring him into the conversation. He answered politely, then became silent.

Finally one of them said, addressing Mr. Smith:

"On the road?"

"Yes," replied that gentleman.

"What kind of goods do you sell?"

"Lighthouses."

The drummer gasped in astonishment, then said:

"Boss, where do you keep your samples?"

Train Time.

A passenger recently entered the Southern Pacific depot, Santa Barbara, Cal., to take the 2:15 p. m. train. The clock in the waiting room was several minutes faster than the one in the office, and the passenger asked the porter which clock was correct. After scanning the clocks, carefully, the porter, with much satisfaction to himself, replied:

"It don't make any difference which is right; the train goes at 2:15 anyhow."

Lace Military Boots

IN STOCK

Ready to Ship

Correct

Patterns

Snappy Lasts



Order These Now for Easter Trade

No. 2423—Sand Shade Cloth Top, Patent Vamp, McKay Sewed, 2½ to 7.....\$2 10
No. 2420—Black Cloth Top, Patent Vamp, McKay Sewed, 2½ to 7..... 1.85
No. 2418—Slate Gray Cloth Top, Gun Metal Vamp, McKay Sewed, 2½ to 7..... 2.10
No. 2486—Sand Shade Cloth Top, Patent Vamp, Goodyear Welt, 2½ to 7..... 2 25

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

People who want **QUALITY** will seek the store that offers **QUALITY** merchandise and these become permanent customers. Competition cannot draw them away unless it is done with better merchandise and service. In footwear for men and boys the

Bertsch

(Dress) and

H. B. Hard Pan

(Service) lines are supreme.

They are **QUALITY** lines that have become justly known because of their style and wear resisting features. Moreover **BERTSCH** and **H. B. HARD PAN** shoes fit. They are built over sensible, roomy lasts of sufficient variety to insure an absolute fit for every kind of foot.

That is one reason dealers like so much to sell them. Another reason is that they are absolutely sure when they talk **BERTSCH** and **H. B. HARD PAN** shoes that in every case the service given by the shoes will justify their arguments and make a permanent customer for their store. Samples or salesmen on request. **THEY WEAR LIKE IRON.**

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear
GRAND RAPIDS, MICH.



Grand Council of Michigan U. C. T.
 Grand Counselor—M. S. Brown, Saginaw.
 Grand Junior Counselor—W. S. Lawton, Grand Rapids.
 Grand Past Counselor—E. A. Welch, Kalamazoo.
 Grand Secretary—Fred C. Richter, Traverse City.
 Grand Treasurer—W. J. Devereaux, Port Huron.
 Grand Conductor—Fred J. Moutier, Detroit.
 Grand Page—John A. Hach, Jr., Coldwater.
 Grand Sentinel—W. Scott Kendricks, Flint.
 Grand Executive Committee—E. A. Dibble, Hillsdale; Angus G. McEachron, Detroit; James E. Burtless, Marquette; L. N. Thompson, Jackson.
 Next Grand Council Meeting—Lansing, June.

Michigan Division T. P. A.
 President—Fred H. Locke.
 First Vice-President—C. M. Emerson.
 Second Vice-President—H. C. Cornelius.
 Secretary and Treasurer—Clyde E. Brown.
 Board of Directors—Chas. E. York, J. W. Putnam, A. B. Allport, D. G. McLaren, W. E. Crowell, Walter H. Brooks, W. A. Hatcher.

Salesmen Who Belong to the Order-Taker Class.

[Concluded from last week.]

I remember very well one of these two-wheeled men. He crossed my path when I had been out on the road about three or four years. It was a "Ships-that-pass-in-the-night" sort of experience, which leaves behind the shadowy impression that something crossed your bow in the fading light, but you could not make out just what manner of craft it was, or where it hailed from.

I had been out on my advance trip with a line of ostrich goods and velvets, and was winding up the last week of an unusually successful fall business, when I was suddenly stricken with a serious case of blood-poisoning, contracted from opening a water blister on my hand with a rusty knife-blade. I was working on my way home from Northern Michigan, and had but a few towns left, when the doctor order me to take the first train home and see a first-class surgeon, adding that I had no time to lose if I valued my life.

I hesitated about taking his advice, hating to give up a winning streak of business; besides, I knew that my rival salesman from our house was working might and main to nose me out of first place on the sales list. That was not all. In the next town I had a slim hold on an account that had started new the season before, and as I was out ahead of my competitors, I felt that my chances were good to sell the customer his opening fall bill. The doctor finally convinced me that a dead salesman was of very little use; and not wishing to shuffle off this mortal coil at the very outset of my career, I went home and remained there for three weeks.

I worried and chafed under my en-

forced idleness, realizing that before I could get back to that town and my new customer, the country would be full of millinery salesmen just as eager for that first bill as I was.

As soon as convalescence set in, I wired him the exact date of my arrival, and not waiting for the bandages to come off, with my arm still in a sling, I set out to do the best I could in handling my trunks with the aid of porters and fellow-travelers.

I arrived on schedule time. Jumping out of the bus, I did not stop to register, but called to the porter to throw my trunks into the best sample room he had, and was off like a shot for my customer's store.

Entering, I was filled with misgivings, half expecting some salesman had been there and secured that much coveted bill ahead of me. I greeted him with as much confidence as my shaken faith would permit. I expected it; almost the first thing he said was, "A new man from — & Co. was here a few days ago." But my hopes arose when he added, "But I didn't buy anything from him. His samples were not opened, and he came in sort o' looking as if he expected to be turned down. I really did want to see his line, and might have given him an order, having heard his house well spoken of; but I guess my greeting was kind of cold. When I said I didn't want anything anyway, and as long as his samples were not unpacked I wouldn't have him go to the trouble of opening them just for me, as it wouldn't pay him, he waited around for a few minutes for further confirmation, and then explained that, owing to his big territory and being late, he was making towns pretty fast, and that if there wasn't much I wanted he'd see me next trip. But I don't believe he will ever make another, do you?"

I thought as he did about it, and it afterwards proved that we were both right. To make a long story short, my friend told me just about what he had said to the other fellow—that he didn't want much, and he had made up his mind that he would wait until he went to market to do his buying.

I reminded him of his desire to see — & Co.'s line, adding that as he was the only customer there, I was obliged to remain all the afternoon anyway, and would rather put in the time showing him the line than lie around the hotel office doing nothing.

It was not easy to budge him, but he finally said, "Well, my boy, if you have got grit enough to unpack your stuff with a game arm, just show me

your line, I guess I can find time to run over the the sample-room a little later."

He came before I was through unpacking and stayed long enough to give me a bill for over \$1,000, and helped me to pack up when we were through.

No, he didn't buy from me out of sympathy for my crippled condition. He was too good a merchant for that. On leaving, he said half to himself but loud enough for me to hear, "Most curious fellow I ever saw." Then aloud to me, "Likely I would have given him the bill I have given you if he hadn't been so confounded lazy."

While leaning back in the cushions, bumping along over the ties, did you ever say to yourself, "If I am a salesman, I'm going to be one all over, through and through; but I won't be a little, old, dried-up, knock-kneed, one-horse, shrivelled nothing, anywhere?"

Haven't you had a desire to rise above the sight of the kind of little fellow that you can pack in a sardine box with nineteen others? You have never known much about salesmanship if you have never felt in your soul that you wanted to be somebody—something—so big that you could fly up, and up, and up. If you have had this sensation, then you know something about what salesmanship is.

Well, now, your house acts on the principle that each individual employe takes part in forming that house. If your employer has forty-five salesmen in his house, and fifteen of them are good salesmen, who love their house and their goods, and thirty others who are indifferent and careless, then you see what sort of house he has—two-thirds of his sales force away from loyal duty, and one-third hustling to increase the business.

With forty-five salesmen on the force and only fifteen of them active, that house has all it can do to look after those thirty invalids, and has no time to go out for new business.

Don't you see?

To succeed, you must comply with all the conditions of your house. You might ask me: "What do you mean by conditions?"

Railroads carry you, for instance, on certain conditions. I know of but two—one is that you get your ticket; the other that you get aboard. And just as soon as you comply with these conditions, then all the speed in that engine and all the comfort of that coach are yours to your destination. And when a salesman obeys the orders of his house and backs them up with intelligent service, the success of that house is his success also. And the salesman must learn this fact. W. D. Moody.

Copyrighted, 1907.

"Hello" News of Interest.

Written for the Tradesman.

A thousand poles will be removed from the streets of Battle Creek when the Michigan State Telephone Co. completes its new cable system there and much labor will be saved in the annual trimming of trees.

The Michigan State will expend over \$50,000 in improvements this year at Kalamazoo, including extensions and placing wires in conduits.

Underground work is being extended into country districts. The line running north of Sunfield, in Eaton county, which was badly damaged in a recent storm, will be replaced with an underground cable for a distance of two and a half miles, laid eighteen inches under ground.

In the case of W. F. Bolander, of St. Joseph county, vs. Southern Michigan Telephone Co., relative to the company's rights in trimming roadside trees, the Supreme Court sustains the decision for the plaintiff as found in a lower court, the opinion being in part: "An abutting owner to a highway, owning in fee to the middle of the highway, may recover damages for the unauthorized and unwarranted cutting and mutilation of shade trees in the highway by the telephone company in constructing its lines." The higher court held that a man's property extends to the middle of the road.

The Livingston Mutual Telephone Co., in session at Howell, was advised by Chairman Hemans of the State Railroad Commission, to raise its rates. He states that depreciation in lines and equipment amounts to nearly 16 per cent. annually, for which the smaller companies in the State, as a rule, make no provision whatever, hence they are running behind every day.

A recent sleet storm at Ann Arbor raised hob with the Michigan State's wires to Whitmore Lake. Poles were broken and wires snarled, so that it was necessary to cut them in short lengths and haul the debris away. A switchboard was ordered from Detroit and an exchange opened temporarily in a farm house until the new construction is in place.

The new automatic system of the United Home Telephone Co., at Muskegon, will be ready for operation this fall, with capacity at the start for 1,500 individual lines and 500 party lines.

The Camden Rural and the Reading Central Telephone companies, of Hillsdale county, have filed a new complaint with the Michigan Railroad Commission against the Michigan State, charging that the latter company is refusing independent telephone connections with the city of Hillsdale and elsewhere through the State over the circuit via Reading. A hearing is asked for in the city of Hillsdale that companies affected, operating 4,200 phones, may present their case. Almond Griffen.

EAGLE HOTEL
 EUROPEAN
 GRAND RAPIDS, MICHIGAN
 \$1.00 PER DAY—BATH DETACHED
 Excellent Restaurant—Moderate Prices

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

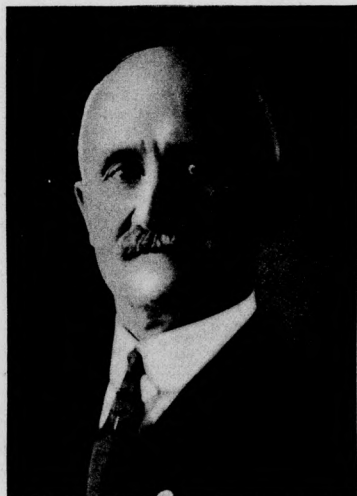
Boomlets From Bay City.

Bay City, March 15.—After a legal contest of several months the D., B. C. & W. Railway succeeded, March 6, in getting the right to lay a side track from its main line at Sandusky to the property of an elevator company in that city. With the assistance of about 100 people of Sandusky who volunteered to help lay the track they had the ties placed and the rails spiked down before 9 p. m. and Sunday completed the grading, building of crosswalks, etc.

W. F. Niergarth, Reed City, will open an up-to-date dry goods store at Bad Axe March 20.

Ralph Burrington, member of Bay Council, who was badly injured several months ago by a falling log, is slowly regaining his strength.

O. A. Marsac and son, Arnold, of our city, have bought the business of the Pioneer Boat and Pattern Co. The Michigan Cloak & Suit Co.,



WILLIAM T. BALLAMY

which has stores in Detroit and Port Huron, has leased the Feingarten store, in the Averill block, for a period of five years and as soon as possible will open therein a stock of goods in keeping with the company's other stores.

This is Bay City's golden jubilee years and plans are being made for a three day celebration July 5, 6 and 7.

Plans are being made to rebuild the Arlington Hotel, which was badly damaged by fire several months ago.

Bay City will soon have a new bank which will occupy the quarters vacated by the Commercial Bank when it removed to its new building. The new bank will have a capital of \$100,000. The stock has nearly all been subscribed and the subscribers represent a variety of interests. It will be organized under State laws as a savings bank.

According to the figures given by Robert G. Handy, during an illustrated lecture in the assembly room of the Eastern high school last Friday evening, the amount paid out yearly to miners in Bay county is \$946,000 and the value of the products runs into the millions.

Bay Council's meeting was well attended last Saturday evening. Officers for the ensuing year were elected and installed.

Bay Council members are enthusiastic regarding the candidacy of Wm. T. Ballamy for Grand Sentinel. Not only because Mr. Ballamy is well qualified for the office, but in view of the fact that Bay Council has not had a representative in the Grand Council for fourteen years, every member of our Council believes that Bay City is entitled to recognition. It has been reported that Cadillac Council will present a candidate for Grand Sentinel, but this report is probably erroneous, because it is not conceivable that any council would

be sufficiently selfish to ask for two offices in the Grand Council. Pub. Com.

Abolish Treat Graft When Bills Are Paid.

On and after March 1 treating customers just because they have paid their grocery bills became a thing of the past with the Galion, Ohio, retail grocers. In a public notice the sad news went to the people of the Ohio city and in a supplementary explanation the association spokesman told the tale of woe as follows:

"When you go to pay your grocery bill the next payday don't look for a cigar or a sack of candy. You won't get it, so don't be disappointed.

"For many years past it has been the custom of the grocers in Galion to treat to candy or cigars when a customer paid his account. They treated when the account was only partly paid. But it will not be so after the first of March.

"No other class of merchants has a similar custom, and it is difficult for them to understand why the grocers alone should do the treating. The giving of treats to the credit customer and not to the cash customer, they say, is unfair to the latter and puts a premium upon credit instead of upon cash trade.

"Treating one customer is not expensive, but treating every customer adds from \$100 to \$300 every year to the grocer's expense. Especially so is this the case now, when many accounts are paid every week or every two weeks. Grocers of other towns have abandoned this custom and the grocers of Galion are to be congratulated that they have decided to do likewise. We believe that the man who receives credit and pays his account will feel better by not receiving a treat, for he is thankful for the credit extended and is glad that he can pay his account."

Side Light on Lively Cedar.

Cedar, March 16.—Cedar has a population of 400, is on the M. & N. E. (Cedar City Station), in Solon township, Leelanau county, twelve miles south of Leland, the county seat. Stage from here to Maple City twice daily. Has three general stores, a first class meat market, drug store, harness shop, implement store, bank, lumber mill, stove mill, barrel factory and has a brass band of eight pieces that gets out on the street often and entertains the citizens with popular band music.

Ward & Culver have a good store building well filled with general merchandise.

Wm. N. Sweet has a neat attractive store and carries a full line of general merchandise.

J. J. Sbonek has a complete line of general merchandise and good store building.

J. C. Vlack has an up-to-date market and uses an automobile delivery for his country trade.

G. A. Mason, the druggist and postmaster, carries a good stock and has comfortable quarters.

The Bank of Cedar is one of the best in the State and is appreciated by its patrons.

Pelky & Champagne are extensive dealers in farm machinery.

F. M. Kirt carries a good stock of harness goods, etc.

The merchants all carry good stocks of goods and nearly all of them are subscribers to the Tradesman.

W. R. Wagers.

Interesting Meeting of the Local Grocers.

Another rousing meeting of the Grand Rapids Retail Grocers' Protective Association was held in the Association of Commerce rooms last Monday night. President Wood being absent, Second Vice-President Gaskill held the chair, and efficiently, too. The meeting was called to order promptly at 8 o'clock and, after the reading of the minutes of the previous meeting, Bohr & Heyen, 901 Bridge street, were received into the Association.

Co-operative advertising, a subject which was made a matter of special business, was at this time opened for general discussion.

It will be the aim of the Association to adopt a special and attractive window sign, something artistic and neat, sure to attract attention, which is to be displayed in the window of every member of the Association. This emblem must stand for and represent a store that is a member of the Association, which demands that 16 ounces must be given for a pound and the correct number of pounds for a bushel, and that an honest, courteous and legitimate business is being transacted, and that all goods sold must pass inspection by the State Dairy and Food Department; a certain sized space to be used in the daily papers, to be paid for by a certain co-operative fund.

This subject, after receiving a thorough discussion, was referred to a special committee to report back at the next regular meeting, April 5.

Under the head of good and welfare of the Association, a question was asked, "How many pounds of lard are grocers getting when they buy a 50 pound can?" The answer was 46½ pounds.

Of course, it was very quickly pointed out who is the loser and how much is really the loss. This is a matter that needs correction, and it seems only a united effort will correct it.

The attention of the Association was called to the statement made by W. J. Mickel, State Dairy and Food Inspector, before the Association some weeks ago, in which he said he "would arrest any grocer who failed to give 15 pounds of potatoes to the peck." Potatoes are still being sold less than 15 pounds to the peck. Where is Mr. Mickel?

It seems strange that such a question as to "whether a bushel means a bushel basket or 60 pounds" when it comes to selling potatoes, should exist, yet, this question is still in the minds of the grocers of this city, and Mr. Mickel has never been able to settle it. It must be about time to stop guessing and begin to show proof that his statements are correct.

The matter of weight and measures was then referred to the Trade Committee, with instruction to report back at the next regular meeting.

The Association at this time adopted the resolution, as passed at the State Convention at Lansing, that the first week in November be made a

pay-up-week, in which every grocer will receive all money due him. O, joy; what a time! Will be able to build a monument equal to the Pantlind Hotel, in honor of the Retail Grocer, and then just think, too, of the smiling jobbers when their accounts due them will all be paid, another joy which no word in the English language can express.

In the near future Libby & McNeill will entertain the grocers of the city in the Association rooms, with moving pictures of their entire plant, which will be a feature which will be of great interest to every grocer. We should have a crowded house to greet them.

The Association went on record as favoring a general Grand Rapids picnic day, the plan being to have all associations hold their picnics on the same day, thus making a general day on which all stores will close and enjoy an outing.

Wm. P. Workman, Sec'y.

The assault on the five-cent loaf delivered by the grand strategists of the baking trade has failed before the vigorous stand taken by the smaller bakers in defence of cheaper bread. We have been so persistently educated to look upon the small producer as inefficient and short-sighted, and upon Big Business as efficient and enlightened, that it was surprising, to put it mildly, to have the plaint of necessity for a six-cent loaf come from the highly organized and generously capitalized baking concerns. In theory it is precisely the small manufacturer who is least equipped to bear the strain of a sharp rise in the cost of his raw material. Living more or less from hand to mouth, he cannot buy in large quantities when prices are low, and he has not the reserve capital to weather a period of high cost. If the higher efficiency which goes with large-scale production and with the ability to strike an average between periods of low and high prices was not enough to bulwark the big breadmakers against the effects of war upon wheat, perhaps there is something to be said after all for the stagecoach era. The theoretical benefits of high organization may easily be vitiated by highly organized selfishness.

Hotel Breslin

Broadway at 29th St.
New York

"An Hotel Where Guests are Made to Feel at Home"

A High-Class Hotel
with Moderate Rates.

Exceptionally Accessible

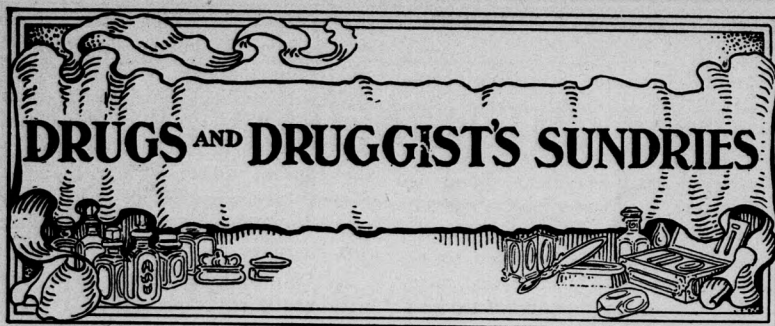
500 Rooms—Reasonable Restaurant Charges

RATES:

Single Rooms with Running Water \$1.00 to \$2.00
Single Rooms with Tub or Shower Bath \$1.50 to \$5.00
Double Rooms with Running Water \$2.00 to \$4.00
Double Rooms with Tub or Shower Bath \$3.00 to \$6.00

UNDER SAME MANAGEMENT AS
COPLEY-PLAZA HOTEL, BOSTON

EDWARD C. FOGG, Managing Director
ROY L. BROWN, Resident Manager



Michigan Board of Pharmacy.
 President—E. T. Boden, Bay City.
 Secretary—E. E. Faulkner, Delton.
 Treasurer—Charles S. Koon, Muskegon.
 Other Members—Will E. Collins, Owosso; Leonard A. Seltzer, Detroit.
 Next Meeting—Press Hall, Grand Rapids, March 16, 17 and 18.

Michigan State Pharmaceutical Association.
 President—Grant Stevens, Detroit.
 Secretary—D. D. Alton, Fremont.
 Treasurer—Ed. C. Varnum, Jonesville.
 Next Annual Meeting—Grand Rapids, June 9, 10 and 11.

Michigan Pharmaceutical Travelers' Association.
 President—John J. Dooley, Grand Rapids.
 Secretary and Treasurer—W. S. Lawton, Grand Rapids.

Grand Rapids Drug Club.
 President—Wm. C. Kirchgessner.
 Vice-President—E. D. De La Mater.
 Secretary and Treasurer—Wm. H. Tibbs.
 Executive Committee—Wm. Quigley, Chairman; Henry Riechel, Theron Forbes.

Problems Presented by the Harrison Narcotic Law.

The Harrison narcotic law is now a part of the law of the land. As such it ought to and must be obeyed, at the peril of him who neglects or refuses to do so.

It entails considerable trouble, will cause much annoyance and may occasion some expense. But that cuts no figure, and there is nothing for druggists to do but to become acquainted with its every requirement and conform thereto in spirit and to the letter.

In former issues of this journal we have analyzed and explained the statute, attempting to do so in plain and simple terms, so that the average druggist could understand it with but little study. That there will come up, in the practical application of the law, many points which we failed to touch upon is but natural. Indeed, several such points have already been presented to us, and although it is against our custom to reply to queries by mail, we have regarded conformance with this law as so important and were so desirous to enable our subscribers to do so, that in every case we have replied by personal letter, giving our construction as to the points presented and, when we were in doubt, have written to the Commissioner of Internal Revenue for a special ruling.

We shall be glad to continue to do this for our subscribers, and we trust that all who wish enlightenment on any particular phase of the statute will feel privileged to write to us, taking care to state clearly what it is they want to know.

No list of patent and proprietary medicines containing the specified drugs in proportions in excess of the exemptions in the law has yet been prepared, so far as we can ascertain.

To make such a list will be a difficult undertaking and will require time and labor; but even when made it can not be relied upon as complete or absolutely accurate and must be added to from time to time. However, we hope in a short while to get up a list of the kind and to make it as nearly accurate and correct as possible, and shall publish it for the benefit of our subscribers. In the meantime, it should be remembered that by the Food and Drugs Act a statement of the quantity or proportion of the drugs and preparations covered by the Harrison law is required to appear on the labels thereof, and hence with the exercise of ordinary caution, druggists ought not to overlook any of them.

We would advise, as ultimately saving time and trouble, as well as ensuring strict observance of the law, that all preparations which are affected by it should be selected from the general stock and placed in one case or section, which should be kept locked and all its contents accounted for, to prevent some thoughtless clerk from making a blunder, which may involve his employer in trouble and bring him into unpleasant notoriety. This will mean a rearrangement of the druggist's stock, but it seems to us that the safety it affords is worth all the trouble it will occasion. The fact is, in the long run, as we have said, it will save much trouble, for one of the requirements of the law is that a report of all the goods on hand which come under its provisions must from time to time be made to the Government authorities, and we see no way how this can be more accurately and promptly done than by keeping the specified articles together and in one place.

We would like to have our readers write us their experience with the law and how they have arranged to comply with it, that we may give others, who may not have conceived so practical a plan, the benefit thereof. The fact is, no one, not even the best-informed man in the world, although he were both a lawyer and a pharmacist combined, can deduce from his mind a plan or give directions as to all the details necessary to be observed in carrying out this or any other law. With regard, therefore, to its proper construction, but particularly as to the best and most economic plan to adopt for carrying out its provisions, druggists, in the practical application of it are most likely to evolve the best methods.

Here are replies to a number of questions propounded to the Commissioner of Internal Revenue by the

Philadelphia Association of Retail Druggists and which we take from N. A. R. D. Notes. It is assumed, since rulings were specifically asked by this intelligent body of pharmacists that they are practical and are of importance to the trade generally:

Aggregates Opiates—If a doctor gives a prescription for two grains of opium, one-fourth grain of morphine, one-eighth grain of heroin, and one grain of codeine in one ounce the prescription, to be legal, must be written as required by the law; the proportions of opiates exempted may not be exaggerated.

Signing Orders—none but the proprietor of a registered store may sign orders under the Harrison act; to provide for the absence of the proprietor, the orders may be signed in blank by him and filled out by a clerk; the proprietor must assume all the responsibility for the use of these signed blanks.

Pills for Physicians—If a physician desires to order, say 300 pills to be made by a druggist, and the pills contain more than the exempted proportion of a narcotic, they must be ordered on an official form, a prescription will not answer.

Delivery Through the Druggist—If a physician orders proscribed goods direct from a manufacturer and the goods are shipped to a druggist for delivery to the physician, the druggist must get from the physician an order on an official form.

Dating Prescriptions—A prescriber may not legally date a prescription for narcotics ahead; and a pharmacist may not legally fill in the date on a prescription which comes within the purview of the law. In this connection it may be stated that the law places no time limit on a prescription; no matter what the date, it is legal until once accepted for compounding. Some state laws provide otherwise.

Refilling Prescriptions—An order to refill a prescription must be a complete prescription in itself; one that gives the name, address and registry number of the prescriber, the name and address of the patient, the date, and the number of the prescription it is desired to have refilled will not suffice.

Opium Defined—"Opium" in connection with the Harrison act includes powdered opium of not more than pharmacopoeial morphine content.

Manufacturing Records Required—A record must be kept by the druggist of each manufacturing operation in which a narcotic is used in making a preparation which does not contain more than the exempted proportion of an opiate. This record must show the name and quantity of the drug used, for what it is used, and the

date. In the same way a record, presumably is required of each manufacturing operation in making a preparation for external use; and it should be borne in mind that the compounding of an extemporaneous prescription and the making of a stock preparation are not different in this interpretation of the law. Further light will be sought in this connection.

Original Prescription Must Be Filed—A druggist who does compounding for a charity department or similar civic body which requires the surrendering of original prescriptions for purpose of accounting is not permitted to return prescriptions which come within the scope of the Harrison law.

Payment of Tax—Only currency, money orders, or certified checks on State or National Banks, will be accepted in payment of the annual license fee under the Harrison act. In this matter, the procedure under the liquor law is a guide.

Keeping Cigars.

Druggists who stock cigars sometimes have trouble from the appearance of mold on the surface of cigars. Dr. Rodney H. True, of the Bureau of Plant Industry, has studied the causes for this trouble and finds that the molds are due to the infection of the tragacanth paste used in rolling, the spreading of the pores over the surface taking place during the rolling between the hand and the bench. It was proved by very thorough experiments that the remedy is to sterilize the paste, but Dr. True gives the warning that the antiseptic used for this purpose must be selected with care, otherwise the taste and aroma of the cigars may be adversely affected, and the cure prove worse than the evil. Boric acid, used in proper proportion, was found to be the most suitable substance for this purpose. It does not affect the adhesive qualities of the paste, nor the taste and aroma of the cigars; it is cheap and easily obtainable, and is not likely to injure anybody if used in excess. An ounce of the acid to two pints of water is about the right proportion.

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TANGLEFOOT



The Non-Poisonous Fly Destroyer

46 cases of poisoning of children by fly poisons were reported in the press of 15 States from July to November, 1914.

WHOLESALE DRUG PRICE CURRENT

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

Acids		Mustard, true	9 00@9 50	Ipecac	75
Acetic	6 @ 8	Mustard, artif'l	3 00@3 25	Iron, clo.	50
Boric	10 @ 15	Neatsfoot	65@75	Kino	80
Carbolic	1 20@1 25	Olive, pure	2 50@3 50	Myrrh	1 05
Citric	68 @ 75	Olive, Malaga,	1 75@2 00	Nux Vomica	70
Muriatic	1 34@1 5	Olive, Malaga,	1 75@2 00	Opium	2 75
Nitric	5 1/2 @ 10	Olive, green	1 65@1 90	Opium, Capmh.	90
Oxalic	20 @ 25	Orange Sweet	2 25@2 50	Opium, Deodor'd	2 75
Sulphuric	1 34@1 5	Organum, pure	2 50	Rhubarb	70
Tartaric	53 @ 55	Organum, com'l	2 50		
Ammonia		Pennyroyal	2 75	Paints	
Water, 26 deg.	6 1/2 @ 10	Peppermint	2 50@2 75	Lead, red dry	7 @ 8
Water, 18 deg.	4 1/2 @ 8	Rose, pure	14 50@16 00	Lead, white dry	7 @ 8
Water, 14 deg.	3 1/2 @ 6	Rosemary Flows	1 50@1 75	Ochre, yellow bbl.	1 @ 1 1/2
Carbonate	13 @ 16	Sandalwood, E.		Ochre yellow less	2 @ 5
Chloride	10 @ 25	I.	6 50@6 75	Putty	2 1/2 @ 5
Balsams		Sassafras, true	1 10	Red Venet n bbl.	1 @ 1 1/2
Copaiba	75@1 00	Sassafras, artif'l	60	Red Venet n less	2 @ 5
Fir (Canada)	1 50@1 75	Spearment	3 25@3 50	Vermillion, Eng.	90@1 00
Fir (Oregon)	40@50	Sperm	90@1 00	Vermillion, Amer.	15@20
Peru	3 50@3 75	Tansy	4 00@4 25	Whiting, bbl.	11-18@1 1/2
Tolu	75@1 00	Tar, USP	30@40	Whiting	2 @ 5
Berries		Turpentine, bbls.	48	L. H. P. Prep'd	1 25@1 35
Cubeb	85 @ 90	Turpentine, less	55@60		
Flsh	15 @ 20	Wintergreen, true	5 00	Insecticides	
Juniper	10 @ 15	Wintergreen, sweet		Arsenic	12@15
Prickley Ash	@ 50	birch	3 00@3 25	Blue Vitrol, bbl.	@ 6 1/2
Barks		Wintergreen, art	1 75@2 00	Blue Vitrol, less	7@10
Cassia (ordinary)	25@30	Wormseed	3 50@4	Bordeaux Mix Pst	8@10
Cassia (Saigon)	65@75	Wormwood	4 00@4 25	Hellebore, White	
Elm (powd. 35c)	30@35	Potassium		powdered	15@20
Sassafras (pow. 30c)	@ 25	Bicarbonate	25@30	Insect Powder	25@40
Soap Cut (powd.		Bichromate	20@25	Lead Arsenate	8@16
25c	20@25	Bromide	95@1 05	Lime and Sulphur	
Extracts		Carbonate	28@35	Solution, gal.	15@25
Licorice	27@30	Chlorate, xtal and	38@40	Paris Green	15 1/2 @ 20
Licorice powdered	30@35	powdered	38@40		
Flowers		Chlorate, granular	43@45	Miscellaneous	
Arnica	30@40	Cyanide	25@40	Acetanalid	90@1 00
Chamomile (Ger.)	55@60	Iodide	3 77	Alum	5@8
Chamomile (Rom)	55@60	Permanaganate	30@40	Alum, powdered and	
Gums		Prussiate, yellow	35@40	ground	7@10
Acacia, 1st	50@60	Prussiate, red	@ 75	Bismuth, Subni-	
Acacia, 2nd	45@50	Sulphate	20@25	trate	2 97@3 00
Acacia, 3d	40@45	Roots		Borax xtal or	
Acacia, Sorts	20@25	Alkanet	30@35	powdered	6@12
Acacia, powdered	30@40	Blood, powdered	20@25	Cantharades po	2 00@7 00
Aloes (Barb. Pow)	22@25	Calamus	40@70	Calomel	1 29@1 34
Aloes (Cape Pow)	20@25	Elecampane, pwd.	15@20	Capsicum	30@35
Aloes (Soc. Pow.)	40@50	Gentian, powd.	15@25	Carmine	3 75@4 25
Asafoetida	60@75	Ginger, African,		Cassia Buds	@ 40
Asafoetida, Powd.		powdered	15@20	Cloves	30@35
Pure	@ 1 00	Ginger, Jamaica	22@25	Chalk Prepared	6@8 1/2
U. S. P. Powd.	@ 1 25	Ginger, Jamaica,		Chalk Precipitated	7@10
Camphor	56@60	powdered	22@28	Chloroform	37@43
Guaiac	50@55	Golden seal pow.	6 50@7 00	Chloral Hydrate	1 00@1 20
Guaiac, powdered	55@60	Ipecac, powd.	@ 3 50	Cocaine	4 60@4 90
Kino	70@75	Licorice	12@15	Cocoa Butter	55@65
Kino, powdered	75@80	Licorice, powd.	12@15	Corks, list, less 70%	
Myrrh	@ 40	Orris, powdered	30@35	Copperas, bbls.	@ 01
Myrrh, powdered	@ 50	Poke, powdered	20@25	Copperas, less	2 @ 5
Opium	9 60@9 80	Rhubarb	75@1 00	Copperas, powd.	4 @ 8
Opium, powd.	11 75@12 00	Rhubarb, powd.	75@1 25	Corrosive Sublim.	1 25@1 35
Opium, gran.	12 25@12 50	Rosinweed, powd.	25@30	Cream Tartar	36@40
Shellac	28@35	Sarsaparilla, Hond.		Cuttlebone	35@40
Shellac, Bleached	30@35	ground	@ 65	Dextrine	7@10
Tragacanth		Sarsaparilla Mexican,		Dover's Powder	@ 2 50
No. 1	2 25@2 50	ground	30@35	Emery, all Nos.	6@10
Tragacanth pow	1 25@1 50	Squills	20@35	Emery, powdered	5@8
Turpentine	10@15	Squills, powdered	40@60	Epsom Salts, bbls	@ 2
Leaves		Tumeric, powd.	12@15	Epsom Salts, less	3 @ 5
Buchu	2 25@2 50	Valerian, powd.	25@30	Ergot	2 00@2 25
Buchu, powd.	2 50@2 75	Seeds		Ergot, powdered	2 75@3 00
Sage, bulk	28@35	Anise	20@25	Flake White	15@20
Sage, 1/4s loose	35@40	Anise, powdered	@ 25	Formaldehyde lb.	10@15
Sage, powdered	30@35	Blrd, ls	@ 12	Gambler	10@15
Senna, Alex	30@35	Canary	12@15	Gelatine	40@50
Senna, Tinn.	20@30	Caraway	15@20	Glassware, full cases 80%	
Senna Tinn powd	25@30	Cardamon	2 00@2 25	Glassware, less 70 & 10%	
Uva Ural	18@20	Celery (powd. 40)	30@35	Glauber Salts bbl.	@ 1 1/2
Oils		Coriander	10@18	Glauber Salts less	2 @ 5
Almonds, Bitter,		Dill	20@25	Glue, brown	11@15
true	6 50@7 00	Fennel	25@30	Glue, brown grd.	10@15
Almonds, Bitter,		Flax	4 1/2 @ 10	Glue, white	15@25
artificial	1 50@1 75	Flax, ground	4 1/2 @ 10	Glue, white grd.	15@25
Almonds, Sweet,		Foenugreek, pow.	8@10	Glycerine	25@35
true	1 25@1 50	Hemp	@ 10	Hops	45@60
Almonds, Sweet,		Lobelia	@ 50	Indigo	1 50@1 75
imitation	50@60	Mustard, yellow	16@20	Iodine	4 55@4 80
Amber, crude	25@30	Mustard, black	16@20	Iodoform	5 20@5 80
Amber, rectified	40@50	Mustard, powd.	20@25	Lead Acetate	15@20
Anise	2 00@2 25	Poppy	15@20	Lycopodium	1 50@1 75
Bergamont	4 50@4 75	Quince	1 00@1 25	Mace	35@90
Cajeput	1 35@1 60	Rape	@ 15	Mace, powdered	95@1 00
Cassia	1 75@2 00	Sabadilla	@ 35	Menthol	3 50@3 75
Castor, bbls. and		Sabadilla, powd.	@ 40	Menthol	3 75@4 00
cans	12 1/2 @ 15	Sunflower	15@20	Morphine	5 65@5 90
Cedar Leaf	90@1 00	Worm American	20@25	Nux Vomica	@ 15
Citronella	1 00@1 10	Worm Levant	75@85	Nux Vomica pow	@ 20
Cloves	1 60@1 75	Fluctures		Pepper, black pow	@ 30
Cocoonut	20@25	Aconite	@ 75	Pepper, white	@ 35
Cod Liver	1 35@1 50	Aloes	@ 65	Pitch, Burgundy	@ 15
Cotton Seed	85@1 00	Arnica	@ 75	Quassia	10@15
Croton	2 00@2 25	Asafoetida	@ 1 25	Quinine, all brds	30@40
Cupbebs	4 25@4 50	Belladonna	@ 1 65	Rochelle Salts	26@30
Elgeron	2 00@2 25	Benzoin	@ 1 00	Saccharine	3 00@3 50
Eucalyptus	1 00@1 20	Benzoin Compo'd	@ 1 00	Salt Peter	12@16
Hemlock, pure	@ 1 00	Buchu	@ 1 50	Seidlitz Mixture	22@25
Juniper Berries	2 00@2 35	Cantharades	@ 1 80	Soap, green	15@20
Juniper Wood	70@90	Capsicum	@ 90	Soap, mott castile	12@15
Lard, extra	80@90	Cardamon	@ 1 50	Soap, white castile	@ 6 25
Lard, No. 1	65@75	Cardamon, Comp.	@ 1 00	Soap, white castile	@ 6 25
Laven'r Flowers	@ 60	Catechu	@ 60	less, per bar	@ 68
Lemon	2 00@2 25	Cinchona	@ 1 05	Soda Ash	1 1/2 @ 5
Lemon	@ 67	Colchicum	@ 75	Soda Bicarbonate	1 1/2 @ 5
Linseed, boiled, bbl.	@ 72	Cubeb	@ 1 20	Soda, Sal	@ 4
Linseed, bbl. less	72@76	Digitalis	@ 80	Spirits Camphor	@ 75
Linseed, raw, bbl.	@ 66	Gentian	@ 75	Sulphur roll	2 1/2 @ 5
Linseed, raw, less	71@75	Ginger	@ 95	Sulphur Subl.	3 @ 5
		Guaiac	@ 1 05	Tamarinds	15@20
		Guaiac Ammon.	@ 80	Tartar Emetic	@ 60
		Iodine	@ 2 00	Turpentine Venice	40@50
		Iodine, Colorless	@ 2 00	Vanilla Ex. pure	1 00@1 50
				Witch Hazel	@ 1 00
				Zinc Sulphate	7@10

1 9 1 5

Seasonable Goods

Linseed Oil Turpentine
White Lead Dry Colors

Sherwin Williams Company
Shelf Goods and Varnishes

Colonial House and Floor Paints
Kyanize Finishes and Boston Varnishes

Japalac Fixall

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Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

Flour
Post Toasties
Washboards

DECLINED

Coffee

Index to Markets

By Columns

Col.	1	2
AMMONIA	AXLE GREASE	CLAMS
Ammonia	12 oz. ovals 2 doz. box 75	Little Neck, 1lb. .. @1 00
Axle Grease	1lb. wood boxes, 4 doz. 3 00	Little Neck, 2lb. .. @1 50
	1lb. tin boxes, 3 doz. 2 35	CLAM BOUILLON
Baked Beans	3 1/2 lb. tin boxes, 2 doz. 4 25	Burnham's 1/4 pt. 2 25
Bath Brick	10lb. pails, per doz. .6 00	Burnham's pts. 3 75
Bluing	15lb. pails, per doz. .7 20	Burnham's qts. 7 50
Breakfast Food	25lb. pails, per doz. .12 00	Corn
Brooms		Fair 65@ 70
Brushes		Good 90@1 00
Butter Color		Fancy @1 30
	BAKED BEANS	French Peas
	No. 1, per doz.45@ 90	Monbadon (Natural)
	No. 2, per doz.75@1 40	per doz. 1 75
	No. 3, per doz.85@1 75	Gooseberries
	BATH BRICK	No. 2, Fair 1 50
	English 95	No. 2, Fancy 2 35
	BLUING	Hominy
	Jennings' 95	Standard 85
	Condensed Pearl Bluing	1/4 lb. 1 85
	Small C P Bluing, doz. 45	1/2 lb. 3 15
	Large C P Bluing, doz. 75	Mackerel
	Folger's 95	Mustard, 1lb. 1 80
	Summer Sky, 3 do. cs. 1 20	Mustard, 2lb. 2 80
	Summer Sky, 10 dz bbl 4 00	Soused, 1 1/2 lb. 1 60
	BREAKFAST FOODS	Soused, 2lb. 2 75
	Apelzoo, Biscuits 3 00	Tomato, 1lb. 1 50
	Bear Food, Pettijohns 2 13	Tomato, 2 1/2 2 80
	Cracked Wheat, 24-2 2 80	Mushrooms
	Cream of Rye, 24-2 3 00	Buttons, 1/2 @ 15
	Quaker Puffed Rice 4 25	Buttons, 1s @ 30
	Quaker Puffed Wheat 3 10	Hotels, 1s @ 20
	Quaker Brkfst Biscuit 1 90	Oysters
	Quaker Corn Flakes 1 75	Cove, 1lb. @ 85
	Victor Corn Flakes 2 20	Cove, 2lb. @1 60
	Washington Crisps 1 85	Plums
	Wheat Hearts 1 90	Plums 90@1 35
	Wheatena 4 50	Pears in Syrup
	Evaporated Sugar Corn 90	No. 3 cans, per doz. .1 50
	Farinose, 24-2 2 70	Peas
	Grape Nuts 2 70	Marrowfat 90@1 00
	Grape Sugar Flakes 2 50	Early June 1 10@1 25
	Sugar Corn Flakes 2 50	Early June siftd 1 45@1 55
	Hardy Wheat Food 2 25	Peaches
	Holland Rusk 3 20	Pie 1 00@1 25
	Krinkle Corn Flakes 2 00	No. 10 size can pie @3 25
	Maple-Corn Flakes 2 80	Pineapple
	Minn. Wheat Cereal 3 75	Grated 1 75@2 10
	Ralston Wheat Food 4 50	Sliced 95@2 60
	Ralston Wheat Food 2 25	Pumpkin
	Roman Meal 2 30	Fair 80
	Saxon Wheat Food 2 75	Good 90
	Shred Wheat Biscuit 3 60	Fancy 1 00
	Triscuit, 18 1 80	Gallon 2 40
	Pillsbury's Best Cer'l 4 25	Raspberries
	Post Toasties, T-2 2 50	Standard @
	Post Toasties, T-3 2 70	Salmon
	Post Tavern Porridge 2 80	Warrens, 1 lb. Tall .. 2 30
		Warrens, 1 lb. Flat .. 2 45
	BROOMS	Red Alaska 1 70@1 75
	Fancy Parlor, 25 lb. 4 25	Med Red Alaska 1 40@1 45
	Parlor, 5 String, 25 lb. 4 00	Pink Alaska @1 20
	Standard Parlor, 23 lb. 3 50	Sardines
	Common, 23 lb. 3 25	Domestic, 1/2 3 90
	Special, 23 lb. 2 75	Domestic, 1/4 Mustard 3 75
	Warehouse, 33 lb. 4 25	Domestic, 1/2 Mustard 3 25
	Common Whisk 1 90	French, 1/4 7@14
	Fancy Whisk 1 25	French, 1/2 13@23
	BRUSHES	Sauer Kraut
	Scrub 75	No. 3, cans 90
	Solid Back, 8 in. 95	No. 10, cans 2 40
	Solid Back, 11 in. 95	Shrimps
	Pointed Ends 85	Dunbar, 1st doz. 1 45
	STEVE	Dunbar, 1 1/2 doz. 2 50
	No. 3 90	Succotash
	No. 2 1 25	Fair 90
	No. 1 1 75	Good 1 20
	SHOE	Fancy 1 25@1 40
	No. 3 1 00	Strawberries
	No. 7 1 30	Standard 95
	No. 4 1 70	Fancy 2 25
	No. 3 1 90	Tomatoes
	BUTTER COLOR	Good 90
	Dandelion, 25c size .. 2 00	Fancy 1 20
	CANDLES	No. 10 2 90
	Paraffine, 6s 7	CARBON OILS
	Paraffine, 12s 7 1/2	Barrels
	Wicking 20	Perfection 8 9
	CANNED GOODS	D. S. Gasoline 13 5
	Apples	Gas Machine 19 9
	3 lb. Standards .. @ 85	Deodor'd Nap'a 13
	Gallon @2 50	Cylinder 29 @34 1/2
	Blackberries	Engine 16 @22
	2 lb. 1 50@1 90	Black, winter .. 8 @10
	Standard gallons @5 00	CATSUP
	Beans	Snider's pints 2 35
	Baked 85@1 30	Snider's 1/2 pints 1 35
	Bloomington @18 1/2	
	Carson City @18 1/2	
	Wax 75@1 25	
	Blueberries	
	Standard 1 80	
	Gallon 7 35	

3

CHEESE

Acme	@16 1/2
Carson City	@16 1/2
Brick	@16 1/2
Lelden	@15
Limburger	@13
Pineapple	40 @60
Edam	@85
Sap Sago	@22
Swiss, domestic	@20

CHEWING GUM

Adams Black Jack	62
Adams Sappota	59
Beeman's Pepsin	62
Beechnut	62
Chiclets	1 33
Colgan Violet Chips	65
Colgan Mint Chips	65
Dentyne	62
Doublemint	64
Flag Spruce	59
Julcy Fruit	59
Red Robin	62
Spearmint, Wrigleys	64
Spearmint, 5 box jars	3 20
Spearmint, 3 box jars	1 92
Trunk Spruce	59
Yucatan	62
Zeno	64

CHOCOLATE

Walter Baker & Co.	22
German's Sweet	22
Premium	22
Caracas	28
Walter M. Lowney Co.	29
Premium, 1/4s	29
Premium, 1/2s	29

CLOTHES LINE

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	1 85
No. 60 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	90
No. 72 Jute	1 10
No. 60 Sisal	1 00

Galvanized Wire	1 90
No. 20, each 100ft. long	2 10
No. 20, each 100ft. long	1 00
No. 19, each 100ft. long	2 10

COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	35
Eppe	42
Hershey's, 1/4s	30
Hershey's, 1/2s	28
Huyler	35
Lowney, 1/4s	34
Lowney, 1/2s	34
Lowney, 1/4s	33
Lowney, 5 lb. cans	33
Van Houten, 1/4s	12
Van Houten, 1/2s	18
Van Houten, 1s	36
Van Houten, 1s	65
Wan-Bta	36
Webb	33
Wilber, 1/4s	32
Wilber, 1/2s	32

COCOANUT

Dunham's	per lb.
1/4s, 5lb. case	30
1/4s, 5lb. case	29
1/4s, 15lb. case	29
1/4s, 15lb. case	28
1s, 15lb. case	27
1/4s & 1/2s 15lb. case	28
Scalloped Gems	10
1/4s & 1/2s pails	16
Bulk, pails	13
Bulk, barrels	12
Baker's Brazil Shredded	10 5c pkgs., per case 2 60
26 10c pkgs., per case 2 60	
16 10c and 33 5c pkgs., per case	2 60

COFFEES ROASTED

Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23
Santos	
Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23
Maracaibo	
Fair	24
Choice	25
Mexican	
Choice	25
Fancy	26
Guatemala	
Fair	25
Fancy	28
Java	
Private Growth	26@30
Mandling	31@35
Aukola	30@32
Mocha	
Short Bean	25@27
Long Bean	24@25
M. L. O. J.	26@28

4

Bogota

Fair	26
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	

Package

Arbuckle	17 00
McLaughlin's XXXX	
McLaughlin's XXXX	

package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago, Ill.

Extracts

Holland, 1/2 gro. bxs.	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CONFECTIONERY

Stick Candy	Pails
Horehound	9
Standard	9
Standard, small	10
Twist, small	16
Jumbo	9 1/2
Jumbo, small	10
Big Stick	9 1/2
Boston Sugar Stick	14
Mixed Candy	Pails
Broken	8 1/2
Cut Loaf	10
French Cream	10
Grocers	7
Kindergarten	12
Leader	10
Majestic	10
Monarch	10
Novelty	11
Paris Creams	11
Premio Creams	14
Royal	8
Special	10
Valley Creams	13
X L O	7 1/2

Specialties

Auto Kisses (baskets)	13
Autumn Leaves	13
Bonnie Butter Bites	17
Butter Cream Corn	15
Caramel Dice	13
Cocoanut Kraut	13
Cocoanut Waffles	14
Coffy Toffy	13
Dainty Mints 7 lb. tin	16
Empire Fudge	14
Fudge, Pineapple	14
Fudge, Walnut	14
Fudge, Filbert	14
Fudge, Choco. Peanut	13
Fudge, Honey Moon	14
Fudge, Toasted Cocoa	14
nut	14
Fudge, Cherry	14
Fudge, Cocoanut	14
Honeycomb Candy	16
Iced Maroons	14
Iced Gems	15
Iced Orange Jellies	13
Italian Bon Bons	13
Lozenges, Pep.	11
Lozenges, Pink	11
Manchus	14
Molasses Kisses, 10	14
lb. box	13
Nut Butter Puffs	14
Salted Peanuts	11

Chocolates

Assorted Choc.	16
Amazon Caramels	16
Champion	12
Choc. Chips, Eureka	19
Climax	14
Eclipse, Assorted	14
Ideal Chocolates	14
Klondike Chocolates	18
Nabobs	18
Nibble Sticks	25
Nut Wafers	18
Ocoro Choc. Caramels	17
Peanut Clusters	20
Quintette	16
Regina	11
Star Chocolates	13
Superior Choc. (light)	19

Pop Corn Goods

Cracker Jack with coupon	3 25
Pop Corn Goods with Prizes	
Giggles, 5c pkg. cs.	3 50
Oh My 100s	3 50
Cracker Jack, with Prize	
Pop Corn Balls, with ribbon, 200 in cs per cs.	1 40

Cough Drops

Putnam Menthol	1 00
Smith Bros.	1 25

NUTS—Whole

Almonds, Tarragona	22
Almonds, California	
soft shell Drake	@22
Brazils	12@13
Filberts	
Cal. No. 1 S. S.	@22
Walnuts, Naples	18@19
Walnuts, Grenoble	17@18
Table nuts, fancy	14@16
Pecans, Large	@13
Pecans, Ex. Large	@14

5

Shelled

No. 1 Spanish Shelled	
Peanuts	6 1/2 @ 6 1/2
Ex. Lg. Va. Shelled	
Peanuts	10 1/2 @11
Pecan Halves	@55
Walnut Halves	@40
Filbert Meats	@38
Alicante Almonds	@65
Jordan Almonds	

Peanuts

Fancy H P Suns	
Raw	5 1/2 @6
Roasted	6 1/2 @7
H. P. Jumbo,	
Raw	7 @7 1/2
Roasted	8 @8 1/2

CRACKERS

National Biscuit Company	
Brands	
Butter	

Excelsior Butters	9
NBC Square Butters	7
Seymour Round	7

Soda

NBC Sodas	7
Premium Sodas	8
Select Sodas	10
Saratoga Flakes	13
Saltines	13

Oyster

NBC Picnic Oysters	7
Gem Oysters	7
Shell	8 1/2

Sweet Goods

Cans and boxes	
Animals	10
Atlantics Also Asstd.	12
Avena Fruit Cakes ..	12
Bonnie Doon Cookies	10
Bonnie Lassies	10
Cameo Biscuit	25
Cecelia Biscuit	16
Cheese Tid Bits	20
Chocolate Bar (cans)	18

6

Five O'Clock Tea Bct	1 00
Ginger Snaps NBC	1 00
Graham Crackers Red	1 00
Label, 10c size	1 00
Kaiser Jumbles	1 00
Lemon Snaps	50
Mallomars	1 00
Oysterettes	50
Premium Sodas	1 00
Royal Toast	1 00
Saratoga Flakes	1 50
Social Tea Biscuit	1 00
Uneda Biscuit	50
Uneda Ginger Wafer	1 00
Vanilla Wafers	1 00
Water Thin Biscuit	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00

Other Package Goods	
Barnum's Animals	50
Soda Crackers NBC	1 00
Familly Package	2 50
Fruit Cake	3 00
In Special Tin Packages	
Adora, 10c size	1 00
Festino	2 50
Nabisco, 10c	1 00
In bulk, per tin	
Nabisco	1 75
Festino	1 50
Bent's Water Crackers	1 40

CREAM TARTAR	
Barrels or Drums	38
Boxes	39
Square Cans	41
Fancy Caddies	46

DRIED FRUITS	
Apples	
Evapor'd Choice blk	8
Evapor'd Fancy pkg.	
Apricots	
California	11@14
Citron	
Corsican	16½
Currents	
Imported, 1 lb. pkg.	9
Imported, bulk	8½
Peaches	
Mulrs+Choice, 25lb.	6½
Mulrs-Fancy, 25lb.	7½
Fancy, Peeled, 25lb.	12
Peel	
Lemon, American	12½
Orange, American	12½
Raisins	
Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr.	7½
Loose Muscatels, 3 Cr.	7½
L. M. Seeded, 1 lb. 8½@9¼	

California Prunes	
90-100 25lb. boxes	@ 7½
80-90 25lb. boxes	@ 8½
70-80 25lb. boxes	@ 9¼
60-70 25lb. boxes	@ 9½
50-60 25lb. boxes	@ 10½
40-50 25lb. boxes	@ 11
FARINACEOUS GOODS	
Beans	
California Limas	7
Med. Hand Picked	3 25
Brown Holland	3 20
Farina	
25 1 lb. packages	1 50
Bulk, per 100 lb.	4 50
Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls	3 20
Hominy	
Pearl, 100 lb. sack	2 25
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	2 50
Pearl Barley	
Chester	3 75
Portage	5 00
Peas	
Green, Wisconsin, bu.	3 00
Green, Scotch, bu.	3 25
Split, lb.	6
Sago	
East India	5
German, sacks	5
German, broken pkg.	
Tapoca	
Flake, 100 lb. sacks	5
Pearl, 100 lb. sacks	5
Pearl, 36 pkgs.	2 25
Minute, 36 pkgs.	2 75

FISHING TACKLE	
½ to 1 in.	6
1¼ to 2 in.	7
1½ to 2 in.	9
2 to 2 in.	11
2 in.	15
3 in.	20
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	13
No. 8, 15 feet	14
No. 9, 15 feet	15
Linen Lines	
Small	26
Medium	26
Large	26

7

Poles	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80
FLAVORING EXTRACTS	
Jennings D C Brand	
Extract Lemon Terpeness	
Extract Vanilla Mexican	
Both at the same price.	
No. 1, F box ½ oz.	85
No. 2, F box 1¼ oz.	1 20
No. 4, F box 2½ oz.	2 25
No. 3, 2¼ oz. Taper	2 00
No. 2, 1½ oz. flat	1 75

FLOUR AND FEED	
Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	7 30
Matchless	7 10
Fancy Spring	7 60
Wizard Graham	7 10
Wizard, Gran. Meal	4 90
Wizard Buckw't cwt.	3 60
Rye	7 50
Valley City Milling Co.	
Lily White	8 00
Light Loaf	7 50
Graham	3 40
Granena Health	3 50
Gran. Meal	2 05
Bolton Med	1 95
Voigt Milling Co.	
Voigt's Crescent	8 00
Voigt's Royal	8 40
Voigt's Flouring	8 00
Voigt's Hygienic Gra-	
ham	6 35
Watson-Higgins Milling Co.	
Perfection Buckwheat	
Flour	6 20
Perfection Flour	7 85
Tip Top Flour	7 35
Golden Sheaf Flour	6 95
Marshall's Best Flour	8 20
Worden Grocer Co.	
Quaker, paper	7 70
Quaker, cloth	7 60
Kansas Hard Wheat	
Voigt Milling Co.	
Calla Lily	8 00
Worden Grocer Co.	
American Eagle, ½s	8 00
American Eagle, ¼s	7 90
American Eagle, ⅛s	7 80
Spring Wheat	
Roy Baker	
Mazepa	7 75
Golden Horn, bakers	7 65
Wisconsin Rye	6 25
Bohemian Rye	6 75
Judson Grocer Co.	
Ceresota, ½s	7 70
Ceresota, ¼s	7 80
Ceresota, ⅛s	7 90
Voigt Milling Co.	
Columbian	8 25
Worden Grocer Co.	
Wingold, ½s cloth	8 20
Wingold, ¼s cloth	8 10
Wingold, ⅛s paper	8 05
Wingold, ¼s paper	8 00
Meal	
Bolton	4 70
Golden Granulated	4 90
Wheat	
New Red	1 50
New White	1 45
Oats	
Michigan carlots	60
Less than carlots	62
Corn	
Carlots	78
Less than carlots	80
Hay	
Carlots	12 00
Less than carlots	14 00
Feed	
Street Car Feed	32 00
No. 1 Corn & Oat Fd	32 00
Cracked Corn	31 00
Coarse Corn Meal	31 00

FRUIT JARS	
Mason, pts., per gro.	3 50
Mason, qts., per gro.	3 90
Mason, ½ gal. per gro.	6 25
Mason, can tops, gro.	1 15
GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Acidu'd doz.	1 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90
GRAIN BAGS	
Broad Gauge	18
Amoskeag	19
Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

HIDES AND PELTS	
Hides	
Green, No. 1	14
Green, No. 2	13
Cured, No. 1	16
Cured, No. 2	15

8

Calfskin, green, No. 1	
15	
Calfskin, green, No. 2	
13½	
Calfskin, cured, No. 1	
16	
Calfskin, cured, No. 2	
14½	
Pelts	
Old Wool	60@1 25
Lambs	75@1 00
Shearlings	75@1 00
Tallow	
No. 1	@ 5
No. 2	@ 4
Wool	
Unwashed, med.	@ 20
Unwashed, fine	@ 15
HORSE RADISH	
Per doz.	90
Jelly	
15lb. pails, per doz.	2 30
15lb. pails, per pail	65
30lb. pails, per pail	1 25

JELLY GLASSES	
½ pt. in bbls., per doz.	15
½ pt. in bbls., per doz.	16
8 oz. capped in bbls.,	
per doz.	18
MAPLEINE	
2 oz. bottles, per doz.	4 00
1 oz. bottles, per doz.	2 25
½ oz. bottles, per doz.	1 10
MINCE MEAT	
Per case	2 85
MOLASSES	
New Orleans	
Fancy Open Kettle	42
Choice	35
Good	22
Fair	20
Half barrels 2c extra	
Red Hen, No. 2½	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65
MUSTARD	
½ lb. 6 lb. box	16
OLIVES	
Bulk, 1 gal. kegs 100@1 10	
Bulk, 2 gal. kegs 95@1 05	
Bulk, 5 gal. kegs 90@1 00	
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25
Queen, Mammoth, 19	
oz.	4 25
Queen, Mammoth, 23	
oz.	5 75
Olive Chow, 2 doz. cs.	
per doz.	2 25

PICKLES	
Medium	
Barrels, 1,200 count	7 50
Half bbls., 600 count	4 25
5 gallon kegs	1 90
Small	
Barrels	9 50
Half barrels	5 25
5 gallon kegs	2 25
Gherkins	
Barrels	13 00
Half barrels	6 25
5 gallon kegs	2 50
Sweet Small	
Barrels	16 00
Half barrels	8 50
5 gallon kegs	3 20
PIPES	
Clay, No. 216, per box	1 75
Clay, T. D. full count	60
Cob	90
PLAYING CARDS	
No. 90, Steamboat	75
No. 15, Rival assorted	1 25
No. 20, Rover, enam'd	1 50
No. 572, Special	1 75
No. 98 Golf, Satin fin.	2 00
No. 808, Bicycle	2 00
No. 632 Tourist whist	2 25
POTASH	
Babbitt's, 2 doz.	1 75
PROVISIONS	
Barreled Pork	
Clear Back	21 00@22 00
Short Cut Clr	19 00@20 00
Bean	16 00@17 00
Brisket, Clear	27 00@28 00
Pig	
Clear Family	26 00
Dry Salt Meats	
S P Bellies	14½@15
Lard	
Pure in tierces	11½@12
Compound Lard	8½@9
80 lb. tubs	advance ¼
60 lb. tubs	advance ¼
50 lb. tubs	advance ¼
20 lb. pails	advance ¾
10 lb. pails	advance ¾
5 lb. pails	advance 1
8 lb. pails	advance 1
Smoked Meats	
Hams, 14-16 lb.	15½@16
Hams, 16-18 lb.	14@14½
Hams, 18-20 lb.	13½@14
Ham, dried beef	
sets	29 @30
California Hams	10 @10½
Picnic Boiled	
Hams	19½@20
Boiled Hams	22 @23
Minced Ham	14 @14½
Bacon	16 @22

9

Sausages	
Bologna	10½@11
Liver	9½@10
Frankfort	12 @12½
Pork	11 @12
Veal	11
Tongue	11
Headcheese	10
Beef	
Boneless	20 00@20 50
Rump, new	24 50@25 00
Pig's Feet	
½ bbls.	1 05
¾ bbls., 40 lbs.	2 10
½ bbls.	4 25
1 bbl.	8 50
Tripe	
Kits, 15 lbs.	90
½ bbls., 40 lbs.	1 60
¾ bbls., 80 lbs.	3 00
Casings	
Hogs, per ½	35
Beef, rounds, set	24@25
Beef, middles, set	80@85
Sheep, per bundle	85
Uncolored Butterline	
Solid Dairy	12½@16¼
Country Rolls	13 @19¼

Canned Meats	
Corned beef, 2 lb.	4 80
Corned beef, 1 lb.	2 70
Roast beef, 2 lb.	4 80
Roast beef, 1 lb.	2 70
Potted Meat, Ham	
Flavor, ½s	55
Potted Meat, Ham	
Flavor, ¼s	95
Deviled Meat, Ham	
Flavor, ¼s	55
Deviled Meat, Ham	
Flavor, ¼s	95
Potted Tongue, ¼s	55
Potted Tongue, ¼s	95
RICE	
Fancy	7 @7¼
Japan Style	5 @5½
Broken	3½@4¼
ROLLED OATS	
Rolled Avena, bbls.	6 75
Steel Cut, 100 lb. sks.	3 40
Monarch, bbls.	6 50
Monarch, 90 lb. sks.	3 15
Quaker, 18 Regular	1 45
Quaker, 20 Family	4 50

SALAD DRESSING	
Columbia, ½ pt.	2 25
Columbia, 1 pint	4 00
Durkee's, large 1 doz.	4 50
Durkee's, small 2 doz.	5 25
Snider's, large 1 doz.	2 35
Snider's, small 2 doz.	1 35
SALERATUS	
Packed 60 lbs. in box.	
Arm and Hammer	3 00
Wyandotte, 100 ½s	3 00
SAL SODA	
Granulated, bbls.	80
Granulated, 100 lbs. cs.	90
Granulated, 36 pkgs.	1 25
SALT	
Common Grades	
100 3 lb. sacks	2 60
70 4 lb. sacks	2 40
60 5 lb. sacks	2 40
28 10 lb. sacks	2 25

SPECIAL PRICE CURRENT

15

16

17

12

13

14

Smoking

Bull Durham, 5c	5 85
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	5 76
Briar Pipe, 10c	11 52
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Cigar Clip, 5c	40
Cigar Clip, 10c	30
Identity, 3 & 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	50
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz. pils	7 72
Chips, 10c	10 30
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	77
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mixture, 5c	5 76
Duke's Mixture, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 76
F. F. A., 4 oz.	5 04
F. F. A., 7 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 53
Five cent cut Plug	29
F O B 10c	11 52
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	12 00
Gold Star, 50c pail	4 60
Gall & Ax. Navy, 5c	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 72
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kiln Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 10c	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	5 76
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Crve 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 3 oz. 30 lb. ca.	19
P. S., 3 oz., per gross	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. case	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 40
Plow Boy, 14 oz.	4 70
Pedro, 10c	11 93
Pride of Virginia, 1 1/2	77
Pilot, 5c	5 76
Pilot, 14 oz. doz.	2 10
Prince Albert, 5c	48
Prince Albert, 10c	96
Prince Albert, 8 oz.	3 84
Prince Albert, 16 oz.	7 44
Queen Quality, 5c	48
Rob Roy, 5c foil	5 76
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Rob Roy, 50c doz.	4 10
S. & M., 5c gross	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 76
Soldier Boy, 10c	10 50

Pilot, 7 oz. doz.	1 05
Soldier Boy, 1 lb.	4 75
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	5 76
Sweet Lotus, 10c	11 52
Sweet Lotus, per dz.	4 60
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 5c foil	5 76
Standard, 10c paper	8 64
Seal N. C. 1 1/2 cut plug	70
Seal N. C. 1 1/2 Gran.	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	1 02
Three Feathers and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	76
Trout Line, 5c	50
Trout Line, 10c	11 00
Tuxedo, 1 oz. bags	5 76
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Twin Oaks, 10c	96
Union Leader, 50c	5 10
Union Leader, 25c	2 60
Union Leader, 10c	11 52
Union Leader, 5c	6 00
Union Workman, 1 1/2	5 76
Uncle Sam, 10c	10 98
Uncle Sam, 8 oz.	2 25
U. S. Marine, 5c	5 76
Van Bibber, 2 oz. tin	88
Velvet, 5c pouch	48
Velvet, 10c tin	96
Velvet, 8 oz. tin	3 84
Velvet, 16 oz. can	7 68
Velvet, combination cs	5 75
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	31
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	5 76
Yum Yum, 10c	11 52
Yum Yum, 1 lb., doz.	4 60

TWINE

Cotton, 3 ply	20
Cotton, 4 ply	20
Jute, 2 ply	14
Hemp, 6 ply	13
Flax, medium	24
Wool, 1 lb. bales	10 1/2

VINEGAR

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

WICKING

No. 0, per gross	30
No. 1, per gross	40
No. 2, per gross	50
No. 3, per gross	75

WOODENWARE

Bushels	1 00
Bushels, wide band	1 15
Market	40
Splint, large	4 00
Splint, medium	3 50
Splint, small	3 00
Willow, Clothes, large	8 75
Willow, Clothes, small	7 25
Willow, Clothes, me'm	8 00

Butter Plates

Ovals	
1/4 lb., 250 in crate	35
1/2 lb., 250 in crate	35
1 lb., 250 in crate	40
2 lb., 250 in crate	50
3 lb., 250 in crate	70
5 lb., 250 in crate	90
Wire End	
1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 20 in crate	65

Churns

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

Clothes Pins

Round Head	
4 1/2 inch, 5 gross	65
Cartons, 20 2 1/2 doz. bxs	70
Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20
No. 1 complete	40
No. 2 complete	28
Case No. 2, fillers, 15	
sets	1 35
Case, medium, 12 sets	1 15

Faucets

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

Mop Sticks

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

Pails

2-hoop Standard	2 00
2-hoop Standard	2 25
3-wire Cable	2 30
Fibre	2 40

Toothpicks

Birch, 100 packages	2 00
Ideal	85

Traps

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

Tubs

20-in. Standard, No. 1	8 00
18-in. Standard, No. 2	7 00
16-in. Standard, No. 3	6 00
20-in. Cable, No. 1	8 00
18-in. Cable, No. 2	7 00
16-in. Cable, No. 3	6 00
No. 1 Fibre	15 00
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	6 25
Medium Galvanized	5 50
Small Galvanized	4 75

Washboards

Ranner, Globe	2 50
Brass, Single	3 50
Glass, Single	3 25
Single Acme	3 15
Double Peerless	4 25
Single Peerless	3 40
Northern Queen	3 50
Double Duplex	3 25
Good Enough	4 40
Universal	3 40

Window Cleaners

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

Wood Bowls

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

WRAPPING PAPER

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

YEAST CAKE

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

YOURS TRULY LINES

Pork and Beans	2 70 @ 3 60
Condensed Soup	3 25 @ 3 60
Salad Dressing	3 80 @ 4 50
Apple Butter	@ 3 80
Catsup	2 70 @ 6 75
Macaroni	1 70 @ 2 35
Spices	40 @ 85
Herbs	@ 75

AXLE GREASE

1 lb. boxes, per gross	8 70
3 lb. boxes, per gross	22 70

1 lb. boxes, per gross	8 70
3 lb. boxes, per gross	22 70

BAKING POWDER
K. C.

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

Royal

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

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

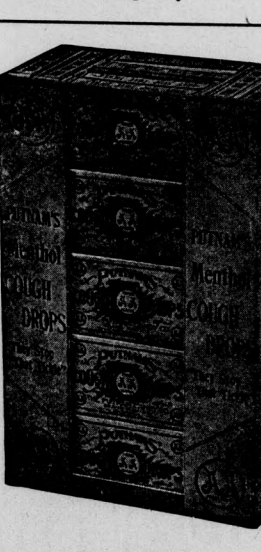
Worden Grocer Co. Brands
Canadian Club

Londres, 50s, wood	35
Londres, 25s tins	35
Londres, 300 lots	10

COFFEE
OLD MASTER COFFEE

Old Master Coffee	31
San Marto Coffee	

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



FOOTE & JENKS' COLEMAN'S (BRAND)	
Terpeneless Lemon and High Class Vanilla	
Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to	
FOOTE & JENKS, Jackson, Mich.	

Roasted
Dwinnell-Wright Brands

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

CIGARS

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

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Bakery at Aurora, Ill. Write I. Ochenschlager. 953

For Sale—Ladies' ready to wear store (general) Owosso, Michigan. Hustling manufacturing town. Best location. Established forty years. Address, Estate of J. J. Davis. 954

For Sale, or might trade for good city or farm property, department store stock; can show good business; located in county seat, in celebrated fruit belt, prosperous community, highly intellectual people, splendid schools, churches, cha-tauqua grounds, etc. This must go at once; illness in family reason for selling. Terms part cash, balance on time. Address, Y. Z., care Tradesman. 955

Notice—Merchandise stocks wanted for well improved farms. We have business blocks, flats and apartment houses to exchange for farms. Explain fully in first letter what you have to offer. Exchanging properties is our specialty. Isenbarger Realty Co., 14 Union Trust Bldg., Indianapolis, Ind. 956

For Sale—Small stock general merchandise and fixtures at Elmdale, Michigan. Total about \$1,700. Price \$850. Lump sale or inventory at 65 cents on the dollar for quick sale. A. C. Hayes, Elmdale, Michigan. 957

Feed and seed store for sale or trade for good photograph studio in good location and doing well; big two-story double store; ground 50 x 135, on main street; good business; will give some time. Address Box 49, Sylvia, Kansas. 958

For Sale—A fifty-arm Eshweiler rug rack, center suspension track style; very reasonable. Address, Schroeder Dry Goods Co., Racine, Wisconsin. 956

For Sale—Complete stock up-to-date, groceries, notions, sporting goods, etc. Take \$10,000 to \$12,000 to handle the deal. Established 37 years. Brick store building 26 x 80; brick warehouse 20 x 40. Will sell or rent buildings. Reason for selling, have got enough and want to retire. County seat town. 800 inhabitants, electric light and water works. H. J. Hampson, Centreville, Michigan. 960

Wanted—To buy a good serviceable guaranteed second-hand auto truck. Address Box O, Falmouth, Michigan. 961

For Sale—Good clean, live corner drug store, doing good business in city of 40,000. Invoice \$4,000. Will discount for cash. Address No. 962, care Michigan Tradesman. 962

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

I want to sell my two cash retail stores at 75 cents on dollar. Both are money makers. One clothing, shoes and furnishings at Byron, Michigan; other grocery at Flint. Each store has fine location; good class of trade. Will give terms. E. Bishop, Byron, Mich. 964

Stock Wanted—I want to buy a stock of goods, somewhere in Central Michigan, not over \$6,000. Must be cheap, as this is a cash deal. Send particulars with first letter. Harry Gover, Loomis, Mich. 965

For Sale—Nine Coleman street lamps. A bargain. Address, Village Clerk, Waldron, Michigan. 951

For Sale Cheap—An Edison rotary mimeograph No. 75. In first-class condition, used only a few times. For quick sale will sell at a sacrifice. Address J. I. Fisenberg, Santa Barbara, Cal. 952

Salesman—Best side line on the market; easy to sell; light samples. M. E. Wright, 714 Free Press Bldg., Detroit, Michigan. 934

For Sale—Southwestern Michigan; a \$2,600 drug stock and fixtures; will sell cheap; immediate possession. Address Dr. Onontyoh, Plainwell, Mich. 935

For Sale—No. 1 peddling wagon to carry a general line of goods at a bargain. Tony Fox, Fowler, Mich. 936

Have 90-acre farm to trade for grocery or dry goods stock; price \$5,000; will trade as much equity for goods as \$3,000; extra good bargain; good land and buildings. Address Douglas Lamb, Harrisburg, Illinois. 940

For Sale—Dry goods and men's furnishings stock; best location for neighborhood store in Southern Michigan; retiring from business. A splendid opportunity for one with limited capital. For quick sale will make bargain price—less than \$2,000. Address, Paul E. Gros, 36 Washington avenue, N., Battle Creek, Michigan. 944

Hotel DeHaas, a thirty-five room brick hotel, fifteen other rooms available, on main corner in Fremont, a live growing town of 2,500 in the fruit belt of Western Michigan; this is a money maker, as it is the only first-class hotel here; cost \$30,000; will sell for \$15,000; easy terms; will not rent; reason, age. No license and four sub-rentals. Address Dr. N. DeHaas, Fremont, Michigan. 946

For Sale—Well established and equipped lunch room located on best business street diagonally opposite interurban depot. Rent only \$35 per month. Will sell for \$1,500 cash. J. S. Pino, 24 West Eighth St., Holland, Michigan. 947

Will Exchange—985 acres timber land near Manchester, Tenn., for city property or merchandise. Price \$13.50 per acre. Several small farms. N. L. May, Nashville, Tenn. 938

For Sale—Drug store, in beautiful Southern Michigan city of 6,000. This is an excellent opportunity. Good trade and full prices. Owner must change climate. Address No. 948, care Tradesman. 948

For Sale—A half interest in a well established, successful wholesale business. Purchaser to take active position as Secretary or Treasurer. Capital required \$15,000, half cash, balance to suit purchaser. For full particulars address 949, care Tradesman. 949

Merchandise Sales Conducted. Stocks reduced or closed out entirely. Greene Sales Co., Jackson, Michigan. 900

We buy and sell second-hand store fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 204

Wanted—Dealers handling rugs to write us. We have a proposition that will certainly be interesting to you. Buckeye Manufacturing Co., Canton, Ohio. 884

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, 17-23 Ionia Ave., Grand Rapids, Michigan. 870

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. John B. Wright, successor to Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

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. 889

Will pay cash for any kind of merchandise or any amount of it if cheap enough. Harold Goldstrom, 65 Smith Ave., Detroit, Michigan. 738

Large catalogue Farms and Business Chances, or \$50 selling proposition free. Pardee, Traverse City, Michigan. 519

For Sale Quick—Cash only, liberal discount if taken at once, \$10,000 clean, up-to-date stock, dry goods, ladies', misses' and children's ready-to-wear and shoes. Few furnishings and work clothing. Excellent paying, strictly cash business. Books open for proof. Good reason for selling. Modern 25 x 120 brick building, rent reasonable. County seat town of 1,200 in great wheat belt, southwest Kansas. Address A. S. Farmer, Pratt, Kansas. 899

For Sale—10 acres of 4 year old apple orchard with the Twin Falls Deep Creek Orchard Company, located at Hollister, Idaho. Bargain if taken quick. Chas. Tappan, Chelsea, Iowa. 926

Wanted—\$10,000 to invest in improved suburban real estate at six per cent. interest. R. A. Caldwell, Grandville, Mich. 928

For Sale or Lease—Location for canning factory. Some money to invest. R. A. Caldwell, Grandville, Mich. 929

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

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Mich. 104

For Sale or Rent—Three story brick building and basement, 22 x 84, central location in village of 2,000. Address No. 950, care Tradesman. 950

For Sale—The only department store in town of 2,500 population in Central Michigan. Very low rent. A-No. 1 good stand, and very little competition. No. 889, care Tradesman. 889

For Exchange—Have fine Illinois farm which will trade at the cash price for stock general merchandise. Six room house, three good barns, good fencing, fine land. Rents for half, delivered to market. About \$18,000. Address Box 97, Greenup, Ill. 918

For Sale—Bazaar stock and store or will sell stock and rent building; best location in a No. 1 town of 600; only store of kind and plenty room to enlarge stock. Inventory \$1,500. Address No. 919, care Tradesman. 919

Wanted—I want to buy a shoe stock for spot cash. Price must be low. Address "Hartzell," care Tradesman. 907

We pay CASH for merchandise stock and fixtures. Grand Rapids Merchandise & Fixtures Co., 803 Monroe Ave. 203

Fulton, Michigan, wants a drug store. General store with drugs would pay well. Address L. E. Quivey, Fulton, Michigan. 909

For Sale—My store, dwelling, stock of general merchandise and fixtures, very reasonable for cash. No traders need answer. W. H. Smith, Wallin, Michigan. 910

Look Here Merchants! You can collect all your old, "given up" accounts, yourself, by our new plan. Enclose stamp for sample and full information. Pekin Book Co., Detroit, Michigan. 903

For Sale—General merchandise business. Post office in connection. Will stand investigation. Address No. 890, care Tradesman. 890

For Sale—Several good second-hand soda fountains which are now in operation and owned by parties who wish to install our 1915 Walrus outfits. Hazeltine & Perkins Drug Co. A. W. Olds, Salesman. 914

For Sale—On account of illness, store building and small stock of dry goods, shoes and clothing. Best location in town. Alex Morris, Honor, Mich. 933

AUCTIONEER.

Auctioneer—Merchandise and real estate sold by latest auction methods. Write for a date to the specialist. Flood, Dexter, Michigan. 921

PRINTING.

1,000 letter heads \$1.50. 5,000 \$5. Copper Journal, Hancock, Mich. 917

HELP WANTED.

Wanted—Clothing Salesman—To open an office and solicit orders for Merchant Tailoring. Full sample equipment is free. Start now and get into business "on your own hook." We build to order the best clothes in America. If you have faith in your ability to do things, you are the fellow we are looking for! Full details will be supplied on request and I can call and talk it over if you are interested. E. L. Moon, General Agent, Columbus, Ohio. 707

Wanted—By a general merchandise firm of fifty years' reputation for honest dealings, situated in Northern Michigan—town of 8,000—an all around dry goods man. He must be a hustler and must be able to buy for and manage a department doing \$35,000 annually. Must furnish best references and be able to take position soon. Married man preferred. State age and salary in first letter. Address No. 967, care Michigan Tradesman. 967

Wanted—A man with \$1,000 to \$1,500 take part interest in first-class general store; one who has ability to take entire charge of the business. Address No. 959, care Tradesman. 959

SITUATIONS WANTED.

Position Wanted—All-around man; eight years' experience in general store; four years in grocery store. P. O. Box 156, Charlottesville, Indiana. 932

ENGRAVING

*For many subjects
of a mechanical nature
wood engravings
are not only better
for printing and for
making electrotypes
but are cheaper than
halftones. Both are
made by*

TRADESMAN COMPANY

GRAND RAPIDS, MICHIGAN.

Manufacturing Matters.

Detroit—L. H. Sheetz, who for the past five years has been identified with the leading electric car manufacturers of Detroit, has taken a long-term lease on the store room at 124 Farmer street, and on March 20 will open with an exclusive candy shop.

Detroit — The Twin-Seal Valve Manufacturing Co., manufacturer and dealer in Twin-Seal valves and other plumbers' specialties, has been incorporated with an authorized capital stock of \$5,000, all of which amount has been subscribed and paid in in cash.

Allegan—The Blood Bros. Machine Co. formerly of Kalamazoo, has increased its capital stock from \$75,000 to \$250,000. The company employs 100 men and is adding to its force daily. It has orders enough on hand to keep the factory busy until September.

Jackson—J. C. Stewart, of the Stewart Garment Co., of Ann Arbor, has purchased the stock of the Reliance Corset Co. Mr. Stewart has not decided whether he will continue the business here or remove it to Ann Arbor and operate it in connection with his other factory.

Howell—Because of the big volume of orders on hand, the Spencer-Smith Machine Co., has been compelled to double its force. Plans are being considered for putting on a night shift. Arrangements have been made to double the electrical power and new motors have been installed.

Ludington—The Reichardt Piano Co., which was purchased by Clarence T. Morris at a receiver's sale, will be placed in operation again within a short time. Two small industries, located in Chicago, have taken space in the same building and will move to Ludington. These announcements have started a small industrial boom in Ludington.

Detroit—The Cadillac Can Co., a new Detroit industry, although operating only a few weeks, has orders aggregating more than \$100,000. Machinery has been installed at the plant at 1330 Twelfth street, formerly the home of the Farrand Organ Co., for making a general line of tin cans, such as as are used by cigar, tobacco and coffee manufacturers.

Bill to Repeal the Trading Stamp Law.

Senator Odell, of Shelby, has introduced a bill in the Senate to repeal Act. 244, Public Acts of 1911, which is generally known as the trading stamp law. It is not known why Senator Odell should seek to father a bill of this kind except for some ulterior motive, because his constituents are opposed to the repeal of the present law. It is understood that he introduced the bill at the suggestion of certain interests in Detroit who are interested in the trading stamp business, who agreed, in return, to support him in his candidacy for State Treasurer. The bill was referred to the Judiciary Committee of the Senate, who will give it a hearing on Thursday afternoon or evening of this week after the adjournment of the Senate. It behooves the legisla-

tive committees of the several State mercantile organizations to be represented on that occasion, so as to defeat the bill in committee, if possible. The full text of the repeal is as follows:

A BILL

To repeal Act No. 244 of the Public Acts of 1911, entitled "An act to restrain and to prohibit gift enterprises, to prevent the issuing, selling or giving away of trading stamps or of certificates, coupons or any token or writing redeemable with or exchangeable, in whole or in part, for articles of merchandise or value as prizes, premiums or otherwise, by any firm, corporation or individual except as herein otherwise provided; to define what shall be treated as gift enterprises and trading stamps and to fix the penalties for the violation of this act."

The People of the State of Michigan enact:

Section 1. Act No. 244 of the Public Acts of 1911, entitled "An act to restrain and to prohibit gift enterprises, to prevent the issuing, selling or giving away of trading stamps, or of certificates, coupons or any token or writing redeemable with or exchangeable, in whole or in part, for articles of merchandise or value as prizes, premiums or otherwise, by any firm, corporation or individual, except as herein otherwise provided; to define what shall be treated as gift enterprises and trading stamps and to fix the penalties for the violation of this act," is hereby repealed.

James L. Purchase, dealer in agricultural implements at 1240 Madison avenue, has admitted his son to partnership and the business will be continued under the style of J. L. Purchase & Son.

Moses Dark (Vinkemulder Company) has purchased the new residence at the corner of College avenue and Pleasant street, which he and his family will occupy soon.

William Judson (Judson Grocer Co.) landed at New York from Bermuda Tuesday and is expected to reach Grand Rapids on the Wolverine Saturday.

Harlan Cutler, formerly located in the grocery business at 1013 South Division avenue, has opened a grocery in the store recently erected at 149 Valley avenue.

Moses Salamy has announced his intentions of engaging in the dry goods and notion business in one of his stores at Oakdale street and Eastern avenue.

Orah R. King has started in business at his home, 1300 Shawmut avenue, making doughnuts. He is assisted in the business by his parents.

K. M. Worley, who recently came here from Cleveland, Ohio, has started in the grocery business at 1846 South Division avenue.

John S. Oom has succeeded the firm of Cramer & Oom in the hardware business at 755 Eastern avenue.

Joseph Lahaem has started in the confectionery business at 425 South Division avenue.

BUSINESS CHANCES.

For Sale—Box shoo factory, saw and planing mill, stock of lumber; all in good condition; bargain; must sell quick. H. T. Benoit, Hamburg, Ark. 969

For Sale—Bakery in Grand Rapids. Cheap for cash if taken at once, or might consider a trade for real estate. Address Bakery care Tradesman. 970

SITUATIONS WANTED.

Wanted—Position as manager of grocery or general stock by a man of wide business experience. Address, W. A. Spore, Alma, Michigan. 967

Lady of practical business experience in large city, would like position in general store in small town as clerk, cashier or stenographer. Work, care Tradesman. 968

?

Too Busy To Save Money

Are you so busy you overlook prices lower than you are now paying for merchandise?

Then you are too busy to make money—too busy to SEE the values in our Catalogue.

This big book — just now being mailed—can save you TIME, save you MONEY, save you INVESTMENT.

Can you conceive any merchant making the net profit he ought to make if he knowingly deprives himself of advantages like these?

?

Butler Brothers

Exclusive Wholesalers of General Merchandise

New York, Chicago, St. Louis, Minneapolis, Dallas

ALWAYS ON GUARD

SUCCESS is the most potential word in our language. Success is the incontestable measure of personal fitness. Twenty successful men direct the fortunes of this great company. Individually and collectively they form the highest standard of financial responsibility, integrity and ability. Your estate will be safe in their hands.

DIRECTORS

Willard Barnhart
John Duffy
E. Golden Filer
Filer City, Mich.

Wm. H. Gay
F. A. Gorham
Thomas Hume
Muskegon, Mich.

Henry Idema
Wm. Judson
Jas. D. Lacey
Chicago, Illinois

James R. Wylie

Edward Lowe
W. W. Mitchell
Cadillac, Mich.

R. E. Olds
Lansing, Mich.

J. Boyd Pantlind
William Savidge
Spring Lake, Mich.

Wm. Alden Smith
Dudley E. Waters
T. Stewart White
Lewis H. Withey
M. S. Keeler

Send for blank form of will and booklet on descent and distribution of property.

THE MICHIGAN TRUST CO.



She Wants the Carton
with the head of

Franklin

on it

Your customers know the familiar trade-mark in the neat blue Franklin Sugar Cartons, and they know the fine quality of FRANKLIN CARTON SUGAR.

Keep this full line of fast selling sugars prominently displayed where your customers can see them. The demand for FRANKLIN CARTON SUGAR is increasing every day because the convenient air-tight, dust-proof carton is universally approved and because FRANKLIN CARTON SUGAR is being constantly demonstrated and sampled to create a demand for it.

Take advantage of the opportunity and tell your customers about the convenience of buying the whole line of FRANKLIN CARTON SUGARS at one time. She'll like the suggestion and it means increased sales and extra profits for you.

You can buy FRANKLIN CARTON SUGAR in the original containers of 24, 48, 60 and 120 lbs.

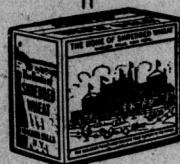
THE FRANKLIN SUGAR REFINING CO.
PHILADELPHIA



Come and See Us

EVERY detail in the process of making Shredded Wheat Biscuit and Triscuit is open to visitors. The Home of Shredded Wheat is visited every year by over one hundred thousand persons from all parts of the habitable globe. Remember that Shredded Wheat is ready-cooked and ready-to-serve. No free deals—no premiums—just a good, steady profit and a firm, steady demand which we create through continuous, persistent educational advertising.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.



The Shredded Wheat Co.
Niagara Falls, N. Y.



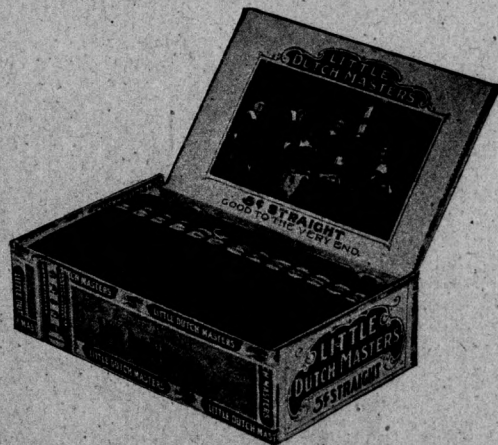
LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers



They are so good we are compelled to work full capacity to supply the demand

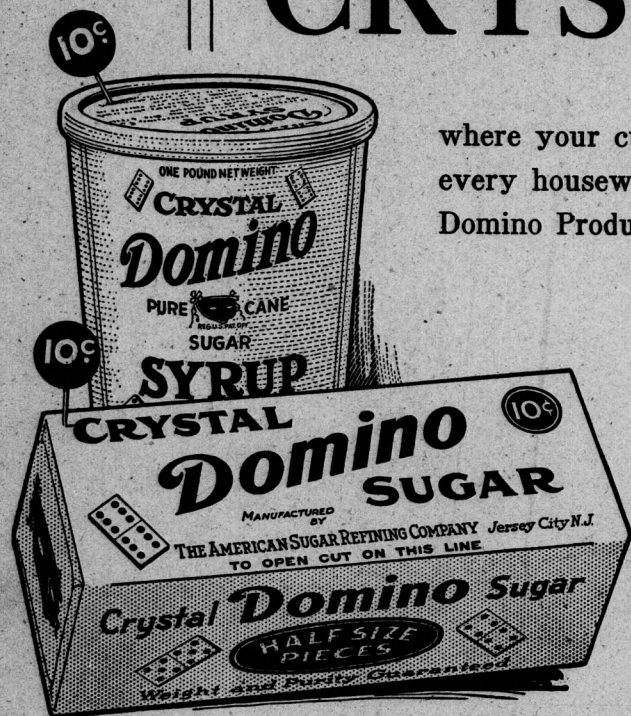
G. J. JOHNSON CIGAR CO., Makers
GRAND RAPIDS

DISPLAY

the two latest additions to the famous

CRYSTAL DOMINO

FAMILY



where your customers can see them and you'll find them rapid sellers, because every housewife knows the purity, quality and the economy of using Crystal Domino Products.

CRYSTAL DOMINO SYRUP—a smooth, rich, full-flavored syrup, put up in neat fibre cups to retail at 10 cents. Packed 2 doz. to a container—\$1.80 per container.

CRYSTAL DOMINO SUGAR—Dainty, half-size pieces—a popular package to retail at 10 cents. Packed 4 doz. to a container—\$3.80 per container.

The American Sugar Refining Company
NEW YORK

Regular Customers From Occasional Buyers

As a dealer you are interested primarily in increasing sales and larger profits. Every occasional buyer whom you convert into a regular customer is a stride toward greater success for your store. Upon the quality of your stock depends your ability to catch new trade and hold it. **PERFECTION OIL**, the most efficient illuminating oil obtainable, attracts new business for the dealer who handles it and occasions "repeat" orders.

Perfection Oil Pleases Customers

By a new refining process the **STANDARD OIL COMPANY**—an Indiana Corporation—has been enabled to produce **PERFECTION OIL**. It has met with instant success. It pleases the customer because it is a "clean" oil; because it burns 20 per cent longer and gives 20 per cent more light than any other oil. It burns without odor and without charring the wick. It is adapted admirably for use in oil-burning cook stoves and heaters, and is an ideal fuel for incubators.

A Service Organization

Perfection oil is all that is claimed for it. Dealers may recommend it with perfect confidence in its merits. It is a guaranteed product of **STANDARD OIL COMPANY**—the most perfect consumers' service organization in America. Establish a **PERFECTION** trade in your locality before your competitor seizes the opportunity. For further information address any distributing station of the

Standard Oil Company
An Indiana Corporation
CHICAGO