

LET ME LIVE IN THE HEARTS OF MEN

There are selfish souls who by themselves
Live ever themselves within.

There are those who stay in their pleasure haunts
From the best things of life shut in.

And there are souls who are slaves to gain
And paying the price of the loan,

But let me live in the hearts of men
And never without a home.

Let me live in the hearts of my fellow men—
The shelter I cannot buy,

The home that is real and of priceless worth
And that God makes his ratings by.

My shelter may be within plainest walls
Or 'neath a glittering dome,

But let me live in the hearts of men,
The only home that's home.

Let me live in the hearts of my fellow men
For I am as human as they,

And because I am proud to stand side by side
With them in the strenuous way.

It may be that my treasures may take to wings
And naught left but myself that I own,

So let me live in the hearts of men,
All that makes the world a home.

Let me live in the hearts of my fellow men
Though the circle be ever so small.

It may be 'tis the littles that will make me great
With the few who may quite know it all.

'Tis a tonic to jostle with the crowd to and fro
Or trudge to the shut-in alone,

So let me live in the hearts of men
And always "at home" at home.

Let me live in the hearts of my fellow men,
Elsewhere would be just "marking time."

The life that is real is the life with my own
And the plan that's forever Divine.

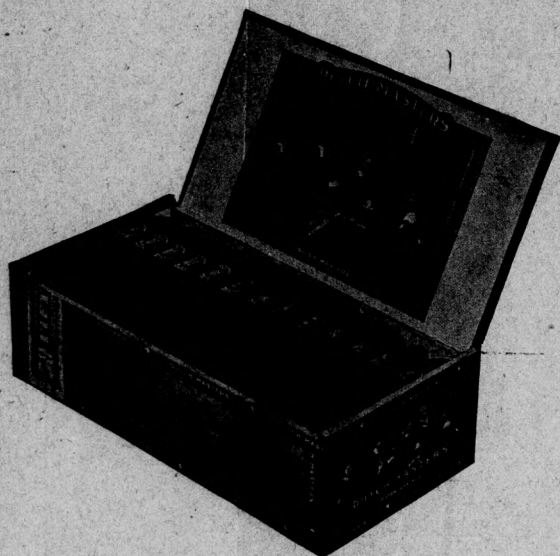
'Tis the true home instinct of "home sweet home"
Earth's only protecting dome,

So let me live in the hearts of men,
At home on the journey home.

Hart, Mich.

L. B. Mitchell.

DUTCH MASTERS CIGARS



Made in a Model Factory
Handled by All Jobbers Sold by All Dealers
Enjoyed by Discriminating Smokers

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



"It's a Wonder" ---and no Wonder



JUDSON GROCER CO.—Grand Rapids, Mich.
Wholesale Distributors of
DWINNELL-WRIGHT COMPANY PRODUCTS

Good Yeast
Good Bread
Good Health

Sell Your Customers
**FLEISCHMANN'S
YEAST**



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.

DELIVERY WAGONS

\$47.00, \$48.00, \$50.00, \$55.00, \$60.00, \$70.00,
\$75.00, \$85.00, \$90.00

Our line of delivery wagons are built extra strong and give good satisfaction

SHERWOOD HALL CO., LTD.

30-32 Ionia Avenue

Grand Rapids, Mich.



A Real Naphtha Soap Powder

For a limited time, subject to withdrawal without advance notice, we offer
LAUTZ NAPHTHA SOAP POWDER, 60 PKGS.—5 CENT SIZE
through the jobber—to Retail Grocers:

25 boxes @	\$2.30—5 boxes	FREE
10 " @	2.30—2 boxes	FREE
5 " @	2.35—1 box	FREE
2½ " @	2.40—½ box	FREE

F. O. B. Buffalo: Freight prepaid to your R. R. Station in lots of not less than 5 boxes. All orders at above prices
must be for immediate delivery. This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.
Yours very truly,

Deal No. 1501
BUFFALO, N. Y.

Lautz Bros. & Co.

MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, MAY 26, 1915

Number 1653

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THE SYMBOL OF LIBERTY.

"The winding rivers are red."

Something over fifty years ago this was truthfully said of our country, as it is now true of Europe, whose winding rivers run crimson with the blood of her bravest and best.

No man can tell the whys and wherefores of the present titanic struggle for the mastery in the land across the water. "What is it all for?"

That question was not asked with reference to our war for the Union. The whole world knew that ours was a struggle for the rights of man, a battle to the death that the great Republic might not perish from the earth. The war for the Union was right, eternally right. No man disputes this to-day.

American valor attested on a hundred battle fields, from Bull Run to Appomattox, proved the right of America to live.

We are now approaching the day of all days to the American heart, the day we lay flowers on the graves of our soldier dead. It is a beautiful custom, hallowed by many memories of that war so long ago, a war that tried men's souls as they had not been tried since the days of the Revolution.

As Washington established the liberties of our country so Lincoln preserved them for all future generations.

Some people talk of our unpreparedness for war to-day. In flippant speech they tell of the ease with which a foreign enemy could lay New York in ashes, march an army across the country and dictate terms of peace at Cincinnati or Chicago.

How foolish such palvering. With less than one-fifth our present population, without men, guns or clothing, the Northern states rose in 1861 to defy an enemy already entrenched on American soil, builded forts, armed enlisted men to the number of two millions, demonstrating to the world how a free people can fight under the most adverse circumstances.

Heaven fend us from ever being called upon to meet such an issue, but should it come to the crisis of

facing a world in arms, the United States would be equal to the emergency. A million boys rallied to the defense of Old Glory in the sixties without recourse to a draft. In the same ratio five millions would to-day spring to arms were the flag insulted by the combined armies of the world.

The descendants of the heroes of Chickamauga, Gettysburg and Appomattox are as ardent patriots as were their fathers of old. There can be no danger to our institutions from a foreign enemy; the only possible danger is from within, and we cannot believe that such danger threatens to-day as it did in the time of our civil war.

The Grand Army of the Republic is dwindling until it will not be long before the last battalion rallies to the bugle call.

America has done well by her citizen soldiery. The granting of liberal pensions has served to ease the declining years of old veterans who would otherwise find themselves in straightened circumstances. This is as it should be, and as we go out this spring to garland the graves of our dead may we feel that we are doing a simple duty to those who sacrificed so much for the country in which we live.

Love for the flag!

We are reminded of this when we unfurl Old Glory to the breeze on the day we garland the graves of our dead. Our country's flag is truly a symbol of honor and victory. With but one exception our country has engaged in no ignoble war. That exception, of course, was our war with Mexico. At the present writing we have far more excuse for engaging in a Mexican war than we had in the forties.

Let us go forth this year filled with a renewed devotion to that flag our fathers bore amid battle carnage in those long dead days of '61 and '98.

The war in Europe is marked by sacrifices as grand as in any war, perhaps, and yet we cannot quite understand what it is all about. We have in America no such militarism as that of Germany, a martial spirit that seeks outlet in bloody war solely for the sake of martial glory.

The memorial day services annually remind us of past sacrifices for the flag, symbol of liberty and union. May we never forget to honor the flag that is no mere rag, but the representative of the freest, grandest republic ever established by man.

GOING BACKWARD.

In wholesale attempts to regulate big business, which has occupied most of the time and attention of the present Administration Congress passed a law compelling the railroad companies to

dispose of their steamers on the Great Lakes before the first of next December. This is a section in the Panama Canal act, but it is thought that Congress had no such intention, and if so, this is only another example of carelessness in legislation even in the Nation's highest law-making body. The trunk line roads have an investment of about \$150,000,000 in lake boats. It is essential, of course, for Eastern roads, going no farther than Buffalo, to have means of transporting freight farther West, if they are to compete with the railroads that run through. Compelling them to dispose of their steamships and discontinue that branch of the business is another way of giving the through roads a monopoly of the freight and enabling them to charge whatever they please for the traffic. This will make a decided difference in the expense of transporting grain, lumber, coal, ore, etc., between Duluth and points thereabouts and the East. Instead of helping competition, it hinders it, and instead of lowering, it raises rates. Incidentally, too, it will give advantage to Canadian boats and railroads which have ample facilities for carrying freight from far Western lake points to tide-water.

Those misguided people who imagine that the sun always shines in California ought to have the privilege of reading a letter recently sent to the Tradesman by a San Francisco lady who formerly resided in Grand Rapids. She advises members of her sex who are contemplating a trip to the two expositions to wear warm clothing, as the "coast climate" is very different from the climate in Southern California. The winds are penetrating, and "although there are days of sunshine during the summer, that is the time and season when one always needs a warm outer wrap or coat and a fur collar will be a comforting addition to one's wardrobe." She adds that September and October are the only months in San Francisco that really seem like summer. At San Diego summer clothing may be worn, but all of California is not warm.

A Missouri newspaper argues that too many grocery stores are as bad as too many churches. The paper pleads for the survival of the fittest, or a combination of two or three stores in one, where the stock can be kept moving and fresh and where one outfit could do the work of three, cutting down operating expenses and enabling the grocer to make better terms. Stale stocks do not sell so fast as fresh goods. Where a town has too many churches the support is weak and there is a constant struggle to make ends meet. The argument applies to churches, groceries, meat markets and everything else.

SHOULD HAVE CLEAN HANDS.

The results to date of the hearing in the injunction suit of the Riggs National Bank of Washington, D. C., against the officers of the United States Treasury, have hardly vindicated the wisdom of the bank in bringing such a suit. The case was one in which intelligent public opinion was divided as to whether the Controller of the Currency had or had not directed irritating and discriminating measures against the Bank in the way of Government supervision. There had seemed to be something of a personal element in the policy thus pursued, and both the public and the court showed willingness to suspend judgment pending the evidence. But in a case of this nature, especially when brought against the Government, it is vitally necessary for himself that the plaintiff should come into court with absolutely clean hands. The judge, after considering all the several petitions of the Bank, has granted a temporary injunction in one somewhat technical matter: the imposition of a fine. But he refuses to grant even a temporary injunction against the calling for further special reports by the Treasury, or against "interfering or meddling" with the Bank's affairs.

In denying these requests, the Court declares that the allegation of bad faith on the part of the Treasury has not been proved, and that the Treasury's counter-allegation of persistent violation of the banking law by the Bank itself has been proved. The least that can be said, by people who have read the testimony intelligently and impartially, is that the Bank and its attorneys showed a strange lack of understanding of the position in which their own admissions would place them in such a controversy. There is something of the infatuation with which Barnes, in order to gain a controversial point of essentially minor importance, brought matters deliberately to such a head as compelled the introduction of some facts, very awkward to his own position, into the evidence in his libel suit.

If any merchant in Michigan has a broken plate glass window that is not boarded up he should see that the boarding is done at once. A Buffalo woman has been given a verdict of \$125 because while she was standing in front of a store one day a large piece of glass from a broken window fell and struck her causing severe cuts. It was held that the storekeeper and the owner of the building were negligent in failing to board up the broken window.

Many a man makes a strenuous effort to recognize his duty so that he will be in a position to dodge it.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, May 24.—The Sault Ste. Marie business men met at the Soo Club last week and formed various committees. That there will be some work accomplished is a foregone conclusion. Several prospects are now under consideration and, with the cheap power and natural resources the Soo now offers should make it an object to any good factory contemplating making a change. This would be an ideal location for wood-ware works, having abundant timber for that line and the best of connections for lake shipments. We also have an ideal location for a pulp or paper mill, being situated in the heart of the pulp country and at the present time there being no duty on pulp from Canada and the best inducements can be offered to any of the capitalists interested in any of the above projects. They will find the Business Men's Association on the job at all times, which will mean a "Better Soo for You."

The many friends of Rev. D. Stanley Shaw, pastor of the Central M. E. church, regret to learn that he had to undergo an operation for appendicitis at the Soo hospital last week. Pastor Shaw is one of our Soo hustlers and also wide awake business men and his many friends hope to hear of his quick recovery.

Victoria day is being celebrated in the Canadian Soo to-day. The only thing on the programme to mar the celebration is the farewell address at the armory for the Third Overseas Contingent, who leave in the evening for Niagara, where they are to join the concentrational camp to continue their training while awaiting orders to proceed to the battle front. Numerous banquets and entertainments have been given the boys to cheer them on their way.

If it is left to the Chippewa County Republican Club, Senator William Alden Smith will be the next President of the United States, as the "William Alden Smith" Club has been launched at the Soo with an overwhelming membership. The Club is subdivided into numerous committees and is planning on an active campaign. Mr. Smith seems to be the unanimous choice of the Upper Peninsula from all accounts and will receive a royal support in consequence.

That the local Elks are after the State convention for 1916 will be vouched for by the Soo delegation who will go there with a twenty-four piece band and one of the liveliest bunches that ever attended a convention. The business men here are giving the local lodge every support and will assist in every way possible to make the meeting one that will be long remembered as the best ever by "the best people on earth." We are advised that the Soo lodge is going to distribute some very unique souvenirs and will put forth every effort possible to land the convention for 1916, as there never was a time in the history of the Soo lodge when they were so well equipped to take care of so large a delegation.

St. Ignace is planning for a big noise July 3 and from all accounts they will celebrate the Nation's birthday on an elaborate scale. The St. Ignace business men are back of the proposition, with Cyde Hecox at the head of the procession and there certainly will be big doings.

The wrecking tug Favorite installed a new wireless instrument last week, whereby it can send messages for a distance of 500 miles, which is 400 miles greater than the present equipment. This will be a great advantage to the works on the Great Lakes and help much in the line of Safety First.

The snow storms of last week put a damper on many picnics and pleas-

ure parties which were scheduled in Chippewa county. However, they were all of such a nature that they could be postponed and the merry makers will yet get even.

It is reported that W. D. Hassock, Cedarville's popular business man and all round good fellow, who has helped to make Cedarville the prosperous summer resort she is to-day, has decided to take life easy in the near future, as he has now reached the age when he can enjoy the fruits of his labors and his two sons are able to step in and handle the business. Mr. Hassock recently erected a fine office building where he can attend to his various enterprises and entertain his friends who call to spend the day at the popular resort.

The Grand Rapids Brewing Co. branch here put on a large auto delivery truck, which shows much progressiveness and exemplifies the great faith they have in the future of the Soo.

Dave Rye, one of Pickford's leading butchers, was a Soo visitor this week, taking back with him a load of beef. He reports a very satisfactory increase in business this spring and is looking forward to a good summer's business.

Trout Lake seems to be an unfortunate place for foreigners, waiting to make connections with the trains, and they have added another victim to their already long list, as Carl Setppold, a Finlander, was struck by a passenger train and instantly killed. The body was brought to the Soo for interment. The only means of identification were papers found in his clothing, showing his intention to become an American citizen. They were made out at the county clerk's office on August 4, 1905, in this city. This is the second fatality occurring at Trout Lake within a week.

The U. P. shooting tournament will be held in the Soo July 26 and 27, being the dates set by the Osborn Sportsmen's Association. There will be merchandise prizes given away with the high scores and also cash prizes run on the jack rabbit system. The Munising cup will also be shot for on these dates. The local organization is making big preparations and a good time is assured, as is the usual custom at the Soo.

Bob Cowan, the popular general manager for the Prenzlaue Bros. Co. dry goods and furnishing goods store, has purchased one of the finest launches on the river, which he will use for transportation between here and his commodious summer home on Sugar Island. It is one of the most complete and up-to-date launches in this part of the State and nothing has been overlooked in the smallest detail of its construction. Rockefeller will have nothing on Bob in the line of enjoyment and satisfactory luxury. It was conceded by his many friends that the boat should be named the Empress of the River. William Bell, one of the Soo's leading photographers and capitalists, did not want to see Bob have the only craft of its kind on the river, so he also has purchased one of the same class and it is hard to decide which of the two is the better.

Charles Hass, the popular Uneeda biscuit man, was one of the saddest travelers in the Soo last Friday morning when he was called up by the police department and notified that his large touring car was a wreck about half a mile from his home. Charley, in company with Mr. Collins, of the firm of Merritt & Collins, came in from a trip through the country the night before, arriving home about 11 o'clock. After putting his auto in the garage back of the Wynn's apartments, he retired for the night and one can imagine his surprise next morning. Charley got busy and it required a dray to carry what was left of the auto to the garage. The police are making every effort to run

down the thieves and will make an example of the first one caught. Charley cannot imagine who could be mean enough to perpetrate such a mean trick, as he is one of a cheerful disposition and has not a known enemy to account for any vengeance. The Soo has been getting more than its share of automobile stealing this year and a lasting example will be made of the first auto thief caught.

According to reports, De Tour is going to celebrate Orangemen's day July 12. They expect to secure the steamers, Germanic, of the Northern Navigation Co., and the Chippewa, of the Arnold line, for making trips between the Soo and De Tour. With these accommodations to handle the crowds, De Tour will look for a record breaking attendance.

What is worrying some of our townsmen is that after the war, who shall arbitrate the arbitration of the arbitrators?

That the Soo went dry last week for the first time in many years can be vouched for by the inhabitants. The thirsty feeling was certainly felt for about eight hours. An accident happened at the pumping station which put both pumps out of commission, with no time to notify the population of the shutdown, so that the city was practically without water. It is hard to realize what this means to a city of this size, but with all the inconvenience, it had its humorous side as well, and our city recorder was hardly able to accommodate the patrons who run up to pay their water rent, thinking possible it had been shut off on account of being in arrears.

The Sault Ste. Marie Civic and Commercial Club is making preparations to entertain the Milwaukee Club who are to be their guests in June on their return from the Copper Country. The visitors will have ample time to see the Soo during their stay here.

"A real sport is a man who will pawn his watch in order to take a friend out to dinner and then borrow \$5 for the friend in order to take him home in a taxicab."

Soo Commandery, Knights Templar, are making arrangements to participate in the State convention to be held in Houghton the first week in June. On their return by boat they will have several hours at the Soo, which will afford them ample time to take in some of the sights. While here the visitors will be guests of the Soo Commandery, who will be assisted by the entertainment committee of the Sault Ste. Marie Civic and Commercial Club.

"There is something wrong with the life programme of the individual who cannot smile before noon."

One of our travelers by the name of Sandy was strolling up the banks of a trout stream last Sunday, he came upon an English visitor fishing in the stream. "Man," said Sandy, "Ye winna catch any fish there. You'll hae tae gang a bith farther up till ye come tae a guid spot." "Hoots, man," said Sandy, "you can easily tell a guid spot by the number o' empty bottles lying about."

At a meeting of the Michigan Soo Motor Boat Association, held last week, it was decided to offer a reward of \$50 for information leading to the arrest and conviction of any person stealing from a boat or boat house. For a number of years the Soo has been subjected to the depredation of petty thieves along the river front and oars, tools and other essentials have been stolen from boat houses or boats tied or beached. It is the intention of the new Club to use every effort possible to apprehend these robbers and stop the work in future.

Edward Horry left this week to represent the Edison Sault Electric Co. at the thirty-eighth annual convention of the National Electric Light Association, which meets in San Fran-

cisco June 5 to 12. The excursion trip will cover the scenic points of the West and both of the California expositions.

Friends of Dave De Munn, former proprietor of the Hotel De Tour, at De Tour, were pleased to learn that he was successful in closing a deal for the Superior House here and the new management has put the hotel in first class condition and will cater to the traveling public, as well as to city boarders. Mr. De Munn is an experienced host, while his wife is one of the best assistants in the business.

By the consummation of a deal, the Garden Bay Railroad, owned by the Vans Harbor Land & Lumber Co., has been transferred to the Green Bay Railroad Co., which has leased the line for the past year. The same excellent service will be maintained and improvements will be added from time to time. Four trains will be run daily, two each way, giving the residents of villages and the farming community along the right-of-way much appreciated transportation facilities. The officers of the road will remain the same for the coming year, being H. P. Bourke, Escanaba, President; J. C. Wood, Manistique, Vice-President; Charles E. Ewald, Garden, General Manager. A. F. Begole, Munising, Secretary. "It takes a pretty good mixer to combine business and pleasure."

William G. Tapert.

The Parcels Post Menace.

I believe that to preserve the business life of the Nation, something must be done to curb the parcel post policy of the present Administration. The business depression of 1914 will not be improved unless someone will awaken the Postmaster General from this parcel post dream of the Government's performing the functions of retailer and wholesaler.

Are we to permit a few men at Washington to keep in force a parcel post policy that means the ruination of country merchants and the destruction of towns and villages? The parcel post plan, as now conducted, is unbusinesslike and unqualifiedly wrong. It constitutes an enormous octopus, nursed by the Government, which quietly builds up a mail order system at some great central market, which is slowly but surely draining the very life of the little business that we all know means so much to the prosperity of the country.

Good business methods require all merchandise and all service to bear at least the cost of such merchandise and service. We all know that the parcel post is not doing this. It is therefore not built on a safe foundation, but a most pernicious one and can but be disastrous to private business with which it competes.

We all know the American people favor local or home industries, and if a quiet plan of educating the consumer in rural districts what it will mean to his town, his community, his home interests, if he continues to send his money to the great cities, is carried out systematically, much good may be accomplished.

Oscar B. McGlasson.

Albert Kol, 1440 Wealthy street, formerly in charge of the chemical department of the Walter K. Schmidt Co., has started in business for himself, manufacturing chemical supplies and will conduct operations at his residence.

Honks From Auto City Council.

Lansing, May 24.—Our city is making rapid strides, both in new business enterprise and population. Two hundred and fifty families moved to Lansing during the first twenty-two days of this month and our population is now close to 46,000.

Our prediction of May 5 concerning the Wayside Inn, at Breckenridge, has come true. The splendid table set by the enterprising hostess has proved a drawing card for the traveling public and a liberal patronage has resulted.

After the convention is over we are going to write some very complimentary things about the several members of our Council who are getting into the collar and by sacrificing sleep and personal interests are completing arrangements which will ensure success for the twenty-second annual convention of Michigan U. C. T.

J. T. Watkins is putting the finishing touches on his new brick block at the corner of Michigan avenue, East, and Hosmer street. This will provide three more commodious stores, with basements and living rooms above, for the East Side.

L. L. Colton (Shust Baking Co.) now covers his territory with a new ford. Loren is so well pleased with this method of traveling that he threatens to give another dollar to the Good Roads Association.

The largest and most valuable collection of blooded stock ever exhibited at an exclusive stock show in the State is promised for the Lansing Holstein cattle show to be held May 26 and 27.

Pratt Wilcox (Bates Tractor Co.) leaves to-night for an extended business trip through Ohio and Indiana.

H. T. Ogden, formerly with the Rumley Products Co., of Battle Creek, is now identified with the Lansing branch of the Aultman-Taylor Machinery Co. and will move his family here in the near future.

D. D. Watters and wife, of Flint, are visiting their parents in this city. Mr. Watters is the oldest son of Mr. and Mrs. C. S. Watters, and for the past four years has been prominently identified with the Buick Motor Co., of Flint.

Mrs. E. H. Simpkins, accompanied by her sister, will start next Tuesday for a three months' visit with relatives and friends in the Western states and visit the Panama exposition en route. An ocean trip is planned from San Francisco to Vancouver and the return trip will be on the Canadian Pacific.

Our Detroit correspondent says it is worth the trip to Lansing to meet the Auto City scribe. Bill collectors used to make the same remark before we had our debts paid.

F. H. Hastings returned to Lansing last Saturday rather unexpectedly on account of the illness of Mrs. Hastings. He says he will remain in the city until after the convention. Then if Mrs. Hastings continues to improve, he will again take up his work in Iowa, where he left his car.

M. E. Sherwood is the latest member of our Council to make use of his automobile in covering his territory. He says it not only pays, but is a matter of great convenience.

George O. Tooley (Perry Barker Candy Co.) made another of those Sunday pleasure trips yesterday. Inasmuch as he was late getting to the office this morning and refused to say where he went, we infer that some ding busted tires went wrong.

Stuart Harrison has resigned the position which he has held for eleven years in the furnace business and accepted a similar position with a rival concern which recognizes the ability of a successful salesman.

The remarkable progress made by Lansing's newest wholesale grocery house is reflected in the pleased countenance of both officials and employees.

H. D. Bullen.

Sparks From the Electric City.

Muskegon, May 24.—Ernie Welton said he would stop my pay if I did not write for the Tradesman, and I do love to eat, so here goes.

Matt Steiner attended our last meeting and the boys were glad to see him.

H. Foote has his arm in a sling. He states his arm caught in an elevator shaft, and Harold wants to put in a claim for total disability. H. Anderson contested this claim. He says Foote came to the factory and exclaimed, "Heim, give me a piece of candy. I have a sore finger."

C. Hall is at the Hackley hospital with a broken foot. Here is a chance to show that U. C. T. feeling by calling on Mr. Hall.

Hyman Lipman, of Lipman Bros., was shown our mysteries at the last session.

All members wishing to attend the U. C. T. convention at Lansing should write the Wentworth Hotel or Downey House for reservation. This is the only way rooms will be reserved. Muskegon headquarters will be at Wentworth Hotel. All members going to convention, please call up Wentworth Hotel asking for Muskegon headquarters, so we can arrange for formation in line for parade. The uniform worn at Grand Rapids will be in vogue at Lansing. Black shoes, white socks, white trousers, black alpaca coats, white caps, black four-in-hand tie and small canes. Those who have uniforms bring them along and those who have not can purchase same at Rosen Bros.

A. W. Stevenson went to Mackinaw Island meeting night, so he could not attend our session.

John Porter is the only officer of our Council who is making himself conspicuous by his absence.

J. Fred Boyd, of Muskegon, has installed a liquid fountain which makes quite an additional feature to his store.

Bagmen of Bagdad will meet Thursday evening prior to the convention for initiation of candidates. All Muskegon boys desiring to attend should not leave Grand Rapids later than the 5:15 train.

It will be worth while to go to Lansing to meet Bullen, the Auto City scribe; also the King Pin of 'em all, Jim Goldstein.

S. Steindler is back in Muskegon selling paper and there is not anyone more overjoyed than the writer.

The Pythian Sisters of Western Michigan held a convention at Muskegon this week. We can truthfully say we have never seen a finer assemblage of women in all our days.

To try and have the 1917 U. C. T. convention at Muskegon fell through, as most of the boys thought some other city ought to have a show at it first, as Muskegon had the convention five years ago.

Save your cigar money and go and see Lansing bloom.

Charles Oviatt, one of the hardest workers Armour & Company has on its staff, could not catch one of his customers in, so about 1 p. m. jovial Charles sallied out to see a customer. He sold a couple of slabs of bacon and headed toward the hotel, when a shower and blizzard came forward. Charles' hat was blown four ways and his cranium was on exhibition. Oviatt came to the Hotel Shelby to buy a lantern. Finally about 3 a. m. his derby was found with some rubbish. Charles had to be put through a wringer to be brought in condition again.

Milton Steindler.

William Plant and Raymond Platte have organized the Grand Rapids Stay Co., manufacturing stays for felt boots and leather novelties. They are at present located at the corner of Shawmut street and Mt. Vernon avenue.



ALL ROADS LEAD TO

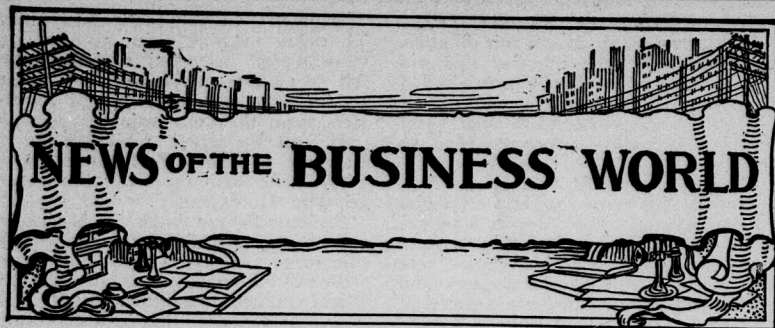
Royal Baking Powder

The grocer whose stock consists of well-known high-grade articles, such as Royal Baking Powder, attracts to his store the best class of customers—people who have been trained by advertising to buy articles of good quality.

Royal Baking Powder appeals to good customers because it is made of Cream of Tartar, they know it is absolutely pure and the best baking powder that can be produced.

Royal Baking Powder will pay you more in the long run than any other baking powder.

ROYAL BAKING POWDER COMPANY—NEW YORK



Movements of Merchants.

Paris—Mrs. Evelyn Cook has opened a hotel opposite the depot.

Manistee—The Hall Drug Co. has remodeled its store building.

Holland—Bernard Keefer succeeds Joe Pine in the restaurant business.

Reese—Louis Bayer has engaged in the ice cream and confectionery business.

Gobleville—William Taylor, meat dealer, died suddenly at his home May 20.

Benton Harbor—William Leeder has opened a grocery store on Catalpa avenue.

St. Joseph—Mrs. Agnes Veio has engaged in the millinery business at 312 State street.

Vicksburg—C. E. Williams has engaged in business under the style of the Royal Delicatessen.

Grand Ledge—Clarence J. Dean has sold his bakery to Harry W. Bice, who has taken possession.

Manistee—Zaborowski & Jorgensen recently succeeded Peter Solsted & Co. in the clothing business.

Reed City—Frank W. Hoffmeyer succeeds the James F. Jackson Co. in the grocery and meat business.

Battle Creek—The Hubbard & Heffley Co. has changed its name to the Heffley Plumbing Co.

Bellaire—Nichols & Brydon, who conduct a new stand, have put in a stock of cigars and tobacco.

Springport—M. H. Beman, recently of Eaton Rapids, will open a hardware store here about June 1.

Vermontville—Arthur H. Allen has purchased the grocery stock of LeRoy Beck and will continue the business.

Boyne City—Roy Scott has purchased the Smith & Son stock of groceries and notions and will continue the business.

Byron Center—A. A. Palmer has sold his bakery and confectionery stock to A. A. Frasey, who has taken possession.

Concord—Yeggmen recently blew open the safe in the office of the Abram T. Tucker grist mill and secured about \$15.

Munising—Ricus Guidebeck has purchased the Moore Hotel of Herman Johnson and will take possession June 1.

Ovid—James Locke formerly engaged in the hardware business at Cohoctah, will open a clothing store here about May 31.

Chelsea—Frank Staffan, senior partner of Staffan & Son, undertaker, died suddenly at his home May 18, aged 85 years.

Dowagiac—Clyde Barber has leased a store building on Commercial street and will occupy it with a stock of drugs June 1.

Cadillac—The Webber-Benson Co.,

dealer in drugs, books and stationery, has changed its name to the McCormick, McMullen Co.

Saginaw—William H. Grenell, of the Grenell Seed Co., died at his home in Pierpont Manor, N. Y., as the result of an attack of heart failure.

Freeport—G. J. Nagler has leased the Johnson store building and will occupy it with a stock of dry goods and groceries about June 1.

Detroit—Clarence Cowe, formerly of Carson City, has engaged in the drug business at the corner of Kercheval avenue and St. Clair street.

Cone—Allhouse & Raymond have sold their stock of general merchandise to A. E. Bocket, who will continue the business at the same location.

Grand Haven—Sluiter & Bottje, meat dealers, have dissolved partnership and the business will be continued by Peter Sluiter under his own name.

Tigris—Mrs. N. J. Randall has purchased the J. H. Crowner stock of general merchandise and will continue the business at the same location.

Jackson—Arthur E. Carter succeeds Peter L. Fox in the carriage, wagon and general repair business at the corner of Francis and Washington streets.

Ishpeming—John Goudge who conducts a bazaar store at Negaunee, has leased a store in the McEncroe block and will open a branch bazaar store here.

Marion—Mrs. Maud Fuller has sold a half interest in her millinery stock to Mrs. Welch and the business will be continued under the style of Fuller & Welch.

Chelsea—Herman Britenweischer has traded his 200 acre farm to J. G. Wagner for his hotel, the Chelsea House, and will take possession June 1.

Gwinn—Fire damaged the Henry N. Weinstein dry goods and clothing stock to the extent of about \$4,000 May 21. The loss was partially covered by insurance.

Boyne City—Mrs. Maude Ostheimer, who conducts the White Star restaurant, has purchased the bakery of Mrs. Bogart and will continue the business.

Haymarsh (Star City P. O.)—O. W. Sinkler has sold his stock of general merchandise to the former owner, Nelson L. Gage, who will continue the business.

Muskegon—George W. Ellens, who has conducted a meat market on Beidler street for the past twelve years, has closed out his stock and fixtures and will open a feed and produce store at the same location.

Lowell—C. F. Riede of Hastings, will open a department store in the Reed block, succeeding W. J. Gonder-

man. The opening date has not yet been decided on.

Davison—Sidney Lane, 60 years of age, for thirty years a leading business man here, is dead. He was born in Davison and for several years conducted a store at Orion.

Portland—O. C. Cotton has sold a half interest in his stock of second hand goods to Charles Cotton and the business will be continued under the style of Cotton & Cotton.

Onsted—The stock of the new Onsted Co-operative Association has been over subscribed and the F. N. Morey stock is to be taken over as soon as the inventory is completed.

Wayland—Peter W. Bittenbender has purchased the interest of his brother, Joseph, in the confectionery and soft drink stock of Bittenbender Bros. and will continue the business.

Cutcheon—Dennis Nowlin has purchased the interest of Andrew Norton in the general stock of Nowlin & Norton and will continue the business under the style of Nowlin & Co.

Battle Creek—Mrs. Kate Crossen has sold her interest in the Crossen & Hicks drug stock to her partner, Charles Hicks, who will continue the business at the same location.

Lansing—Miss Gertrude McConnell and Miss Abby Clark have formed a copartnership and purchased the millinery stock of Mrs. Alice Abrams and will continue the business.

Howell—White & Pate, dealers in cigars and tobacco, have dissolved partnership. The business will be continued by Mr. Pate, who has taken over the interest of his partner.

Wyman—George A. Gilbert & Son, dealers in general merchandise, have dissolved partnership and the business will be continued by George A. Gilbert, who has taken over the interest of his son.

Honor—Ryan & Palmer, dealers in meat and groceries, have dissolved partnership and the business will be continued by Carl R. Palmer, who has taken over the interest of his partner.

Jackson—The Moline Plow Co., of Moline, Ill., will open a branch plant here under the style of the Michigan Moline Plow Co. The plant will be under the management of W. C. Bonham.

Saranac—Alfred E. Faxon, who recently purchased the Leland S. Weaver drug stock, has associated his father in the business, which will be continued under the style of the Faxon Drug Co.

Greenville—Hansen & Lyman, dealers in automobiles and agricultural implements, have dissolved partnership and the business will be continued by Chris Hansen, who has taken over the interest of his partner.

Flint—Verne Waite is no longer engaged in the hardware business, all of his assets having been absorbed by local banks which held claims on the stock. The general creditors will meet an entire loss.

Mt. Clemens—Epley & Sons succeed Eply & McLean in the grocery and meat business. They have one of the best equipped establishments of the kind in Michigan and have long enjoyed a highly lucrative patronage.

Battle Creek—P. E. Gross, who has conducted a dry goods store on North Washington avenue for the past twelve years, has sold his stock to Mrs. H. D. Roberts who will take possession about June 1.

Sebewa—Frank N. Cornell has sold his general stock and store building to Wm. L. Gregg, of Orleans, who will continue the business at the same location. Mr. Gregg was engaged in general trade at Collins up to a year ago.

Shelby—V. E. Cooper has sold his stock of furniture to M. C. Krau and A. W. Lindlow, who will continue the business under the style of Krau & Lindlow. Mr. Cooper will devote his entire attention to his undertaking business.

Plymouth—John D. McLaren President of the McLaren Elevator Co. died suddenly at his home May 20 as the result of an attack of heart failure. The company of which Mr. McLaren was President conducts a chain of fourteen elevators.

Detroit—Frank J. Jolly, general dry goods business, has merged his stock into a stock company under the style of F. J. Jolly Co., with an authorized capital stock of \$3,500, all of which has been subscribed and paid in in cash.

Hancock—Angus M. MacDonald, manager and Vice-President of the Gately-Wiggins Co. store, at Houghton, for the past ten years, has resigned and purchased the stock of the Hancock Furniture Co. and will continue the business at the same location.

Bad Axe—B. J. Dailey, of Cass City, and M. A. Joslyn, of Caro, who conduct a chain of general stores in the Thumb territory under the style of Dailey & Joslyn, have leased a store building here and will occupy it with a stock of general merchandise Sept. 1.

Richland—M. A. Douglass, of Galesburg, has purchased from the trustee the stock and business known as the Corner Store in this village and will run it in connection with his Galesburg business. Claude Lucey will have charge of the sales end of the Richland store, Mr. Douglass continuing to do the buying from the store at Galesburg.

Farwell—The I. R. Schlegel general store failure is proving rich picking for the lawyers, who now propose to contest the validity of the \$10,000 mortgage on the stock held by Charles Calkins, of Clare. The claims of the general creditors aggregate about \$16,000. The stock and accounts have been appraised at a little less than \$16,000.

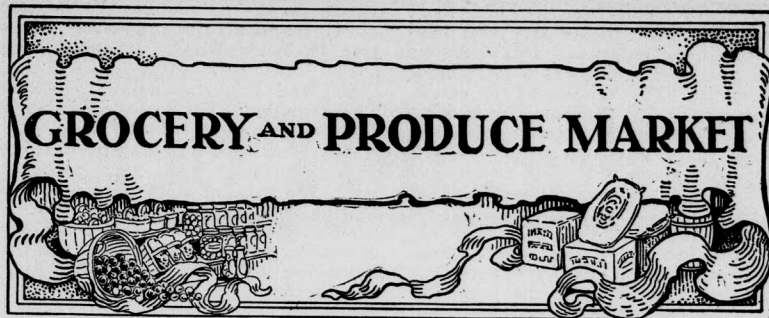
Manufacturing Matters.

Detroit—The Partridge Manufacturing Co. has changed its name to the Pharmaceutical Manufacturers.

Masonville—The Stack Lumber Co.'s new mill has been placed in operation at full capacity. The company has a large supply of logs on hand.

Hannah—The McBride & Kreiser cheese factory is now completed and will open for business May 31.

Hillsdale—John C. Beckman has consolidated his cigar factory with the Eggleston cigar factory and will continue the business.



Review of the Grand Rapids Produce Market.

Apples—Roman Beauties and Wine-saps command \$2.75 per box.

Asparagus—\$1.50 per box of 2 doz.

Bananas—The price has declined to \$3.25 per hundred pounds. The price per bunch is now \$1.50@2.25.

Beets—60c per doz.

Butter—The market is a little stronger and higher than a week ago. Fancy creamery is quoted at 27c in tubs, 28c in prints. Local dealers pay 21c for No. 1 dairy, 16@18c for packing stock.

Cabbage—Mobile in 100 lb. crates, \$2.75.

Carrots—50c per doz.

Celery—75c per bunch for California stock.

Cocoanuts—\$4 per sack containing 100.

Cucumbers—85c per dozen for hot house.

Eggs—The market is firm and active. Receipts so far this month have been fully up to April eggs in quality, owing to the continuance of cool weather. Local dealers pay 17c, candled and case returned.

Grape Fruit—\$4@4.50 per box.

Green Onions—Silver Skins, 15c per doz.; Evergreens, 12½c.

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

Lemons—Californias and Verdellis, \$3.50@4.50.

Lettuce—Southern head, \$1.85 per bu.; hot house leaf, 10c.

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

Onions—Spanish, \$1.50 per crates; Texas Bermudas, \$1.50 per crate for white and \$1.40 for yellow.

Oranges—Navels are steady at \$3 @4.

Oyster Plant—30c per doz.

Peppers—60c per basket for Southern.

Pieplant—75c per 40 lb. box.

Pineapples—Cubans command \$2.30 for 36s, \$2.40 for 30s and \$2.75 for 24s.

Plants—Tomato and cabbage, 65c per box of 200; pepper, 90c; flowering plants, \$1.25.

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

Potatoes—Old are in small demand at 38@40c per bu; new Bermudas, \$2.25 per bu.; new Floridas \$2.25 per bu.

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

Radishes—10c for round and 15c for long.

Strawberries—24 quart crate range from \$2.75 to \$3.75. Receipts are now coming from Kentucky and Missouri.

Tomatoes—75c per 5 lb. basket; 6 basket crate, \$3.25.

Turnips—50c per doz.

Veal—Buyers pay 7@11c according to quality.

The Grocery Market.

Sugar—The market is firm and an advance of at least 10 points is expected before the end of the week. Eastern refiners have discontinued selling granulated below 6c. The consumptive demand for refined sugar is only fair, although from now on it should show a considerable increase. Raw sugar has been considerably firmer during the week and large sales have been made at 4.89c, with about 1-16c more paid for June shipment. Considerable comment is naturally heard regarding the effect of the entrance of Italy into the war. Some circles feel that it will expedite the release of Russian sugar through hastening the forcing of the Dardanelles. Others say that even in the event that the Straits are opened Russia will be busy with wheat and hence push its sugar in the background. The railroad facilities are poor and months must elapse it is said before, at the most, 150,000 to 200,000 tons can be shipped.

Tea—The latest cable from the new Japan crop quotes new arrivals as follows: "The leaf is flat and fine style and good liquor tea is rather difficult to secure." The cold weather has, no doubt, affected the growth of the leaf. Green teas in the New York market are receiving more attention and prices are firmer. More interest is being shown in these teas on account of the comparative cheapness over blacks and the advances in the Far Eastern market. Sharp advances in the London market and extreme activity at Hankow and Formosa have sent prices up in all lines. Government standard of Congous is fully 5c higher than last year. France has issued orders for the furnishing of tea to the soldiers in the field, instead of wine and coffee, as heretofore. They use principally India-Ceylons.

Coffee—The market is very dull. Advices from Brazil as to Rio particularly are rather easy and options have shown some decline during the week on the strength of this. Spot Rio and Santos coffee have also felt the effects, and the situation is very dull and heavy. Prices both on Rio and Santos are a shade under what they have been. Mild grades are also dull and prices barely steady, especially for the bulk of the stock, which

is poor. Java and Mocha grades are both quiet and unchanged.

Canned Fruits—Apples are dull and cheap. California canned goods on spot are unchanged, but are inclined to be weak. The demand for California canned goods during the past year has been very much reduced on account of the fact that so many consumers put up their own canned goods from last year's cheap fruit. This applies particularly to peaches. Future California canned goods are very hard to sell. All of the few packers who have offered futures so far have quoted lower prices than a year ago. Small Eastern staple canned goods are unchanged and quiet.

Canned Vegetables—The medium and finer grades are moving rather slowly, but the market on these is steady. Little attention is given by the local trade to future peas of any grade. Advices from packing centers, however, indicate that sellers are not trying to force business at concessions from quoted opening prices. In string beans the market is quiet and in spinach a steady to firm feeling prevails. Tomatoes show no change for the week and the demand is only moderate. Corn is wanted to some extent at unchanged prices.

Canned Fish—Domestic sardines are weak. Imported sardines are firm. Advices from Norway are strong on account of scarcity of packing materials. The report that Portugal was to put an export tax upon Portuguese sardines of \$1 a case has caused a firmer feeling for Portuguese brands in this country as, of course, this tax would simply be added to the selling price here. Salmon on spot is still cheap, the market for Alaska brands ruling below the Coast parity.

Dried Fruits—Peaches are easy and inside prices are being shaded in order to dispose of holdings before the new crop is available. The Coast market for spot peaches is much depressed, and various projects to dispose of the large carryover are being tried out, but so far with little success. It has even been proposed to offer the big supply to the warring nations as a food product for armies in the field at prices below cost of production, but it does not appear that the European nations take kindly to the idea. Coast advices agree that something must be done to enable the grower of this fruit to get back at least cost, but no one seems to have a practical plan to present as to how this shall be done. Prunes on spot are dull at ruling prices. There is a somewhat easier feeling in future prunes, although the trade as yet are taking no interest. Currants are steady but quiet here notwithstanding the uncertain outlook based on the possibility that Greece will join the belligerents. Raisins are inactive, with prices nominal on California fruit but firm on imported owing to uncertainty as to future supplies. Spot figs are being urged for sale at lower prices owing to a desire on the part of holders to clean up before the heated term. In dates quite a business has recently been done in round lots of Persians. Lon-

don is said to have been buying Khadrawees here, with the result that stocks of that variety on the spot are getting into small compass. Cartons are fairly active on domestic orders for early fall delivery and the market is firm. Future citron and peel at the opening prices recently named have sold freely, and, according to some reports the booking of orders is still heavy, and it is expected that prices will soon be advanced.

Rice—The market here is still quiet and rather uninteresting, the domestic trade pursuing a hand-to-mouth policy in replenishing supplies.

Cheese—The demand for cheese for export continues good and the market is firm at an advance of ½c. The consumptive demand for home use is about normal. Exporters are buying the bulk of the make, and as long as they continue to do so the market will remain firm, although no radical advance is expected.

Paris Green—An advance of 2c per lb. is announced. The reason given is that the ingredients which enter into the stuff are imported largely and, of course, it is not likely that foreign countries will be exporting those materials just now.

Fruit Jars—An advance of 25c per gross has hit the Mason jar and cap market. The result is that over the opening prices this spring the advance has been \$2.25 for jars and \$1.25 for caps. The new gross standard is as follows: Pints, \$6; quarts, \$6.50; 2 quarts, \$8.75; caps, \$2.50.

Provisions—All smoked meats are steady and unchanged in price, with a consumptive demand that shows considerable increase. If there is any change it will likely be a slight advance. Pure lard is steady and in moderate demand. Compound lard is unchanged and in fair demand. Barreled pork is firm, with an improved demand at .50c per barrel advance. Dried beef and canned meats steady and unchanged.

Salt Fish—Mackerel has advanced for the week and all grades of Norways are from \$1 to \$2 per barrel higher than a week ago, due to the fact that stocks of good mackerel in this country are becoming reduced and that this year's North Sea mackerel fishing will amount to very little. The demand for mackerel is fair. Cod, hake and haddock are all unchanged and dull.

Ernest W. Bullock, who for ten years had been employed by the Peck Johnson Co., of this city, has engaged in the same line of business which was recently relinquished by the company. He will conduct the business on the mail order and house-to-house canvass plan.

Harry B. Elhart & Son, who recently sold their grocery and meat business at 1071 South LaFayette avenue to the Hendershot Grocery, have bought the stock back and are again doing business at the same location.

Edward Frick, of the Judson Grocer Co., is spending a week at Evanston, Ill., where his wife has been visiting for the past month.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, May 24.—Learn one thing each week about Detroit: Electric flat irons made in Detroit are now being used in over 1,000,000 households. One great advantage of the electric irons is that they are usually fastened to the wall, making it a very inconvenient article to throw.

J. P. Reckinger has opened a dry goods and furnishing goods store at 2253 Lane avenue.

Frank S. Musial, of Bay City, was in Detroit on a business trip last week. Frank conducts a dry goods and furnishing goods store and when he isn't busy measuring calico, he leads an orchestra in one of the theaters. When he is doing neither, it is because there is a ball game at the league park.

The fellow who gets loaded has to have a strong pull to get along.

Two men entered the meat market of Reaume & Sperlick, 1396 West Warren avenue, last Saturday evening about 10 o'clock and, after holding up the proprietors who were the only ones in the place at the time, escaped with cash taken from the register amounting to \$200.

Sarasohn & Benson have opened an up-to-date men's furnishing goods and shoe store at 2393 Jefferson avenue.

Many a man buys supplies for a typewriter who doesn't own a machine.

Mrs. James R. Manyion has opened a grocery store at 3295 Jefferson avenue.

D. Hayden Brown is what we term an unfettered king of the cushioned seats. He is single and proud of it—so he says. Here are a few aphorisms we garnered from this well-known shoe salesman. "Love may be blind, but when a fellow is afflicted he doesn't have any trouble finding someone to lead him around." "Marry for a home and repent in a boarding house." "They say the way to reach a man is through his stomach. Most women though try his pockets." Of course, if "Brownie" feels like that, it is no wonder no girl seems to be able to grab him off. Some men are lucky indeed.

The Walker Bros. Catering Co. has let the contract for a two story brick restaurant building on Michigan avenue near First street.

A bit late but none the less a traveling men's news item is the arrival on April 23 of a 10 pound boy at the home of Carl Hauser, city representative for the National Cash Register Co. A ten pounder is our idea of some boy, so we herewith extend our congratulations to the happy parents.

Mrs. Louise Hoeninghausen has opened a shoe and millinery store at 3353 Jefferson avenue under the style of the Virginia Temple.

Jake Diehm, member of the firm of Diehm Bros., Remus, general merchants, was in Detroit last week with his face all wreathed in smiles and accompanied by a pretty little bride. Jake stopped off in Detroit en route on his honeymoon. Our congratulations are extended to the happy couple, with the wishes for a long and happy life of wedded bliss.

Francis E. Connor is now representing the Hawley-Folsom Co., of Boston, wholesale men's furnishings, covering the territory formerly traversed by W. H. King. During the short time that Mr. Connor has been traveling in Michigan he has made many friends and, if a pleasing personality counts, he is bound to make a success in the new territory.

W. H. King, formerly with the Hawley-Folsom Co., is now representing the Cement Cast-et Manufacturing Co., covering Michigan territory.

Otto Schemansky, of Otto Schemansky & Sons, while always on the outlook for business, prefers not to

be able to do business with his friends. And yet—but then—as we said before, Otto is always on the outlook for business. He is a manufacturer of monuments.

Among the many diversified industries of Detroit is that of shipbuilding. The Great Lakes Engineering Co. received an order last week for three ocean going steamers.

News note says furnace heating is rare in Irish hotels. Likewise any kind of heating in some Michigan hotels.

Harvey Bert Auger, like many of our successful men in the city, first saw the beams of daylight in a small village, said village being located in Illinois and carrying the name of St. Anne. This eventful episode in Harvey's life occurred 46 years ago last December 13. His father was a Baptist preacher and the addition of young Harvey to the household was hailed with joy because Mr. Auger, Sr., never allowed the thought to enter his head that his son would ever become a traveling salesman. Harvey's first work after graduating from the local schools was on a farm. Later he secured work in a sawmill in Stryker, Ohio. He held on to his



Harvey Auger.

job for about two years, but being an ambitious youngster he studied the map very carefully in order to determine in his own mind which would be the most likely city for a young man to make his mark in, resulting in his decision to locate in Detroit. That his decision proved satisfactory is attested by the fact that he still resides here and there are many in this city who are glad of it, because he makes a good citizen, an ideal neighbor and, incidentally, hosts of friends. On his arrival here he secured a position as office boy with James Walker & Son, dealers in plumbing and steam fitting supplies. He did not retain the position of office boy very long, because within three years' time we find him on the road for the firm. He continued to represent the firm successfully for nineteen years, leaving them to accept a similar position with the Murray W. Sales Co., carrying the same lines as the Walker Co. Mr. Auger is now in his eleventh year with the Sales Co. One year after his change of position, the Murray W. Sales Co. took over the business of the Walker Co. He continued to represent the firm on the road for four years, when he was promoted to the position of sales manager. It is said that from the time he took charge of the sales force, the business showed a marked increase. Twenty-five years ago Mr. Auger and Miss Ida M. Vazier were joined in marriage and, as a result of the union, they have two charming young daughter, Myrtle and Vera. To show there is no superstition whatever in Harvey's make-up he selected the 13th day of the month for his birthday, was married on November 13 and for the first

two years of his married life, lived on 13th street. In his particular case he has been extremely lucky, so we will give the number 13 a portion of the credit. The balance of the credit, however, is due Harvey Auger himself, because it was his determination, ability, aggressiveness and personality which made him what he is—one of the best sales managers in Detroit to-day. He is a disciple of Izaak Walton and, besides, you ought to see his face in the seventh inning with score a tie, two an bases, nobody out and Tyrus at the bat. For years he has been an active worker in the United Commercial Travelers. He passed through all the chairs in Detroit Council, later transferring to Cadillac Council when that Council received its charter. It is men of the type of Harvey B. Auger who have done much to elevate the traveling salesman's profession in the eyes of the world.

The Put-in-Bay, of the Ashley & Dustin line of steamers, will make its first trip on May 29 and will run on May 30 and 31, after which she will be tied up until June 14, when she will begin the regular summer schedule to Put-in-Bay.

There are two things that are always easy to find in the dark—fault and onion sandwiches.

F. E. Holmes, general merchant of Mt. Morris, was a Detroit business visitor last week.

C. R. Cowe has opened a drug store at the corner of St. Clair and Kercheval avenues. The store in its appointments is as modern as will be found in the country and is one of the finest drug stores in the city.

A. E. Davey, grocer and meat dealer, has moved from his former location at 129 Twelfth street to a new building recently completed by him at 1104 Mack avenue.

The Morgan Electric Co., manufacturer of the Rae starters for automobiles, has decided to locate in Detroit and will begin operations at once. It has secured a factory site on Woodward avenue.

Members of Cadillac Council will leave in a body for Lansing to attend the U. C. T. convention on June 3. A special car has been chartered and will leave the Pere Marquette at 5:40 p. m. on that date. The Council headquarters will be at the Downey House. While there is no doubt in the minds of nearly all members as to the outcome of C. C. Starkweather's candidacy for the office of Grand Sentinel, yet nothing will be left undone by those who are looking after his interests to insure a complete victory. M. G. (Mike) Howarn is the chairman of the committee in charge and, with a man of the caliber of C. C. Starkweather as a candidate and a campaign manager like "Mike," it is hard to see how Detroit's favorite son can fail to land. Mr. Howarn has all of the Celtic characteristics of his race—wit, aggressiveness and never-say-die-spirit.

Jack Ide, recently appointed Western sales manager of the Simms Magnet Co., of East Orange, N. J., has opened offices at 509-511 David Whitney building.

It is hard to see how Switzerland can escape receiving a few stray bullets now and then.

The Wiley & Dixon Chandelier Co., wholesale and retail dealer in gas and electric fixtures, has taken a lease on the building at 36 Broadway.

At the annual meeting of the Detroit Association of Credit Men, the following officers were elected: Edward Bland (Ireland & Matthews Manufacturing Co.) President; O. A. Montgomery (Larned, Carter & Co.), Vice-President; William J. Nesbitt (Peninsular State Bank), Treasurer. Newly elected members of the Executive Committee are A. E. Johnson (J. L. Hudson Co.); A. J. Peoples (Detroit Copper & Brass Rolling Mills); J. W. Bolger (E. J. Hickey Co.); J. Manly Card (Detroit Food

Products Co.); William A. Petzold (J. L. Hudson Co.) and W. H. Roberts (Roberts Brass Manufacturing Co.).

England has too many soldiers. The trouble is they are too willing to soldier—outside of the army.

The Detroit Lumber Co. has begun operations at its new plant at West Jefferson and Junction avenues, one of the largest in the country. It covers approximately seventeen acres of land and has dock facilities for the unloading of 3,000,000 feet of lumber at one time. There is piling space for 15,000,000 feet of lumber. Included in the plant is their office building, lumber yard, planing mill, interior finish factory and dry kilns.

J. S. Hoffman, clothier of Monroe, was a Detroit business visitor this week.

The William E. Metzger Co. has moved into its new quarters at 501 Woodward avenue. The Metzger Co. is one of the oldest bicycle dealers in Detroit. It deals in bicycles, motorcycles and victrolas.

Representatives of the Port Huron Business Men's Association to the number of 150 invaded Detroit Tuesday and were entertained by the wholesaler's department of the Detroit Board of Commerce.

The French soldiers object to the order to shave off their beards and mustaches. They undoubtedly feel they have close enough shaves as it is.

Lawrence Couturier, who conducts a meat market at 395 Linwood avenue, together with his family and wife's mother, had a narrow escape from death Sunday when the automobile he was driving was struck by a Fourteenth avenue car. Mr. Couturier's wife received the most serious injuries. At this writing it is thought her spine is injured.

J. W. Rollison, for the past four years manager of the Detroit office of the National Fireproofing Co., has been appointed sales manager of the Western department, with headquarters in Chicago.

The newly-organized Michigan Shoe Travelers Association of Detroit held its first meeting May 21 at the Hotel Griswold, where a luncheon was served. The following officers were elected: Thomas A. Downs, President; Otto Rheinhardt, Vice-President; H. H. Reed, Secretary and Amos Ertell, Treasurer. The organization starts with a charter membership of fifty.

Mr. Streeter, of Streeter & Co., general merchants, Memphis, was in Detroit on a business trip last week.

Europe has 50,000 less miles of railroad than the United States. Americans are some travelers, say we.

Tracers will be sent out for Jack Blitz, Art Wood, Charles Welker, Sid Pungs and the village of White Cloud.

Italy, too, was well supplied with denials and repulses.

Time for the Lansing scribe to put it forth in black face type.

Two organizations from Grand Rapids (so it is rumored) will compete in Lansing next week for prizes. The Order of ? ! — ! ? : Bagmen and the U. C. T.

All is unity in Detroit, so they will take the prizes.

After all," said Leo Spellman, of Shelby, after reading the war news, "the easiest way to capture a king is to lead an ace."

James M. Goldstein.

George B. Reader, who purchased the wholesale fish business of Maas Bros. about fifteen months ago and has in the meantime greatly extended the business in both volume and territory, has abandoned the former style and will conduct it under the style of G. B. Reader hereafter.

Do You Sell Worden Coffees?

Are you interested in educating your customers to buy goods at home and are you practicing what you are preaching?

A growing number of the retailers in Western Michigan are buying their coffees in Grand Rapids and we believe you ought to be interested in making your coffee department an object lesson to your customers in the development of home industries and home buying.

We want you to know that our coffee department is managed by experts—That in buying coffee on the docks of New York and shipping them direct to you from our roasters in Grand Rapids we are in a position to give you good fresh roasted coffees at a very much lower price than our competitors.

We will be glad to continue our efforts in preaching the "trade at home" doctrine, but we want your co-operation, and your buying will prove to your customers that you practice what you preach.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.Published Weekly by
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E. A. STOWE, Editor.

May 26, 1915.

IS JOBBER WORTH WHILE?

As an economic cog in the machine of distribution, is the jobber worth while? Such is the common question of the theorist and the half-baked economist whose sole field of study is the computation covered page or the academic thesis. One hears it every day and it is indeed a dull week that doesn't produce several new plans for eliminating the jobber and sundry other middlemen and bringing the producer and consumer closer together.

It is a very grave question to students of the situation whether the producer and consumer really want to get much closer together. It involves much inconvenience and expense—either of effort or of money—to get too close together. The more flamboyant type of reformer usually overlooks these incidental elements of cost, but those who have most thoroughly investigated—be they manufacturers, retailers or consumers—have accorded the jobber a place of much importance and responsibility in the chain of distribution; at least of dependable and Nation-wide distribution. Just because a few co-operators, here and there, under favorable circumstances, may save a few dollars occasionally, does not mean that the system that served for them is adequate to take care of a whole nation or community, in as vitally important a matter as furnishing it three square meals a day and being "on the job" as a safe depot of reserve in time of stress.

The wholesale grocer is a merchandise banker, an assembler, a warehouseman, a conserver, a convenience, a distributor, a salesman, and a general go-between, generally credited with earning all the tribute he exacts. If it were not for certain imperfections of type and of function on the part of both distributor and producer—little things which depart from the straight path of functional perfection and consequently upset the theoretical working of the plan—it is probable that most manufacturers would appreciate the jobber as an absolute essential of efficient and economical service. Even those who make a practice of eliminating the jobber now do not deny his value, but resort to the explanation of "local conditions" or "peculi-

arities of environment" as the excuse for their departure from the strict path of the "trinity of trade." That they are right in certain instances does not deny the main truth. It is commonly agreed that with the possible exception of three or four great congested centers of population the jobber at 10 or 12 or 15 per cent. expense is a money saver for all concerned.

The writer saw the scheduled financial statement of a certain manufacturing concern one day last week. It was a concern that had been doing business direct with retailers and considered the jobber unnecessary. If distribution alone were any criterion, perhaps the concern was right, but its schedule showed that its earnings had been steadily declining, its cost of selling per case had steadily advanced, its clerical and administrative force increased and its profits shrunk to the point where it was now offered to a successful competitor at something like a quarter its inventoried value.

One significant exhibit was the fact that its "assets" (?) disclosed the two items of "finished stock in warehouses" (variously disposed throughout the country) and "accounts receivable" to represent more than half the values on that side of the ledger. Its schedule of interest charges on "stock in warehouses" and "money borrowed until the selling season," showed how heavy a load was entailed in "holding the umbrella" for the retailer directly—a retailer of uncertain mercantile and financial stability.

In contrast with it the writer saw another company's statement, a concern which did business solely through jobbers, handled orders of nearly \$5,000,000 in a year on less than 2,500 accounts, virtually all of them settled in the ten-day discount period, and with practically no "finished stock in warehouses," because it was all in the jobbers' stores, owned by the jobbers and no longer a burden on the manufacturer.

Efficient National distribution requires that someone must carry stock. That is one thing which "elimination" cannot circumvent. Neither can it eliminate the cost of bad credits and interest charges; nor storage, nor insurance, nor spoilage and depreciation. Not many years ago a certain big manufacturer, seeking to dodge the Governmental opposition to his "maintained prices," made every jobber in the country his legal "agent" and instead of selling the jobbers its goods consigned them and retained legal title to them. Immediately the concern found itself saddled with the burden of several million dollars' worth of stock in thousands of warehouses it could not control. Was it efficient? The answer lies in the fact that in about six months the concern quit the plan and returned to the scheme of "letting George do it"—in other words, letting the jobber do the worrying.

Much more might be said in defense of this contention that the jobber is worth all he costs—to everyone concerned. In a competitive sense he

with his thousands of salesmen at the disposal of the manufacturer (and the retailer as well), represents a potentiality no National manufacturer can assume at anything like the cost he now pays the jobber. The answer probably lies in the jobber's co-operative position as the seller and handler of many products instead of the one a given manufacturer makes. He is also economical and convenient beyond any question. Not even the occasional successful elimination challenges this general truth.

Conventions like that at San Francisco last week show how intricate are the relations of one factor of trade with others. It proves how energetically the wholesalers of the country are trying to improve their efficiency and services and how useful is organization to that common end. In fact every year of the association's life marks advances in public service and in appreciation of its responsibilities to the people of the United States.

THE GREED FOR GAIN.

Most unhappy and unfortunate, if there is any foundation for it, is the statement cabled from Paris that American goods sent there on large orders have not come up to the sample. It is charged that 50,000 pairs of boots were almost worthless, and that 200,000 pairs of socks, which were to be 70 per cent. wool and 30 per cent. cotton, were instead 30 per cent. wool and 70 per cent. cotton. The statement is made that out of twenty-five American houses with which the French government had contracts only one presented goods which were in every way up to the sample. That is a very serious accusation, and one which every honest American is ashamed of and hopes that investigation will prove it false. The honor of the whole country, its reputation for integrity and fair dealing is involved in just such things as this, and if they are true, it is irretrievably damaged. The greed for gain ought never to get such supremacy as to be a temptation to this sort of thing.

The New York Board of Trade and Transportation has approved a resolution urging the United States Postoffice Department to change its methods of holding mail from which stamps have been accidentally omitted. Now when an unstamped letter is found in the mail the addressee is notified to forward the necessary stamps. This causes delay and the resolution suggests that mail without stamps should be forwarded to the address without previous notice and the postage collected from him.

A Missouri company which has been for some time the largest manufacturer of stock bar fixtures in the United States has determined to retire from that business, and is going to turn one of its plants into a talking machine cabinet and piano case factory. The discontinuance of the stock bar fixture business is because there is not now a sufficient demand for the goods, but there is a demand for talking machine cabinets, and pianos are found even in very humble homes.

ANOTHER PLEA FOR POLAND.

Among the plain duties thrust upon us by the war is that of aiding the land of Poland in its desperate plight. Here is a people already divided up between its powerful neighbors, unable to take a united stand, not protected by treaties, and with no cause in law to plead. It is not a belligerent, although its sons are fighting. It is just a helpless victim caught in the toils of the conflict. The appeal of such a predicament is irresistible.

Those who know best what Poland has given to the world in art and literature will surely want to make some return. Our sympathy is stirred when we find Ignace Paderewski among us—but not as pianist. He has no heart for playing—like those captive Hebrews who hung up their harps on the willows by the rivers of Babylon, and whose tongues cleaved to the roofs of their mouths. He is here as a devoted citizen, pleading the dire needs of his country.

Many of us feel that we owe a debt to Paderewski, not indeed that we could repay it in kind, but only in kindness. On his former visits to America, he gave freely of his genius to many a worthy cause. Had there been no war, the people of a hundred musical centers in this country would have flocked to hear him again. Cannot all such—who cannot afford to do more—send the amount they would have spent for this purpose to the Polish Relief Fund? While far larger sums are needed than this plan would yield, yet it would be peculiarly appropriate, and it should appeal to all Americans wherever their sympathies may lie.

"What will come next?" asked Dr. Alexander Graham Bell, inventor of the telephone, when he was responding to an address made in presenting him with the Edison medal for meritorious achievement in electrical science. "We now have electric light, electric power, electric speech and a swarm of electrical appliances that have come into use during recent years." Then he prophesied that man may yet exchange thoughts by electric head coils. Recent steps have had to do with vibrations, and Dr. Bell imagines men, with coils of wire about their heads, coming together for communication of thought by induction. His audience, composed of 1,000 electrical engineers, did not laugh at this suggestion, for there are great possibilities in electricity, and only the ignorant would scoff at any suggestion made by the inventor of the telephone.

The most encouraging message the Tradesman has for its readers this week is the decision of the United States Circuit Court of Appeals declaring invalid the clandestine contracts which have been employed for some years by an Elkhart rubber shoe factory, by some agricultural implement manufacturers and other concerns which have resorted to this questionable method of selling merchandise. This decision if the Tradesman construes it correctly, places subterfuge and deceit in the sale of goods in the discard and enables wholesale merchants doing business along legitimate and well established lines to the protection they ought to have.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, April 30—In the matter of Charles W. Burdick, bankrupt, Grand Rapids, a hearing was this day held on the trustee's petition to show cause why suit should not be brought against the Rademaker-Dodge Co. for the recovery of an alleged preference. Testimony was taken and it was decided by the referee that no preference had been paid to said defendants and the petition of the trustee accordingly dismissed.

May 3—In the matter of Charles Burdick, bankrupt, Grand Rapids, the trustee filed report of sale of assets consisting of stock in trade and fixtures, not including book accounts, to Ralph Dertien, Grand Rapids, for \$500 and the sale was confirmed.

May 5—George W. Hall, Jr., Big Rapids, has this day filed a voluntary petition in bankruptcy. The bankrupt conducted a bakery business at Big Rapids. Adjudication has been made. Kirk E. Wicks appointed temporary receiver and Elbert J. Jenkins, of Big Rapids, appointed custodian for the receiver. The first meeting of creditors has been called for May 18, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before the meeting. The schedules on file at this office reveal liabilities of \$2,234.02, of which \$500 is claimed to be secured by chattel mortgage, and assets are shown at \$1,374.58. The following are listed as creditors:

Secured.	
Geo. W. Hall, Sr., and Carrie Hall, Fremont	\$500.00
Unsecured.	
Wolverine Spice Co., Grand Rpd	\$162.12
American Milk Co., Chicago	7.00
Washburn-Crosby Co., Grand Rapids	14.80
Hume Grocer Co., Muskegon	14.17
Michigan State Telephone Co.	20.56
Crescent Mills, Fremont	28.00
C. E. Anderson, Big Rapids	19.77
C. W. Mills Paper Co., Grand Rapids	21.24
Plankington Co., Milwaukee	37.61
Cornwell Beef Co., Petoskey	37.50
Fischer Bros. Paper Co., Ft. Wayne	21.40
The Bulletin Herald, Big Rapids	12.25
Ad. Seidel & Sons, Chicago	46.04
Kalamazoo Vegetable Parchment Co.	22.75
Voigt Milling Co., Grand Rapids	70.36
Belding Basket Co., Belding	15.44
Big Rapids Pioneer	14.60
Big Rapids Gas Co.	14.81
C. D. Carpenter, Big Rapids	11.23
Hennepin Milling Co., Big Rapids	6.50
Darrah Milling Co., Big Rapids	64.54
Symons Bros. & Co., Saginaw	70.45
Armour & Co., Chicago	48.50
Voigt Milling Co., Grand Rapids	16.68
Reid, Murdoch & Co., Chicago	13.37
W. F. Nehmer, Big Rapids	11.13
Fred Brack & Co., Big Rapids	37.50
National Cash Register Co., Dayton	57.50
G. W. Hall, Sr., Fremont	500.00
Geedey & Phillips, Big Rapids	8.50
Hubbard Oven Co., Chicago	290.00
Ralph H. Welch, of Charlotte, formerly conducting a lunch room business at that place, has this day filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks. The first meeting of creditors has been called for June 3, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before the meeting. The schedules of the bankrupt on file at this office show assets of \$130 and liability of \$1,011.15, all unsecured. The following are shown as creditors of the bankrupt:	
F. A. Ives, Charlotte	\$ 8.00
H. Heyman, Jackson	128.00
E. Dennie, Charlotte	133.61
Lamb & Spencer, Charlotte	553.83
Manning Coffee Co., Chicago	15.60
John Walsh, Lansing	85.00
Colburn-Fulton Lbr. Co., Charlotte	14.12
Michigan State Telephone Co.	5.64
Shaw Adv. Co., Kansas City	8.50
Consumers Power Co., Charlotte	47.19
R. S. Spencer, Charlotte	4.00
F. E. Vorheis, Charlotte	1.86
C. Harmon, Charlotte	2.25
Beech Bros., Charlotte	5.25

May 6—In the matter of the P. G. Mayhew Co., bankrupt, Holland, hearing on the petition of the Michigan Felting Co. petition to reclaim certain property, the trustee's petition to determine the right of Arthur Van Duren in certain property and the amended petition of Michigan Felting Co., was this day adjourned by stipulation of the parties in interest to May 28.

May 7—Arend J. Nyland, Grand Haven, conducting a grocery business at that place, has this day filed a voluntary petition in bankruptcy, adjudication has been made, and the matter referred to Referee Wicks. Kirk E. Wicks has been appointed by the court as receiver. The first meeting of creditors has been called for May 22, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before such meeting. The schedules on file at this office show assets of the estimated value of about \$1,500, exclusive of home-

stead, which is claimed as exempt, and the liabilities are shown at \$3,144.08, of which sum \$500 is a mortgage on the exempt homestead property. The following are shown as creditors of the bankrupt:

Secured or Preferred.	
Arend J. Nyland, Jr., Grand Haven	\$ 15.00
Dena Nyland, Grand Haven	36.00
Peoples' Savings Bank, Grand Haven, mortgage on store	650.00
Peoples' Savings Bank, Grand Haven, mortgage on homestead exemption	500.00
Unsecured.	
Worden Grocer Co., Grand Rapids	\$172.02
H. Leonard & Son, Grand Rapids	18.70
Butler Bros., Chicago	37.21
W. M. Hoyt & Co., Chicago	130.99
McNeil & Higgins, Chicago	93.75
Peoples' Milling Co., Muskegon	75.76
J. Ball & Co., Grand Haven	114.24
Rademaker-Dodge Co., Grand Rpd	83.60
Wolverine Sales Book Co., Lansing	13.34
Grand Rapids Paper Co., Grand Rapids	34.25
Reid Murdoch & Co., Chicago	266.14
Dalton Creamery Co., Muskegon	70.37
W. W. Richards, Muskegon	40.76
G. R. Notion Co., Grand Rapids	2.95
National Biscuit Co., Grand Rapids	20.13
John Albers, Muskegon	15.80
Heckman Biscuit Co., Muskegon	6.16
H. Hamstra & Co., Grand Rapids	11.08
F. Brieve & Sons, Holland	10.90
Henderson Milling Co., Grand Rpd	21.75
Arbuckle Bros., Chicago	9.50
Jennings Mfg. Co., Grand Rapids	9.15
M. Piowaty Sons, Muskegon	42.81
Schippers & Son, Grand Haven	19.55
Edward Pool, Grand Haven	8.60
Michigan State Telephone Co., Grand Haven	3.21
Vyn Bros., Grand Haven	10.00
Van Toll Bros., Grand Haven	33.38
Grand Haven Baking Co.	13.00
Peoples' Savings Bank, Grand Haven	255.00
Peoples' Savings Bank, Grand Haven	100.00

Jennie D. Nyland, Grand Haven. Adjudication has this date been made on the involuntary petition in bankruptcy filed several months ago against the Bon Ton Manufacturing Co., Petoskey, operating a small plant for the manufacture of piano benches at that place. The bankrupt has voluntarily entered its appearance and filed its schedules in bankruptcy. The first meeting of creditors has been called for May 24, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before the meeting. The schedules of the bankrupt show assets listed at \$14,898.75, of which patent rights are listed at \$10,000 of this amount, and the liability is shown at \$2,542.89. The following are shown as creditors of the bankrupt:

Secured or Preferred.	
City of Petoskey and Emmet county taxes	\$ 28.59
Anna B. Hanson, Petoskey, labor claim	60.00
Chas. H. Hanson, Petoskey, labor claim	300.00
Ed. Crandall, Petoskey, labor claim	13.69
Unsecured.	
W. A. Major, Petoskey	\$ 20.68
G. R. Wood Finishing Co., Grand Rapids	7.85
Northern Hardware Co., Petoskey	25.12
Petoskey Hardware Co., Petoskey	10.61
Michigan State Telephone Co., Petoskey	6.31
Presto Pub. Co., Chicago	2.00
Churchill Printing Co., Petoskey	25.48
Carmi R. Smith, Niles	70.00
Eggers Veneer Co., Three Rivers, Wisconsin	150.00
G. R. Malleable Iron Works, Grand Rapids	42.50
C. S. Smith, Petoskey	11.50
S. M. Winnie, Petoskey	16.25
Blue Line Transfer Co., Petoskey	2.50
Covey Bros., Petoskey	13.00
Huddelston-Marsh Lbr. Co., Chicago	29.16
Smith & Lake, Petoskey	1.34
Bradstreet Co., Grand Rapids	75.00
L. A. Jones, Wolverine	50.00
Ed. Crandall, Petoskey	13.69
M. Hoffman, Petoskey	7.83
Taxes, 1913	21.46
Taxes, 1914	7.13
Chas. H. Hanson, Petoskey	655.04
Petoskey State Bank	1,052.55
Anna B. Hanson, Petoskey	216.89

The assets and business have been in charge of Mr. Mugget, of Petoskey, as receiver prior to adjudication and the receiver has been directed by the referee to file his final report and account on or before the date fixed for the first meeting of creditors.

In the matter of Alzada Hagadone, Grand Rapids, the adjudication in bankruptcy on the involuntary petition of creditors was this day made. Kirk E. Wicks has been appointed receiver by the court, and George S. Norcross is in charge as custodian for the receiver. Bankrupt has been ordered to file schedules on or before May 18, upon receipt of which the first meeting of creditors will be called. The bankrupt operated a grocery business in the city of Grand Rapids.

May 10—In the matter of the Empire Cloak & Suit Co., bankrupt, Grand Rapids, the final meeting of creditors was held this date. Claims were allowed. Objections were filed to the claim of

Jacob Weguson, Louis Wegusen and Nathan E. Wegusen, stockholder of the corporation bankrupt, and the hearing on the same set down for May 14. The final report of the trustee, showing total receipts of \$2,320.51, disbursements of \$725.18 and balance of \$1,595.33, was considered and the same appearing proper for allowance and there being no objection was approved and allowed. Objections were entered informally to petitions for allowance of attorney fees to attorney for petitioning creditors, receiver and the trustee and objecting creditors ordered to file formal objections. Meeting then adjourned to May 14.

May 11—In the matter of Adrian De Young, bankrupt, Grand Rapids, the trustee has filed his final report and account, showing balance on hand as per first report, \$436.53, disbursements \$39.33; total, \$475.86; as follows: First dividend 5 per cent, \$48.29; bankrupt's exemptions in cash, \$182.50; administration expenses, \$63.08; balance on hand at this time of \$181.99. The final meeting of creditors has been called for May 17, at which time the final dividend will be paid.

On the involuntary petition filed against Harry Padnos, Holland, an adjudication has this day been made and the matter referred to Referee Wicks. Kirk E. Wicks, receiver, and Earl F. Phelps, of Grand Rapids, in charge as custodian for the receiver. The schedules of the bankrupt have been filed and the first meeting of creditors called for May 25, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before the meeting. The schedules of the bankrupt on file at this office show assets listed at \$3,710.83 and the liabilities are shown at \$13,255.77, of which \$721.14 is preferred and \$500 contingent liability. The following are listed as creditors of the bankrupt:

Secured.	
Simon Cohn, Holland	\$225.00
H. L. Friedlen & Co., Chicago (secured by consignment of overcoats, which will, no doubt, be set aside as a preference)	721.14

Unsecured.	
Wolfson Adelman Co., Chicago	\$946.17
Endicott Johnson Co., Endicott	167.12
Friedlen & Eckman, Chicago	100.00
Ackerman Bros., Milwaukee	310.50
S. Fein Bros. & Co., Milwaukee	404.13
S. & H. Levy, New York	595.80
Robinson Bros., Toledo	954.00
Cohn Bros. Co., Milwaukee	614.21
Herman Wile, Buffalo	313.50
Hubmark Rubber Co., Detroit	902.40
H. & S. Cohn, New York	157.21
Burnham Stoepl Co., Detroit	1,549.48
A. Klein Co., New York	299.50
Simmons Boot & Shoe Co., Toledo	175.60
Herold Bertsch Co., Grand Rapids	270.52
Weiner Cap Co., Grand Rapids	102.88
Russ & Nearman, New York	100.00
Groves & Rood, New York	34.26
Chas. Falkenberg, New York	12.37
Essenberg & Sattel, New York	647.50
F. M. Batchelder, New York	13.30
J. E. Johnson & Co., Chicago	93.40
E. Eisenger Co., Chicago	357.32
R. Johnson & Rand, St. Louis	36.50
Star Clothing Co., Jefferson City	209.75
B. H. Berson, Toledo	101.50
Belber Trunk Co., Philadelphia	57.30
V. Montwidt & Son, Milwaukee	50.00
The Worsteds Kings, New York	246.50
Searle Mfg. Co., Troy, N. Y.	56.21
Weatherproof Garment Co., Gallon, Ohio	38.00
Kling Bros. Co., New York	100.00
New York Mill End Pant Co.	67.62
Crown Overall Co., Cincinnati	59.25
B. Thing Co., Boston	50.40
Defiance Glove & Mitten Co., Defiance	19.80
Isidwell De Windt Co., Chicago	53.41
Saack Walcott, New York	37.50
Dr. Richard Smith, Grand Rapids	40.00
Fremont Suspender Co., Fremont, Ohio	66.55
Berkson Modjeska Co., Chicago	49.06
Rich Shoe Co., Milwaukee	68.40
Wright Fendler Co., Detroit	9.00
Otto Cohn, Holland	1,000.00
Simon Cohn, Holland	270.71

It is understood that a sale of the assets was about to have been consummated prior to bankruptcy in violation of the Michigan sales in bulk law.

Emmet R. Dunlap, of Grand Rapids, conducting a hardware business in that city, has this day filed a petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks. Kirk E. Wicks, receiver in charge, and George S. Norcross, custodian for the receiver. The first meeting of creditors has been called for May 26, at which time creditors may appear, elect a trustee, prove their claims and transact such other and further business as may properly come before the meeting. The schedules of the bankrupt on file at this office reveal assets listed at \$1,727.23 and the liabilities are shown at \$6,056.84, distributed as follows: Taxes, \$2.75; labor, \$579.50; secured by mortgage, which probably is void because of not being recorded, \$1,522.00; unsecured, \$3,952.59. The following are listed as creditors:

Secured.	
City of Grand Rapids	\$ 2.75
C. B. Dunlap, Grand Rapids	251.10
R. M. Dunlap, Grand Rapids	251.10
A. Aykens, Grand Rapids	77.30

Mortgage Indebtedness.

Antonius Aykens, Grand Rapids	\$786.00
Quaker Mfg. Co., Chicago	736.00

Unsecured.	
Pittsburg Plate Glass Co., Grand Rapids	\$ 67.36
Quaker Mfg. Co., Chicago	61.50
Richardson & Boynton Co., Chicago	19.20
Safety Furnace Pipe Co., Detroit	4.24
Tuttle & Bailey Mfg. Co., N. Y.	7.56
Van Camp Hardware Co., Indianapolis	45.00

Valley City Plating Co., Grand Rapids	2.90
W. Bingham Co., Cleveland	42.84
H. Elkenhout & Sons, Grand Rpd	6.75
W. C. Hopson Co., Grand Rapids	111.68
Peerless Stove Co., Chicago	28.82
Ringer Stove Co., St. Louis	3.85
Chas. Broadway Rouss, New York	47.50
Grand Rapids Lumber Co.	4.00
Shapleigh Hardware Co., St. Louis	120.72
Armstrong Paint & Varnish Co., Chicago	130.72

Walworth Rund Foundry Co., Cleveland	56.07
J. B. Morris Foundry Co., Cincinnati	2.20
Alth Prouty Co., Danville	3.60
C. B. Dunlap, Grand Rapids	489.09
R. M. Dunlap, Grand Rapids	995.05
Citizens Telephone Co., Grand Rapids	14.25

South Grand Rapids State Bank, Grand Rapids	200.00
C. H. Mathews, Grand Rapids	20.00
R. M. Dunlap, Grand Rapids	100.00
Wm. Brummelers Sons Co.	117.33
Barclay, Ayers Bertsch Co., Grand Rapids	23.15
Battjes Fuel Co., Grand Rapids	18.90
The Bostwick Braun Co., Cleveland	276.48
Ferguson Supply Co., Grand Rapids	3.68
Grand Rapids Gas Co.	3.15
G. R. Herald, Grand Rapids	16.38
G. R. Supply Co., Grand Rapids	20.34
Lockwood, Luetkemeyer Henry Co., Cleveland	17.36
Michigan Hardware Co., Grand Rapids	188.60
Mancelona Screen Co.	58.75
Butler Bros., Chicago	170.11
Morley Bros., Saginaw	312.42
National Mfg. Co., Sterling	211.54
Mobile Refining Co., Cleveland	35.37
Northwestern Stove Repair Co., Chicago	20.12

New Idea Mfg. Co., Tulsa, Okla. 8.95
Dr. E. D. Brooks, Kalamazoo 114.00
May 12—In the matter of John S. Kamhout, bankrupt, Holland, a hearing was this day held on the petition of the trustee for an order to show cause why D. M. Amberg & Bro., Grand Rapids, should not be ordered to return certain assets secured from the bankrupt under circumstances amounting to a preference or why suit should not be brought to recover the same. The trustee alleges that defendant replevined certain goods just prior to bankruptcy. Hearing was adjourned to June 14.

In the matter of John J. Thompson, bankrupt, Grand Rapids, the trustee has filed his final report and account, showing total receipts of \$140.14, disbursements of \$20.50 and a balance on hand of \$119.60 and the final meeting of creditors has been called for May 21, at the office of the referee. It is quite certain that the assets will not be sufficient to pay preferred claims and administration expenses and there will probably be no dividend and there will probably be no dividend.

May 13—In the matter of Charles W. Burdick, bankrupt, a hearing was this day held on the petition of Arthur J. Barnes for allowance of chattel mortgage claim and trustee's objections thereto. The chattel mortgage was placed on the stock and fixtures within four months from date of adjudication, but claimant contends that it is for present consideration. The mortgage does not cover after acquired property and the hearing was adjourned to May 19, to give the trustee opportunity to show how much of after acquired property is now in the assets.

In the matter of Harry J. Moore, bankrupt, Howard City, the trustee has filed his final report and account, showing total receipts, including amount shown by first report and account, \$846.34, disbursements as follows: Administration expenses, \$299.25; first dividend, \$115.39; total, \$414.64; balance on hand, \$431.70. The final meeting of creditors has been called for May 28, and a final dividend will be paid at that time.

May 14—In the matter of A. Frank Vollette, bankrupt, Grand Rapids, the trustee has this day sold the stock in trade of the bankrupt, not including account receivable, for \$375 and the sale has been affirmed by the referee.

In the matter of Empire Cloak & Suit Co., bankrupt, the hearing on contested claims of Nathan Wegusen et al was held this day, testimony taken and the hearing and final meeting further adjourned to June 2.

In the matter of the Ludington Mfg. Co., the trustee has filed his first financial report and account showing his acts and doings as such trustee and a sale of the assets except account and bills receivable and certain rights of action remaining unsettled, and undisposed of, also showing total cash receipts aggregating, \$11,596.16 and total cash disbursements of \$2,853.69 and a balance on hand of cash and credit of \$8,742.47, and a special meeting of creditors has been called for May 27, to consider the account, pay a dividend at least on pre-

ferred claims and to pay the first dividend to unsecured creditors if condition of estate will warrant same.

May 15—In the matter of Central Foundry Co., Muskegon, the trustee has filed his final report and account, showing balance on hand as per first report and account, \$4,181.59; disbursements as follows: administration expenses, \$364.39; first dividend of 15 per cent., \$2,043.57; total, \$2,407.96; balance on hand, \$1,773.63. The final meeting of creditors has been called for June 1, at which time the final dividend will be declared and ordered paid.

St. Joseph.

St. Joseph, May 3—In the matter of M. H. Lane and M. Henry Lane, bankrupts, Kalamazoo, the inventory and report of appraisers was filed in both estates, showing total assets in the Lane estate of \$82,640 and in the Lay estate of \$113,704.08, whereupon an order was entered by the referee directing the trustee to dispose of all estates at public sale.

May 4—In the matter of Wm. E. Hill Co., a corporation, bankrupt, Kalamazoo, an order was entered by the referee calling a special meeting of creditors at his office on May 17 for the purpose of passing upon the bankrupt's proposed offer of composition of 100 cents on the dollar.

In the matter of Ernest F. Johnson, bankrupt, Kalamazoo, an order was made confirming the trustee's report of sale of assets to William Maxwell, of the latter place, for \$350.

May 6—In the matter of the Michigan Buggy Co., bankrupt, Kalamazoo, the trustee's objections to the remaining unsecured claims was considered and, by agreement of the parties in interest, the claim of William H. Cameron, filed for \$1,133.54, was withdrawn and dismissed.

May 7—In the matter of McMahon-Wicks Coal Co., bankrupt, Kalamazoo, an order was made by the referee directing the trustee to bring suit against certain debtors of the bankrupt estate for the purpose of reducing the accounts receivable to cash.

May 8—In the matter of the International Banana Food Co., bankrupt, Benton Harbor, the trustee or no creditors being present, the adjourned first meeting of creditors was further adjourned and the trustee directed to file his final report and account, preparatory to closing the estate.

May 10—In the matter of the Spade Manufacturing Co., bankrupt, Kalamazoo, the trustee filed his first report and account, showing cash on hand of \$4,970.15 and no disbursements, whereupon an order was made by the referee calling a special meeting of creditors at his office on May 22 for the purpose of passing upon such first report and account, the declaration and payment of a first dividend, the payment of preferred claims, and certain administration expenses.

May 12—In the matter of Elmer E. Stamp and Eva D. Stamp, copartners as E. E. Stamp & Co., Cassopolis, no defense having been made to the petition, an order of adjudication was entered as a matter of course and the matter referred to Referee Banyon, who made an order directing the bankrupts to prepare and file their schedules within ten days' time.

May 13—In the matter of George Zonyk, bankrupt, Kalamazoo, the first meeting of creditors was held at the latter place. No claims being proved and allowed, an order was entered that no trustee be appointed; also that the bankrupt be allowed his exemptions as claimed. The bankrupt was sworn and examined by the referee without a reporter, whereupon the meeting was adjourned without day.

May 14—In the matter of David Niccum, bankrupt, Kalamazoo, the first meeting of creditors was held at the referee's office. No creditors were presented or represented and no claims proved and allowed. An order was entered that no trustee be appointed and the bankrupt be allowed his exemptions as claimed. The bankrupt was sworn and examined by the referee without a reporter, after which the meeting was adjourned without day.

In the matter of Frank B. Lay, Sr., bankrupt, Kalamazoo, the hearing on the petition of the Kalamazoo City Savings Bank to sell certain shares of stock was held and, no cause to the contrary being shown, an order was made by the referee allowing the petitioner to sell the stock.

May 15—In the matter of Lee N. Ransbottom, bankrupt, Dowagiac, the trustee filed his first report and account, showing cash on hand of \$791.23, which is practically all the assets there are in the estate. The trustee was directed to make an examination and investigation at Chicago for the purpose of discovering assets. The adjourned first meeting was further adjourned for 30 days at the referee's office.

In the matter of Albrecht Hinrichs, bankrupt, Kalamazoo, the final meeting of creditors was held at the referee's office. The trustee's final report and account, showing total receipts of \$1,550.43 and disbursements of \$651.52, leaving a balance on hand of \$898.91, was considered, approved and allowed. Ad-

ministration expenses and preferred claims to the amount of \$350.19 were allowed and ordered paid. A final dividend of 8 7-10 per cent. was declared and the final dividend list of creditors filed. The trustee was authorized not to interpose objections to the bankrupt's discharge. Creditors having been directed to show cause why a certificate should not be made by the referee recommending the discharge of the bankrupt, and no cause having been shown, it was determined that such favorable certificate be made. The final meeting of creditors was then adjourned without day.

May 17—In the matter of Elmer E. Stamp and Eva D. Stamp, copartners as E. E. Stamp & Co., Cassopolis, the bankrupts, filed schedules, and creditors and liabilities are listed as follows:

Unsecured Creditors.	
Mrs. A. C. Voorhis, Cassopolis	\$328.10
Arbuckle Brothers, Chicago	71.42
J. S. Barnes & Co., Baltimore	33.75
Berdan & Co., Toledo	373.09
Badger Candy Co., Milwaukee	22.94
Cassopolis Creamery Co., Cassopolis	80.00
G. J. Johnson Cigar Co., Grand Rapids	14.90
Standard Oil Co., South Bend	10.08
Russ Co., South Bend	13.90
Levi A. Stroh, Constantine	6.72
Northrup, Robertson & Carrier Co., Lansing	81.32
Jacobson-Peterson Co., South Bend	66.14
Woodhouse Co., Grand Rapids	76.70
Riddle Graff & Co., Delaware, O.	20.00
South Bend Bread Co., South Bend	187.20
Iowa Soap Co., Burlington	20.00
Chas. Platts Oyster Co., Jackson	15.00
Elkhart Paper & Supply Co., Elkhart	26.43
National Biscuit Co., Chicago	54.56
A. H. Randall Mill Co., Tekonsha	67.19
S. L. Swartz & Co., Chicago	41.82
H. J. Heinz Co., Detroit	37.10
Jackson Grocery Co., Jackson	125.42
J. B. Weber, South Bend	60.00
Saginaw Beef Co., Saginaw	104.07
Union Manufacturing Co., Fort Wayne	11.00
Johnson Paper & Supply Co., Kalamazoo	12.53
Schuyler Klingel & Co., So. Bend	33.61
John H. Swisher & Son, Newark, Ohio	10.80
Ritter & Funk, Cassopolis	51.00
W. F. McLaughlin & Co., Chicago	17.75
The Widlar Co., Cleveland	174.68
K. B. Mather Co., Batavia, N. Y.	27.50
Milling & Power Co., Cassopolis	5.17
The Millmore Corporation, So. Bend	10.50
H. Hamstra & Co., Chicago	21.51
Steele, Weddes Co., Chicago	164.85
National Grocer Co., South Bend	568.90
Vette & Zuncher, Chicago	40.00
John F. Zelke Co., Chicago	34.94
American Milk Co., Chicago	27.00
E. L. Hasler Co., South Bend	26.84
L. P. Hardy Co., South Bend	2.50
Wm. J. Moxley, Chicago	4.95
Acme Publishing Co., Detroit	4.00
J. F. Halladay & Son, Battle Creek	208.85
Cassopolis Vigilant, Cassopolis	15.00
Al. Anderson, Cassopolis	1.00
Fleischman Co., Chicago	1.50
Dowagiac Fruit House, Dowagiac	9.00
Total	\$3,428.60

Secured Claims.	
Estate of Frank H. Alexander, Cassopolis	\$1,600.00
Clayton Voorhis, Petersburg, Fla.	500.00
Total	\$5,528.60
Assets.	
Stock in trade	\$2,200.00
Real estate	2,500.00
Cash on hand	18.17
Accounts receivable, bill and notes	850.42
Total	\$5,568.59

May 18—In the matter of Wm. E. Hill & Co., alleged bankrupt, Kalamazoo, a special meeting of creditors was held at the referee's office to consider the bankrupt's offer of composition, which provided for payment of 100 cents on the dollar in notes running for one year, eighteen months and two years, said notes to be secured by bonds of the face value of \$35,000. Hill Richardson, Secretary-Treasurer of the alleged bankrupt, was sworn and examined by the referee without a reporter. Acceptances of about nine-tenths of the claims in number and amount were filed, whereupon it was determined that the composition was for the best interest of the creditors, and an order was entered by the referee recommending that the composition be confirmed by the district judge.

May 19—In the matter of Victor L. Palmer, bankrupt, former Secretary-Treasurer of the Michigan Buggy Company, Kalamazoo, the trustee filed its second supplemental final report and vouchers, whereupon an order was entered by the referee closing the estate and discharging the trustee. The referee also made an order recommending the discharge of the bankrupt and the record book and files were returned to the clerk's office.

May 20—In the matter of Elmer E. Stamp and Eva D. Stamp, copartners as E. E. Stamp & Co., bankrupt of Cassopolis, an order was entered by the referee calling the first meeting of creditors at the latter place on June 11 for the purpose of proving claims, the election of a trustee, the examination of the bankrupts and the transaction of such

other business as may come before the meeting.

May 21—In the matter of Ernest F. Johnson, bankrupt, Kalamazoo, an adjourned first meeting of creditors was held at the referee's office. Claims to the amount of \$1,000 were allowed and the trustee was directed to file his first report and account. The meeting was further adjourned for thirty days.

In the matter of Harriet Runyan and Grace L. Finch, copartners as Runyan & Finch, bankrupt, Dowagiac, an adjourned first meeting of creditors was held at the referee's office and unsecured claims to the amount of \$1,260 were allowed. The trustee was directed to file his report of exempted property, also his first report and account. The meeting was further adjourned for four weeks.

May 22—In the matter of the Spade Manufacturing Co., bankrupt, Kalamazoo, a special meeting of creditors was held at the referee's office. The trustee's first report and account was approved and allowed, and the trustee directed to pay preferred claims and administration expenses to the amount of \$2,600. The first dividend list of creditors was filed, whereupon a first dividend of 10 per cent. was ordered paid on all unsecured claims filed to date. The first order of distribution was entered and the meeting adjourned for three months.

Doubtful Compliment.

The politeness of the Japanese is proverbial. At a social occasion in Washington a young woman happened to say to an attache of the Japanese embassy:

"In your country you compress the women's feet, do you not?"

"No, madam," responded the Japanese. "That is, or rather was, a Chinese custom. In Japan we allow our ladies' feet to grow to their full size."

And then, after a bow, he added in the politest of tones:

"Not that they could ever hope to rival yours, madam."

When a man gets lonesome he begins to realize what poor company he is.

EVERY MERCHANT



NEEDS THIS CANVAS PURSE

It has separate compartments for pennies, nickels, dimes, quarters, halves, dollars and bills.

When You Count

your money to take it out of the cash drawer or register, drop it into its proper compartments, turning in the inside flaps, and the outside flap over all.

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This purse is made so that coin or bills cannot become mixed or drop out—strong, durable, bound with four rows stitching.

Large Size 11 x 7 in., 75c Prepaid Small Size 9 x 6 1/4 in., 60c Prepaid

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Patients Don't Pay Until Satisfactory
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Of course we want your order.

Of course we don't expect it unless we deserve it.

But it is our low prices as printed in our catalogue that brings to us an ever increasing volume of business.

We are one of the few firms in business that dare to print their prices and this is what makes buying by mail safe or even possible, as you take no risk but can save money, time and very often freight charges.

Our catalogue illustrates the lines for which we are the wholesale commission agents better than the goods could be shown to you in any other way unless you could come into our store in person and see the magnificent assortment we are showing. If you have not our catalogue at hand, may we send it to you?

A POSTAL WILL BRING IT

Spring and summer goods are in daily demand and you can certainly sell these lines to your customers with a profit as they must have these things in their homes.

Hammocks
Screen Doors
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Stoves
Lawn Mowers
Go Carts and
Baby Carriages
Galvanized Iron Ware

Soda Glasses and
Sherbets
Garden Hose
Lawn Sprinklers
Garden Tools
Wire Screen Cloth
Sulkeys and Children's
Wheel Goods
Refrigerators

Vases and Show Jars
Shelf Paper
Paper Napkins
Laundry Goods
Fly Killers and Traps
Japanese Lanterns
Croquet Sets
Lemonade Sets
Stoneware

Scintillant Splinters From the Saginaws.

Saginaw, May 24.—Mr. Hoch, formerly of Saginaw, is now cutting meat for Snellenberger & Fife of Coleman.

The steamer Melbourne, of Saginaw, is ready for the season. Many improvements and repairs have been made and the boat is now in fine condition. The first excursion will be to Point Lookout, May 30. This boat gives the people of Saginaw a chance to take many moonlight excursion trips.

J. P. Peck, Saginaw's pioneer automobile dealer, has discontinued the repair end of his business only, still keeping the agency for several automobiles.

Members of Saginaw Aerie, No. 497, Fraternal Order of Eagles visited the Bay City organization Thursday night when they took part in the initiation of ninety-eight candidates. More than 150 Eagles from Saginaw were in attendance and the principal addresses at the banquet were given by Mayor H. F. Paddock and officers of Saginaw lodge. Upon the arrival of the Saginaw delegation a big parade was formed and with a band marched through the main streets of Bay City. Fully 500 were in the procession. Saginaw Eagles conducted the initiatory work, and following the initiation a banquet was enjoyed by more than 600. Among those present from this city were President Fred L. Travers, Past President Charles W. Light, Vice-President C. W. Holmes and Secretary H. J. Lemcke.

The city market has re-opened for the 1915 season and the opening day was marked by the appearance of at least forty or fifty wagon loads of produce, brought from nearby truck gardens and farms. The market was successful last year in more ways than one, not only giving to the citizens an opportunity to buy fresh vegetables daily, but also netting a neat financial profit to the city above the cost of operation and maintenance. The market this year will be under the general supervision of Commissioner George Holcomb, of the department of public works, but its operations will be directly supervised by Market Superintendent Daniel J. Abbs.

Announcement of the intention of the Hippodrome Amusement Co. to proceed with the erection of a \$75,000 photoplay house, pending the disposal of the injunction suit brought by Judge William Glover Gage restraining the company from taking possession of the Gage property on North Baum street, part of the ground on which the new Hippodrome was to be built, and the cross suit of the company against Judge Gage, was made to-day by Mortimer Hoffman, of Detroit, general manager of the Hippodrome Co., who is in the city conferring with the local stockholders of the company. The house will occupy the same location planned for the original \$150,000 house, with the exception of the Gage property. The decision to erect the \$75,000 house was reached at a meeting of the stockholders of the company held at the Cadillac Hotel, Detroit, Monday last, at which all the stock was represented, either personally or by proxy, and the decision was unanimous. It is intended to start building operations immediately. Judge Wm. R. Kendrick the associate of Judge Gage in the Saginaw County Circuit, has stated his unwillingness to hear the case because it involves his colleagues and has suggested Judge Searl, of Ithaca, before whom the company's case will probably be heard.

Since Detroit has gone and done it, there are many Saginaw people who think that we ought to set our clocks one hour ahead, but the greatest number of people claim that Saginaw is fast enough, without setting the clocks one hour ahead. The only way we can see out of it is to carry two

watches, one for Saginaw time and one for Detroit time. The local jewelers say they have a large shipment of watches coming, so that every one can be supplied.

D. A. Bentley, manager of the produce department of the Saginaw Beef Co., left Friday noon for a ten day Eastern business trip.

Walter P. Davis, of the Saginaw Beef Co., left Friday evening for a business trip in the Eastern part of Michigan.

The boys are still boosting for a bigger crowd for the U. C. T. convention. Arthur B. Cornwell.

Boomlets From Bay City.

Bay City, May 24.—June 14 is flag day and the stars and stripes will be honored in Bay City. Two thousand school children, headed by the thirty-third regiment band and escorted by Company B., M. N. G., will march to Wenonah Park, where a large silken banner will be raised. Bay City is, perhaps, the only city in the State to devote this day to the teaching of patriotism. The idea is a Bay City innovation, having been conceived one year ago in the mind of Miss Emma G. Hunker, Regent of the Anna Frisby Fitzhugh Chapter of the Daughters of the American Revolution, and it stands in a fair way to become a yearly patriotic custom throughout the State of Michigan and the United States. This year's celebration is in charge of the Daughters of the American Revolution, which organization commemorated the event for the first time last year.

James Kennedy, who some time ago sold his drug stock at Sterling to Dr. Abbott, has recently opened up a new store at Twining, with a full and complete line of drugs and stationery. Jim says he is very much pleased with the outlook for a good business.

Past Counselor E. B. Timm and Conductor F. G. McClay took an auto trip to Gladwin last Saturday for the purpose of visiting friends and doing a little trout fishing on the side. They undoubtedly did the visiting stunt all right, as they are both sociably inclined. There is no tangible evidence, however, of their having been fishing. Ed said it was too cold, the trout would not bite, while Fred said it rained and the fish did not want to get wet. The question is, did they go fishing or did they have the wrong kind of bait?

Rhodes, a small town of about 100 population, located on the Gladwin branch of the Michigan Central Railroad, is rapidly forging to the front as a trading point for the farmers in that section. L. E. DeLes Dernier & Co. and W. E. Haust each have a complete stock of dry goods, shoes and groceries. James Pelton, of Bentley, has a branch hardware store located there. All are enjoying a good business.

M. Garland & Co., of Bay City, manufacturers of mill supplies, this week began the manufacture of a new magazine furnace which, it is believed, will revolutionize the business of providing heat for dwellings and other buildings. The invention is by Henry Hevlin, mechanical engineer, who has been experimenting on the system for several months, and after continued practical tests, the conclusions is reached that the article will prove itself the most economical furnace ever placed on the market.

Bay City, noted for her beautiful parks, especially Wenonah Park, opposite the Wenonah Hotel and located on the river front, is going to develop one on the West Side. The Common Council at its regular meeting Monday night appropriated \$13,000 to purchase a site for that purpose.

The Council, by unanimous vote, decided to adopt Eastern time to take effect Saturday midnight.

I. N. Kimberly, formerly of LeGrand, has moved his general stock

of merchandise to Atlanta and is located in the Hopper building. Mr. Kimberly is a good business man and the people of Atlanta are fortunate in having him located in their home town. W. T. Ballamy.

The Tripp telephone bill, allowing mutual companies not organized for profit to come out from under the supervision of the State Railroad Commission, is dead. The railroad committee of the Senate refused to report out the bill.

Her Little Faults.

Magistrate—It appears to be your record, Mary Moselle, that you have been thirty-five times previously convicted of drunkenness.

The Prisoner—No woman is perfect.

The charter of the Saugatuck and Ganges Telephone Co. will expire in August and there will be a reorganization under the name of the Western Allegan Telephone Co.

Michigan Hardware Company

Exclusively Wholesale

No Goods Sold at Retail



Grand Rapids

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Eight Acts of the Ramona Kind
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More Thrills on | Simplified, Modern
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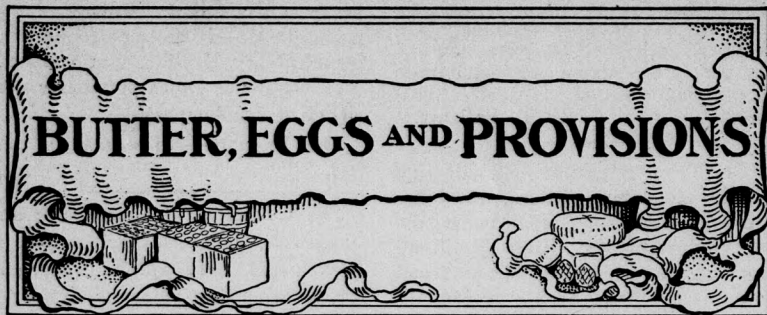
For Soda Fountains and Restaurants

Show Cases "New and Used"

For every kind of business

DESKS—Flat, Roll Top and Standing Desks

"Used" but look like new



Michigan Poultry, Butter and Egg Association.

President—H. L. Williams, Howell.
Vice-President—J. W. Lyons, Jackson.
Secretary and Treasurer—D. A. Bentley, Saginaw.
Executive Committee—F. A. Johnson, Detroit; Frank P. Van Buren, Williamsston; C. J. Chandler, Detroit.

Swiss and Limburger.

The greatest Swiss and limburger district in the United States is restricted to four Wisconsin counties—Dane, Green, Iowa and Lafayette—Green county being by far the most important. In 1909 approximately 45,000,000 pounds of Swiss, brick and limburger cheese was made in Wisconsin. It was produced almost wholly in these four counties, and one other, Dodge, which is the home of the State's brick cheese industry.

The making of Swiss cheese is very closely allied to the making of either brick of limburger, in that Swiss is adaptable to manufacture only during the summer months, and either of the other two varieties may be made in the same building during the remainder of the time. However, since winter dairying is not the practice in the Southern part of the State, most of the factories are closed during two or three months of the coldest part of the year.

This section is also noted for the number of its co-operative factories. In 1914, out of a total of 363 foreign cheese factories in these four counties, 285 were co-operatively owned and managed. The factories are small and numerous. Green county having an area of about 24 miles square alone contain 167 cheese factories, or in other words, a factory to every three or four sections of land. The companies generally consists of from eight to twelve farmers, having but few patrons who are not members. The employment of the cheesemaker, and the sale of the product are in the hands of the company, which are the best indications of strict co-operation.

The farmers received, on an average for the year 1913, a little over 13 cents for enough milk to make a pound of Swiss cheese, while they only received 11 cents for the milk required to make the same amount of limburger. However, this difference in price received is offset by the different quantities of milk required to make the same amount of the two kinds of cheese; for only 9½ pounds of Swiss as compared with 12 pounds of limburger can be made from 100 pounds of milk.

Wisconsin's Swiss and limburger are shipped directly to over thirty states, but as is the case with brick, from one-fourth to one-third of the

total output is consigned to Chicago where it is redistributed to other sections.

Of the four principal types of cheese made in Wisconsin—American Swiss, brick and limburger—Swiss commands the highest retail price. This price is much higher in proportion than is the wholesale quotation. The retailers' average selling price for the United States in March, 1914, was a little over 29c per pound, with a retailer's margin of about 8½c per pound.

Java Coffee Hearing.

A public hearing on the labeling of East Indian coffees will be held by the Bureau of Chemistry, of the United States Department of Agriculture, at 10 o'clock on June 4. The particular point to be discussed is the use of the term "Java." Food Inspection Decision 82 holds that under the food and drugs act the term "Java" can be properly applied to coffee grown on the island of Java. Representatives of the trade, however, assert that coffee grown on the Island of Sumatra, is superior to much of that produced in Java, and that since the public has long considered the word "Java" to mean any high grade coffee from the East Indies, it is perfectly proper to apply it to the Sumatra product also. All persons interested in this question are invited to attend the hearing which will be held in Room 427 of the Bieber Building, 1358 B. street, southwest, Washington, D. C.

Cheese Day Proposed.

The Sheboygan, Wis. Association of Commerce has started a movement to have "Cheese Day" observed all over the country every fall. It is planned to interest grocers' associations in every city in the country in the project, get them to make window displays of cheese for a week before Cheese Day; conduct a campaign of education through their advertisements in their local newspapers, showing the nutrition contained in a pound of cheese as compared to other foods; publish recipes for the use of cheese in various ways, and then on Cheese Day to get the hotels, restaurants, cafes, dining cars, etc., to feature cheese on their bills of fare.

Rotting of the Rind of Emmenthal Cheese.

The rind of Emmenthal cheese should always have a certain degree of dryness and salt content. Air should have access in order to afford proper conditions of life to the bacteria peculiar to the rind. If a

cheese lies too long on one side the rind is modified. The salt diffuses into the cheese, the rind becomes too damp, and a violent fermentation starts in the rind, sometimes, in cases of gross carelessness, producing a half rotten, slimy mass. The room should be kept fairly dry.

H. H. Cummins & Co. succeed Francis Campbell in the grocery business at 593 Jefferson avenue. John Cummins, of this firm, is employed as traveling representative for the Judson Grocer Company, of this city.

Fine business location; corner store, 50x 100 ft.; first floor and basement at Adrian, Michigan. Address D.B. Morgan, Adrian, Michigan.

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.

Manufactured by Wells & Richardson Co. Burlington, Vt.

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Complying with all the requirements of the U. S. Bureau of Animal Industry. Established 1897.
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HART BRAND CANNED GOODS

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Michigan People Want Michigan Products

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

Grand Rapids Grain & Milling Co.
Grand Rapids, Mich.

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

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Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

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

Established 1873

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

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

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

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

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

Mail us sample any Beans you may wish to sell.

Send us your orders FIELD SEEDS AND SEED BEANS

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

CLANDESTINE CONTRACTS.

Circuit Court of Appeals Brushes Them Aside.

Readers of the Tradesman will recall the fight this publication has always made on the clandestine contracts employed by some houses in selling goods, by which is meant the employment of a system which contemplates the merchant signing an order containing several paragraphs in small type in which is ingeniously embodied a line to the effect that the title to the goods thus purchased remain in the seller until the same are paid for. This condition is seldom if ever noticed by the retailer because he does not take the trouble to read the order and would hardly notice the pernicious feature injected therein unless his attention was called to it. This unfair method of doing business has been held invalid by the United States Circuit Court of appeals in the case of John Deere Plow Co. vs. Miller Bros., in which the opinion was written by Judge Denison, of Grand Rapids, and concurred in by Judges Knappen and Warrington, the other members of that tribunal. The contest, of course, hinged on the contract executed by the buyer of goods, which reads as follows:

In consideration of one dollar in hand paid the undersigned by John Deere Plow Co., of Indianapolis, the receipt whereof is hereby acknowledged, it is hereby further agreed that the title to and ownership of all the goods which may be shipped as herein provided or upon the terms and during the life of this contract and which shall embrace and include any and all goods that may hereafter be ordered, shipped, shall remain in, and their proceeds, in case of sale, shall be in law and in equity the property and moneys of said John Deere Plow Co., of Indianapolis, and subject at all times to their order, until full payment in cash shall have been made to and accepted by said John Deere Plow Co., of Indianapolis, for said goods. It is further stipulated and agreed that the taking of a note or notes of the undersigned or the taking of sale notes in settlement and the rendition of a judgment on such note or notes in favor of John Deere Plow Co., of Indianapolis, shall in no wise be deemed or construed a waiver of title to the property. Nothing in this clause, however, is to release the undersigned from making payment as provided for in this contract, and this contract shall be construed as having been entered into in the State of Indiana, and construed and interpreted under the laws of said State, said State being the place of acceptance.

The full text of the decision is as follows:

The District Court dismissed the intervening petition by which the John Deere Plow Co. sought to reclaim from the bankruptcy trustee of Miller Bros., a spreader, a sulky, a silo filler, a hay loader, a side delivery rake and about fifty plow points and shares. The whole controversy turns upon whether the contract between the Deere Co., manufacturer, and Miller Bros., retail dealers, was one of conditional sale, so that the title did not pass out of the manufacturer so long as the goods remained unsold by Miller Bros., or was one of absolute sale whereby the title did pass, accompanied by a pledge or lien given back to the seller to secure the purchase price. If the former, the contract was not, by any applicable statute, required or permitted to be recorded, and the reservation of title is good as against the trustee; if the latter, the contract amounts to a chattel mortgage, and, under the June, 1910, amendment of section 47 of the Bankruptcy Act is invalid against the trustee, because not filed. The solution of the question depends so far upon the exact terms of the contract that all material parts are reproduced in the margin. When once it is determined whether the contract in question evidences a conditional sale or a chattel mortgage, the necessity for recording and the effect upon creditors of a failure to record are to be determined by Michigan law. (Potter Co. vs. Arthur—C. C. A. 6—opinion filed March 2, 1915.) In view of the express contract provision that it should be construed and interpreted under the laws of Indiana, defendant's claim that the underlying ques-

tion as to the character of the contract is a matter of Indiana law. We do not find it necessary to pass upon this question. So far as has been pointed out, or so far as we find, there is no statute in Indiana purporting to declare the character of such a contract; and the decisions of the Indiana courts have gone no further than to hold that the existence in vendee of the right to sell and give good title is not inconsistent with a reservation of title in the vendor, good and valid as against the vendee's creditors, so long as the property remains in the vendee's hands unsold. The Michigan rule is to the same effect, but the Michigan cases have gone much further in attempting to differentiate between the two classes of contracts. The Indiana courts not having passed on these nicer distinctions and the controversy having arisen in Michigan, it is at least to be presumed that the Indiana law is the same as that of Michigan; accordingly (for this reason, if not also for the reason that the Michigan recording law is being applied) we must consider the question just as if the contract had been made in Michigan.

The court had occasion, in *Mishawaka Co. vs. Westveer*, 191 Fed. 465, to consider a closely analogous question and to review some of the Michigan decisions. Others, not mentioned in that review, are now brought to our attention. It seems natural to divide into two classes the cases which have been decided in Michigan upon this general subject. In one class may be put articles like machinery, somewhat permanently installed, intended for use by the vendee, and not intended for resale by him. These cases present no inherent difficulty in sustaining the vendor's reserved title as fully as the seemingly very liberal policy of the State in this respect may justify. There is, in the contract or in the surrounding conditions, usually nothing inconsistent with the expressed reservation of title, and so nothing to interfere with its natural full effect. In the other class are the cases where it is clear, either by express words or by necessary implication, that both parties intended the vendee should resell the property to others, and should give to such second purchaser a perfect title. Here, at once, we have an inconsistency. How can the vendee sell that which he does not own? It goes without saying that if there are, in the contract, inconsistent provisions, some of which indicate that the title was reserved and some that the title passes, the dominant thought must be ascertained and given effect, regardless of any formal, contrary statement. By a review of the Michigan cases and the principles which must control, we are led to the conclusion that a reservation of title can be sustained (as a conditional sale) as against a declared right of resale only on the theory that the resale is made by the vendee as the agent or consignee of the vendor, by an agency or consignment which underlies the executory sale and which is a continuing one until it is terminated either by the resale or the vendee's personal performance of the conditions which then, for the first time, vest title in him. We do not find that the respective force of these superficially conflicting features of the contract, or the reasons which induce the conclusion that one or the other is dominant, have ever been stated or discussed by the Michigan Supreme Court; the decisions content themselves with stating one or the other conclusion. It is not easy to reconcile all the cases by our suggested test as to whether the theory of proxy, agency or consignment will fit the facts. Perhaps some of them can not be reconciled; but we see no other means of extracting a principle of decision.

In *Brewery Co. vs. Merritt*, 82 Mich. 198, and *Pratt vs. Burnhams*, 84 Mich. 487, stocks of goods had been placed by manufacturers with retail dealers for the purpose of retail sale, but a reservation of title had been declared. In both cases, the reservation was sustained. In neither case do the facts stated disclose anything inconsistent with what would be, in substantial effect, a consignment of an agency to resell—up to the time when the vendee became obliged to pay the price and take the title. In the *Mishawaka* case, we gave this interpretation to these two cases.

Then came *Choate vs. Stevens*, 116 Mich. 28, and *Van Denbosh vs. Bouwmann*, 138 Mich. 623. Each of these cases belonged in the class of articles not intended for resale; but in each an intent to pass title to the vendee was found with sufficient certainty to overcome the expressed declaration that title should not pass; and, of course, such cases become all the stronger against the passing of title when applied to instances of the other class where the existing right of resale must be given due effect.

It is to be noted, however, that these two cases were not, by the Michigan Supreme Court, given any broad effect, but were distinguished on perhaps rather narrow grounds, in *Bunday vs. Columbus Co.*, 143 Mich. 10; and that *Choate vs. Stevens* was again distinguished and was not followed in *Worden vs. Blandon*, 161 Mich. 254. The latter case involved a stock of groceries sold to a retailer, and, obviously, the right of resale was contemplated; nevertheless, the sale was

held a conditional one. Here to, we see no more difficulty in finding the idea of what was (temporarily and pending the maturing of the sale) a mere consignment or agency, than in *Brewery Co. vs. Merritt*, and *Pratt vs. Burnhams*. In *American Harrow Co. vs. Deyo*, 134 Mich. 639, we have a case not easily distinguishable from the one at bar; and reclamation was approved. The contract is given in full on pp. 640 and 641. In most respects, it is as favorable to the absolute sale theory as is the Deere contract; but it requires the proceeds of sales to be remitted at once to the vendor, while the Deere contract is at least consistent with the vendee's right to retain the proceeds until the vendee's purchase price obligation matured. There are other distinctions which, while singly not impressive, have some force in the aggregate. There is a considerable discussion in *Wasey vs. Whitcomb*, 167 Mich. 58; but the contract is clearly classified as one of consignment. Upon the whole, we are not satisfied that this *Deyo* case, or the others named, have the effect of overruling *Choate vs. Stevens*, and *Van Denbosh vs. Bouwmann*. This comes to saying, when taken in connection with the other cases cited, that we think there is no settled rule in Michigan applicable to the precise facts disclosed by this record; and it is only to such settled rule, that we should yield our own judgment. (*Burgess vs. Seligman*, 107 U. S. 20 to 33.)

Our general view of such a situation was disclosed and sufficiently discussed in *Mishawaka Co. vs. Westveer*, and it is to the effect that where goods are intended for resale, the reservation of title cannot stand (as a conditional sale) unless, taking the entire contract and circumstances together, it is clearly dominant over the right of resale and the other inconsistent features of the contract; in other words, the facts as a whole must be consistent with the theory that the resale is made by the vendee as agent or consignee, and not as owner. It is true that in the *Mishawaka* case there was special reliance on the fact that the contract did not attempt to preserve to the vendor a substituted title to the proceeds when the goods were sold, and that, in the present case, this reservation is, in terms, made; but we are not satisfied, taking all the conditions together, to treat this as a controlling distinction. To observe where the loss would have been if the goods had been destroyed in transit before reaching Miller Bros.' possession or if they had been destroyed by fire while in Miller Bros.' possession, will furnish useful tests. It is quite clear that in either of these contingencies, Miller Bros. would have been obliged to pay the full purchase price just the same. It is true, also, as to each one of the conditions which seems to indicate that the contract was intended to pass title, that a Michigan decision is to be had showing that this condition or an equivalent one does not neutralize the express reservation of title; but the real intent of the parties is to be drawn from the full contract and from the joint effect of all the conditions. The provisions as to the manufacturer's warranty—that no goods can be returned to the vendors; that no countermand of the order can be made; that the full purchase price matures at once in case of death, insolvency, fire loss or selling out the business; that the vendee gives at once purchase price notes which must be secured; and that the reservation of title is in form based upon a separate consideration—all these conditions tend to support the conclusion that the contract is really one of sale, that the provisions regarding title amount to a chattel mortgage, and that the instruments should have been recorded. While we regret that it is not entirely clear what disposition of the present case is required by the Michigan rule, yet, in the absence of a clearly controlling decision by that court, we are better satisfied to adopt the analogy of this case to *Mishawaka Co. vs. Westveer*, than its analogy to *American Co. vs. Deyo*; and, accordingly, the judgment below is affirmed. See also *Coweta Co. vs. Brown*—C. C. A. 6-163 Fed. 165; *Flanders vs. Reed*, C. C. A. 1-220 Fed. 642.)

There has been marked disappointment this spring in the failure to put in an appearance of the large quantities of eggs which were fully expected to arrive—at least failure up to this writing. It is true that the flush has been on in the Southern producing sections, and receipts from that source have been more or less liberal, but the eggs from the North which are usually pouring into the various markets at this time of year so far have not shown up in the quantity expected. One of the largest Iowa shippers writes that he has not been getting out over five cars of

eggs a week as compared with their usual output from the same territory and with even less effort of ten cars per week. There is some little speculation as to whether the late lay will be as heavy as everybody had anticipated, but reports from the medium-North points now coming in are to the effect that the splendid weather we are just now receiving is bound to bring out a liberal production, as the hens are apparently in the country. However, the lack of shipments of a liberal nature up to this time has set a large number of the bigger operators to guessing and has left the situation in a peculiar condition. Generally speaking, prices appear higher than conditions warrant.

New capital is being interested in the Hanford Lumber Co. and it is announced that several new parties will become interested in the concern. The affairs of the present management will be closed up and the business carried on along the same lines on a larger scale. The names of the parties interested are not as yet obtainable.

Jacob Bolhower, of Milwaukee, Wis., has started a delicatessen store at 345 Bridge street.



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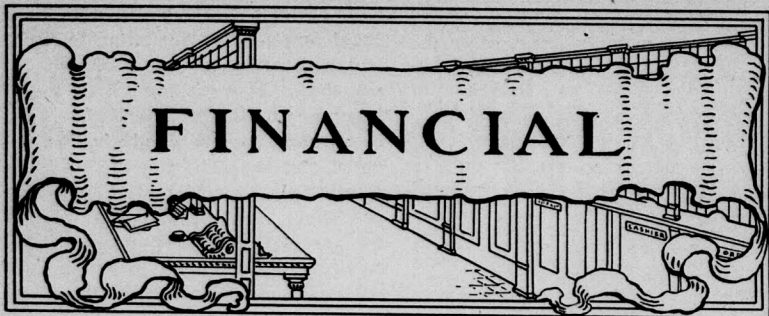
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Brown & Sehler Co.

Home of Sunbeam Goods

Grand Rapids, Michigan



The C. W. Post estate paid the largest inheritance tax ever received in Michigan, \$107,120.50. The money will be placed in the primary school fund.

Ludington has been obliged to issue \$5,000 of emergency bonds to raise money for replacing some water mains and purchasing a new boiler for the pumping station. The issue was taken locally.

The matter of securing the Barker-Swain service for rural communities by the Michigan State Bankers' Association was referred to the Agricultural Committee at the meeting of the Executive Council of the Association, which met with President Charles H. Bender in Grand Rapids recently. This service shows motion pictures of progress and development in agriculture, other industries and of farm home improvement. Hal H. Smith reviewed what the Legislature accomplished of interest to bankers, and Mr. Bender reported on the convention to be held in Grand Rapids July 27 to 29. He said special attention would be given in the programme to the interests of both farmers and bankers.

Trustee Albert F. Lindke, former Cashier of the Richmond private bank of W. D. Acker, states that a 25 per cent. dividend will be paid the latter part of this month, when the bank expects to have on hand about \$65,000. He says another dividend will be paid in about sixty days. It is expected the payment will be made through the new First National Bank which expects to be doing business in the banking offices of the Richmond bank by that time. As soon as the application papers return from Washington, the officers of the new National Bank will be elected. The Richmond elevator is doing a small amount of business, with the trustees in charge. J. A. Heath is still in New York.

In constructing a vault in the basement of one of the Los Angeles banks, a plan has been followed which makes the six sides of the chamber visible to a watchman and eliminates all chances of its being entered by tunneling beneath it. It is set on concrete columns in the middle of a white-tiled pit which is brightly illuminated. To make it possible to command a view of the space beneath the vault, from the level above, mirrors have been arranged on the floor at such an angle that every part of the space is reflect-

ed in them. Light is reflected by the white walls so that the top of the vault is illuminated and easily inspected.

Application has been made to the State Banking Commission for the organization of the Pottsville State Bank of Pottsville with a capitalization of \$20,000. The following business men are interested in the application filed. K. M. Whitham, Lansing; John Hull, Dimondale; and John G. Gidner, Dr. W. M. Taylor, W. H. Van Auker and J. F. Collins, all of Pottsville.

The average business man whose views on the German situation are solicited is mentally very much at sea. Severely logical reasoning on the subject of the relations of the United States with Germany have given place, and quite inevitably, to a display of the emotions, and the Kaiser and his advisers are not unnaturally at the wrong end of the emotions. But above everything else there is a fine display of thorough and absolute confidence in President Wilson.

Merely literary abilities are seldom admired by the practical business man because usually they seem futile to him. But Mr. Wilson has shown that the ability to say the right thing in the right way, to exhibit firmness without rancor, strength without brutality, determination without hostility, is something very much worth while; so that the comments of nearly everybody, in the exchange of conversation in all ordinary business quarters, terminate with the declaration, "And Wilson certainly put it up to them right in that note of his!"

The real consensus of opinion is usually regarded as worth something, although straw votes are not always absolute indicators of public sentiment. That consensus, in our own business community, seems to be that we are in for trouble, since Germany is not likely to "back down," and since the United States cannot do so with dignity. The situation is regarded as another case of the irresistible force and the immovable object; consequently, something has got to happen.

On the other hand, a very strong minority is of the opinion that war is an absurd thing to consider; that it is not going to happen and should not be allowed to happen. Those representing this idea believe that Germany cannot afford to have trouble with us and that her reply to the



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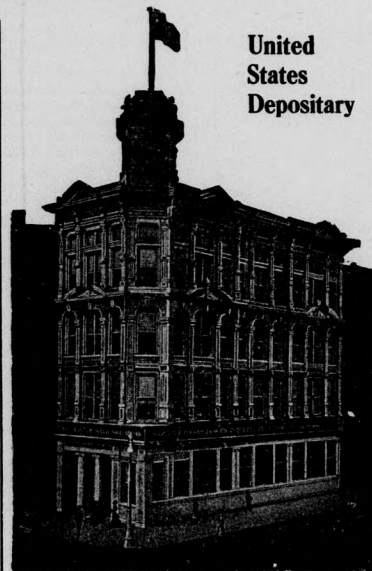
United States Depository

Commercial Deposits

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Per Cent
Interest Paid
on
Certificates of
Deposit
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One Year

Capital Stock
and Surplus
\$580,000



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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.

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JOHN E. PENNINGTON & CO. "THE PENCIL PEOPLE"
Charlotte, Michigan

Wilson note will open the way for a peaceful and amicable adjustment of the situation. As for ourselves, they believe that war would be ruinous to business, and would lead to nothing worth while.

"We are not going to have war," said one large business man this week, who has interests all over this country. "It would be folly to go to war with Germany; folly on our part and folly for the Germans. What good end would be served? We should probably not even have the satisfaction of an actual combat with the Germans; we should simply cut off a good customer and introduce a host of trouble incident to getting on a war footing. Four or five sensible men should certainly be able to agree on a policy regarding submarines that would be satisfactory to everybody, and on a policy regarding Germany's food supply that would be in line with international law. And if I am not very much mistaken Germany will make it possible for such an agreement to be reached. She is not looking for any more trouble now."

"Germany is like a football player who has had his face rubbed against the hard soil; you can't blame her for being irritated. Blowing up the Lusitania was a colossal crime against humanity and the Germans now realize it. They are going to make it clear that such things will not happen again, and are not going to force us into war, unless we have put on our fighting clothes and are looking for it. It would be a hard blow to business, for business at large, I mean; and the benefit that certain individual lines would get would hardly compensate for the general loss."

This is the expression of the minority only. Most of those interviewed agree that the effect on most lines of business would probably be bad. Cotton is now moving to Germany, indirectly, if not directly and this traffic would be cut off; and the South would receive another hard blow. On the other hand, in the face of this probability, business men are not shrinking from the proposition of taking up the cudgels, if need be. They want to see Wilson back up that note with action, if necessary; they hope it will not be necessary, but they are afraid it is going to be.

The German-Americans here have taken a very gratifying stand. Although, like many others, acknowledging hyphens, they adopted resolutions early in the war, and otherwise made themselves unpleasantly conspicuous early in the war, they are sitting quietly now, deeply humiliated by the consciousness that the Kaiser is a bloodthirsty beast instead of a model monarch and individual expressions are all of the most loyal and vigorous kind.

A prominent German business man, who left Silesia in 1880, has dug out of his files the official paper he re-

ceived four years later, releasing him from obligations to the Prussian crown. He is displaying it with every evidence of satisfaction. "I would like to see Germany win this war," he said, "but that is impossible. The best they can hope for is a draw. So far as this country is concerned, I am for her first, last and all the time. Old as I am I would gladly shoulder a musket to fight for the United States against Germany; for it is here that I have made my home, here that my children have been born, and here that I have achieved success that never could have been won in the old country." This man added emphatically: "Let those who are for Germany as against the United States take the money they have made here and go to the Vaterland and fight in the German ranks. They don't belong here any more!"

Charles M. Northrop, President of the Commercial Savings Bank of Lakeview, died May 21 at his home, aged 66 years. He had been in poor health for more than a year. Mr. Northrop was a native of New York, having been born at Lavonia. He came to Michigan about fifty years ago, engaging in business at Ionia and Pewamo. He located in Lakeview forty-two years ago and engaged in the elevator and produce business, which he followed until 1905, when he organized the Commercial Savings Bank. He was elected Register of Deeds for Montcalm county in 1889 and served four years. He served as village councilman for many years, and was President of the village six years. Mr. Northrop was a member of the local F. and A. M. and Stanton chapter.

What More Could Be Asked.

"Robert," said his father, "I thought I told you yesterday to clear up the yard."

"Well, I did" declared Bobby, virtuously. "I fired everything over the fence as soon as I got home from school; but the kid next door throwed 'em all back after dark."

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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.

Increased Profit in Department of Sporting Goods.

There is one line of merchandise which the average hardware dealer has given altogether too little attention to in the past, with the result that he has lost many opportunities for sales and good profits. In most of the rural communities, however, there is still a considerable chance for gaining that business back, because it has not been handled satisfactorily by any one of the other dealers who have taken this line up, and after all it really belongs in the well conducted retail hardware stores.

That line comprises all the various kinds of merchandise which are usually classed under the name of sporting goods.

It must be remembered, however, that in order to make a success of selling sporting goods, the owner of the retail hardware store, or the man who is put in charge of this special department, must be thoroughly posted in the merchandise, and in addition he should if possible take an active part in one or more of the sports.

In most communities the principal efforts will naturally be made on baseball goods because that is, and most likely will continue to be, the principal sport of "Young America."

Another reason why it is well to emphasize baseball goods is that here the retail hardware dealer has an opportunity to cater to the wants of a mixed clientele, taking in all classes of people and all ages from the little fellow who can afford to pay only 10 cents for a knock-about ball, to the young man who is willing to pay \$1.25 for one of the authorized league balls.

The baseball season has just been opened, but there will be a continued demand all during the summer for baseballs and bats, gloves and mitts of all the various kinds and grades, so that there is still time to secure considerable business in this line.

Next to baseball in the average town probably tennis will offer the best opportunities for sales and profits at this season of the year, and here again a fairly good assortment should therefore be carried.

The all the year round line, however, in which the retail hardware dealer can well afford to make a special effort is in guns and ammunition. At one season of the year it may be shot guns, while at another

rifles of the various calibers will be in greater demand, and it is worthy of note that just at the present time there is a very special opportunity presenting itself to the retail hardware dealer who keeps up with the times, in the fact that a movement is being pushed from one end of the country to the other for promotion of the knowledge of the use of fire arms, with special reference of course to the education of the young men in marksmanship.

Gun clubs are being organized in many sections, and the retail hardware dealer who is on the job will make it his business to see that one or more clubs of that kind are started in his community.

In this connection it is worth while to get in touch with the various manufacturers of fire arms and ammunition who will be glad to furnish all sorts of pamphlets and circulars and other helps for the dealers who want to organize gun clubs in his town.

This movement is of course to some extent caused by the war in Europe. At any rate a very large number of clubs which have been organized during the past few months have come into existence because of the agitation of the people in general for a better knowledge in the use of fire arms. Whatever the cause was it is strictly up to the retail hardware dealer to do everything in his power to push the movement so that he may reap the benefits which will be sure to accrue to him.

Special stress is to be laid on baseball goods for the reason that there is a far larger proportion of possible customers for the articles in this line, and for this reason the sporting goods department may well be started with a stock of the various articles that are needed for that particular game.

It will not be necessary to carry a very wide assortment nor a heavy stock, but it will be wise to have a fair range both in quality and in variety in order to be able to suit the tastes and pocketbooks of the various baseball customers. And it should be remembered in this connection that the customers range from the little schoolboy to the full grown man, and that their wants will vary not only with their age, but also with their financial condition; the seven year old "hopeful" will possibly be satisfied with a 10 cent ball, a low grade bat, with a cheap glove, while the high school boy if he can manage to do so will buy a regular league outfit.

It must be remembered that articles of this kind must be well displayed

and in that way draw the attention of the possible purchaser and this means that frequent window displays should be arranged, and that in the store the stock should be grouped in an attractive manner, so that when the customer comes in it will be easy for him to find the particular article for which he is looking.

Advertisements in the local newspapers, as well as in school publications, will be found very helpful provided they give sufficient information as to the quality and price of the articles advertised.

It should also be remembered that in order to get the most out of the window and interior displays, price tickets are of the utmost importance. It is a well recognized principle that with an article of this kind, a plain price ticket has much to do with the matter of effecting quick and easy sales. It was suggested in the foregoing that the stock need not be very heavy, but at least up until the middle of July the retail hardware dealer should make it a point to keep the stock fairly complete, and this he can easily do by keeping track of his sales as well as of the articles on hand, so that he will order in plenty of time to make it possible for him to secure a new supply before entirely out.—Wm. T. Gormley in American Artisan.

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 We want to get in touch with School Boards that we may send them descriptive matter.
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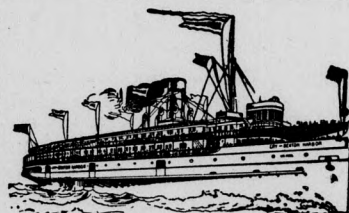
The dealer who might be led to substitute an inferior article and call it "Reynolds" would not DARE to use our label, and he could not use the Underwriters label. Plain packages never contain Reynolds shingles.

SAFETY FIRST means accept only those packages with the Reynolds label.

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H. M. Reynolds Asphalt Shingle Company
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THE MEAT MARKET

An Old Time Butcher to His Son.

In my last letter to you, I said that I would try and help you out with a few letters that would help to bring those delinquent debtors of yours to book. Writing dunning letters that will get results is no easy job, especially when you do not desire the person who is receiving them to become irritated and refuse to pay the money at all. Of course you must be firm, for you are only really asking for what is rightfully yours, but at the same time you must not allow this firmness to degenerate into a hectoring tone that is calculated to raise all the stubbornness in a person's character, rather than to win them to compliance. Remember, no one is so sensitive as he who owes money, and no one takes more joy in irritating than this same party whom you have irritated. And that they can cause you a great deal of trouble if they desire, goes without saying.

Let's take a sample case: Mrs. A. owes you about \$40 which you have been trying to get. The first letter that I would send her would go something like this:

Dear Madam—We have lately sent you several statements of the account which you have with us, but, as we have had no reply to them, we taken it that in some way or other they have been overlooked.

We are again drawing the matter to your attention, and as the account is long past due we trust we may receive a check in full in the immediate future.

Mrs. A. Evidently confined this to her waste basket. So here is a follow-up that I would send.

Dear Madam—We wrote you under the the date of —, but as yet have had no reply.

Your account with us is long past due, and your neglect of it is causing much inconvenience. Naturally, such a condition of affairs reflects adversely upon your credit standing, which we are sure you do not desire.

A check for the amount, or at least a partial payment, will be much appreciated.

Mrs. A. is still obdurate. Sterner measures should now be taken.

Dear Madam—This is the third time we have written you regarding your account. We do not like to write such letters any more than you like to receive them.

Unless we receive a check from you within the next week we shall be forced, much against our will, to take a sterner measure to collect this bill.

If Mrs. A. doesn't come to time now try her once more.

Dear Madam—We have written you three times regarding your account of \$40 with us, but as yet have not had the courtesy of even a reply.

When this account was opened you assured us you would settle it weekly, and we relied upon your word. We regret that you have not lived up to your agreement. Before going to the extreme, we desire to place the matter before you once more.

Will we find a remittance in our next mail?

Four letters are enough to spend upon any debtor. If she doesn't pay by this time, there is no hope of her paying without a resort to the courts. Get a judgment, even if there is nothing to seize, for with that in your hands you have a better opportunity to eventually collect the account from her.

Remember, too, that a husband is responsible for the debts of his wife, and that a garnishee on his salary will bring him to time.

Maybe what I said in the above will help, but the best way to collect a bad debt is never to allow it to run up.—Butcher's advocate.

Lyon Sausage German Style.

The German variety of Lyon sausage is manufactured in the following manner: For a quantity of 40 pounds take 25 pounds pork, 10 pounds of beef from a young bullock, which should be chopped when warm, and a pound in a mortar; 5 pounds of pork fat, cut into dice the size of peas, and then boiled a short time in water; 12 ounces salt, 2 ounces cane sugar, 1 ounce pulverized saltpeter.

Mix the two lean meats; then mix the salt, saltpeter and sugar together. Rub them into the meats and let the mass stand for 48 hours in a cool room in summer, in a warm room in winter. Now chop up the meat fine, then mix the seasonings and add them. They are 2 ounces white pepper, ½ ounce white ginger, ½ ounce grated nutmeg, 2 eschalots, salted and finely grated.

Before the pork fat is put in the spices should be thoroughly worked into the mass along with a small amount of water, if you consider it necessary. Put in the fat in the little dice-shaped pieces. Mix in quickly and lightly, being careful that the pieces do not lose their shape. Put the meat into medium beef muddles, 15 inches long, pressing it in very tight. Dry the sausages well before smoking; when they are smoked to a fine red color cook them for one-half hour at a heat of 203 deg. F.

If the sausages show wrinkles in the skins when cooling place them in

pairs in boiling water for not more than 15 seconds. This will remedy that defect.

Rolled Boneless Pork Loins.

Loins for this product should be heavy ones, cut from stags or heavy carcasses. Take out the tail bone without cutting through the tissue and fat. Trim and remove all bones. The cure is as follows: For 400 pounds of meat use 15 pounds of salt, 4 pounds sugar, 1 pound saltpeter to 1½ gallons old ham pickle. Have the loins rubbed lightly with the above powder and packed in a tierce as tight as possible, the 1½ gallons of old ham pickle referred to above being sprinkled over each layer as the tierce is filled. Loins should be held until they are forty-five days old, and should be kept at a temperature of from 38 to 40 degrees F.

The wrapping is done with the same size double hitch as is the case with boiled hams, from two to three pieces being wrapped together, according to size.

After wrapping smoke for from two and one-half to three hours at a temperature of 140 degrees to 180 degrees F. The loins are cooked for three hours at a temperature of 165 to 175 degrees F. They are then placed in the cooler, where the temperature is held at 36 degrees to 38 degrees F. for twelve hours, after which they are ready for use.

Cereal in Meat Loaves.

Regulation 17, section 9, paragraph 3, is as follows: "When cereal is added to any meat food product other than sausage in quantities not exceeding 5 per cent. the statement 'cereal added' shall appear on the label in a conspicuous manner contiguous to the name of the product, and if any such product contain cereal in quantities exceeding 5 per cent. the 'cereal' shall appear as part of the name of the product in uniform size and style of letters; for example, 'potted meat and cereal.' Provided, however, that products such as meat loaves * * * scrapple and the like may contain cereal and similar substances without the presence of such substances being indicated on the label."

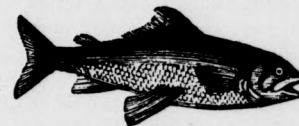
Very little else provokes a proud woman like the pride of some other proud woman.

Grubs in Hides.

Grubs or warbles are the results of the operations of a species of fly common in this country. This insect attaches its eggs by a sticky substance to the hair on the flanks and heels of cattle. The animal licks the eggs off and many of them are swallowed, being hatched by the natural heat of the body. The resulting grub works its way through the animal tissues slowly, usually breaking through the weasand. By early winter the grub is underneath the hide in the middle of the back and is ready to emerge in the spring. These flies infest the pastures in dry, warm weather, damp, cool weather being fatal to them.

The poet doesn't necessarily dwell in an attic for the sake of the view.

MAAS BROTHERS Wholesale Fish Dealers



Sea Foods and Lake Fish of All Kinds

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

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SUN RISES

**Voigt's
CRESCENT
FLOUR**

**Makes Best Bread
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Make Out Your Bills

THE EASIEST WAY

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

PEACOCK BRAND Ham, MILD CURED Bacon All-Leaf LARD

"It suits your trade because it's made
As Cudahy Brothers make it;
It is the brand that's in demand
And others gladly take it."

For Sale by all LEADING GROCERS

MEAT RESIDUE FEEDS

for hogs, cattle and poultry at the FEED STORE

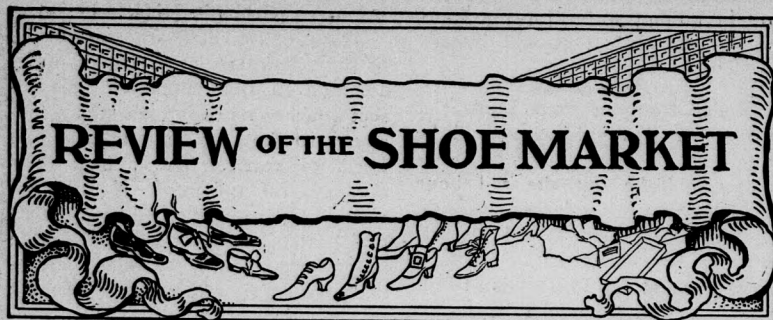
Hollywood Brand

Sliced DRIED BEEF & BACON in Glass Jars

At Meat Markets and Grocers

CUDAHY BROTHERS CO.

Cudahy, Wis.



The Trade Buying Black Boots for Fall.

Reports of a most interesting character, reflecting the opinions and activities of the leading shoe retailers of the United States, have been received by the Rochester office of the Shoe Retailer for the information of the retail shoe trade of the United States. It is most gratifying to note that in practically every state and section the shoe buyers have settlers in their minds one important question, asked so often early in the season: "What Shall We Buy for Fall?" Their solution of the problem that at one time appeared so vexed is reflected in their liberal purchases of black shoes. In almost every instance patent boots with black cloth tops lead in future purchases. Dull calf and glazed kid break almost even for second place. Even these carry cloth tops. Black kid tops appear to give black cloth toppings a run for honors.

The strength with which black kid is selling, even in the very finest grades, is one of the surprises of the season to most manufacturers, although this has been foreseen and noted several times in this publication. The light shades of imported kid for toppings are selling in the "toppy" boots. Bronze boots in high grades are gaining strength daily.

Boot heights are seven inches, some a half-inch lower, and in the highest grades eight inches and higher.

Button boots have a considerable lead over lace patterns in future purchases. This may be the result of the sudden dropping off in the sales of lace military patterns. By September it is thought that the military effects will have disappeared. In fact stripes on boots are by many even now considered a thing bygone. The lace boots that are selling for fall have little or no fancy stays or bindings. This does not apply, of course, to boots and low cuts selling just now. That is a different story. The South seems to like lace boots for fall, and in this section they are giving button boots quite a run.

All dealers seem to be utterly opposed to the introduction of so-called "mid-season styles." This is the outcome of the introduction of lace boots last fall after dealers had bought button boots from the salesmen six months before. The result was that lace boots sold at a premium and many button boots were sacrificed to turn them into money.

Now the tables have turned and many lace boots with light cloth tops are found on the bargain tables. There

is a strong distinction between "novelty styles" and "mid-season styles," however. Retailers will buy novelties because they command good profits and are in demand by ultra dressers, but they will not buy them in advance but will purchase from stock as they need them.

The report of the National Conference Committee defining what retailers may buy with safety and telling them that they should buy now or they will not have their boots when they need them most, has had the effect of inspiring more confidence in dealers and the advice of the committee is being generally followed. The general improvement in business has also added to the dealer's confidence, and orders are now being placed to the satisfaction of the manufacturers, who are starting up on full time on orders to be shipped August 1 to 15.

There are no radical changes in lasts or heels for fall. The "stage" last is not popular now in the East, although it is strong on the Coast and in certain parts of the Middle West. In heels the leather Louis appears to lead by a good margin, with Cuban heels a close second. Half-Louis heels are demanded by many owing to the fact that it is easier to fit them to rubbers. In high grades there are stores that are buying a new low heel leather Louis heel.

Patterns, which have been the chief style factor for the past year, are still to be seriously reckoned with, although in future orders plain toes with almost straight vamps and low foxings are in most favor. Diamond tips are well liked and in fixed staples some straight tips. Side-lace boots have been sold in high grades, although they will not become a leading style owing to the fact that they are of necessity of high price, cutting so much leather, and also because they are difficult to fit the feet of most women. Red, blue, gray and other colored tops, also gold buttons, tassels and other ornaments of a military nature are admired by the retailers, but are not being purchased.

Light welts lead in sales, with turns holding their own fairly well. McKays are being bought for \$3 and \$3.50 lines, the higher cost of welts practically excluding them from that class. Rochester and New York State factories do not make cheap shoes, while on the other hand there are more really finer grade shoes being made in this city and State every year.

It is most important to note that retailers oppose late buying because they are sensible enough to know that

WHAT THEN?



When the pair of work shoes you sell your customer to-day is worn out, what then?

Will he come back to you for his next pair?

You are building for the future when you sell ROUGE REX Shoes. They are of the quality that brings them back for more—solid leather throughout, and built for comfort and hard wear. Our chrome soles have no equal for durability. Send for complete catalogue.

HIRTH-KRAUSE COMPANY

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

Quality is Always Recognized

in whatever form it may be expressed. No person can fail to see in the

Bertsch and H. B. Hard Pan Shoes

all that the art of good shoe making can put into a shoe to form that unusual combination of STYLE and WEAR RESISTING QUALITIES which these lines possess.

You simply cannot go wrong on the BERTSCH (dress) and H. B. HARD PAN (service) Shoes, Mr. Dealer. Every shoe must measure up to the high standard of quality set for our goods. That's why there is such a tremendous volume of sales on shoes which bear our name.

Get started on these lines. You'll find them all high class, honest money makers.

BUILT FOR SERVICE—WEAR LIKE IRON

Herold-Bertsch Shoe Co.

Mfrs. of Serviceable Footwear

GRAND RAPIDS, MICH.

late buying means late shipments. They do oppose, however, too early calls from the salesmen, and would prefer to see samples no earlier than April 1 and September 15. The salesmen appear to agree that these dates are about right. To go in February and August will compel them to make two trips, which they oppose owing to the extra expense entailed.

The salesmen express the belief that the trade papers have done much to clarify style conditions and influence dealers to make their fall purchases.—Shoe Retailer.

Attractive and Stylish Low Footwear.

Some style tipsters are prophesying that women will wear boots this summer. Perhaps boots will be worn for street use, during the early part of the season, and perhaps to a greater extent than heretofore, but the retailer who takes that tip too literally and neglects his low effects will lose a bunch of business and a tidy sum in profit.

The average woman has always preferred low effects in boots, even to the extent of wearing them in unseasonable weather.

The woman who can afford it will always possess more low shoes than boots. As in regard to hats and gloves, the woman who loves smart apparel limits the variety and excellence of her footwear only to the extent of her purse.

This very tendency offers the best opportunity that the retailer could have to get extra business and extra profits by displaying and featuring a good variety of attractive oxfords and slippers.

Although boots are now being made more attractive and more stylish than formerly, they always have been and always will be considered by a woman more as a necessity than as a luxury or an adornment to her person.

The low effect that displays the ankle attractively will continue to be the most desirable foot covering from the feminine viewpoint.

Moreover, low effects are cooler and more comfortable except in cold or inclement weather.

For evening wear slippers are, of course, the only thing to be considered.

The art of making low effect attractive has progressed very fast in the past few years and there is now almost no limit to the variety of smart oxford and slipper styles that are being produced in a variety of materials.

It is not necessary that a retailer should stock all of these styles, but it is comparatively easy for him to select the ones that are suitable in style and price for the trade he serves.

If he does this with intelligence, he will find these styles are good sales stimulants and the most profitable of all the footwear he carries.

Shoes that have style value are always salable at a longer profit than more staple lines and to feature attractive, stylish footwear aids a merchant materially in establishing a reputation as a style leader in his community.—Shoe Retailer.

The Real "Good Fellow."

The real "good fellow" is the fellow who knows something good about everybody and tells it.

He never knocks on his neighbor or digs up the past.

He doesn't spend his money having a good time with the "boys." But he always lends a helping hand to the fellow who is up against it and gives him a chance to make good.

He never forgets to do and say the little things that make his wife happy.

His children find him a jolly chum and an ever-ready playmate.

His home is a haven of love, happiness and contentment.

His business associates find in him a man who has the courage of his convictions. He always says "yes" to the right and "no" to the wrong.

He loves to tell a good story. His stories women and little children could listen to and not be wronged.

Because he is human, and has his human faults and failings, he is charitable in his judgments of men.

He has faith in God and man, and believes that the world is growing better day by day.

He always has a word of cheer or sympathy or a smile of encouragement for everyone he meets who needs them.

His religion is to build character that is sound and sweet and four-square with the right.

The real "good fellow" is the world's greatest asset.

Bert Morehouse.

Button Shoes on the Way?

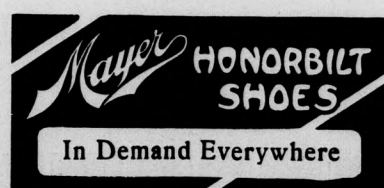
The opinion seems to be growing that the fancy lace shoes of the moment will give way this fall to the button type, and while lace shoes may lead in certain parts of the country, especially where the call for the more extreme novelties is good, it is anticipated that the bulk of the new season's trade will be done on button goods. However, uncertainty in the minds of the retailers as to just what will lead is keeping advance business back, aside from staple lines. The continuance of short skirts is expected to keep in demand the high shoes that have been popular this spring, and colored effects are also touted to keep their present position in the face of endeavors of certain manufacturers to get back to blacks. Button shoes are also thought well of for men, especially cloth tops in staple and novelty colors. Another heavy run on spats is predicted when high-shoe weather comes around again.

Careless of Her.

"Oh, say, who was here to see you last night?"

"Only Myrtle, father."

"Well, tell Myrtle that she left her pipe on the piano."



Seeing is Believing

Let us send you sample pair of our

Walk-Away

New Process Welt Shoes

"The Most Comfortable Shoes Made"

They Look Like WELTS

Wear Like WELTS

Cost Less Than WELTS

Remember the Name

Walk-Away

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich

Pressure Cured Bayside Tennis

ALL WHITE—SOLE AND UPPER

for

63 cents for Bals

53 cents for Oxfords



You should know that HOOD TENNIS LINES set the pace for the world's Tennis business.

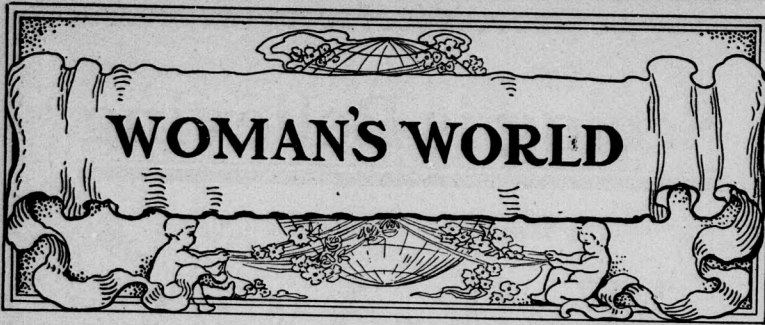
PACKED IN CARTONS

	Bals	Oxfds		Bals	Oxfds
Men's.....	\$0.63	\$0.53	Women's.....	\$0.58	\$0.48
Boys'.....	.61	.51	Misses'.....	.54	.44
Youths'.....	.58	.48	Child's.....	.50	.40

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Don't Stop to Dread the Disagreeable Duty.

Written for the Tradesman.

Oh the things that have to be done and that we so dread to do! Here is a typical list of disagreeable duties:

You really must "speak to your landlady." It happens to be a landlady and not a landlord, for the owner of the house in which you are living is a woman. The roof leaks over the east bedroom upstairs. The water already has soiled a big place in the ceiling. A hard driving rain at any time would be likely to cause much greater damage. The leak certainly will get worse instead of better until proper repairs are made. The plumbing needs fixing and there are two or three doors that drag. You are paying a good price, you settle your rent promptly in advance each month, you are just as careful of the house as if it were your own, and it was all understood and agreed upon beforehand that she was to keep up all necessary repairs inside and outside. There is no reason in the world why you should hesitate a moment about making a polite but firm request, and no reason why it should not be granted at once.

But your landlady, although she owns considerable property and is thought to be in very fair circumstances, always is talking "poor." Every expenditure, no matter how reasonable nor how essential, is a deep personal sorrow. "It costs so much to keep the property up, there really is nothing in renting houses." And she never sees where in the world she is going to find the money to pay her taxes. You dread to hear those piteously whining tones again. In fact you have just now mailed her a check for another month's rent and said nothing.

You have a new maid—very good on the whole but a bit untidy in some respects. You do not feel that you can let her go on just as she is doing, but still you dread to have it out with her. The days are flying past and it will be harder to break her of these displeasing ways in two weeks or in five weeks than it would be now, still you delay and make excuses to yourself, and put off tackling the disagreeable job.

Your little girl has a throat difficulty and you feel that she is not improving properly under Dr. Adams' treatment. In fact you greatly fear the trouble is actually growing worse. It seems your plain duty to make a change. You think sometimes it isn't medicines the child needs at all—perhaps osteopathic treatments might help her, or some intelligently pre-

scribed regimen of diet and exercise. But Dr. and Mrs. Adams are old friends and you so dislike to wound their feelings. Still you wish you had brought yourself to the point of trying something different six months ago.

And there is Mrs. Wilcox to whom you loaned eight dollars one day when you were shopping together early last winter. She is a little careless about such matters and doubtless has forgotten all about it. If it were just a case of her being short of funds, you would not mind letting her have the money a year longer, if only she would say something about it. You can not afford to lose the amount, but you so hate to dun any one, and especially a dear old crony like Mrs. Wilcox. When you see her there never seems to be an opportunity to bring the subject up, and so you postpone it from time to time.

The things we ought to do and still put off and delay just because we can't bring ourselves to the point of tackling them! They accumulate until we find ourselves carrying a great load of these neglected duties. In our daily work there are sure to be some portions that we just naturally hate to do. And these are the parts we get balled up on.

The same tendency shows itself in a hundred different ways. Many mothers dislike to correct a child. They avoid occasions of discipline and depend on threats rather than on prompt and effectual handling of insubordination and disobedience. The children of such mothers are apt to be little terrors.

If only putting the motto "Do the unpleasant thing first," on one's desk or dresser, would accomplish the result! But it won't unless reinforced by a great deal of mental determination. But on the other hand, nothing is gained by delay. The disagreeable duty becomes harder and harder to get at, the longer we put it off. Of course sometimes it may be necessary to wait for the right psychological moment. But for most of these things—such a matter as speaking to the landlady about the leaky roof, for instance, or reminding your friend of that little eight dollars—the psychological moment when such a thing can be done easily and gracefully never is likely to come.

Dread is classed as a complex emotion—it is composed of expectation and very strong dislike or aversion. There is in it also an element of exaggeration. The thing dreaded always looks bigger and blacker than it really is. So, using all possible

tact and good judgment as to ways and means, tackle the disagreeable duty promptly and with a cheery "Here goes!" When you really get into it, it seldom is as bad as you thought, nor are the results of its performance so dire as you have anticipated they would be. Quillo.

Slow Progress.

A regiment of regulars was making a long, dusty march across the rolling prairie land of Montana. It was a hot, blistering day, and the men, longing for water and rest, were impatient to reach the next town.

A rancher rode past.

"Say friend," called out one of the men, "how far is it to the next town?"

"Oh, a matter of two miles or so, I reckon," called back the rancher.

Another hour dragged by and another rancher was encountered.

"How far to the next town?" the men asked him eagerly.

"Oh, a good two miles"

A weary half hour longer of marching, and then a third rancher.

"Hey, how far's the next town?"

"Not far," was the encouraging answer. "Only about two miles."

"Well," sighed the optimistic sergeant, "thank goodness we're holding our own, anyhow!"

Is Your City Contemplating a Fireworks Display For Fourth of July Or Any Other Holiday

Write us to-day for our 1915 Illustrated Fireworks Catalogue, Special Programmes of World's Fair Displays, Prices, Etc.
Gigantic Spectacular Fireworks Exhibitions at Manufacturers' Prices with freight paid to any part of United States.

Manufacturers' Fireworks Company

Largest Fireworks Distributors in America
Making Direct Factory Shipments
Flint, Michigan, U. S. A.

SHERWOOD HALL CO., Ltd.
Distributors Grand Rapids, Mich.



carry a full line of
Diamond Tires

"Putting on Diamonds is like putting money in the bank, it's safe."

Mr. Squegee.

Believe in the Goods You Sell

A good salesman is an optimist. He is a salesman because he believes in his goods and knows how to make his customers believe in them and want them.

National Biscuit Company goods will make an optimist of any salesman or saleswoman. They are goods that everyone can believe in—and enthuse over. Better biscuit are not baked—whether crackers or cookies, wafers or snaps, sweetened or unsweetened.

National Biscuit Company products reduce selling expense: they take less time to sell, they repeat oftener and so bring in greater profits to the grocer.

GRAHAM CRACKERS
—an everyday article of food.
The best Graham Crackers baked.
Retail at 5 cents and 10 cents.



Sell biscuit baked by

NATIONAL BISCUIT COMPANY



The Other Side of the Counter.

Seven o'clock struck and I was still waiting; the quarter chimed and then the half hour. Fifteen minutes of eight and the package containing my dress shirt, collars and tie still not here! It had been promised at 6 and the clerk solemnly swore that there would not be the least delay, put a big green ticket on it, scribbled all sorts of special instructions on his sales check and here I was, with a theater party on hand, half dressed at 8 p. m. Keeping my temper in check by all the usual means failed altogether. I sat down, tore off a little note to that particular shop, giving them an opinion of their methods and requesting that my bill be sent forthwith so that I might close my account and never go within a mile of their miserable doors again! Then I put on an old and tattered shirt and went to my party with a headache!

It happens every day. Your big establishments have the most elaborate shipping departments conducted at tremendous expense, and yet 50 per cent. of the complaints received relate directly and indirectly to inefficiency in the deliveries. There is not a more important branch of the retail business and still it falls down all the time. I suppose you know that a little scene familiar to the one described above is quite enough to deprive you of a man's trade for the remainder of his life; if it happens twice you can be sure of it. The most humble apologies don't cut the slightest figure. He doesn't care if the auto broke down, if the messenger was delayed or the package misplaced. He wants his goods and no amount of explanation will serve if he doesn't get them as promised.

What's the trouble? Some one told me the big department stores spend thousands of dollars putting in elaborate systems installed by experts working for \$25 per day and then have the plans carried out by a lot of \$5-a-week boys under command of one or two responsible individuals who are half worked to death under the strain of conducting a large business with cheap assistants. That certainly would explain the unpardonable blunders that happen daily; it keeps their correspondent hunting for fresh excuses, it ruins good trade and throws the merchandise back on their hands when it arrives too late. Why should shipping help be especially cheap anyway? The importance of the work is recognized; why not the caliber of the men who should conduct its details? As an outsider I don't know if this has anything

to do with the fault, but I have a suspicion that too many dollars saved in the wrong place is very poor investment.

I'm a great believer in keeping commercial promises and think if you tell a customer his package will be there at 4 it should reach him about 3:30. Good advertising, that. Nothing better to help the reputation of the business can be offered the customer for his approval and approbation. Why don't you salesmen who take an interest in your trade follow up special packages to see if instructions are carried out and the goods on the way as promised? If a man wants a half dozen collars about one hour before he starts on a trip he wants them more than anything in the world just at that moment. Pick up the 'phone and ask shipping if the stuff has started, and if it hasn't find out why. So many of you fellows behind the counter don't care three shakes what happens to the goods after you have the total of the sale on your book. It doesn't end there, and I do not see how any salesman with the least degree of consciousness about him can persuade himself that it does. If your shipping department has a defect in its running, do your share to guard your own interests by looking out for the customer and your sale.

If you happen to be an executive with a fondness for detail work, why don't you take up your deliveries and find out what's wrong and why? No business can be run without errors, of course, but a series of the same mistakes made in one place proves that this spot is weak. I don't suppose there is a single large establishment possessed of an ideal shipping department. Yet there probably isn't a branch of the entire plant that puts in longer hours or does harder work for less money or even the same amount represented by your delivery payroll. You rent or own fine motor trucks, you put handsome uniforms on messengers and you spend a small fortune yearly to advertise service; but the blunders go on just the same.

One of the largest department stores in the city has disappointed me on three occasions within as many months, and I happen to know that this store spares no expense to keep its efficiency at the highest point. My last unfortunate experience was in connection with a wedding gift promised for delivery on a certain date. The little silver dishes were all to be arranged with white ribbons, my card to accompany them, and I left the store beaming. Not hearing from the bride-elect, I 'phoned the store

and found the package had gone astray; profuse apologies were in order, the set was duplicated, and the following evening I had the pleasure of seeing my gift with price tag attached minus my card at the lady's home. You may imagine how graceful it was to explain my remembrance and how cheery was my epistle penned to that shop a day later.

Be alive to the importance of this end of the game. Employ men who can handle it with intelligence and pay them salaries that will command experience and brains. You cannot expect results without these and you cannot get them from the cheapest help in the market. Bring all force to see what co-operation means and let the whole organization work to-

gether on this vital proposition. "Deliveries on time" means just what it says.—Stroller in Haberdasher.

One Woman and Another.

Gladys—Jack really has a soft spot in his heart for me.

Muriel—How do you know?

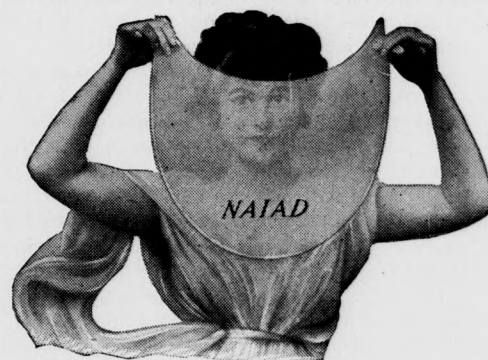
Gladys—He says he is always thinking of me.

Muriel—Why, a man doesn't think with his heart. The soft spot must be in his head.

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.

"The Crowning Attribute of Lovely Woman is Cleanliness"



NAIAD Dress Shields

add the final assurance of cleanliness.

FREE FROM RUBBER

Can be quickly sterilized in boiling water. All styles and sizes to fit every requirement.

Regular, Full Dress, Shirtwaists are made in flesh color. Guarantee with every pair.

**Naiad Waterproof Sheeting
for the nursery and hospital**

The C. E. CONOVER CO., Mfrs.
101 Franklin St. New York

FOR GRADUATES

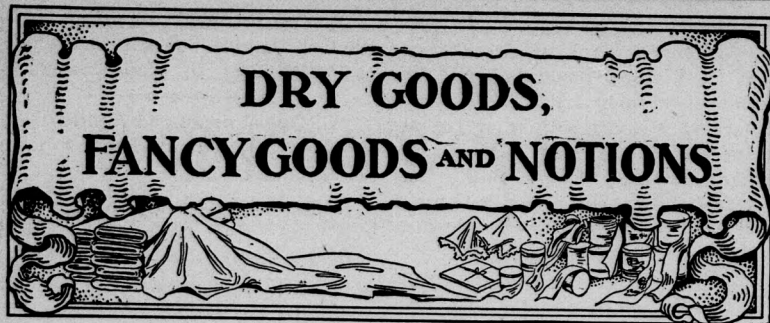
It is nearly time for graduation, and you will have a demand for white fans. We have them to retail at 25, 50, 75, \$1.00 and upwards. These are good sellers and pay you a good profit.

We also have everything for graduates' wear. A splendid line of sheer white goods in cotton, mercerized and silk.

Ribbons, white gloves and hosiery at all prices.

Bunting and flags for decorations.

PAUL STEKETEE & SONS
Wholesale Dry Goods Grand Rapids, Mich.



Pleasing Husband as Well as Milady Herself.

Written for the Tradesman.

Sometimes the husband's approval or disapproval of a given article is the element that brings success or failure in consummating a sale. Sometimes the husband, if he is a man of leisure or it happens to be a day when he can get off, comes with his wife when she is on a shopping expedition. Lately I noted two elderly men sitting at ease in the cloak and suit room of a large store—friends and acquaintances probably, for they were chatting pleasantly together—both evidently there to sanction or disapprove some possible selection of a coat or suit. More often, perhaps, the good man does not come to the store, but passes upon the item under consideration in the quiet of the fireside.

Any kodak experimenter who tries taking snap shots of his friends, soon finds that the more people he tries to take together, the less the chance of securing a good negative. As the number of persons is increased, the probability of getting a desirable picture decreases in more than geometrical ratio. Any photographer will tell you that there is great difficulty in getting a really satisfactory group photo—that is, one in which every face is excellent. Some one is likely to move or his face takes on an unpleasant expression, just at the critical moment.

It is of course a truism in the art of selling goods that it is far easier to sell to a customer who comes alone than to one who is accompanied by one or more of her friends. And if in place of a woman friend she brings her husband, or if the goods have to be subjected to his inspection, surely the task of the salesperson is not lessened.

Various are the reasons why men sometimes take a hand in choosing their wives' suits, shoes, hats, etc. Some men just naturally can't rest unless they are running everything, particularly all that relates to spending money. With such a man, in his own estimation, his taste is unequalled, his judgment is without peer. But not many men are so opinionated. More often the man is roped into the shopping job, more or less against his own inclinations. Perhaps Milady is a bit wily. She is gifted in finesse. And she knows that if John sees something that really strikes his fancy, he will not stand on the price as she would be likely to do if deciding the matter alone. Perhaps she is a timid, hesitating, wavering little soul, that ever feels

the need of a stronger will to back her up. Possibly she shrewdly calculates that if John has a part in making the selection, he will not be likely to let fly keen shafts of ridicule when she comes to wear the garment, as sometimes, to tell the truth, he has done when she has chosen things for herself.

For whatever reason the man's judgment is appealed to, it introduces into the case a disturbing element of uncertainty.

There are some men who have excellent taste and are close observers in matters of dress, but outside of those engaged in the dry goods or clothing business, they are few in number. The average man is too busy to study the fashion magazines. Besides he would have no taste for that kind of mental pabulum even if time hung heavy on his hands. As to colors, his taste is apt to be crude—sometimes even barbaric. As some one has expressed it, "A man does not care what color a thing is, so long as it's red." Sometimes he takes a great liking to something extreme and frightfully unbecoming. Quite as often his sight is offended by any thing that is at all different from what he has been accustomed to seeing. The new styles do not look right to him.

And whatever unaccountable turn his fancy or his aversion may take, he can express his fateful opinion with such cool masculine unconcern and flatfootedness! A woman friend, although she may be wickedly ingenious in raising objections and seeing points of imperfection, has a more comprehensive and usually a more sympathetic view of the situation.

She realizes that some selection must be made, some determination must be arrived at. And she knows that not all desirable points ever are combined in one article. However excellent a thing you find, something else always is better in some ways. She knows that it is best to strike a sort of balance between pleasing features and those which are objectionable, and choose the garment which embodies most of the former and fewest of the latter.

But a man—the average man—what does he know about it anyway? Unquestionably when he is brought into the case he is an element of difficulty that no skill in buying can forestall, no tact in salesmanship always can meet successfully. When a garment is returned with a "My husband does not like it," that unwelcome dictum must be accepted as final. Whether he comes in person or whether absent, he makes his prejudices and dis-

likes manifest by the rejection of what would otherwise be a go, he must be treated with marked courtesy, and deference must be given to his opinions, no matter how absurd and discomfiting they may be. He pays the bills, and, looking at the matter impartially, who has a better right to be suited?

But down in his heart the dealer can not help thinking that the girl who earns her own money, or the widow, or the independent bachelor maid, or the woman who takes things in her own hands and asks no odds of her supposed lord and master—any one of these is an easy proposition compared with the woman who feels that she must put everything up to her husband. But there is this consolation—your competitors also have the husbands to reckon with.

K. K.

"Hello" News of Interest.

Written for the Tradesman.

The Southern Michigan Telephone Co., which recently took over the lines of the Michigan State in the southern counties, proposes an increase in rates and a two days' hearing in the matter was held before the State Railroad Commission at Lansing. The merger was asked for by subscribers themselves last fall, in the belief that one system if properly regulated would be better than competing lines. They are satisfied with the new service but object to an advance in rates. Discussion pro and con was heated at times and the Commission reserves its decision pending further investigation, announcing that experts will go to the books of the company itself to find out what would be reasonable returns on the investment. Chairman Hemans called attention to the fact that of over 1,200 telephone systems in the State the reports filed with the commission showed that less than forty were paying propositions, largely on account of mismanagement. Low rates, without taking into account the matter of depreciation, is the trouble in many cases.

The State Commission is also threshing out questions at issue between the Reading Central and the Camden telephone companies of Hillsdale county on the one side and the Michigan State on the other, regarding the handling of toll business.

Members of the Osceola Rural Telephone Co., with branch offices at Hartwick and Dighton believe that they are getting more for their money than any other phone patrons in Northern Michigan. For an annual fee of \$6 they can talk with anyone on exchange lines at Evart, Hartwick, Marion, Dighton and Tustin and with subscribers in all townships.

The Valley Home Telephone Co. of Bay City, made the official "cut over" to the new board, offices and equipment May 9. The company was organized in 1897 and has enjoyed rapid growth, with 9,500 phones in service now and an investment of \$764,848.05. Tuscola, Huron and the Northern half of Genesee county are covered with toll lines. The company employs 225 people.

The Michigan State has appropriated \$15,000 for the improvement of its toll service out of Detroit.

Frank L. Hall, son of the manager of the Dowagiac exchange, is the new manager of the exchange at Datur.

The Michigan State will expend about \$70,000 in improvements at the Saginaw plant this season, to provide for normal growth during the next five years. Much overhead wiring will be placed in conduits.

The Freeland exchange with 200 telephones has been taken over by the Michigan State and more than 100 phones will be added soon.

The Fayette Rural Telephone Co. of Jonesville received a refund of \$50 from the U. S. internal revenue office at Detroit, this money having been a fine imposed because of alleged neglect in complying with the income tax law.

J. C. Elton of Traverse City is the new manager of the Gaylord and Vanderbilt exchanges and subsidiary lines of the Onaway-Alpena Telephone Company.

L. C. Ealy, manager of the Citizens' exchange at Hopkins, has been promoted to a similar position with the company at Zeeland.

The Baraga County Telephone Co. has been granted franchise rights by Arvon township to build and maintain a line between Skanee and L'Anse.

The new directory of the Michigan State at Lansing shows an increase of 200 telephones since the last issue in November. Almond Griffen.

TALK



Over Citizens Long Distance Lines
Connecting with 200,000 Telephones
in the State. 85,000 in Detroit.

COPPER METALLIC
CIRCUITS

CITIZENS TELEPHONE COMPANY

Our 3rd Anniversary

In our New Home we will Celebrate with a Ten Days' Special Sale of Staple Merchandise

Commencing Tuesday, June 1
Ending Thursday, June 10

This will not be an unloading sale of Old Goods, but a distribution of new clean merchandise at a money saving figure.

Send us your mail orders with the assurance that the same will be carefully filled—subject to goods being in stock when your order is received. Study the items below and remember that they are only a few of the many articles priced especially low for this sale.

1st and 2d Floor Specials

36-inch UNBLEACHED SHEETING An extra good grade of heavy, clean factory, Anniversary Sale	5½c
36-inch FINE CAMBRIC The well known "Diamond Hill" Underwear Cambric, Anniversary Sale	6¾c
MERRIMACK SHIRTING PRINTS All new goods, full pieces, large variety of styles, Anniversary Sale	4¼c
AMOSKEAG CHAMBRAY Stripes and checks, 32 inch, double fold, new goods, Anniversary Sale	6¾c
BLEACHED TOWELING Twilled, fast selvedge Dish Toweling, Anniversary Sale	3½c
BURMAH CHALLIE Medium and dark styles Cotton Challies, Anniversary Sale	3½c
36-inch ART DENIM Plain green, extra heavy, for floor and furniture covering, Anniversary Sale	10c

3d Floor Specials

Men's soft finish handkerchiefs, regular price 45c, Anniversary Sale	37½c Doz.
Hair bow taffeta ribbon, assortment Pink, Blue, White, Navy, Red, regular price, 75c, Anniversary Sale	62½c Pc.
Linen Torchon Lace, assortment 36 dozen yards, all edges, regular price, 45c, Anniversary Sale	37½c Doz.
Ocean Shell Pearl Button, assortment sizes 12 to 20, 120 dozen in box, 1 dozen on card, regular price, \$4.00, Anniversary Sale	\$3.00 Bx
630 yards special Embroidery, assortment, regular price, 8c, Anniversary Sale	6c Yd.
42 inch Embroidery Flouncing, regular price, 37½c, Anniversary Sale	32½c Yd.
Men's Pocket Knives, assorted dozen in roll, regular price, \$4.50, Anniversary Sale	\$3.75 Doz.
Percale Kimona Aprons, button front, regular price, \$4.50, Anniversary Sale	\$3.87½ Doz.
Roman Talcum Powder, assorted odors, regular price \$4.50, Anniversary Sale	\$3.90 Gro.
Savon D'Orient Toilet Soap, 3 cakes in fancy box, regular price 75c, Anniversary Sale	52½c Doz.

4th Floor Specials

Misses' Fine Ribbed Hose, Black and Tan. Sizes 5 to 9½. Special at \$1.00 on Size 7, on a rise and fall of 5c	
Ladies' Silk Lisle Hose with Ravel Stop top, Black, White and Tan. Sizes 8½ to 10. Special at	\$2.00
Men's Light Weight Socks in Black and Tan. Sizes 9½ to 11½. Special at	90c

4th Floor Specials—Continued

200 Dozen Ladies' Sleeveless Straight Vests. Sizes 4 and 5. \$1.00 and \$1.15 quality. Special at	75c
Boys' Union Suits in Mesh, with short sleeves and knee lengths, and athletic styles in Nainsook and Balbriggan. Sizes 24 to 34. Special at	\$3.75
Men's Poros Union Suits in white and Egyptian. Short sleeve and ankle length. Sizes 34 to 46. Special at	\$7.00

5th Floor Specials

MEN'S WORK SHIRTS

No. 1615—500 Dozen, made of Amoskeag Chambray, full size, pearl button. Sizes 14½ to 17, Anniversary Sale	\$3.50 Doz.
No. 1616—300 Dozen, made of Ideal Chambray, full sizes, 14½ to 17, Anniversary Sale	\$3.62½ Doz.
500 Dozen Chambray Mock Shirts, Fancy Patterns, all sizes, 14½ to 17, Anniversary Sale	\$3.95 Doz.
200 Dozen Heavy Police Suspenders, Anniversary Sale	\$1.75 Doz.
10 Gross Silk Poplin Reversible, 4 in. hand ties, all colors, asst. to 1 doz. box, Anniversary Sale	85c Doz.
50 Dozen Job Lot Ladies' White Shirt Waists, sizes 34 to 44, former price, \$8.50, \$9.00 and \$12.00 dozen, Anniversary Sale	\$4.50 Doz.
1 Lot Boys' Soft Attached Collar Shirts, former price \$4.00 doz., Anniversary Sale	\$2.25 Doz.

Dept. D—5th Floor Specials

Boy Scout Khaki Coats and Pants, to match, assorted sizes, regular price, \$7.50, Anniversary Sale	\$6.00
Men's Cottonade Pants, black brocade stripe, assorted sizes, 32 to 42, regular price, \$9.00, Anniversary Sale	\$7.50
Men's Covert Bib Overalls, olive green stripe, assorted dozens, 32 to 42, regular price, \$7.00, Anniversary Sale	\$6.50
Men's Covert Coats, olive green stripe match the overalls, regular price, \$7.50, Anniversary Sale	\$7.00
Youths' Blue Rib Overalls, assorted dozens, 26 to 31, regular price \$4.50, Anniversary Sale	\$4.00
Men's Blue Overalls, 240 denim assorted dozens 32 to 42, with or without Bibs and Coats to match, regular price \$4.75, Anniversary Sale	\$4.50
Men's 8 oz. Gold mixed and White mixed denim Coats, with ring buttons, assorted sizes 34 to 44, regular price \$7.50, Anniversary Sale	\$6.50

We take this opportunity of thanking our customers for their many favors and wish them to feel assured that any orders given us, may they be large or small, will be highly appreciated and promptly and carefully executed.

TERMS AS USUAL

Grand Rapids Dry Goods Co.
Exclusively Wholesale
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 Chaplain—A. W. Stevenson, Muskegon.
 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. Cornells.
 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.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

A \$20,000 gymnasium will be provided at the Government Indian school, Mt. Pleasant.

The boys of the Junior Board of Commerce, Bay City, listened to a stimulating talk recently by Otto E. Sovereign, a local manufacturer. His parting word was: "There are two ways to success. One is work by the hand and the other is by the brain and in closing I want you always to remember that the thinker is the master. Use your brains during spare time and think. Everyone of you is capable of conceiving an idea, of getting a thought, which in the long run will pay you handsomely."

Fifty-seven business men of Sault Ste. Marie have pledged a total of \$1,500 for use in city developing purposes.

The Wm. C. Vaughn Co., of Detroit, will build a pickle salting station at Empire.

Surely the world do move. One of the auto-bus lines between Grand Rapids and Ionia now replies to phone calls of Ionians and sends a car to residences any time for parties who want to do shopping or attend theaters in Grand Rapids.

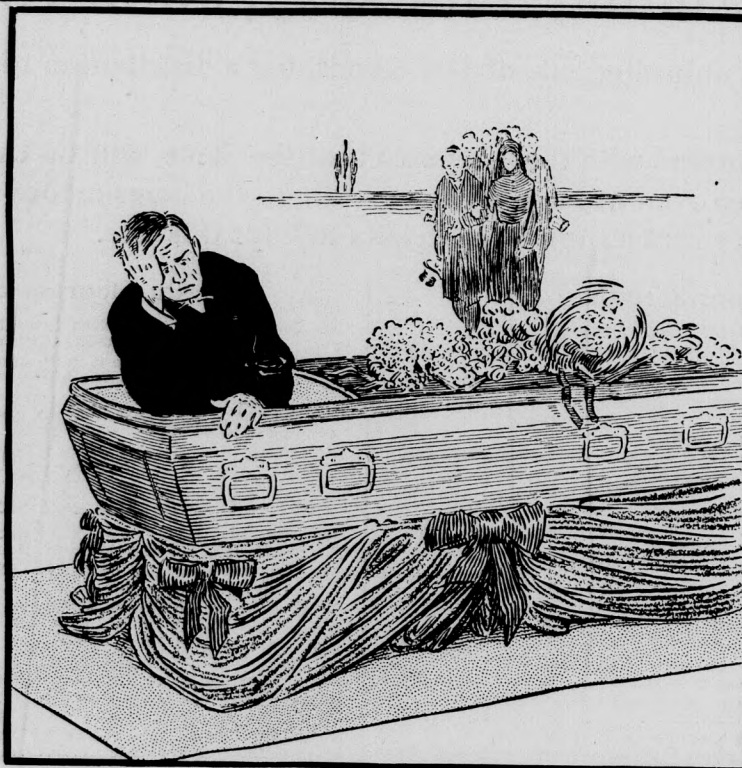
The thirtieth annual camp meeting at Eaton Rapids will be held July 22 to August 1. This is one of the leading events of the year at the Island city, in industrial as well as religious circles.

Fenton has voted a bond issue of \$20,000 for sewers.

Ruins of the Auto Dash Co.'s plant at Milford, recently destroyed by fire, have been cleaned up and business

men are raising money to induce the company to rebuild there.

Battle Creek's ornamental street lights will be extended from West Main to Washington avenue, thence to Ann avenue, north of the Sanitarium Annex.



ONE KIND OF DEAD MAN.

Some men are dead long before they are buried. It is a delusion that a man has to wait fifty or sixty years to die. If the spirit of the man—the soul of hope and courage within his breast has been extinguished, he is as dead as he ever will be, even though his body continues to walk the streets.

His relatives and friends might just as well get together and hold a funeral service over him now as any time. He has allowed his light to flicker out—the vital spark has fled. He has lost the essential quality of life and manhood—Courage.

Courage! That's what every salesman needs. Without it you might as well quit the business. No success can be withheld from the salesman with grit—no achievement is too high for him to reach.

Success is a matter of red corpuscles in the blood—that's all.

The city commission of Pontiac has let the contract for a municipal garbage reduction plant to Henry Wagner, of Cincinnati, the price including installation being \$4,603. In addition the city must erect a brick building to house the plant. A similar plant is in operation at Port Huron and it is claimed converts refuse into tallow and fertilizer, which when sold net the city a return on the investment.

The Saginaw Board of Trade has been the means of distributing thousands of ornamental trees, bushes and vines throughout the city. Spireas have been in strong demand and orders placed with Eastern nurseries have been exhausted three times. Each of the collections is so arrange-

ed that there is food on some one of the plants during every season of the year to provide for hungry bird life. Bird houses are being made to go with each collection.

"Griffen park" is a new beauty spot at Mason. It was formerly a gravel pit and an eye sore.

The Ludington Board of Trade adopted a resolution urgently requesting all citizens to beautify their homes and merchants will also be asked to place flower boxes in their store windows. Ludington is a resort city and wants to appear at its best during the summer season.

A private lighting company of Pontiac has a pipe line laid between Royal Oak and Birmingham and will soon be distributing gas in that territory.

Almond Griffen.

William Lautz, grandfather of the present head of the concern. It was continued by him until his death in 1865, and it was during those first dozen years that the foundations were laid for the immense business of to-day. From 1865 to 1894, it was continued by J. Adam Lautz, father of the firm's President, and associated with him were his two brothers.

Upon the death of J. Adam Lautz in 1894, Carl A. Lautz and his brother, Otto J. Lautz, succeeded to his interest in the business. Later, when his two brother associates died, their interests were purchased from the heirs, leaving Carl A. Lautz, as President, and Otto J. Lautz, Vice-President and Treasurer, the sole owners of the business.

Associated with them are the two sons of the President, Oscar C. Lautz and John A. Lautz, both graduates of Yale, and Theodore V. V. Lautz, son of Otto J. Lautz, making representatives of the fourth generation of the Lautz family in the same business.

Thirty states in the territory north of the Ohio River, from Maine to Mississippi, are thoroughly covered by the trade of Lautz Bros. & Co. Nearly 100 salesmen are kept on the road, besides several traveling advertising crews.

Sales are made exclusively through the wholesale grocery trade, no business being done with the retailers direct. The sales force is organized upon the life insurance plan, that is, there is maintained in each state a district sales manager, who looks after the jobbing trade and the employment of sub-agents who call regularly upon the retail grocery trade.

In the last ten years, since the present owners have given to the business the entire benefit of their energy and ability, the output of Lautz Bros. & Co. has more than doubled. With the acquisition of the Gowans interests, the Lautz concern easily takes rank with the foremost soap firms in the country, and is one of Buffalo's largest and most prosperous industries.

Affection in dress indicates a flaw in the intellect.

The Hotel Barry Hastings, Michigan

Re-opened for Good

Parlor Sample Rooms

Free Auto to and from all Trains

I will please you if given an opportunity
Ask the Boys

GEO. E. AMES, Prop.

Hotel Brezlin 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
COLEY-PLAZA HOTEL, BOSTON

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

Doubled Its Output in Ten Years

Buffalo, May 22.—One of the most important events in Buffalo's industrial development in recent years is the acquisition by Lautz Bros. & Co., manufacturers of fine laundry soaps, of the business of Gowans & Sons, another concern in the same line of endeavor, enjoying also a National reputation. Included in the transaction was the transfer of the plant, brands, trade marks and good will of the latter concern.

The Gowans plant was established in 1834 under the name of Gowans & Baird, and the business is one of Buffalo's pioneer manufacturing concerns still in existence. Several years later, the firm name was changed to Gowans & Stover, still a familiar name in the business world, and about fifteen years ago, the firm title became Gowans & Sons.

Lautz Bros. & Co., was established in 1853, sixty-two years ago, by

Late News of Interest to Travelers.

Miss Gertrude Ross, of Petoskey, has leased the Crystal Inn, at Beulah, succeeding White & Conklin.

The Midnight Club met with Mr. and Mrs. A. F. Rockwell, 1422 Wealthy street, Saturday evening, May 22. After a 6 o'clock dinner, served by the hostess, the guests were entertained at 500. The first prize was awarded to Mrs. R. J. Ellwanger and A. P. Anderson and second to Mrs. John Olney and R. J. Ellwanger. "Tom" Waddell, well known representative of the Independent Stove Co., of Owosso, is carrying around a grin that spreads over the entire surface of his countenance, all because the Lord answered his prayer and sent him and his good wife a bouncing, bellowing baby boy. The event occurred on May 14.

The brain of the dead Talleyrand, which scientists had procured for analysis, was thrown into a Paris sewer by a scullery maid who found it lying unguarded and mistook it for offal of a common sort. Science was a heavy loser through that blunder of hers. When you ignore a prospect, refuse a new territory or reject the friendship of a man, supposing it worthless without being sure of your ground, isn't it possible that you are making a similar disastrous mistake?

Get into the pink of condition. Observe these eight rules for health and they'll put you there: Cut out worry. Eat regularly and with moderation. Don't overdo the Turkish bath fad—too much of it weakens the system. Don't seal yourself up hermetically in overweight underclothes—give your pores a chance to breathe. Don't take doctors' dope when you can get out of it. Sleep between midnight and 7 a. m.—longer if you can, with the extra hours on the forward end. Be temperate. Take exercise.

The Hartford House, at Hartford, which has been run by Charles Giddings, has been sold to Roy Hinkley.

After being closed for the past two years, the Hotel Colonial, at Reese, is to be operated again. Wm. Massoll, a local man, has recently purchased the property and extensive improvements are being made on the building and premises.

An up-to-date dairy lunch room with quick service as an added inducement will be installed in the former barroom at the New Burdick Hotel, Kalamazoo. A new counter and tables have already been received and the place will be open for business next week. The lunch room will be operated entirely independent from the present dining room.

The Winter Inn, at Greenville, which for two years has been closed, will again be opened as a regular hotel by W. H. Mills, and conducted on the European plan. Mr. Mills is an experienced hotel man, and knows well what the traveling public wants in the way of service.

Harry Wood, residing at 1342 Franklin street, member of No. 131 U. C. T., representing the Round Oak Furnace Co. of Dowagiac, in Michigan for the past eight years has re-

signed his position and is now connected with the Rudy Furnace Co., a new company recently organized, who will put a furnace on the market embracing many entirely new features. It will be ready for the market about September 1. Mr. Wood has been elected Vice-President of the company and will devote a portion of his time to traveling and will be pleased to see his old as well as his new customers. Mr. and Mrs. Wood will remove to Dowagiac early this fall and will be greatly missed by their many Grand Rapids friends.

Served Juicy Steaks and Fragrant Coffee.

Battle Creek, May 24.—Fred Gammenthaler, of this city, is a striking example of man who recognized his opportunity when it came along and grappled with it most successfully. The adventure of such a course was very clearly demonstrated recently when Gammenthaler opened a new restaurant, in a new building of his own, out of the proceeds of the opportunity which had gone begging for fifteen years.

Three years ago Gammenthaler was employed in the boiler room of a local sanitarium, working for ordinary laboring wages. He had saved up \$500 and with this small capital he swung a deal whereby he bought property opposite the sanitarium for \$18,000, paying \$500 down. A small restaurant—a horse car that had been enlarged—was being operated without success. Gammenthaler, after he acquired the property, began a more energetic operation of the restaurant.

The restaurant happened to be almost opposite the sanitarium, where a vegetarian diet is rigidly insisted upon and where no tea, coffee or other stimulating beverages are served. Gammenthaler cashed in on the human family for richly seasoned foods and coffee. His restaurant became a gathering place for patients at the sanitarium and no amount of warning, coaxing and even threatening could keep the patients away from the alluring forms of foods. Gammenthaler gave his restaurant the suggestive name of "The Little Red Onion" cafe and advertised on his sign that the "choicest of coffee" and "thick steaks" were served at all hours.

The tide of patients who turned in at the Little Red Onion created some dissatisfaction at the sanitarium and offers at the sanitarium to purchase were made by the management of the institution. These were repeated at intervals for three years, the price of sale being raised a little after each offer. Last year, after three years of ownership, during which time the restaurant paid him a handsome business profit, Gammenthaler sold the restaurant for \$36,000—just double the amount he paid for it.

A condition of the sale was that the seller refrain from re-engaging in business within a block of the sanitarium. Gammenthaler immediately purchased a building one block from the site of the old restaurant and on this site he immediately established a new restaurant.

Zainea Bros., who have been operating in the hammered copper line in this city for several years, have succeeded Carl Orwant in the grocery business on Bridge street.

Henry T. Livingstone, who recently came here from Roanoke, Va., has succeeded Ben Sharp in the restaurant business at 108 South Ionia avenue.

Eastern Time Illegal in Michigan.

Manchester, May 25.—The D. U. R. is using Eastern time on its interurbans, which is creating much confusion. Many travelers are missing their connections. The common people have not had a chance to voice their views on changing time.

Monroe and Pontiac have adopted Eastern time. There is only one paper that says anything against it that I have seen, which is the Jackson Patriot. They will be cramming this Eastern time down Grand Rapids throat soon.

The Tradesman has not heretofore registered a protest against the adoption of Eastern time by some of the cities and towns in Eastern Michigan, because it believed—and still believes—that the innovation is a fad which will soon be abandoned. One reason why the change cannot be maintained permanently is that it is illegal, the Legislature having legalized Standard time by special enactment some years ago. No city or corporation can deviate from the enactment without causing serious annoyance and loss. A bank, for instance, which advertises to keep open until 3 or 4 o'clock and closes an hour earlier, thereby depriving a man who has a note due at the bank from paying it within the established legal limit, will find itself in a peculiar position if it undertakes to protest the note for non-payment without giving the maker a chance to make good. The change is so unnecessary and so unreasonable that the Tradesman is very confident the matter will not even be considered by Western Michigan cities and towns.

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

Buffalo, May 26.—Creamery butter, fresh, 25@28c; dairy, 20@25c; poor to common, all kinds, 17@20c.

Cheese—Dull; new fancy, 10@15½c; new choice, 14½@15c; held fancy, 15½@16c.

Eggs—Choice fresh, 19@20c. Poultry (live)—Broilers per lb, 30@35c; cox, 12c; fowls, 17@18c; geese, 11@12c; turkeys, 15@17c; ducks 16@17c.

Beans—Medium, new, \$3.40; pea, \$3.25; Red Kidney, \$3.60@3.65; White Kidney, \$3.75@3.90; Marrow, \$3.75@4.00.

Potatoes—30@40c per bu. Rea & Witzig.

Not Particular About Age of Eggs.

Kalamazoo, May 24.—Alpha D. Pettit, grocer at 537 Portage street, claims he is a victim of a diabolical plot concocted by enemies whose identity he is unable to determine. Two weeks ago his cat was poisoned. Last week his dog was found dead. It had been poisoned. Saturday, when Pettit arrived at his grocery store to open up for the day he was compelled to wade through a mess of broken eggs which had been smeared on his doorway. The eggs gave mute testimony of being altogether too old to be fragrant.

Most American people know about Zanzibar through comic opera. Perhaps there are people in Michigan who imagine Zanzibar to be a mythical kingdom, but when they read about the latest demand from that country, they will realize that Zanzibar really exists on the map as well as on the stage. Zanzibar is a hot country, and the natives do not wear furs in the good old summer time. They do like bright colors, however, and they have sent over samples of what they like, so that American manufactur-

ers will be able to fill their orders. There is a British protectorate over the islands, and English looms made a good share of their cloth before the war. One sample has a sky blue ground printed in black and red Mohammedan symbols and designs. Unless gray colors are used and the prints are attractive to the Zanzibarian eye it is of no use to send cotton cloth to the island, but American manufacturers ought to be able to supply what is desired.

Hillsdale—The Alamo Manufacturing Co. may be induced to remain in Hillsdale in view of concessions that the New York Central Railroad and the city have made. The railroad has offered to build the sidetrack desired by the company and the city is said to be ready to grade the track. These concessions, with free water, free lighting and free power which the city has offered, are hoped to keep the company from moving.

Charles L. Frost, formerly manager of the Hardware Supply Co., which recently consolidated with the National Brass Co., has re-engaged in the metal business under the style of C. L. Frost & Son and the Metal Goods Co. His office is located at 209 Murray building.

John Thorpe, who has been shipping clerk for the Judson Grocer Company for several years has been promoted to the position of house salesman. Theodore Van Duren, who has been assistant shipping clerk, automatically steps into Mr. Thorpe's former position.

Burt Petter who sold his grocery stock at 1501 Plainfield avenue two years ago to Johnson Bros., has repurchased the stock and resumed business in his own name at the same location.

The Michigan Hardware Company has issued a 1,022 page catalogue which it will distribute among its trade. The catalogue is fully illustrated and is very complete and comprehensive.

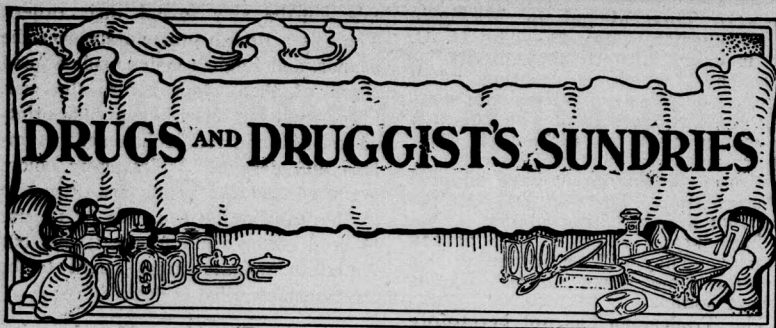
Show us a man who has accomplished anything worth while, and we will show you a man who makes a specialty of attending to his own business.

The happy wife is not a woman who has married the best man on earth, but one who is philosophical enough to make the best of what she got.

William Judson, President of the Judson Grocer Company, is expected back from the Pacific Coast Monday or Tuesday of next week.

E. C. Foster, of Fennville, recently put in a complete line of shoes, purchasing his stock from the Hirth-Krause Co.

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



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.

Are You Selling Live Goods at Right Prices?

"What are your ideas of good business, anyway?"

From a careful investigation of business methods as used by the average drug dealer throughout the country, those of you who are alert and successful would be tempted to ask that question in nine cases out of every ten—for the appearance of so many business houses as well as their proprietors, clerks, stock arrangement and stock selection will show at first glance such a decided misconception of what real business means that you decide at once that the person back of the business needs to study his work more thoroughly.

Many of us, in fact, who have been successful in a certain sense, will derive considerable profit from a careful examination of our own ideas, plans and habits as well as our attitude toward our own lines of business.

First, as an introduction to this examination—do you consider the kind of demand which you are trying to meet? Do you measure the demand from the sales of the goods which you offer, or do you foresee the demand in such a way as to offer the goods that are needed? There is a wide difference in these two questions. Hundreds of dealers in America at this very minute, while you read this, are no doubt saying to their clerks or assistants, "We are out of — and must order more at once." But the number would be few who are saying, "I believe the people who patronize our business would buy —. It is new, but there is a good sale for it in other places, and I am going to put in a small stock as a trial." And, again, there are only a very few who are so carefully observing and watchful of the

changing needs and demands as to say, "Here is a tonic which has been in stock and taking up good space for six months. It must move at once, even if I only get the cost out of it." Three observations have been given. Perhaps you have heard them all—but in them lies one of the greatest secrets of success. The first indicates that the proprietor has been forced to recognize demands; that he did not realize what goods were bringing to him in his income, and that he pays little attention to the matter of salable and unsalable goods. The second observation indicates a dealer alert to demands and a determination to offer his customers the newest things in his line. It is safe to assert that he seldom wakes up to find his stock entirely depleted, for the simple reason that he watches the fast selling goods and keeps them replenished constantly. The third observation is also an indication of progress, for it means such a careful eye on salable lines that no unsalable goods are allowed to clog up the stock room and interfere with the success of the business.

It is an excellent plan to go over practically every kind of goods you handle at stated intervals and weed out all goods that are out of demand, out of style, out of use, disfigured, shop worn or in any way apt to be unsalable. Many dealers object to selling these goods at lower prices than usual or at cost, but if you figure the amount of time that will be spent in the fruitless handling, moving, cleaning and rearranging of them for five or six months, you will realize that it is more profitable to sell them out at cost and replace with fast selling goods.

"Do your customers consider your store an absolutely up-to-date store in every way?" Here is another question which it will be well to be able to answer satisfactorily. I remember talking to a dealer in a rather large town in Delaware recently. As I stood in his store I noticed many automobiles passing, and practically all of them in the same direction—but occasionally one would be going the opposite way and the latter would be loaded with packages and parcels. "Where are all of these people going?" I asked. "To Wilmington," said the dealer. "And where are the others coming from?" "Wilmington," he replied. "What do they go to Wilmington for?" I persisted. "To buy drugs," was the answer.

The secret of the whole matter was that he was driving his custom into Wilmington because he did not realize that he must keep what the peo-

ple needed and demand. In his store were vast piles of unsalable drugs and specialties, which he was not willing to unload because he would have to reduce prices to do so.

There has been such a tremendous advance in methods of communication and transportation in recent years that it is absolutely necessary for the business man to be absolutely up-to-date in every way—at least, so far as his means will allow and conditions demand.

To be thoroughly progressive you should study the various periodicals devoted to your particular line of business, because the information contained in them from a literary sense is of such a nature, as a rule, that you will be greatly benefited if you apply the plans and ideas to your own business, and in addition to this the advertising of the manufacturers and wholesalers will keep you in touch with the new things just as they are put on the market.

The reason many dealers fail is because they work too much with their hands and not enough with their heads. They are mentally lazy and in consequence their powers of reasoning have reached a condition where they cannot be depended upon. Use your brains more, and your hands less. Don't be afraid to use either when they are needed, but if your business is of any consequence at all it will need your brain power more than it will of muscle.

In conclusion, there are a few more important questions which may be noted down, and you can try the process of being able to answer them all affirmatively.

What is the actual monthly expenses of your business?

Of the total expense which particular single item is the greatest?

Why?

What are your monthly receipts?

Of the total receipts, which particular line of goods shows the largest amount.

Does the line which has brought you the most receipts also bring you the greatest profits?

What percentage of your sales is spent for salaries, for advertising, etc.?

How much money is represented by the credit accounts on your books?

How much do you owe?

What is the approximate value of the stock in each department?

Can you tell which article nets you the greatest clear profit each year?

Think over the above questions and reason out the answers carefully. Perhaps they will reveal some truths to you which you have never taken time to consider before.

W. C. Moore.

Vaseline Cream.

Vaseline 24 ozs.
 White Wax 12 ozs.
 Spermaceti 12 ozs.
 Glycerin 3 ozs.
 Oil Rose Geranium 1 dr.

Melt the white wax and spermaceti over a water bath, add the vaseline, stir until nearly cold, then add the glycerin and oil or rose geranium.

The Advantage of Shelf Bottles.

There has been considerable written about the valuable space that shelf bottles take up. However, they have their advantages as well as their disadvantages. As these bottles are labeled in Latin, it is claimed they never sell goods. The advantages of shelf bottles are many:

They furnish a regular container for the preparation.

The shelf space furnishes a regular place for the preparation.

It is not so likely to become lost on some back shelf.

Its conspicuous place prevents the bottle from remaining empty very long.

Hand written labels are likely to become smeared and faded on stock containers.

A Dog Doctor's System.

A New York veterinary tells of his system of handling the pet animals intrusted to his care by rich women.

"When," says he, "I receive an overfed dog, I consign him to a disused brick oven with a crust of bread, an onion and an old shoe. When the dog begins to gnaw the bread the anxious mistress is informed that her darling is 'doing nicely.' When the canine begins operations on the onion word is sent that the animal is 'decidedly better.' When the dog tackles the shoe my lady is gratified to hear that her precious pet is 'ready to be removed.'"

"Come on Along."

Grand Rapids, May 24.—Michigan druggists, please don't forget the dates of the State pharmaceutical meeting. You all take the Michigan Tradesman. If you don't you should, as it will keep you posted. June 9, 10 and 11 are the big days. Cast off the every day grind and routine, come to Grand Rapids on the above dates and rub elbows with your brother druggists and enjoy the biggest and best meeting of your Association ever. The hardware dealers, grocers and clothing men all have their annual meetings. They come away benefited. You will do likewise if you will attend your meeting. Our banquet at the Morton House will be entirely to your liking. We will have with us as speakers Governor Woodbridge N. Ferris, Prof. J. A. Schlotterbeck, Dean of the Pharmacy Department, U. of M., Congressman Doremus, of Detroit, also Con De Pree, of Holland. We are already assured of a good attendance. Better join the bunch and be with us. We will assume all responsibility of your having a splendid time during your visit to Grand Rapids. J. J. Dooley.

President M. P. T. A.

The Greater Need.

Book Agent—This book will teach you the way to economize.

The Victim—That's no good to me. What I need is a book to teach me how to live without economizing.

Frank B. Kramer, 548 South Lafayette avenue, traveling agent for an Eastern drug house, and also a partner in the drug store of A. R. Maier & Co., at Bay City, has started the Economy Drug Co. (not inc.) which he intends conducting with headquarters at his home in this city. He will handle a general drug line for five and ten cent stores.

The Stranger.

A stranger knocked at a man's door and told him of a fortune to be made.

"Um," said the man, "it appears that considerable effort will be involved."

"Oh, yes," said the stranger; "you will pass many sleepless nights and toilsome days."

"Um," said the man, "and who are you?"

"I am called Opportunity."

"Uh," said the man, "you call yourself Opportunity, but you look like Hard Work to me."

And he slammed the door.

Quotations on Local Stocks and Bonds.

	Bid	Asked
Am. Light & Trac. Co., Com.	322	327
Am. Light & Trac. Co., Pfd.	107	110
Am. Public Utilities, Pfd.	62	65
Am. Public Utilities, Com.	27	30
Cities Service Co., Com.	45	50
Cities Service Co., Pfd.	55	60
Comw'th Pr. Ry. & Lt., Com.	50	53
Comw'th Pr. Ry. & Lt., Pfd.	79	82
Comw'th 6% 5 year bond	97 1/2	100
Holland St. Louis Sugar	4	5
Michigan Sugar	62	65
Pacific Gas & Elec. Co., Com.	46	48
Tennessee Ry. Lt. & Pr., Pfd.	29	33
United Light & Rys., Com.	42 1/2	45
United Light & Rys., 2d Pfd.	68	71
United Light & Rys. 1st Pfd.	69	72
United Light & Rys. 1st Pfd.	70	73
United Light 1st and Ref. 5% bonds	82	85
Industrial and Bank Stocks.		
Dennis Canadian Co.	80	90
Furniture City Brewing Co.	40	50
Globe Knitting Works, Com.	130	140
Globe Knitting Works, Pfd.	98	100
G. R. Brewing Co.	90	100
Commercial Savings Bank	220	
Fourth National Bank	220	
G. R. National City Bank	169	175
G. R. Savings Bank	255	
Kent State Bank	245	250
Old National Bank	189	195
Peoples Savings Bank	250	

May 26, 1915.

An enemy is a man who injures you, then refuses to forgive you.

Many Lines In One Bill

Buying on this principle gives you variety without over stocking. It gives you many profits on the same investment in place of a few. It saves you money on freight.

Our monthly catalogue—America's Price Maker in general merchandise—is dedicated to this kind of buying.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

Walrus Soda Fountains
Electric Carbonators
Cyclone Mixers

Glasses Cups Holders
Spoons Dishers Paper Soda Cups
Squeezers Shakers, Etc.

Coca Cola, Cherry Smash
Root Beer, Grapefruitola
Syrups and Flavors

Chairs, Stools and Tables

Hazeltine & Perkins Drug Co.
Grand Rapids, Mich.

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	4 25@4 50	Iron, clo.	@ 60
Boric	10 @ 15	Neatsfoot	70@ 80	Kino	@ 80
Carbolic	1 45@1 50	Olive, pure	2 50@3 50	Myrrh	@ 1 05
Citric	68 @ 75	Olive, Malaga,		Nux Vomica	@ 70
Muriatic	1 1/2 @ 5	yellow	1 55@1 65	Opium	@ 2 75
Nitric	7 @ 12	Olive, Malaga,		Opium, Capmh.	@ 90
Oxalic	25 @ 30	green	1 50@1 60	Opium, Deodor'd	@ 2 75
Sulphuric	1 1/2 @ 5	Orange Sweet	2 50@2 75	Rhubarb	@ 70
Tartaric	53 @ 55	Organum, pure	@ 2 50		
Ammonia		Organum, com'l	@ 2 75		
Water, 26 deg.	6 1/2 @ 10	Pennyroyal	@ 2 75	Paints	
Water, 18 deg.	4 1/2 @ 8	Peppermint	2 50@2 75	Lead, red dry	7 @ 8
Water, 14 deg.	3 1/2 @ 6	Rose, pure	14 50@16 00	Lead, white dry	7 @ 8
Carbonate	13 @ 16	Rosemary Flows	1 50@1 75	Lead, white oil	7 @ 8
Chloride	10 @ 25	Sandalwood, E.		Ochre, yellow bbl.	1 @ 1 1/2
Balsams		I.	6 50@6 75	Ochre yellow less	2 @ 5
Copaiba	75@1 00	Sassafras, true	@ 1 10	Putty	2 1/2 @ 5
Fir (Canada)	1 50@1 75	Sassafras, artif'l	@ 60	Red Venet'n bbl.	1 @ 1 1/2
Fir (Oregon)	40@ 50	Spearment	3 25@3 50	Red Venet'n less	2 @ 5
Peru	4 75@5 00	Sperm	90@1 00	Vermillion, Eng.	1 25@1 50
Tolu	75@1 00	Tansy	4 00@4 25	Vermillion, Amer.	15@ 20
Berries		Tar, USP	30@ 40	Whiting, bbl.	11-10@1 1/2
Cubeb	85 @ 90	Turpentine, bbls.	@ 48	Whiting	2 @ 5
Fish	15 @ 20	Turpentine, less	55@ 60	L. H. P. Prep'd	1 25@1 35
Juniper	10 @ 15	Wintergreen, true	@ 5 00		
Prickly Ash	@ 50	Wintergreen, sweet		Insecticides	
Barks		birch	3 00@3 25	Arsenic	10@ 15
Cassia (ordinary)	25@ 30	Wintergreen, art	1 75@2 00	Blue Vitrol, bbl.	@ 8
Cassia (Saloon)	65@ 75	Wormseed	3 50@4 00	Blue Vitrol, less	9@ 15
Elm (powd. 30c)	25@ 30	Wormwood	4 00@4 25	Bordeaux Mix Pst	8@ 10
Sassafras (pow. 30c)	@ 25	Potassium		Hellebore, White	
Soap Cut (powd.)	23@ 25	Bicarbonate	25@ 30	powdered	15@ 20
35c		Bichromate	20@ 25	Insect Powder	30@ 50
Extracts		Bromide	1 25@1 35	Lead Arsenate	8@ 16
Licorice	27@ 30	Carbonate	30@ 35	Lime and Sulphur	
Licorice powdered	30@ 35	Chlorate, xtal and		Solution, gal.	15@ 25
Flowers		powdered	47@ 50	Paris Green	18@22 1/2
Arnica	30@ 40	Chlorate, granular	52@ 55		
Chamomile (Ger.)	55@ 60	Cyanide	30@ 45	Miscellaneous	
Chamomile (Rom)	55@ 60	Iodide	@ 3 77	Acetanalid	1 50@1 60
Gums		Permanganate	68@ 75	Alum	6@ 8
Acacia, 1st	50@ 60	Prussiate, yellow	53@ 55	Alum, powdered and	
Acacia, 2nd	45@ 50	Prussiate, red	1 20@1 25	ground	7@ 10
Acacia, 3rd	40@ 45	Sulphate	20@ 25	Bismuth, Subni-	
Acacia, Sorts	20@ 25			trate	3 20@3 30
Acacia, powdered	30@ 40	Roots		Borax xtal or	
Aloes (Barb. Pow)	22@ 25	Alkanet	30@ 35	powdered	6@ 12
Aloes (Cape Pow)	20@ 25	Blood, powdered	20@ 25	Cantharades po	2 00@2 00
Aloes (Soc. Pow.)	40@ 50	Calamus	40@ 70	Calomel	1 44@1 50
Asafoetida	60@ 75	Elecampane, pwd.	15@ 20	Capsicum	30@ 35
Asafoetida, Powd.		Gentian, powd.	15@ 25	Carmine	4 25@4 50
Pure	@ 1 00	Ginger, African,		Cassia Buds	@ 40
U. S. P. Powd.	@ 1 25	powdered	15@ 20	Cloves	30@ 35
Camphor	58@ 62	Ginger, Jamaica	22@ 25	Chalk Prepared	6@ 8 1/2
Guaiaac	40@ 45	Ginger, Jamaica,		Chalk Precipitated	7@ 10
Guaiaac, powdered	50@ 55	powdered	22@ 28	Chloroform	37@ 43
Kino	70@ 75	Golden seal pow.	6 50@7 00	Chloral Hydrate	1 25@1 45
Kino, powdered	75@ 80	Ipecac, powd.	6 25@6 50	Cocaine	4 60@4 90
Myrrh	@ 40	Licorice	18@ 20	Cocoa Butter	55@ 65
Myrrh, powdered	@ 50	Licorice, powd.	12@ 15	Corks, list, less 70%	
Opium	9 30@9 50	Orris, powdered	30@ 35	Copperas, bbls.	@ 01
Opium, powd.	11 00@11 25	Poke, powdered	20@ 25	Copperas, less	2@ 5
Opium, gran.	11 50@12 00	Rhubarb	15@1 00	Copperas, powd.	4@ 6
Shellac	28@ 35	Rhubarb, powd.	75@1 25	Corrosive Sublim.	1 40@1 50
Shellac, Bleached	30@ 35	Rosinweed, powd.	25@ 30	Cream Tartar	38@ 42
Tragacanth		Sarsaparilla, Hond.		Cuttlebone	40@ 45
No. 1	2 25@2 50	ground	@ 65	Dextrine	7@ 10
Tragacanth pow	1 25@1 50	Sarsaparilla Mexican,		Dover's Powder	@ 2 50
Turpentine	10@ 15	ground	20@ 35	Emery, all Nos.	6@ 10
Leaves		Squills	20@ 35	Emery, powdered	5@ 8
Buchu	1 75@2 00	Squills powdered	40@ 60	Epsom Salts, bbls	@ 2
Buchu, powd.	2 00@2 25	Tumeric, powd.	12@ 15	Epsom Salts, less 3%	@ 5
Sage, bulk	28@ 35	Valerian, powd.	25@ 30	Ergot	2 00@2 25
Sage, 1/2 loose	.35@ .40	Seeds		Ergot, powdered	2 75@3 00
Sage, powdered	30@ 35	Anise	20@ 25	Flake White	15@ 20
Senna, Alex	30@ 35	Anise, powdered	@ 25	Formaldehyde lb.	10@ 15
Senna, Tinn.	30@ 35	Bird, ls	@ 12	Gambier	10@ 15
Senna Tinn powd	35@ 40	Canary	8@ 12	Gelatine	56@ 70
Uva Ursi	18@ 20	Caraway	15@ 20	Glassware, full cases	80%
Oils		Celery (powd. 40)	2 00@2 25	Glassware, less 70 & 10%	
Almonds, Bitter,		Coriander	20@ 25	Glauber Salts bbl.	@ 1 1/2
true	6 50@7 00	Dill	40@ 45	Glauber Salts less	2@ 5
Almonds, Bitter,		Flax	5@ 10	Glue, brown	11@ 15
artificial	3 00@3 25	Flax, ground	5@ 10	Glue, brown grd.	10@ 15
Almonds, Sweet,		Foenugreek, pow.	8@ 10	Glue, white	15@ 25
true	1 25@1 50	Hemp	7@ 10	Glue, white grd.	15@ 20
Almonds, Sweet,		Lobelia	@ 50	Glycerine	24@ 35
imitation	50@ 60	Mustard, yellow	16@ 20	Hops	45@ 60
Amber, crude	25@ 30	Mustard, black	16@ 20	Indigo	1 75@2 00
Amber, rectified	40@ 50	Mustard, powd.	22@ 30	Iodine	4 55@4 80
Anise	2 00@2 25	Poppy	15@ 20	Iodoform	5 20@5 80
Bergamont	2 00@2 25	Quince	1 00@1 25	Lead Acetate	15@ 20
Cajuput	1 35@1 60	Rape	@ 15	Lycopodium	1 50@1 75
Cassia	1 75@2 00	Sabadilla	@ 35	Mace	35@ 40
Castor, bbls. and		Sabadilla, powd.	@ 40	Mace, powdered	95@1 00
cans	12 1/2 @ 15	Sunflower	12@ 15	Menthol	3 50@3 75
Cedar Leaf	90@1 00	Worm American	20@ 25	Menthol	3 75@4 00
Citronella	75@1 00	Worm Levant	90@1 00	Morphine	5 65@5 90
Cloves	1 75@2 00	Tinctures		Nux Vomica	@ 15
Cococanut	20@ 25	Aconite	@ 75	Nux Vomica pow	@ 20
Cod Liver	1 75@2 00	Aloes	@ 65	Pepper, black pow	@ 30
Cotton Seed	85@1 00	Arnica	@ 75	Pepper, white	@ 35
Croton	2 00@2 25	Asafoetida	@ 1 35	Pitch, Burgundy	@ 15
Cupbebs	4 25@4 50	Belladonna	@ 1 65	Quassia	10@ 15
Eigerson	2 00@2 25	Benzoin	@ 1 00	Quinine, all brds	30@ 40
Eucalyptus	1 00@1 20	Benzoin Compo'd	@ 1 00	Rochelle Salts	28@ 35
Hemlock, pure	@ 1 00	Buchu	@ 1 50	Saccharine	3 25@3 75
Juniper Berries	2 00@2 25	Cantharadles	@ 1 80	Salt Peter	12@ 16
Juniper Wood	70@ 90	Capsicum	@ 90	Seidlitz Mixture	27@ 30
Lard, extra	80@ 90	Cardamon	@ 1 50	Soap, green	15@ 20
Lard, No. 1	65@ 75	Catechu	@ 60	Soap, mott castile	12@ 15
Lemon	2 00@2 25	Cinchona	@ 1 05	Soap, white castile	
Lavender, Gar'n	1 25@1 40	Colchicum	@ 75	case	@ 6 75
Linseed, boiled, bbl.	@ 71	Cubebs	@ 1 20	Soap, white castile	
Linseed, bld. less 75c	@ 82	Digitalis	@ 80	less, per bar	@ 75
Linseed, raw, bbl.	@ 70	Gentian	@ 75	Soda Ash	1 1/2 @ 5
Linseed, raw, less 74c	@ 81	Gualac	@ 1 05	Soda Bicarbonate	1 1/2 @ 5
		Gualac Ammon.	@ 80	Soda, Sal	1 @ 4
		Iodine	@ 2 00	Spirits Camphor	@ 75
		Iodine, Colorless	@ 2 00	Sulphur roll	2 1/2 @ 5
				Sulphur Subl.	3 @ 5
				Tamarinds	15@ 20
				Tartar Emetic	@ 60
				Turpentine Venice	40@ 50
				Vanilla Ex. pure	1 00@1 50
				Witch Hazel	65@1 00
				Zinc Sulphate	7@ 10

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

Galvanized Tubs
Galvanized Pails
Fruit Jars

DECLINED

Gooseberries

Index to Markets

By Columns

		1		2	
		AMMONIA		Clams	
		Col.	Doz.	Little Neck, 1 lb. ..	@1 00
			12 oz. ovals, 2 doz. box 75	Little Neck, 2 lb. ..	@1 50
		AXLE GREASE		Clam Bouillon	
		Frazer's.		Burnham's 1/2 pt.	2 25
		1 lb. wood boxes, 4 doz. 3 00		Burnham's pts.	3 75
		1 lb. tin boxes, 3 doz. 2 35		Burnham's qts.	7 50
		3 1/2 lb. tin boxes, 2 dz. 4 25		Fair	65@ 70
		1 10 lb. pails, per doz. .. 6 00		Good	90@1 00
		1 15 lb. pails, per doz. .. 7 20		Fancy	@1 30
		1 25 lb. pails, per doz. .. 12 00		French Peas	
		BAKED BEANS		Monbadon (Natural)	
		No. 1, per doz. .. 45@ 90		per doz.	1 75
		No. 2, per doz. .. 75@1 40		Gooseberries	
		No. 3, per doz. .. 85@1 75		No. 2, Fair	1 35
		BATH BRICK		No. 2, Fancy	2 35
		English	95	Hominy	
		BLUING		Standard	85
		Jennings'.		Lobster	
		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.		Mustard, 1 lb.	1 80
		Summer Sky, 3 dz. cs. 1 20		Mustard, 2 lb.	2 80
		Summer Sky, 10 dz bbl 4 00		Soused, 1 1/2 lb.	1 60
		BREAKFAST FOODS		Soused, 2 lb.	2 75
		Apetizo, Biscuits	3 00	Tomato, lb.	1 50
		Bear Food, Pettijohns 2 13		Tomato, 2 lb.	2 80
		Cracked Wheat, 24-2 2 80		Mushrooms	
		Cream of Rye, 24-2 3 00		Buttons, 1/2 s	@ 15
		Quaker Puffed Rice .. 4 25		Buttons, 1 s	@ 32
		Quaker Puffed Wheat 3 45		Hotels, 1 s	@ 20
		Quaker Brkfst Biscuit 1 90		Oysters	
		Quaker Corn Flakes 1 75		Cove, 1 lb.	@ 75
		Victor Corn Flakes .. 2 20		Cove, 2 lb.	@1 40
		Washington Crisps .. 1 85		Plums	
		Wheat Hearts	2 05	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 sltd 1 45@1 55	
		Hardy Wheat Food .. 2 25		Peaches	
		Holland Rusk	3 20	Pie	1 00@1 25
		Krinkle Corn Flakes 1 75		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 Wht Food 10c 2 25		Pumpkin	
		Roman Meal	2 30	Fair	80
		Saxon Wheat Food .. 2 90		Good	90
		Shred Wheat Biscuit 3 60		Fancy	1 00
		Triscuit, 18	1 80	No. 10	2 40
		Pillsbury's Best Cerl 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
		BROOMS		Warrens, 1 lb. Flat ..	2 45
		Fancy Parlor, 25 lb. 4 25		Red Alaska	1 70@1 75
		Parlor, 5 String, 25 lb. 4 00		Med Red Alaska 1 40@1 45	
		Standard Parlor, 23 lb. 3 50		Pink Alaska	@1 20
		Common, 23 lb.	3 25	Sardines	
		Special, 23 lb.	2 75	Domestic, 1/4 s	3 90
		Warehouse, 33 lb.	4 25	Domestic, 1/2 Mustard 3 75	
		Common Whisk	1 00	Domestic, 1/2 Mustard 3 25	
		Fancy Whisk	1 25	French, 1/4 s	7@14
		BRUSHES		French, 1/2 s	13@23
		Scrub		Sauer Kraut	
		Solid Back, 8 in.	75	No. 3, cans	90
		Solid Back, 11 in.	95	No. 10, cans	2 40
		Pointed Ends	85	Shrimps	
		Stove		Dunbar, 1 s doz.	1 45
		No. 3	90	Dunbar, 1 1/2 s doz.	2 70
		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	PETROLEUM PRODUCTS	
		Paraffine, 12s	7 1/2	Iron Barrels	
		Wicking	20	Perfection	5 9
		CANNED GOODS		Red Crown Gasoline ..	10 4
		Apples		Gas Machine Gasoline ..	16 9
		3 lb. Standards	@ 85	V M & P Naphtha ..	9 4
		No. 10	@2 50	Capitol Cylinder	29 9
		Blackberries		Atlantic Red Engine ..	12 9
		2 lb.	1 50@1 90	Summer Black	6 7
		Standard No. 10	@5 25	Polarine	28 9
		Beans		CATSUP	
		Baked	85@1 30	Snider's pints	2 35
		Red Kidney	75@ 95	Snider's 1/2 pints	1 35
		String	1 00@1 75		
		Wax	75@1 25		
		Blueberries			
		Standard	1 80		
		No. 10	7 25		

3

CHEESE

Acme	@16 1/2
Carson City	@16 1/2
Brick	@16
Leiden	@15
Limburger	@18
Pineapple	40 @60
Edam	@85
Sap Sago	@18
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
Juicy 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	32
Premium	28
Caracas	28
Walter M. Lowney Co.	29
Premium, 1/4 s	29
Premium, 1/2 s	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. 80 Sash Cord	2 00
No. 60 Jute	90
No. 72 Jute	1 10
No. 60 Sisal	1 00

GALVANIZED WIRE

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

COCOA

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

COCOANUT

Dunham's, per lb.	30
1/4 s, 5 lb. case	29
1/4 s, 15 lb. case	29
1/4 s, 15 lb. case	28
1 s, 15 lb. case	27
1 s & 1/2 s 15 lb. case 28	
Scalloped Gems	10
1/4 s & 1/2 s 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	

6

Spiced Jumbles, Iced	12
Sugar Fingers	12
Sugar Crisp	10
Sultana Fruit Biscuit	16
Sweethearts	25
Vera Lemon Drops	18
Vanilla Wafers	20

Butter

	Boxes
N B C Square	7½
Seymour Round	7½
N B C Sodas	7½
N B C Picnic Oysters	7½
Gem Oysters	7½

Soda

NBC Sodass No.
Premium Sodas
Select Sodas
Saratoga Flakes	store
Saltines	n and

Oyster

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

Sugar Wafer Specialties	
Adora	1.00
Nabisco	1.00
Nabisco	1.75
Festino	1.50
Festino	2.50
Lorna Doone	1.00

Above quotations of National Biscuit Co., subject to change without notice.

CREAM TARTAR

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

DRIED FRUITS

Evaporated Choice blk	7 1/2
Evaporated Fancy pkg.	7 1/2

Apricots

California	9@12
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Citron

Corsican	16 1/2
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Currants

Imported, 1 lb. pkg.	8 1/2
Imported, bulk	8 1/2

Peaches

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

Peeled

Lemon, American	12 1/2
Orange, American	12 1/2

Raisins

Cluster, 20 cartons	2.25
Loose Muscatels, 4 Cr.	7 1/2
Loose Muscatels, 3 Cr.	7 1/2
L. M. Seeded, 1 lb.	8 1/2@9 1/2

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

FARINACEOUS GOODS

California Limas	7
Med. Hand Picked	3.25
Brown Holland	3.20

Farina	
25 1 lb. packages	1.70
Bulk, per 100 lb.	5.00
Original Holland Rusk	
Packed 12 rolls to container	
3 containers (40) rolls	3.20

Hominy	
Pearl, 100 lb. sack	2.50
Maccaroni and Vermicelli	
Domestic, 10 lb. box	.60
Imported, 25 lb. box	.35

Pearl Barley	
Chester	3.75
Portage	5.00

Peas	
Green, Wisconsin, bu.	2.90
Green, Scotch, bu.	3.25
Split, lb.	.6 1/2

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

Tapioca	
Flake, 100 lb. sacks	.5 1/2
Pearl, 100 lb. sacks	.5 1/2
Pearl, 36 pkgs.	2.25
Minute, 36 pkgs.	2.75

FISHING TACKLE	
1/2 to 1 in.	6
1 1/2 to 2 in.	7
2 to 3 in.	9
3 to 4 in.	11
4 to 5 in.	15
5 to 6 in.	20

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

7

Linen Lines	
Small	26
Medium	20
Large	34

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 1/4 oz.	.85
No. 2, F box 1/4 oz.	1.20
No. 4, F box 2 1/2 oz.	2.25
No. 3, 2 1/4 oz. Taper	2.00
No. 2, 1 1/2 oz. flat	1.75

FLOUR AND FEED

Grand Rapids Grain & Milling Co.	
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Winter Wheat	
Purity Patent	7.60
Fancy Spring	7.90
Wizard Graham	7.20
Wizard, Gran. Meal	4.90
Wizard Buckw't cwt.	3.60
Rye	7.00

Valley City Milling Co.	
Lily White	7.90
Light Loaf	7.40
Graham	3.40
Granena Health	3.50
Gran. Meal	2.10
Bolted Med	2.00

Voigt Milling Co.	
Voigt's Crescent	7.90
Voigt's Royal	8.40
Voigt's Flouroligt	7.90
Voigt's Hygienic Gra-	
ham	6.85

Watson-Higgins Milling Co.	
Perfection Flour	7.75
Tip Top Flour	7.25
Golden Sheaf Flour	6.85
Marshall's Best Flour	8.20

Worden Grocer Co.	
Quaker, paper	7.50
Quaker, cloth	7.60

Kansas Hard Wheat	
Calla Lily	7.90

Worden Grocer Co.	
American Eagle, 1/2s	8.30
American Eagle, 1/4s	8.20
American Eagle, 1/8s	8.10

Spring Wheat	
Roy Baker	
Mazepa	7.70
Golden Horn, bakers	7.60
Wisconsin Rye	6.30
Bohemian Rye	6.75

Judson Grocer Co.	
Ceresota, 1/2s	8.40
Ceresota, 1/4s	8.50
Ceresota, 1/8s	8.60

Voigt Milling Co.	
Columbian	8.25

Worden Grocer Co.	
Wingold, 1/2s cloth	9.00
Wingold, 1/4s cloth	8.90
Wingold, 1/8s cloth	8.80
Wingold, 1/2s paper	8.85
Wingold, 1/4s paper	8.80

Meal	
Bolted	4.70
Golden Granulated	4.90

Wheat	
New Red	1.42
New White	1.38

Oats	
Michigan carlots	.60
Less than carlots	.62

Corn	
Carlots	.83
Less than carlots	.85

Hay	
Carlots	15.00
Less than carlots	17.00

Feed	
Street Car Feed	33.00
No. 1 Corn & Oat Fd	33.00
Cracked Corn	32.00
Coarse Corn Meal	32.00

FRUIT JARS	
Mason, pts., per gro.	4.25
Mason, qts., per gro.	4.65
Mason, 1/2 gal. per gro.	7.25
Mason, can tops, gro.	2.00

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
Minute, 2 qts., doz.	1.10
Minute, 2 qts., 3 doz.	3.25
Nelson's	1.50
Oxford	1.75
Plymouth Rock, Phos.	1.25
Plymouth Rock, Plain	.90

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19

Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

HIDES AND PELTS	
Hides	
Green, No. 1	13
Green, No. 2	12
Cured, No. 1	16
Cured, No. 2	14

8

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

Pelts	
Old Wool	60@1.25
Lambs	15@.25
Shearlings	10@.20

Tallow

No. 1	@ 5
No. 2	@ 4

Wool	
Unwashed, med.	@ 24
Unwashed, fine	@ 20

HORSE RADISH	
Per doz.	90

Jelly	
5lb. pails, per doz.	2.30
15lb. pails, per pail	.65
30lb. pails, per pail	1.25

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

MAPLEINE	
2 oz. bottles, per doz.	4.00
1 oz. bottles, per doz.	2.25
1/2 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. 2 1/2	1.75
Red Hen, No. 5	1.75
Red Hen, No. 10	1.65

MUSTARD	
1/2 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs 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, 28	
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	75
No. 20, Rover, enam'd	1.50
No. 572, Special	1.75
No. 98 Golf, Satin fin.	2.00
No. 808, Bicycle	2.00
No. 632 Tourn't whist	2.25

POTASH	
Babbitt's, 2 doz.	1.75

PROVISIONS	
Barreled Pork	
Clear Back	22.00@23.00
Short Cut Clr	20.00@21.00
Bean	16.00@17.00
Brisket, Clear	27.00@28.00
Pig	
Clear Family	26.00

Dry Salt Meats	
S P Bellies	14 1/2@15

Lard	
Pure in tierces	11 1/2@12
Compound Lard	8 1/2@9
80 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. tubs	advance 1/4
10 lb. pails	advance 3/4
5 lb. pails	advance 1
8 lb pails	advance 1

Smoked Meats	
Hams, 14-16 lb.	14 1/2@15
Hams, 16-18 lb.	14@14 1/2
Hams, 18-20 lb.	13 1/2@14
Ham, dried beef	
sets	29 @30
California Hams	10 1/2@11
Picnic Boiled	
Hams	19 1/2@20
Boiled Hams	22 @23
Minced Ham	12 @12 1/2
Bacon	16 @22

9

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

Beef	
Boneless	20.00@20.50
Rump, new	24.50@25.00

Pig's Feet

1/4 bbls.	1.05
1/2 bbls., 40 lbs.	2.10
1/2 bbls.	4.25
1 bbl.	8.50

Tripe	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1.60
1/2 bbls., 80 lbs.	3.00

Casings	
Hogs, per 1/2	35
Beef, rounds, set	24@25
Beef, middles, set	80@85
Sheep, per bundle	85

Uncolored Butterline	
Solid Dairy	12 1/2@16 1/2
Country Rolls	13 @19 1/2

Canned Meats	
Corned beef, 2 lb.	4.70
Corned beef, 1 lb.	2.50
Roast beef, 2 lb.	4.70

SPECIAL PRICE CURRENT

15

16

17

12

13

14

Smoking

Big Chief, 16 oz.	30
Bull Durham, 5c	5 85
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	5 76
Briar Pipe, 10c	11 52
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 60
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Carnival, 16 oz.	40
Cigar Clip's, Johnson	30
Cigar Clip's, Seymour	30
Identity, 3 and 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	30
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. pls	72
Chips, 10c	10 30
Dills Best, 1/2 oz.	79
Dills Best, 3/4 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, 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	12 00
Gold Star, 50c pail	4 60
Gall & Ax. Navy, 5c	5 76
Growler, 10c	42
Growler, 20c	94
Growler, 5c	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, 16 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	50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Hair, 5c	5 40
Nigger Hair, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Crv, 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. case	5 76
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	5 90
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
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 picklg	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

10 qt. Galvanized	1 95
12 qt. Galvanized	2 10
14 qt. Galvanized	2 35
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. 2 Fibre	16 50
No. 3 Fibre	15 00
Large Galvanized	6 50
Medium Galvanized	5 75
Small Galvanized	5 00

Washboards

Banner, Globe	3 00
Brass, Single	3 75
Glass, Single	3 60
Single Acme	3 50
Double Peerless	5 25
Single Peerless	3 85
Northern Queen	4 15
Double Duplex	3 75
Good Enough	3 85
Universal	3 80

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

CHARCOAL

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

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

CIGARS

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

Worden Grocer Co. Brands
Canadian Club

Londres, 50s, wood	35
Londres, 25s tins	35
Londres, 300 lots	10

COFFEE

OLD MASTER COFFEE

Old Master Coffee	31
San Marto Coffee

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.

PUTNAM'S
Double A

Bitter Sweet Chocolates

The Highest in Quality Greatest in Demand

If you are not supplied a postal card will bring them
Packed in five pound boxes

Vanilla, Pineapple, Orange, Lemon, Raspberry,
Walnut or Assorted.

Made by

National Candy Co., Inc.

Putnam Factory

GRAND RAPIDS

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Wanted—Man with three to ten thousand dollars capital to take active interest in one of the best retail store propositions in a Michigan city of 35,000 population. Must be a man willing to work with retail experience and ability as well as money. A good thing for right man. Address No. 162, care Michigan Tradesman. 162

For Sale—Drug store in city of 40,000 in Michigan. Clean and up-to-date stock. Good reasons for selling. Write No. 163, care of Michigan Tradesman. 163

For Sale—Long established grocery store doing fine business at Watertown, So. Dak.; good farm and city business; will invoice, with fixtures, about \$3,500. Owner wishes to retire. Address "Grocer" 110 West Kemp Ave., Watertown, So. Dakota. No trade wanted. 164

Grocery—Meats and unclaimed freight; old established business, on splendid corner; three horses, three wagons; cash sales \$200 per day; stock invoices \$7,500; reason will be explained to anyone desiring to purchase a good business. B. R. Collins, 1721 Quindaro Blvd., Kansas City, Kansas. 165

Wanted—To hear from owner of good business for sale. System Service Co., Kenton, Ohio. 166

For Sale—General stock of merchandise; no dry goods. Will inventory \$3,500. Best small town in Michigan. Cash deal only considered. A bargain for someone wishing to locate in live town. Address No. 167, care Michigan Tradesman. 167

For Sale—General stock dry goods, clothing, shoes, ladies' and men's furnishings. Small competition and in heart of fine farming country, Farwell, Michigan. Stock will inventory about \$5,000. Can be bought cheap. An old established business and an unusual opportunity. Address L. Weisman, Trustee, 117-119 Jefferson avenue, Detroit, Mich. 168

For Sale Cheap—Hotel furnishings in best town in Central Michigan. 10,000 inhabitants; twenty-six rooms; good business. Good three-story brick building; steam heat, gas and electric lights. Cheap rent. Good reason for selling. Address No. 169, care Tradesman. 169

For Sale—Grocery business; good clean stock. Will sell building or rent to suit purchaser. Best town in State. Address No. 155, care Michigan Tradesman. 155

Book Bindery for sale cheap; owner left town. Stock, fixtures and good will complete. For particulars, address P. H. Keller, Bank of Saginaw, Saginaw, Mich. 156

Good paying bakery in country town. Enquire of C. A. Forster, Menominee Falls, Wis. 157

Have new set of \$140 Detroit automatic scales that I will trade for merchandise that I can sell. A good chance for someone to get a new set of scales out of some extra stock they are carrying. Let me know what you have. Gover Mercantile Company, Loomis, Michigan. 158

For Sale—\$200 saloon refrigerator suitable for grocery store, \$50. Ice capacity 500 pounds. County dry. Box 711, Buchanan, Michigan. 159

A Good Business Opportunity—I have a good location for a drygoods, ladies' to-wear goods, etc., store, in a good county-seat town of 1,800 to 2,000 population, and in good farming district as can be found in Iowa. A large territory to draw trade from. Address, A. D. Lemmon, Guthrie Center, Iowa. 160

For Sale Cheap—One rug rack holding thirty-five rugs, also one Eschweiler hand carpet sewing machine. Lyon & Pond, Owosso, Michigan. 161

Store Fixtures For Sale—Electric coffee mill, safe, show cases, scales, four station cash carriers, etc. Must be sold at once. Weickgenant & Riede, Hastings, Michigan. 170

For Sale—Cement block store, with living rooms above; building practically new. For information, address Lock Box 14, Springport, Michigan. 171

For Sale—First-class drug store in best growing section of Detroit; clean stock; soda fountain; Nyal and Penslar Agencies. Low rent. Act quick. Owner has other interests. Address 817 Stanley avenue, Detroit, Michigan. 172

For Sale—A prosperous livery business in a growing Northern Michigan city of 15,000. This barn serves all undertakers in the city. It has an established business that autos cannot knock out. Everything first-class. A good chance to buy a live money making going business. Let me tell you all about it. Address No. 139, care Michigan Tradesman. 139

Wanted—Fennville wants a resident dentist. The best location of any small town in Michigan. Rooms especially for dentist. Been used as a dental office for the past ten years. In the opera house block. Inquire of L. S. Dickinson & Son, Fennville, Mich. 151

For Sale—Stock of groceries and fixtures which inventory about \$2,000 in growing town of 3,000 people. Reason for selling, failing health of one member of the firm. Address No. 152, care Michigan Tradesman. 152

For Sale—Stock of general merchandise, dry goods, ready-to-wear, millinery, shoes and groceries. This is worth your careful investigation. It is not a dead business, but a live up-to-date establishment making money every year. Located in the best medium sized town in Michigan. Reason for selling, wish to retire. Do not answer this unless you mean business and have the cash. No trades considered. Address Box E, care Michigan Tradesman. 153

For Sale—Stock of shoes and groceries invoicing shoes \$5,000. Groceries alone, \$3,500. Will sell together or separate. Doing good business in best town in State of Michigan. Reason for selling, wish to retire. No need to answer unless you mean business. Cash only. No trades. Address Box E, care Michigan Tradesman. 154

For Sale—Counters, shelving and drawers adapted for country store. About 64 feet. Hand made counters and about 70 feet pine shelving. Address J. S. Crosby, 1006 Cherry St., Grand Rapids. 150

Oven—Three-deck Hubbard portable; in good condition. Will sell for any price if taken at once. Charles Kraloek, Kingwood, W. Va. 140

Ideal side line for High-grade traveling salesmen to call on neckwear trade. Practically every merchant buys. Orders shipped on trade terms. Liberal commission. Also excellent account for brokers. Write Grip Bow Tie Co., Omaha, Neb. 141

For Sale—Arkansas Properties. Hardwood for staves, wagon stock, etc. Improved farms and ranches. Fruit lands. Box 15, Ozark, Arkansas. 143

Soda Fountain—All-marble counter; iceless system. Good as new; Handsome outfit; bargain. Address Postoffice Box 12, Clifton Station, Cincinnati, Ohio. 135

Look—Here is a deal worth your time to investigate. A good paying grocery with hotel and livery in connection. No competition. \$2,500 will swing the deal. Address No. 136, care Tradesman. 136

For Sale—Retail drug store in town of 700 people. Sure money maker. A bargain for immediate cash sale. No competition. Burrell Trip, Lawrence, Michigan. 137

MR. MERCHANT! Why pay \$3 per thousand for trading stamps when we supply individual stamps, designed and engraved to order for only 16 cents per thousand, with individual collection books free? Why pay 3 per cent. of your business for trading stamps? Why not put this money in your own cash drawer? Send for our superb plan, samples of individual stamps and our proposition in full. Home Publishing House, 5555 Irving Street, Albany, N. Y. 144

INTERIOR TRIM PLANT FOR SALE. For quick sale, the best factory in the South for manufacture of furniture or interior trim. Special advantages in rates, taxes, labor, raw material both yellow pine and hardwoods. Plant is new, fireproof and insurance rate is 66 cents per \$100. Sale price is less than half the cost. Write for particulars and photographs. J. P. Mulherin, Trustee, Augusta, Georgia. 145

Wanted to hear of good location for drug store. Address No. 146, care Tradesman. 146

For Sale—Grocery in good town of 1,000 population. Good farming community. Clean, fresh stock. Best business corner. Must be sold quick. Reasons, other business. Lock Box 163, Homer, Michigan. 147

For Sale—An up-to-date stock of men's shoes and furnishings in town of 5,000 in Central Michigan. Stock and fixtures will inventory about \$4,000. Will sell at a big discount on account of health. Further particular, address 148, Michigan Tradesman. 148

For Sale or might exchange \$7,000 clean general stock doing good cash business, located in fruit district of Texas, for similar business in North, preferable Southern Michigan. Address Box 306, Lindale, Texas. 117

For Sale—Clothing and gents' furnishing stock Southern Michigan. Village of 800. Located in finest farming district. Doing cash business \$12,000. Rent \$15. Stock will invoice \$4,500. Only store of kind in town. Good reasons for selling. Will exchange for farm. Don't write unless you mean business. Address Snap, care Tradesman. 115

For Sale—At a bargain my tools and stock consisting of gun tools and stock, also bicycle tools and some stock; fishing tackle; ammunition and picture framing machine and minor tools; in good business town of 2,000 population. Reason for selling, poor health. S. A. Vescellus, Vassar, Michigan. 122

For Sale—Good live drug store, in best city in State. Invoice \$4,000. Address No. 123, care Tradesman. 123

For Sale—One meat slicing machine, in use less than one year, in perfect order; one Hobart Electric Coffee Grinder, and several Toledo Computing Scales. Will sell very reasonable. The Edward Wren Company, Springfield, Ohio. 125

For Sale—Only general stock in town of 1,500 in Southern Michigan. Good store; low rent. Invoices \$4,000. Address Lock Box 188, Union City, Michigan. 127

Drug Store—Have two good paying drug stores. Will sell one. Good opportunity. Further particulars, address No. 128, care Tradesman. 128

Wanted—Fifty more merchants in Michigan to establish a man from Michigan branch in their store. A brand new proposition with great possibilities. Merchants with an established business in other lines of merchandise will find this the greatest cash trade stimulator ever used and its state wide popularity will quickly increase the volume of business in every department of your store. Only a very small investment necessary. First applicants given preference. Address, Branch Stores Department, Canada Mills Company, Francis O. Lindquist, President, Greenville, Michigan. 129

For Sale—No Trade—Clean stock of dry goods and groceries, small town, good territory; established twelve years. Have good trade. Stock and fixtures about \$6,000. Can be reduced. Annual sales \$18,000 to \$20,000. Good reasons for selling. Address No. 98, care Tradesman. 98

WHO WANTS MONTGOMERY next to raise money quickly? To-day my business advice on special selling is endorsed by merchants everywhere. You furnish the stock; I furnish the crowd through the most complete successful and inexpensive method. Write to-day. W. G. Montgomery, Hotel Charlevoix, Detroit, Michigan. 107

We pay CASH for merchandise stock and fixtures. Grand Rapids Store Fixture Co., 7 North Ionia Ave. 203

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

Wanted—I want to buy a shoe stock for spot cash. Price must be low. Address "Hartzell," care Tradesman. 907

For Sale—Variety stock and store; or will rent store. F. E. Warren, Colon, Michigan. 100

ADVERTISING INSTRUCTION:

Michigan merchants and clerks write your own advertisements better. Costs nothing to try. Full course designed especially for retailers. Sample lesson free. Commercial copy service, 1466 Central Station, St. Louis, Mo. 106

For Sale or Exchange—Good retail lumber and coal yard. Address Box 102, Otter Lake, Michigan. 86

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

For Sale—Fully equipped creamery in a good territory. Reason for selling, owners are unable to operate on account of other business. Will sell at a sacrifice. Located about 40 miles south of Grand Rapids. Address 20, care Michigan Tradesman. 20

We handle collections, adjustments and freight claims. Thirty years' experience. Good references furnished. Moise Adjustment Co. Desk 33, Central National Bank Bldg., St. Louis, Mo. 40

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

Safes Opened—W. L. Slocum, safe expert and locksmith. 97 Monroe Ave., Grand Rapids, Michigan. 104

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

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

We buy and sell second-hand store fixtures. Grand Rapids Store Fixture Co., 7 North Ionia Ave. 204

Have Improved Farm to trade for stock merchandise. College town 2,000 people. One mile from Gooding, Idaho. Only first-class considered. G. C. Osborn, Gooding, Idaho. 93

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 F. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

Will pay cash for any kind of merchandise or any amount of it if cheap enough. Harold Goldstrom, 65 Smith Ave., Detroit, Michigan. 738

HELP WANTED.

Wanted—Hustling salesman calling upon clothiers, furnisners, department store and shoe trade to carry our line of wood window display fixtures. A big seller. Good commissions. Men making small and large towns preferred. One man for each state, Michigan, Indiana and Wisconsin. Polay Fixture Service, 711 Medinah Bldg., Chicago, Ill. 124

Wanted—Registered pharmacist for drug and general merchandise work. Room and board and salary. Address No. 108, care Tradesman. 108

Wanted—A first-class, all around salesman who understands the clothing, shoe and furnishing goods business from A. to Z. Must be a good window trimmer and write his own cards. Good wages and steady position. None but a first-class man need apply. Address A. Lowenberg, Battle Creek, Michigan. 3

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

Simple Account File

Simplest and Most Economical Method of Keeping Petit Accounts

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

Tradesman Company,
Grand Rapids.

THE MAIL ORDER MENACE.

It Kills Small Towns and Robs Uncle Sam.

The prosperity, happiness and glory of our country has been builded on a basis of "equal rights to all" and that we are unalterably opposed to any system of special privilege. On that assumption I have no hesitancy in discussing in plain words the graft that has tainted our postal system during the last forty-one years under the obnoxious provisions of rules covering second class mail rates, and that still greater menace, our parcel post system, which threatens the welfare of every business interest in the country, with the exception of the mail order concerns.

History forbids contradiction of the fact that in the farm and small town lies the security, strength and future of a nation. Without an historical exception, every action and policy of government that has, in effect, directed the flow of merchandise trading and industrial activities, from the small towns to the large cities, and concentrated them there, have resulted in the decline and ultimate ruin of every nation so involved. On the other hand, history overflows with the records of peoples wisely governed, whose governments looked with jealous and watchful care to the welfare and prosperity of their rural communities.

I am certain that it is the opinion of all men that the prosperity of our entire country depends upon a symmetrical development and expansion of city, town and farm, impartially and unrestrainedly. Further, I am certain that our present parcel post regulations are a menace, which, if not quickly changed, will complete the monopolies now forming and sound the doom of our country towns and rural communities. There are none so vitally concerned as those who deal in merchandise—the wholesaler and retailer. Our interests in this matter are primary and fundamental.

Permit unfair privilege to take that patronage to the mail order houses in the large cities, and we and our co-worker, the retailer, immediately cease to exist, and with us must go the banker, the doctor, the lawyer, the baker and the candlestick maker, the local schools, the churches, the hospitals and all other public utilities and benefactions, until only the husk is left of the once prosperous and happy little town.

Unfortunately there are no statistics obtainable covering the huge losses that our Government is suffering annually on its parcel post service; neither can we state accurately to just what extent this gratuitous subsidy is enriching the mail order houses and gradually centering all mercantile business of the country in their hands.

The expenses of the Postoffice Department for the year ended June 30, 1914, were over \$283,500,000. Second-class matter furnished nearly two-thirds of the paid tonnage and contributed only about \$10,250,000, or less than 5 per cent. of the entire

expense. The Government lost about \$80,000,000 in the distribution of their mail.

If it is possible for the Government to lose such an enormous sum annually in its distribution of periodical literature, what will be the condition under the present parcel post rates when the catalogue houses have the merchandise trade of the country more completely in their grasp? Chicago post office receipts this year will be decreased nearly \$3,000,000 on catalogues sent out annually by two of the largest mail order houses in the Nation. It was not until one of the mail order concerns presented catalogues for delivery within the city limits of Chicago that the cause of this loss was learned. Instead of 32 cents, the catalogues carried only 10 cents in stamps. By sending out their catalogues by parcel post one of the Chicago mail order houses will save approximately \$1,140,000 in postage this year, while another will make a net saving of approximately \$480,000, which means a loss to the Chicago post office of the total, or about \$2,620,000. Only catalogues directed to persons in the first parcel post zone within 150 miles of Chicago will pass through the Chicago office. In the case of one of the mail order houses this is estimated at 300,000 and of the other as 200,000. The remainder of the catalogues will be shipped by freight to the parcel post zones in which they are to be distributed and then mailed.

One of the Chicago mail order houses did a business of over \$100,000,000 last year, a gain of something like \$30,000,000 over the year previous, and they are really just starting. Their march sales amounted to \$10,198,741, an increase of 14 per cent. Last three months' sales amounted to \$27,707,979, or an increase of 8 5-10 per cent. Give them another five years of uninterrupted sway under the present privileges of the parcel post system and their volume will grow into untold millions.

The history of American commerce fails to record a parallel of any such unwarranted destruction of established business. It is a sorry spectacle to have to witness the United States Government acting in such manner. The subsidy granted by our Government to this system of business enables those engaged in the mail order business to undersell any and all local dealers in competition with them. One of the Chicago concerns declared dividends on the first of this year in amount of \$20,000,000 thereby raising their original capital from the enormous sum of \$40,000,000 to that of \$60,000,000.

Are we, then, to take for granted that our legislators hold these once thriving villages and towns as unnecessary to the better welfare of our country? Else we take early and forceful action in this all-important matter I see our towns as becoming fit parallels for Goldsmith's "Deserted Village"—"Ill fares the land, to hastening ills a prey, where wealth accumulates and men decay." Never were selfish, privileged interests more

strongly entrenched than those we must combat. They have with them the great mass of our people, who do not understand the situation—the ultimate consumer who will suffer most if the system is allowed to continue.

It must be a campaign of education. We must convince the laborer that his job depends upon the prosperity of the community in which he lives and works, we must make it plain to the banker, the doctor and the lawyer, that his clientage falls away when his town deteriorates; we must go out into the highways and byways and preach this gospel—we must convince all men. O. J. Moore.

Manufacturing Matters.

Ann Arbor—The Superior Manufacturing Co., manufacturer of lamps and wind shields, has increased its capital stock from \$100,000 to \$200,000.

Duffield—Tracey L. Stalker and R. J. Kerran have formed a copartnership and will engage in the manufacturing of interlocking cement stave silos about June 15.

Pontiac—The Spee Co. has been organized to manufacture boilers and engines, etc., with an authorized capital stock of \$5,000, of which amount \$4,500 has been subscribed and \$1,000 paid in in cash.

Detroit—Dean & Sherk have organized to manufacture and sell all kinds of yarns and thread, with an authorized capital stock of \$20,000, all of which has been subscribed, \$547 paid in in cash and \$19,453 in property.

Mancelona—E. F. Day, formerly of Cedar Springs, has leased the Mancelona creamery and re-opened it for butter making. He has also leased the South Boardman creamery and will conduct it as a skimming station, shipping the cream here.

Ann Arbor—The Ann Arbor Lace Co. has been organized to manufacture curtains, draperies, laces, house furnishing goods, carpets, etc., with an authorized capital stock of \$8,500, of which amount \$6,500 has been subscribed and \$2,500 paid in in cash.

Detroit—The Sharpe Aero-Motor Co. has been organized to manufacture and sell motor propelled vehicles and their appurtenances, with an authorized capital stock of \$50,000, of which amount \$40,500 has been subscribed and \$5,000 paid in in cash.

Saginaw—The Callam Mills, manufacturer and dealer in feed and flour, has merged its business into a stock company under the style of the Callam Milling Co., with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$2,500 paid in in cash.

Eaton Rapids—W. F. Hall, proprietor of the Big Rock Knitting Mills, of Chesaning, has been looking over Eaton Rapids with the idea of moving his mills to this city, providing suitable quarters may be obtained. He at present employs about twenty people, and the business is gradually growing.

Muskegon—The statement published last week to the effect that the Magoon & Kimball Co. had been succeeded by another corporation is in-

correct. The Magoon & Kimball Co. was incorporated in 1891 with a capital stock of \$30,000 and no change has been made in the organization since that time.

Detroit—The Detroit Auto Accessory Co. has been organized to manufacture, distribute, buy, sell and deal in automobile parts and accessories and do a general manufacturing and mercantile business, with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and paid in in cash.

Detroit—James W. Rollinson, resident manager of the National Fireproofing Co., who has been transferred to Chicago to take charge of sales in the Western district, will be succeeded in Detroit by R. L. Stoddard, who has been connected with the local office for some time. This territory embraces Michigan and the Toledo district of Ohio.

Owosso—H. P. Davies, superintendent of the Standard Flake Food Co., whose plant has been closed down for several weeks, has secured a Minneapolis order for 25,000 cases of cereal food, assuring the re-opening of the plant and its operation for at least several months. Several weeks ago Mr. Davies announced to a number of Owosso business men who had signed notes to promote the local industry that he was considering making a contract with Battle Creek concerns for the manufacture of the cereal ordered of the Owosso company. He said they would manufacture the product at a price not greater than the cost of production at the local factory.

Grand Haven—According to an agreement made by the directors of the Ottawa Leather Co., of Grand Haven, and the Eagle Tanning Co., of Chicago, these two corporations will consolidate some time prior to July 1 with William Hatton, general manager of the Ottawa Co. for the past five years, as President and general manager of the new concern. The name of the new concern will be the Eagle-Ottawa Co., and will be capitalized at \$2,500,000. The Michigan charter of the Ottawa Leather Co., will be surrendered and the organization will be re-incorporated under Illinois laws. William Hatton will receive full charge on July 1 with offices in Chicago. He will receive a salary of \$25,000 a year.

BUSINESS CHANCES.

For Sale—One Stimpson computing scale No. 70; one cracker case; one tobacco cutter; one oil pump. Address Box 40, R. F. D. 5, East Jordan, Mich. 175

For Sale—Cheap, nearly new electric operated National cash register. 3 Division avenue, Grand Rapids. 176

Bargain for quick sale, new set of clothing cabinets, showcases, hat and cap cases, shelving and cash register. Townsend's Toggery, 3 Division avenue, Grand Rapids. 177

For Sale—Have \$8,000 bazaar stock doing good business. Located in good lively town. Address F. R. W., 127 Grafton avenue, Alma, Mich. 173

Stock of general merchandise, about \$9,000. Dry goods, groceries, shoes and clothing, situated within 25 miles of Grand Rapids, in the best farming country in Michigan, town 1,000 population, best location in town. Will sell, rent or lease building and fixtures on reasonable terms. Stock can be reduced to \$5,000 or \$6,000 in a few weeks if necessary. This is an opportunity for a live merchant that is right, will require at least \$5,000 cash. Reasons for selling furnished on request. Address No. 174, care Tradesman. 174

*There is no risk
or speculation*

in carrying a good stock,
and pushing the sale of

KC BAKING POWDER

Guaranteed pure and
wholesome.



Guaranteed satis-
faction.

Guaranteed to comply
with the pure food laws
of all states and with the
national pure food laws.

Contains no albumen
(Sometimes called white of egg)

**We Have Manufactured
and Sold**

Boston Breakfast Blend



Coffee

Twenty-five Years

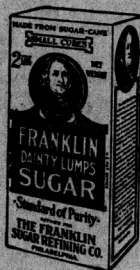
Extra Good Value and Moderate in Price

The Sales Have Increased Every Year. This is the
Best Recommend We Can Give It.

Never Sold in Bulk

JUDSON GROCER CO.

The Pure Foods House
Grand Rapids, Mich.



FOR
**TEA
COFFEE
AND
COCOA**



**Franklin
Dainty Lumps**

Superior to old style lump sugar in daintiness of
appearance and convenient size. They dissolve quick-
ly and enable the consumer to sweeten Tea, Coffee,
Cocoa, etc., to suit the taste, without using a waste-
ful quantity. Tell your customers.

1-lb. and 2-lb. Cartons, 48 lbs. to the Container.
Made from Sugar Cane. Full Weight Guaranteed.

The FRANKLIN SUGAR REFINING COMPANY
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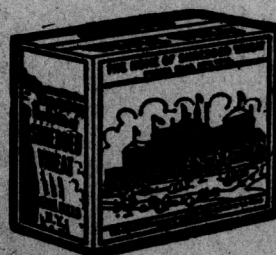
THE BEST PROCESS

You can grind up a mixture of wheat, and barley,
and hay, and call it a "breakfast cereal," but
you can't make

Shredded Wheat



that way. The shredding process is the best
process ever devised for making the whole wheat
grain digestible in the human stomach—but it
doesn't permit us to use anything but perfect,
cleaned grains of whole wheat. All broken, de-
fective grains are discarded. There is but one
Shredded Wheat; it stands alone, unique among
cereal foods. No free deals—no premiums—just
a good, steady profit from a steady demand
which we create through con-
tinuous, 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.

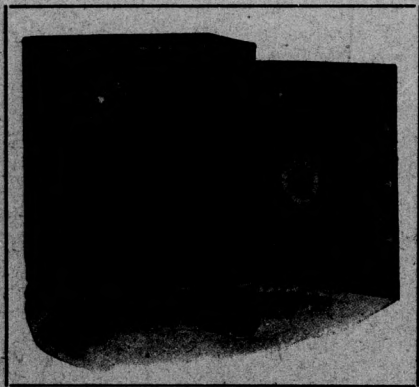
Adam Was Downed by an Apple



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

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

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



Grand Rapids Safe Co.

Tradesman Building

Grand Rapids, Michigan