

The Last Leaf

I saw him once before,
As he passed by the door,
And again
The pavement stones resound,
As he totters o'er the ground
With his cane.

They say that in his prime,
Ere the pruning knife of Time
Cut him down,
Not a better man was found
By the crier on his round
Through the town.

And now he walks the streets,
And he looks at all he meets
Sad and wan,
And he shakes his feeble head,
That it seems as if he said,
"All are gone."

The mossy marbles rest
On the lips that he has prest
In their bloom,
And the names he loved to hear
Have been carved for many a year
On the tomb.

My grandmamma has said—
Poor old lady, she is dead
Long ago—
That he had a Roman nose,
And his cheek was like a rose
In the snow.

But now his nose is thin,
And it rests upon his chin
Like a staff,
And a crook is in his back,
And a melancholy crack
In his laugh.

I know it is a sin
For me to sit and grin
At him here;
And the old three-cornered hat,
And the breeches, and all that,
Are so queer!

And if I should live to be
The last leaf upon the tree
In the spring,
Let them smile, as I do now,
At the old forsaken bough
Where I cling.

Oliver Wendell Holmes.

The Dogma of Success

If you want to succeed
And get what you need,
And a little bit more beside,
Don't worry, but hurry,
Life's only a flurry,
And ships come in with the tide.

Don't fret at dirt,
You know it won't hurt,
And it helps along the game.
The turtle runs slow,
But all of us know
He travels just the same.

If a fellow twits
And around you flits
Like a moth around the flame,
Remember the tale,
Don't set up a wail,
Some day you'll laugh at his game.

At dusk or at dawn,
Laugh and don't yawn,
For a yawn's an infectious thing.
There's plenty of sleepers,
And shirkers and weepers;
The world wants the bee, not the sting.

If you go out on Sunday,
Don't dream of it Monday—
That peels the percentage of work.
When you go in for fun,
Go in on the run,
And don't let your grouch make you shirk.

It's only the smilers,
The really worth whilers,
The men who pull the earth on.
Anybody can drop,
Quit, renege, or stop,
But winners keep coming on strong.

If you're poked on the nose,
And feel that a doze
Would do you a whole lot of good,
Get up with a vim
And go after him—
It's the way all good fighters should.
Clement Yore.

Honest love, honest sorrow,
Honest work for the day
Honest hope for the to-morrow.
Owen Meredith.

Good Yeast
Good Bread
Good Health

Sell Your Customers
**FLEISCHMANN'S
YEAST**

**FRANKLIN
DAINTY LUMPS**
(Small Cubes of Sugar)



These dainty little lumps of sugar, which are just the right size for sweetening Tea, Coffee, etc., without waste, are great favorites with consumers. It will pay you to feature them as an added attraction to your stock, because of their superiority over old style lump sugar in both convenience of size and dainty appearance.

1-lb. and 2-lb. Cartons, 48 lbs. to the Container. Made from Sugar Cane. Full Weight Guaranteed.

The Franklin Sugar Refining Co.

Philadelphia

 **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.



Back after another slice

Ceresota
Is the
**Standard
Spring Wheat
Flour**
We Sell It

JUDSON GROCER CO.

The Pure Foods House

GRAND RAPIDS, MICHIGAN



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, JUNE 9, 1915

Number 1655

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COMPREHENSIVE REVIEW

Of the Past Year's Work by the M. S. P. A.*

It is my agreeable duty to-day to call you together in this the thirty-third annual convention of this Association.

Time passes so rapidly that it seems but a few weeks since our previous meeting here in Grand Rapids; and yet the calendar informs us that nearly two years have passed since we were so cordially received by our fellow craftsmen of this city.

The question annually here arises in the minds of the members assembled, as well as those who are so unfortunate as to be unable to attend, as to what the Michigan State Pharmaceutical Association has accomplished during the past year and what its plans are for the future.

I would say, by way of introduction to the work of the year which has just passed, that it has not been accomplished by any one man or by your officers alone; but by the concerted action of your officers and the membership at large as whenever a call for help has been sent out the response has been prompt and active. There can be no doubts in your minds that this is the only way that such an organization as ours can hope for ultimate success. It is the multiplicity of ideas, fearlessly and honestly expressed, which has made our Association what it is to-day.

I am sure that everyone present, as well as those of our calling who are unable to be with us, must feel extremely proud of their membership in this Association.

There was a good deal of satisfaction in the minds of your representatives when they appeared before the last Legislature and told the members of the Public Health Committee who and what they represented and also the number of men who held membership in our Association. If we receive such favorable recognition from having the small membership that we have, what would be our influence if our membership included practically every druggist in the State of Michigan?

*Annual address of Grant W. Stevens, President Michigan State Pharmaceutical Association, delivered at Grand Rapids, June 9.

Your officers for several years past have been striving to increase the membership of this Association with considerable success, but we still feel that there are many druggists who should be members who are not. What are we to do to convince them of the necessity of joining with us to combat our common enemies?

This is a matter which, I hope, will be taken up on the floor of this convention and intelligently discussed. We need more members and we must have them, and the very men we need most need assistance fully as much as we need theirs. We are all familiar with the saying, "Do we live to eat or do we eat to live?" I dare say that every one of us has been fully convinced that it is quite necessary to eat to live. So is it equally necessary for the life of the retail drug business that we maintain not only a State, but National and local associations as well, that we may successfully handle the many perplexing problems that come up.

The Executive Committee.

You are to be congratulated on the class of men who compose your Executive Committee. They have worked hard, faithfully and intelligently in your interest and the report which the chairman of that Committee will render to you will prove conclusively the truth of the statement I have just made.

The U. S. P. and N. F. Propaganda.

There is a mistaken idea in the minds of some people that our organization has only the commercial side of pharmacy in mind. We would call your attention to the fact we are waging, both nationally and locally, a continuous campaign through our U. S. P. & N. F. Propaganda work in the interests of the professional side of our business.

When you listen to the report of the Committee on Propaganda and the comments that will be made relative thereto, you will be convinced that our work along this line has been eminently satisfactory.

Finance.

The reports of the Secretary and Treasurer will show very clearly to you the financial standing of our Association at the present time. It will undoubtedly, be very gratifying to you to hear these statements, and I am sure you will agree with me, that your officers have been very careful in the handling of your funds during the past year.

Pharmaceutical Press.

It has been extremely gratifying to note the friendly feeling shown for our Association by the pharmaceutical press and especially by the D. R. D. A. Journal. In your name I desire to express the gratitude of every member of this Association to them for the many kindly things they have said about us for the past year. Also the Journal has been mailed regularly each month to each of

our members gratuitously. I would ask that a resolution be presented showing our appreciation of this service and also that at this meeting action be taken empowering the Executive Committee to negotiate with the management of the D. R. D. A. Journal to continue this service.

Legislation.

This is a matter which is of such tremendous importance to the members of this Association that I shall only touch upon it in a general way, leaving the details of it to your Legislative Committee, who, I know, will make a report to you that will be of intense interest. Those who have not read the Legislation letters of J. Leyden White that appear weekly in the columns of the N. A. R. D. Journal have missed a great treat. I would ask that at this meeting the Association instruct their Secretary to extend to Mr. White our full appreciation of the many inspiring thoughts contained in these letters and also for the personal advice and assistance he has rendered to our Legislative Committee.

At each session of our Legislature many measures are introduced which are drastic in nature and adverse to the betterment of pharmacy and the safety of the public health. I would ask that the M. S. P. A. go on record as opposing all drug legislation which has not first been fully considered by and has received the indorsement of the M. S. P. A., and also of the A. Ph. A. and N. A. R. D., the two great associations which represent pharmacy in its National aspects.

American Fair Trade League.

We have received during the past year, through the courtesy of J. Leyden White, many pieces of literature on the subject of price standardization, in which we are so vitally interested. The American Fair Trade League is composed of retailers and manufacturers who believe, like ourselves, that the doctrine of price standardization is correct. They deserve from us our hearty thanks for their efficient co-operation, and I would ask that this Association go on record as endorsing their doctrines of price standardization and pledge our full support to their endeavors to pass the Stevens price standardization bill.

Conclusion.

Much of the work of this Association is carried on by the members of the various committees and I desire to thank in your name the many gentlemen who so kindly accepted positions on these Committees and who have worked so hard and intelligently in your interests during the past year.

Words can hardly express our appreciation of the elaborate preparations which have been made by the joint Committee of Arrangements for our com-

fort and entertainment during this meeting, and I would ask that you notice by resolution suitable recognition of their efforts. I also would ask that our Secretary be instructed to express to Representative J. D. Jerome, Representative J. H. Hoffman and Senator Ogg, our appreciation of the valuable assistance they rendered in the matter of drug legislation during the last session of the Legislature.

In concluding I desire to say that I thoroughly appreciate the high honor which you conferred upon me in electing me to the Presidency of the M. S. P. A.

That fatal ineptitude of German argumentation which gives away the whole case in order to score an isolated point, is illustrated in an interesting controversy which has been going on for some days in the correspondence columns of the New York Times. It began with a letter from a German mineral expert who tried to show that but for American munitions, France would long ago have been forced to her knees by lack of war material. To prove his point he quoted figures which indicate that at least 75 per cent. of France's coal, iron and steel are now in German hands. If only the United States would keep out, France would soon be done for. This apologist did not recognize how sharply the argument can be turned against him. He knows to-day. More than one reader of the Times has made the plain retort that the seizure of the French mineral fields only emphasizes the iniquity of the German procedure in Belgium. Apparently, the "law of necessity" which compelled the Germans to hack their way through an innocent nation in order to get at the enemy, consisted not only in the fact that the Germans were compelled to get to Paris as soon as might be, but that they were compelled to get at the coal fields of the Pas-de-Calais and the factories of Lille as soon as might be. No one has taken very seriously the plea that Belgium had to be invaded from Germany in order to anticipate an invasion from France. Whatever semblance of reason there was in this plea is destroyed by this latest form of German apology which raises the suspicion that it was not fear of a French drive against the Rhine through Belgium, but fear of a French concentration on their own frontier in defense of their mines and industries, that was present in the minds of the German General Staff.

Chris Johnson, who for seven years conducted a grocery store at 615 North College avenue, has succeeded Frank Levandoski in the grocery business at 822 Fourth street.

THE GRAND COUNCIL.

Interesting Reunion of U. C. T. at Lansing.

Grand Rapids, June 8.—In U. C. T. history the convention of the Grand Council of Michigan United Commercial Travelers, is registered 100 per cent. All trains and electric cars into Lansing Thursday evening and Friday morning carried members and their wives all in that happy humor characteristic of the craft. Thursday evening, preceding the opening of the Grand Council meeting Friday morning, Absal Guild, Ancient Mystic Order Bagmen of Bagdad, staged the customary ceremonial session. Candidates from various U. C. T. councils were taken within the mystic realm and shown the sights of the ancient city of Bagdad. The work done by the officers of Absal Guild was complimented by Imperial Ruler M. J. Hemmens, of the Imperial Guild at Columbus, Ohio, and "Rabbi" Hoffman, of Malachi Guild, Milwaukee, Wis. At 1:30 "P. X." Friday morning the Bagmen and those of the ladies still awake and those who heard the alarm sounded—and some say it was heard in Detroit at 2:31 Eastern time—to the tune of music of the band—hat band and otherwise—marched to the fine banquet prepared and arranged for by "Great Magician" Shoemaker, and as the wee small birds began to twitter at the nearing time for break of day, the Bagmen hied themselves to their respective hotels for a little sleep and rest so as to be in readiness for the opening of the Grand Council sessions slated for 10 a. m.

Grand Counselor M. S. Brown rapped the gavel promptly at the time as advertised, and opened the meeting with prayer by Grand Chaplain Stevenson, of Muskegon, and following this was the address of welcome by Mayor G. Reutter, of Lansing. Grand Counselor Brown responded by presenting Mayor Reutter with a beautiful silk American flag as the convention assembled.

Grand Counselor Brown, in his address to the convention, reviewed the past year's work entirely from memory, using no notes or written address, and in so doing touched on the work of our Supreme Counselor, Claud Duval, and the affiliations of the U. C. T. with the Michigan Fraternal Congress, and the good work accomplished. More work remains to be done by that congress for that body recognized the force of the United Commercial Traveler. Resolutions were offered endorsing the policy of President Wilson in the handling of the foreign war situation. The convention was honored by the presence of Supreme Grand Junior Counselor, Frank S. Ganiard, of Jackson, and Supreme Executive Committeeman, Manley J. Hemmens, of Columbus, Ohio. A motion was made to extend an invitation to our worthy Governor, Woodbridge N. Ferris, to address the convention, but, unfortunately, he was not in the city, and all felt they had missed something that would have been good, judging from our past experience with the Governor. A standing vote of thanks was given Grand Secretary Fred C. Richter for the excellent services rendered during his term of office. The amendment to the constitution to change from the fixed amount of \$600 given from the entertainment each year to the council entertaining the Grand Council, to 90 per cent. of the assessment, was lost, but the motion made to increase the amount from \$600 to \$1,100 was carried.

Two invitations were extended for the 1916 convention, the two councils in Detroit combining and Traverse City Council, each backed up by telegrams from the Mayors of both cities, but on a vote being taken, Traverse City won. The contest was

conducted in the very best of spirit and friendship and the interest of the Western and Northern councils. The convention will be in June, but the date was left open for the Grand Executive Committee to set, with the hope that it can be done so as not to conflict with other convention, as it did this year with the Elks' State meeting.

The election of officers for the coming year as follows:

Grand Counselor—Walter S. Lawton, Grand Rapids.

Grand Junior Counselor—F. J. Moutier, Detroit.

Grand Past Counselor—M. S. Brown, Saginaw.

Grand Secretary—M. C. Heuman, Jackson.

Grand Treasurer—W. J. Devereaux, Port Huron.

Grand Conductor—John A. Hach, Jr., Coldwater.

Grand Page—W. T. Ballamy, Bay City.

Grand Sentinel—C. C. Starkweather, Detroit.

Grand Executive Committee to succeed themselves the same as last year—Angus MacEachron, Detroit; James E. Burtless, Marquette; L. P. Tompkins, Jackson; E. A. Dibble, Hillsdale.

Delegates to the meeting of the Supreme Council in Columbus, Ohio, June 22—M. S. Brown, Saginaw; W. S. Lawton, Grand Rapids; H. Howarn, Detroit; E. A. Welch, Kalamazoo; F. C. Richter, Traverse City; John Q. Adams, Battle Creek.

Alternates—John D. Martin, Grand Rapids; H. A. Marks, Detroit; A. T. Lincoln, Hillsdale; C. A. Wheeler, Marquette; F. L. Day, Jackson; J. W. Scram, Detroit.

After the installation of officers by Past Grand Counselor E. A. Welch, Grand Counselor W. S. Lawton closed a convention that will pass into history as one of the very best ever. Our presiding officer, Brown, was of the best, and the good fellowship all throughout the meeting was but another indication of the great good the order of United Commercial Travelers works among a body of men all competitors for business in the every day walk of life, yet all brothers within the folds of our organization.

The grand ball at the Masonic Temple was preceded by concerts by M. A. C. and Reo bands on the capitol grounds and enjoyed by "natives," foreign and domestic. The ball itself was a "capitol" success, the innovations featured by Lansing and Bay City members, the former in Palm Beach and the latter in white flannel suits in place of the conventional full dress, sounded a key note of guidance to future conventions, providing, however, it does not snow at the time of the meeting in Traverse City. Fischers' orchestra rendered much of highly appreciated novelties in addition to the best of dance music. At intermission a tasty lunch was served in the dining halls of the Masonic and Elks temples; Jackson, Bay City, Lansing, Detroit, Owosso and Grand Rapids councils gave their yells, but it was for Grand Rapids Council to rise to their feet and, under the able leadership of C. C. Perkins, sing that beautiful ballad to the tune of "It's a long long way to Tipperary." "It's a long long way to Traverse City." Saturday proved a day of parades. The travelers were followed by the "greatest show on earth," winding up with the Knights Templar. The U. C. T. parade was escorted by the Industrial school boys' band and military company. Cadillac Council of Detroit headed the procession, with the famous M. A. C. band, followed by Grand Rapids Council and Patrol Zouaves, Jackson, Detroit, Saginaw, Bay City, Hillsdale, Flint, Upper Peninsula, Owosso, Muskegon, Petoskey, Ann Arbor, Adrian, Coldwater, Port Huron, Lansing, industrial floats and automobiles.

Two ball games were played Friday, first between Jackson and Detroit, victory for Jackson, and Kalamazoo and Jackson with victory for Kalamazoo. Saturday's games were first Grand Rapids beat Battle Creek 10 to 4, and then came the rubber for the cup between Kalamazoo and Grand Rapids, 9 to 8, and Kalamazoo went home with the cup and victory.

With the late afternoon and evening trains and cars, the happy bunch, like the Arabs of old, continued on their homeward journeys, with many kind remembrances for the fine entertainment given them by the members of Auto Council and their ladies, and excellent accommodations rendered by the hotels. Throughout all the time, with some of the older members, there was a feeling of loneliness at not seeing our good old friend "Jim" Hammell, for owing to illness, he was unable to be among us, yet many took time to either call his home by phone or visit him in person.

John D. Martin.

Notes on the Convention.

No, honest, boys that is not so. I can prove it by Nemo. "Yep," says Nemo, "I am the alibi."—J. Harvey Mann.

Some "didings," some time we're having, but I do wish there were police enough to keep some of the near town natives from trying to walk on top of the parade.—H. W. Harwood.

"Never again."—"Paleface" Stott.

Some banquet, boys, wasn't it, after the Bagmen initiation. — Magician Shoemaker.

I am figuring some way of having spikes placed on the finger ends of some of the outfielders, so when the ball hits their fingers it will stick.—"Cap" Lypps.

I was proud of you boys in the parade. You ceased all talking and looked every inch one of the King's Guard Patrol.—Captain Burgess.

Never again will I carry my money in a green sock. The color brings bad results.—Claud Lawton.

You are some stickier and not a quitter, I claim. Register one put. Put her there.—Chas. C. Perkins.

For the love of Pete, boys, I forgot my nightgown, so will have to play rum all night, for I can't sleep just in the sheets.—Will Francke.

I furnished you the extra coach, fellows, just as I said I would, and I know you had good accommodations coming home Saturday night.—Neil De Young.

Some candidates seem to like the meat of the sacred white goat. Some do not, but what's the use—you can't suit everyone.—Viceroy Martin.

A happier bunch of fellows or a better looking lot of fellows' wives it would be hard to find than the Grand Rapids delegation.—Observer.

Not Legitimate Merchandising.

A Michigan merchant who, for obvious reasons, does not wish to disclose his name, writes the Tradesman as follows on the trading stamp-profit sharing coupon propaganda:

"I would like to know if this war against trading stamps and profit sharing coupons will also be pushed against the specialty tea and coffee concerns? We are not bothered with them in this village but any tea or coffee firm will tell you that they are getting a strong hold on the consumer with their premiums. I am selling a line of teas and coffees that are packing united profit sharing coupons. I am not in favor of premiums of any kind and never talk them and claim that I am giving my customer his money's worth when he buys a package of my coffee. I had an argument with this concern when

they started packing these coupons and would like it if you would send them the last few copies of the Tradesman.

"I know positively that considerably less than half of the coupons which I give to my customers are redeemed. The concern packing these coupons has had to pay the Hamilton Corporation for all of them. Why cannot these concerns see that they are paying out good money for something on which they get no returns and on which the corporation makes no returns (just simply reaps those enormous profits which makes the premium game what it is to-day)? How can the S. & H. people stop the Chicago retailers from uniting to stop the giving of premiums or coupons when S. & H. is not selling but giving away. They cannot call that legitimate merchandising."

The present Michigan law prohibits the giving away of either trading stamps or so-called profit sharing coupons. The validity of this statute is now being tested in the State Supreme Court. The case is entitled People, ex rel, Attorney General, Relator, vs. Sperry & Hutchinson Company, respondent. It has been properly noticed for hearing at the June term of the Court. The printed docket which we have just received shows, on page 35 thereof that the calendar number of this case is 25,405, and that the docket number is 105. The case is in quo warranto and appearances are recorded as follows: Grant Fellows and Roger I. Wykes, for the relator, and Alex J. Groesbeck and Frank T. Wolcott for the respondent.

Over the Counter.

A traveling salesman tells of his visit to a general store in Boston, where a woman was looking at some hats. "Have you nothing of a subdued mouse color?" she asked.

For a moment the salesman was staggered, but he recovered his breath and replied:

"No, madame, but we have some in enraged rat color."

Another woman, in search of a certain kind of basket, made the salesman reach down every article of that nature on the shelves except two. Then she said as she turned away:

"I only came to look for one of my friends."

"Madame," said the weary salesman, "if you have the slightest idea that your friend is in either of the other two baskets, I shall be pleased to take them down."

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

Buffalo, June 9.—Creamery butter, fresh, 25@28½c; dairy, 20@25c; poor to common, all kinds, 18@20c.

Cheese Dull; new fancy, 15½@16c; new choice, 15@15½c; held fancy, 16@16½c.

Eggs—Choice fresh 19@20c.

Poultry (live)—Broilers, per lb., 25@30c; cox, 12c; fowls, 16@17c; geese, 11@12c; turkeys, 14@16c; ducks, 16@17c.

Beans; Medium, new, \$3.40; pea, \$3.30; Red Kidney, \$3.75; White Kidney, \$3.90@4; Marrow, \$3.75@4.

Potatoes—40@45c per bu.

Rea & Witzig.

Don't bury the dead past. Cremate it.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, June 8.—Learn one thing each week about Detroit—incidentally one thing about tomatoes: Fifty years ago tomatoes were a curiosity and not considered edible. Last year a Detroit plant used 125,000 bushels of tomatoes for catsup. There were 85,000,000 individual tomatoes in that quantity.

The Detroit branch of the Chevrolet Motor Co. has moved from 815 Woodward avenue to larger quarters at 1244-46-48 Woodward avenue.

One of the reasons given by some members for the decision of the Grand Council for holding the 1916 convention in Traverse City, instead of Detroit, was the fact that in this city are residing in the neighborhood of 20,000 traveling men and but 650 members belonging to the local councils. One reason for the apparently poor showing of the local councils is that hundreds of traveling men living in this city belong to councils in all parts of the United States. Another reason is that there are so many wonderful and interesting things to take up a traveling man's attention in Detroit that it is a hard matter to divert them toward anything else, even the U. C. T.

According to the many Elks who visited Grand Rapids last week that city has again demonstrated its ability to entertain as no other city can.

The city of Lansing and Lansing Council are to be commended for the splendid reception given the traveling men at the convention last week. At the same time many who had never visited the city before were surprised to find in Lansing one of the prettiest little residence cities in Michigan.

A real friend is one who will believe what you tell him, even when he knows it isn't so.

Tom Bailey, of Petoskey, representative for the Petoskey Grocery Co., of the same city, spent Sunday in our lively midst. Tom says he was here on a pleasure trip, but he may have a different kind of relatives than most of us who are obliged to go elsewhere when on pleasure bent.

The City Coffee & Spice Mills, 173 Larned street, have contracted for the construction of a four-story brick factory on East Larned street, near Russell.

Winston Churchill says he sees victory for the Allies. How does he feel?

Sam Plotter, formerly in the grocery business, has opened a 5 and 10 cent store at 2175 Jos. Campau avenue. Sam is a son of Robert Plotter, well-known dry goods merchant at 1886 Jos. Campau avenue and for a number of years engaged in general trade at Wexford.

John McMahon, Edson Moore & Co.'s mirth provoking representative, was in Lansing at the time of the U. C. T. convention last week. After looking over the "welcome" signs that festooned the business section of the city, he remarked to a friend, "y' know Joe, this is the first time in all of my experience I ever saw a business man place a welcome sign over his door for a traveling man." Joe also agreed he had never before seen such a phenomenon. Personally, the writer doesn't believe in signs, anyway.

And now we hope that with the advent of June the business of the marrying parsons at least will keep up with that of the other years.

A. J., better known as "Ollie" Richter, a former Detroit boy, is making his mark in Lansing. He has charge of several departments for the J. W. Knapp Co., owner of one of Lansing's largest department stores. During the absence of Mr. Knapp who is in California, Ollie is

the merchandise and advertising manager of the store. At one time Mr. Richter represented Burnham, Stoepel & Co. in the territory adjacent to Detroit.

L. J. Orr, general merchant at Reading, was a business visitor in Detroit last week.

Cleveland has a newspaper using simplified spelling. In Detroit is isn't necessary.

The Michigan Smelting and Refining Co. is going to build a two-story brick and steel addition to its factory at 1635-1703 Joseph Campau avenue.

C. H. Haberkorn, lifelong resident of Detroit and President of the C. H. Haberkorn Furniture Co., died last Wednesday at his home, after a two weeks' illness. Mr. Haberkorn was born in Detroit July 27, 1856. In 1878 he began the manufacture of furniture, forming the company bearing his name. He was an officer in the Grosse Pointe corporation and the Haberkorn Investment Co. Surviving are two children, a son and a daughter.

J. J. Poole, pioneer merchant of Algonac, was in Detroit on a business trip last week.

After reading of the accidents that befell Uncle Sam's submarines during the recent maneuvers, one cannot but feel thankful that no one happened to run into them with a row boat.

Mrs. Agnes McCrossen has purchased the millinery stock of Miss Alice E. Fell, 2476 Jefferson avenue, and will continue the business at the same location.

The death rate from tuberculosis, reads the Government report is lower in Detroit than in any city in the United States of over 500,000 population. Only one of the many reasons why in Detroit life is worth living.

The American Agricultural Chemical Co. has let a contract for the erection of a two-story factory on Canton avenue, near Dearborn.

B. J. Austin, of Argentine, was in Detroit on a business trip last week in the interest of his general store.

Leo LeFevre, of Burnham, Stoepel & Co., was taken suddenly ill last week and, after being hastily rushed to the hospital, was operated on and for a time little hope was held out for his recovery. At this writing he appears to be rallying and it is expected his recovery will be rapid from now on.

The iceman can now take his pick in the kitchen. The weigh of the iceman is, indeed, small.

Our sympathy goes out to the Allies; in fact we feel not unlike them at the present moment. We can go no further because—

We are short of ammunition.

James M. Goldstein.

Quotations on Local Stocks and Bonds. Public Utilities.

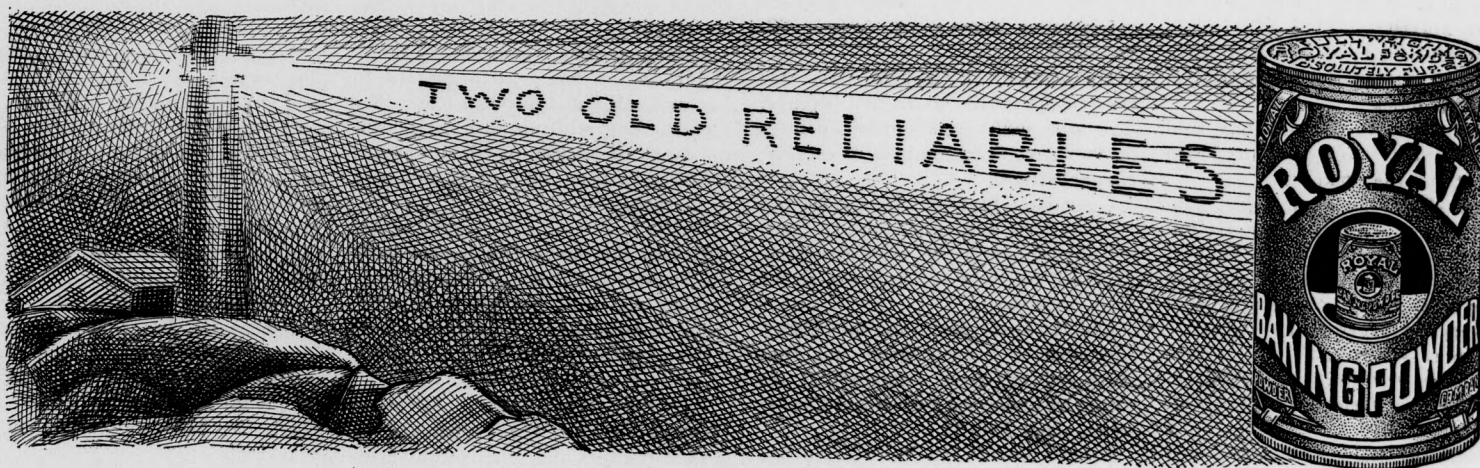
	Bid	Asked
Am. Light & Trac. Co., Com.	317	321
Am. Light & Trac. Co., Pfd.	107	110
Am. Public Utilities, Pfd.	62	65
Am. Public Utilities, Com.	30½	34
Cities Service Co., Com.	50	55
Cities Service Co., Pfd.	55	60
Comw'th Pr. Ry. & Lt., Com.	49	52
Comw'th Pr. Ry. & Lt., Pfd.	79	82
Comw'th 6% 5 year bond	98	100
Holland St. Louis Sugar	4	5
*Michigan Sugar	67	69
Pacific Gas & Elec. Co., Com.	45	47
Tennessee Ry. Lt. & Pr., Pfd.	29	33
United Light & Rys., Com.	42½	45
United Light & Rys., 2d Pfd.	68	70
United Light & Rys., 1st Pfd.	68	71
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	256
Old National Bank	189	195
Peoples Savings Bank	250	

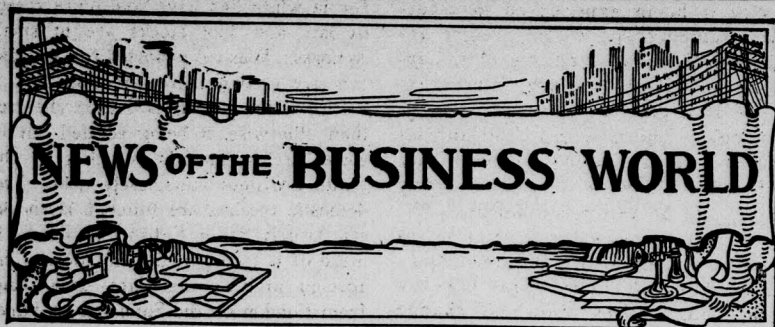
*Ex dividend.

June 9, 1915.



Your customers can remember Royal Baking Powder as far back as they can remember anything—they've seen it around their homes, like Webster's Dictionary and the family Bible, ever since childhood. The woman who comes to you now as the mother of a family sat in a high-chair in her own mother's kitchen and played with an empty Royal Baking Powder can. Nothing could displace an article of such established popularity unless it were better—and no better baking powder can be made. You'll find Royal Baking Powder easiest to sell and it will pay you more in the end than any other baking powder.

ROYAL BAKING POWDER COMPANY—NEW YORK



Movements of Merchants.

Crystal—John Haas has opened a grocery store.

Oden—W. T. Lancaster succeeds P. D. Lile in general trade.

Port Huron—T. G. Stacey has engaged in the meat business.

Boyer City—Leonard Bros. have engaged in the meat business.

Jackson—G. H. Millard has opened a jewelry store at 1412 East Main street.

Harbor Springs—George Mort has opened a bakery in the Backus building.

Muskegon—Vander Voort Bros. have opened a bakery at 53 Pine street.

Muskegon—Edward N. Spieldt succeeds Mrs. C. B. Braden in the drug business.

Kalkaska—Miss Lena Fry succeeds Mrs. E. L. Munyon in the millinery business.

Lansing—The Michigan Supply Co. is building an additional warehouse 60 x 80 feet.

Cassopolis—Ray Chambers, of Wayne, will open a grocery store here about June 15.

Otter Lake—Fire destroyed the Fite & Johnson hotel June 3, causing a loss of about \$10,000.

Charlotte—Pierce & Cantley have engaged in the grocery business in the O'Neil block.

Fountain—N. G. Nelson has sold his drug stock to C. M. Gray, who will continue the business.

Lacota—Bert Hodgman has sold meat stock and fixtures to Mr. Holton who will continue the business.

Alpena—M. Garant has opened an ice cream parlor in connection with his bakery on West Miller street.

Northport—Gagnon Bros. have traded their grist mill to Dr. E. B. Minor for his farm, near Traverse City.

Holland—Al Bekker has engaged in the grocery business at the corner of Columbia avenue and Eighteenth street.

Boyer City—Mrs. Henry Bogert has sold her stock of confectionery to J. W. Zimmerman, who has taken possession.

Charlotte—The E. J. Patterson jewelry store was burglarized June 3, following the breaking of a large plate glass window.

Detroit—William D. C. Moebs & Co., conducting a hotel, have increased their capital stock from \$300,000 to \$400,000.

Howell—George Dickson, or George Dickson & Son, confectioners and bakers, died at his home of paralysis, aged 61 years.

St. Joseph—Miss Mary Byrum has sold her millinery stock to Mrs. Elizabeth

Smith and Mrs. Nan Bullard, who have taken possession.

Ludington—Alex and Andrew Johnson will engage in the coal and wood business at the corner of Charles and Melendy streets June 15.

Otsego—R. J. Power has sold his dry goods and men's furnishing goods stock to A. Klasse, of Jackson, who will take possession June 12.

Allegan—Seri & Cerilla are erecting a new store building at Millgrove, 16 x 24 feet in dimensions, and will engage in general trade.

St. Johns—William Wheatfield, dry goods and clothing dealer, died at his home June 3, following an illness of several months, aged 59 years.

Big Rapids—Lester J. Stimpson, produce, hay and feed dealer, has purchased the R. Bregenzer warehouse and fuel business and will consolidate it with his own.

Pottsville—S. F. Cook, recently of Grand Ledge, has purchased the John Walsh stock of groceries and men's furnishing goods and has taken possession.

Negaunee—Winter & Suess, wholesale and retail grocery and meat dealers, are erecting a two-story warehouse and refrigerating plant, 40 x 65 feet, on Silver street.

Owosso—B. S. Gaylord has sold his jewelry stock to D. H. Wren & Co., who will continue the business at the same location, 119 West Exchange street.

Dowagiac—Merritt D. Keeler has sold his boot and shoe stock to Samuel Okum, formerly of Kalamazoo, who will continue the business at the same location.

Ludington—D. Seeba and son, Henry, will open a canned good and fruit store and self-serve restaurant at the corner of Ludington avenue and Charles street, about June 15.

Kalamazoo—Ralph E. Wallace has purchased the A. T. Wilson drug stock and fixtures and will continue the business at the same location, 309 South Burdick street.

Freeport—LeVant Newton has purchased the interest of his partner, in the Uewton & Corson meat market and will continue the business under his own name.

Pierport—Charles W. Perry has purchased the interest of his partner, Charles A. Ellis, in the C. W. Perry & Co. stock of general merchandise and will continue the business.

Lansing—Lee G. Stabler has purchased the J. D. Nelson stock of men's furnishing goods and will continue the business at the same location, 429 East Michigan street.

Adrian—H. LaVern Hopper, grocer has filed a voluntary petition in bank-

ruptcy in the United States District Court, scheduling his assets at \$5,019 and his liabilities at \$10,160.

Banfield—E. Tungate & Son, dealers in general merchandise, have dissolved partnership and the business will be continued by Chauncey R. Tungate, who has taken over the interest of his father.

Cadillac—E. A. Tuttle has sold his furniture stock to Clarence V. Slater, who will continue the business at the same location. Mr. Tuttle will continue the undertaking business under his own name.

Greenville—R. J. Tower has purchased the contents of the defunct furniture factory at Howard City and will remove it to this place and utilize it as the basis of a new manufacturing institution.

Scottville—Ira E. Knowles and Fred O. Knowles have formed a partnership and purchased the Miller Bros. produce stock and will continue the business under the style of Knowles & Son.

Mulliken—Hiram Peabody has purchased the Dee Shuart and W. Barber interests in the McNaughton, Barber & Co grain elevator and the business will be continued under the style of McNaughton & Peabody.

Cadillac—Clarence Slater has sold the cigar and tobacco stock he has had charge of since the death of Joe Brothers to Wallace J. Smith, who will continue the business under the style of the Corner cigar store.

Manistique—The Waddell Lumber & Supply Co. has been organized to buy and sell lumber, forest products and fuel, with an authorized capital stock of \$40,000, of which amount \$28,000 has been subscribed and paid in in cash.

Escanaba—The Escanaba-Gamble-Robinson Co. has been organized to buy and sell fruits, produce and other merchandise, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and paid in in cash.

Bedford—Fire of an unknown origin, destroyed the Amos Otis lumber yard, the Swassey & Emmons hardware store building and stock and the R. R. Northrop store building and stock entailing a loss of about \$25,000, partially covered by insurance.

Bay City—The Central Michigan Oakland Co. has been organized to deal in tractors and other motor driven vehicles, their parts and accessories, with an authorized capital stock of \$15,000, all of which has been subscribed and \$1,500 paid in in cash.

Muskegon—The Van Zaligen & Bush Lumber Co. has been organized to deal in lumber, lath and other builders' supplies at wholesale and retail, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in property.

Detroit—When Isidore Mango returned from a visit to a brother Thursday, his grocery store and a building adjoining, were afire. Recently Mango received several black-hand letters, but paid no attention to them. The fire started from an explosion that rocked the two buildings.

Durand—Sheriff Griffin and depu-

ties raided the fruit store of Peter De Rose and confiscated two barrels of cider which, the sheriff says, contain 4 per cent. alcohol, and arrested the proprietor, who demanded examination, on a charge of violation of the local option law and is under \$300 bond for his appearance before Justice Cook June 15.

Mecosta—The will of Mahlon Carman has been filed for probate. The Michigan Trust Company is named as executor. Enoch Bromley, partner of Mr. Carman, has bought Mr. Carman's interest in the general store and will continue the business under the name of E. Bromley. The firm of Carman & Bromley had one of the largest general stores in Mecosta county, and the interests in real estate and other business goes in the deal.

Battle Creek—A change in the organization of the two stores conducted by the T. H. Butcher Co. will take place August 1, when the Walkover boot shop and the Butcher shop will be dissolved. The Butcher shop will be conducted by T. H. Butcher, Claude Roberts and Louis Millard and the Walkover shop will be conducted under the style of the Butcher-Black Co. Mr. Butcher will retain an interest in both companies, but will have nothing to do with the active management of either.

Manufacturing Matters.

Detroit—The Fillman Shoe Co. has increased its capital stock from \$7,500 to \$20,000.

Detroit—The Detroit Cornice & Slate Co. has increased its capital stock from \$5,000 to \$50,000.

Lansing—The Electrical Equipment Co. has increased its capital stock from \$5,000 to \$20,000.

Wiley—The Co-operative Creamery Co. has sold its plants to M. D. Young who will continue the business.

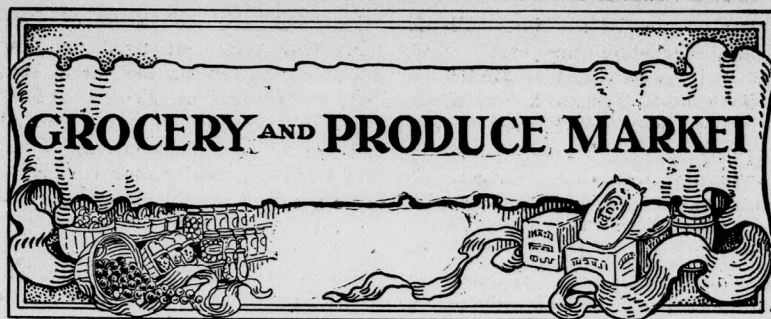
Detroit—The Federal Brass Works has been organized to manufacture and sell metal products, with an authorized capital stock of \$50,000, all of which has been subscribed, \$12,200 paid in in cash and \$37,800 in property.

Brown City—The Sanilac County Creamery Co. has been organized to manufacture butter and deal in dairy and farm produce, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Ontonagon—C. L. Marley cigar manufacturer and dealer in bazaar goods, has sold his store fixtures to C. E. Hecox and will remove to Indiana where he will engage in the pottery business. Mr. Hecox will open a second-hand store about June 15.

Greenville—The Velvet Liquid Soap Co. has been organized to manufacture, buy, sell, import, export and generally deal in soap of all kinds, with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Century Manufacturing Co. has been organized to manufacture all kinds of machinery, implements, tools, vehicles, etc., with an authorized capital stock of \$40,000, of which amount \$20,000 has been subscribed and paid in in property.



Review of the Grand Rapids Produce Market.

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

Asparagus—65c per doz.

Bananas—Medium, \$1.25; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.25.

Beets—50c per doz.

Butter—Receipts show a steady increase as the season goes forward, but on account of even greater increase in the consumptive demand, the market is firm at the recent advance. There is some demand for butter for storage, also, as the quality is very fancy. The weather of the past few weeks has been perfect for making butter everywhere in the United States. Prices will probably continue firm for some time. Fancy creamery is quoted at 27@28c in tubs, 28@29c in prints. Local dealers pay 21c for No. 1 dairy, 18c for packing stock. Cabbage—\$2 per 100 lb. crate or 3c per lb.

Carrots—75c per doz.

Celery—75c per bunch for California stock.

Cocoanuts—\$4 per sack containing 100.

Cucumbers—75c per dozen for hot house.

Eggs—Receipts are about as usual for this season and the market is steady and unchanged, with a moderate consumptive demand. There is nothing in sight which is likely to change the situation very materially. Local dealers are paying 17c this week.

Garlic—20c per lb.

Grape Fruit—\$5 per box.

Green Onions—Silver Skins, 12c per doz.

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

Lemons—Californias, \$3.75@4.00 per box.

Limes—\$1.25 per 100.

Lettuce—Home grown head, \$1 per bu.; leaf 7c.

Nuts—Almonds, 18c per lb.; filberts 13c per lb.; pecans, 15c per lb.; walnuts 18c for Grenoble and California, 17c for Naples.

Onions—Texas Bermudas, \$1.25 per crate for white and \$1.15 for yellow.

Oranges—Valencias, \$3.50@3.75; Mediterranean Sweets, \$3.25.

Parsley—25c per doz.

Peppers—50c per basket for Southern.

Pieplant—75c per bu.

Pineapples—Cubans command \$2.15 for 43s; \$2.35 for 36s, \$2.50 for 30s and \$2.75 for 24s.

Plants—Tomato and cabbage, 65c per box of 200; pepper and aster, 90c; pansy and egg plant, \$1; geranium, \$1.15; salvia, \$1.25.

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

Potatoes—\$1.75 per bu. for new.

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—Benton Harbors are now in market, commanding \$2.25@2.50 per 16 qt. crate. Home grown are coming in fully and are sold on the same basis. Early berries were injured by frost and the yield will be light. The crop of late varieties will be large.

Tomatoes—The price has declined to 40c per 5 lb. basket; 6 basket crate, \$2.25.

Turnips—50c per doz.

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

Wax Beans—\$1.50 per hamper.

The Grocery Market.

Sugar—The market is now unchanged from a week ago, the feature of the past week being the unexpected cut by the Federal to 5.85c after refiners had advanced the list to 6.10c and taken business at 6c. The price, however, was so tempting, even though for prompt shipment only, that a large amount of contracts and withdrawals were forthcoming from the country. It is a fair inference that the booking with refiners are ample to carry the trade through the greater part of the summer and 6c sugars will be in evidence for days to come. Raws, it is argued, should be steady at around 4c, if not higher, although the key to the situation rests with the United Kingdom and France. The Cuban grinding situation is coming to a close, only seventy-seven centrals being in operation at last accounts, and the remainder of the crop should find eager buyers at a figure. It is said that Europe will pay 3.85c f. o. b., while Australia, owing to drouth in that country, is also desirous of buying Cubas. With a practical certainty that all the sugar will be needed, it seems that prices should do better, but planters persist in sending along unsold raws, which cause temporary reactions, this applying to both Cubas and Porto Ricos. For July 4c cost and freight is asked.

Tea—New samples of this season's Japan are coming in. The market opens strong and prices will be well maintained. Transportation rates are constantly increasing and we will, no doubt see even finer prices than at present. Formosas are in a strong position. The China market continues to advance. demands from Russia forcing prices upward. Great diffi-

culty is being experienced in securing shipping space and freight receipt will be slow and irregular. Ceylong and Indias are very scarce except at a greatly increased price.

Coffee—The market is dull and inactive. There seems to be plenty of coffee either here or on the way here, and as the Brazil financial situation is somewhat unsettled, together with the expectation of a large crop there, the entire feeling is heavy and dull. Prices show no change for the week, being steady at the decline noted a week ago. Mild grades are also dull and with the exception of medium roasting coffees, are heavy as to price. Java and Mocha are about unchanged for the week.

Canned Fruits—Coast packers seem to be less anxious to sell futures on the basis of previous quotations, recent weather conditions having been less favorable for the crops. No. 10 apples are dull and prices are nominal.

Canned Vegetables—Tomatoes are unchanged. It is rumored that a syndicate is being formed to buy up all the cheap stock and hold it for higher prices. Because of the poor crop prospects to the present time owing to the unseasonably cold weather it is thought that a combination of buyers which could get control of the bulk of the spot stock would be able to make a good thing out of it. Corn and peas, both spot and future, are unchanged and in moderate demand.

Canned Fish—Eastport and other Maine packing quarters report a continued light pack of fish. The carry-over, which was not large, according to well posted authorities, is being absorbed by a steady consuming demand and the market has a stronger tone, although in some quarters prices are still being shaded. Salmon is quiet and unchanged. Tuna fish is easy. Shrimp is quiet but steady, the spring pack being lighter than expected. However, selling competition is keen.

Dried Fruits—The demand for the various staples for spot or forward shipment is slow and on the hand-to-mouth order for the most part. However, the tone of the market is steady and there was no material change in prices at the close. California prunes on the spot are still fairly active in a jobbing way and the market has a firm undertone. There is little interest shown in future shipments by wise buyers, but as offerings are limited the market has a firm tone. In apricots and peaches not much stock is changing hands for immediate or forward shipment and the feeling among sellers is weak. The market, however, shows no further quotable decline. California raisins are slow of sale and prices are nominal, but with the Associated Company's guarantee backing spot quotations the tone of the market is steady. Currants are steady but quiet for forward shipment and on the spot. Some offerings of goods in bags are said to be made on the basis of slightly less than the quoted figure made by large importers. Oregon prunes on spot and for shipment are firm but quiet. Figs have sold more freely of late. Smyrna naturals are said to be about exhausted. Supplies of layers and lacouns are moderate and the market is firmer. Cali-

fornia white figs have sold quite freely of late and spot stocks are in small compass. Washed imported figs in glass jars are getting more attention.

Rice—The feeling is rather cheerful than otherwise, it being pointed out in some circles that the supplies in the South are light and closely held. The domestic receipts are fuller, 5,220 pockets, largely from California, which is more of a factor in the situation. The foreign arrivals are light—1,000 bags from London on the Samland. Advices from the South indicate that the new crop is making progress, although belated.

Cheese—The make of new cheese is larger than usual at this season, and if it were not for the large demand for export, the situation would be easy. A large percentage of the current make is being sold for export, and the market is firm at 2@3c per pound above a year ago. The price in the near future depends entirely on the export demands, which bids fair to continue.

Provisions—All cuts of smoked meats, by reason of increased demand, show an advance of 1/4c for the week. Pure and compound lard are strong and unchanged in price; demand is good. Dried beef, barreled pork and canned meats are all unchanged and in light demand at steady prices.

Salt Fish—The supply of good Norway mackerel in this country is not large, and there is every evidence of a shortage in this year's catch. Irish mackerel will also be short on account of war vessels interfering with the fishing, and altogether it looks like much higher prices for mackerel within the next three months. The demand at the present time is not very large, but mackerel looks like good property at today's prices. Cod, hake and haddock are all unchanged and quiet.

Daniel Vis, who has been a partner in the Grand Rapids Fibro Cord Co. (not inc.) with Paul Ritter, is about to withdraw. The business will be continued, but who Ritter will take in to succeed Vis is not known. The firm is located at 343 North Ottawa avenue.

Howard Ferguson, who has been associated with Clinton E. Carpenter as a partner in the Pope Cycle & Sales Co. (not inc.), has purchased the interest of his partner and will carry on the business alone.

Kaastra & Heeren have succeeded the Maple Products Co., a Michigan corporation, formerly located at 415 Blumrich street. The new firm will be located at 1024 Williard street.

The National Grocer Co. will have an "open house" next Tuesday evening, being in the nature of a house warming. Music, refreshments and the glad hand will be in evidence.

Guy W. Rouse (Worden Grocer Company) continues to improve. His complete recovery is now only a matter of weeks.

Frank D. Parr succeeds Cornelius De Boer in the grocery business at 1654 Monroe avenue.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, June 7.—The Soo Indians, 125 strong returned Saturday noon from the B. P. O. E. State convention at Grand Rapids with Jackson's scalps, their contenders for the State convention for 1916, also several other prizes. The braves have only words of praise for the treatment accorded them by Grand Rapids Elks and are waiting for their opportunity to reciprocate next year. Genial Charley Smith entertained "Squaw" Cook, "Split Ear" Trempe, "Hook-Nose" Yalomstein and Flat Face Pregitzer at nearby resorts Thursday forenoon, treating them all to a drink at the water trough. Charley Horse Beckingham constituted himself as night watchman on the down trip, which kept him pretty busy patrolling the three Pullmans. Deputy Sheriff "Laughing Boy" Sayers went into hysterics at Mackinac City and kept his car in tears the remainder of the trip. We are unable to learn the cause of "Laughing Boy's" misfortune, but it is understood he bought a sandwich at the lunch counter and swallowed the only bean whole. Post "Exhausted Rooster" Merrifield gave vent to his wrath by tearing down the curtain to his berth. We believe Jack was jealous because his sandwich was beanless. "Painted Head" Gilhooley lost his wardrobe the first night out. "Howling Wolf" Jacobs lost his voice at the convention hall. "552, That's Us." "Eagle Eye" McDonald seemed to prefer room 53 in preference to his own. We wonder why. "Tom Tom" Deegan wants to know who took the "Injine" off his neck. Nobody. "Stub Nose" Moran objected to the room assigned him at the Morton. There's a reason. "Plain Indian" Parsille 6 a. m. "Just a minute before you go to sleep." "Laughing Bear" Moorc, just returned from Russia, captivated the Russian dancer at the Morton House. "Bald Knob" Rhinehart says he'd rather go to Marquette than Jackson. Brother Fred Neuendorf, of Saginaw, saved the lives of several of the warriors at the ends of the parade by passing around a few bottles of G. R. B. Co. "Revivo." "Hoot Owl" George Deegan insisted on sleeping in the drawing room without having the berth made up. "Dry Creek" Jordan says he doesn't understand how they made it fast enough. "You Know Me" Al saved our lives with a few Silver Fizzes Friday morning. "Split Ear" Trempe, "just keep on bringing them up until I countermand the order." "Red Feather" Ryan, "Sit down, you're rocking the boat." "Big Chief" A'Hearn had trouble dodging the trolley wires. "Silver Tongue" Madison continues to "Catch 'Em Squaw." Will he ever get over it? "Sleepy Bull" Hazen lost the key to his room and slept with the "angels." "Pink" Fink, of Muskegon, wants quick results. Don't disappoint him. Who knows where Paul Gage lives? Charley Brown, of Birch Run, didn't remember who kicked the window out of the cab. Who says "They can't make an Indian out of a Swede?" "Yellow Head" J. Peterson and "Black Eye" Matthews, after nine years of peace, dug up the hatchet. We wonder if Dr. Traxler is still sleeping in the Morton House lobby. The two Trembles, Jack Downey and Vic Simoneau are already practicing for next summer's entertainment. Look for the big noise next year. "Crooked Foot" Young says he will let anything but a fire truck run over his toes. "Shorty" John Hunt, of Newberry, thinks the convention should last at least a week. "Four Eyes" Gormely didn't enjoy his ride on a truck full of empty beer cases because they were dead ones. "Big Bill" Hanley envied A'Hearn for carrying the banner in the parade so

he gained the privilege of carrying it home. We understand Herb Agans has offered a reward for the Indian guilty of setting fire to his sea serpent. Brother Louis H. Jenns and his genial wife entertained at the Livingstone. Everything went harmoniously except Louis' continual cussing of the waiter. But we don't blame him—\$1.65 was too much for one round. "Bow Legs" Wynn had a car of autos to sell but he got there Friday morning. "Scalp Em" Riordan says a lonesome nickel saved him from wearing a barrel. Brother Lombard thinks it rather expensive to come to the Soo. After careful enquiry, we find it just as expensive to go to G. R. "Bread Baker" Kemp has been sleeping most of the time since his return, trying to catch up. "Lucky" Baldwin missed all the fun, as he had to sleep in his own tepee. "Picture Taker" Lockwood won all the prizes for good conduct. "Horse Shoe" Ed Lemon wants his transportation returned, because the train didn't stop at Elmira. "Rain in the Face" Rapin knows all about serve self restaurants. "Old Cap" Garipey says there is no fun in a pump. For the benefit of our Grand Rapids friends we would like to mention that "Frogleg" Fields was not tight. It was rheumatism that made him walk that way. "Brush in the Face" Piteau made his second trip to the brewery for a tooth brush. "Pigeon Toe" Oster never missed a beat. "Medicine Man" Humphey, of Munising, is noted for his Indian soups. Jack Connolly finds it would have been cheaper to make the trip, but believes in spending his money at home. We are all waiting for Nick Whalen from the kindergarten. Charles Pregitzer attended the convention to make up for lost sleep during the past year, but says it would take two weeks more to put him in line at 7 a. m. Those we missed shouldn't feel bad. We dare not tell on them.

J. Scravenie, one of Eckerman's lumber operators, was a business visitor here last week. Mr. Scravenie has some large contracts to get out, but says he is able to get all the help he requires at the present time.

E. E. Rose, of Edmonton, Alberta, was a business visitor here last week. Mr. Rose was one of the well-known traveling men in Michigan about ten years ago when he represented the Cornwell Beef Company on the C. P. R. division between Sudbury and the Soo. Later he moved to Edmonton, where he is now manager of the sales department for the P. Burns & Company, Ltd. Ernie is one of the boys who made good and is now enjoying success.

The Soo Fourth of July committee is one of the busiest bunches of hustlers on record here at the present time. The success met with last year in celebrating the Fourth has spurred them on to greater achievements. We will be able to announce further details later, as the committees have all been formed and are now ready for active work.

The store thieves are getting busy here again, the latest stunt being pulled off in Charley Fields' cigar store last week. Charley was the last to leave the store, but was thoughtful to empty the cash drawer, with the exception of 10c which he makes a practice of leaving in the till, so as not to be without cash in opening up the next morning. However, the thieves were satisfied to take it out in trade and took away with them a quantity of pipes and tobacco to the amount of about \$25. Charley is willing to buy the cigars if the guilty party is apprehended.

Alderman Gus Kirvan, one of our local sports in catching fish, reports a record breaking catch last week, when he landed a 25 pound muskellunge near the Soo. Gus has told many fish stories, but said this one actually weighed 25 pounds when put upon the scales, and he has so

convinced the Common Council that many are inclined to vouch for the truth of Gus' statement.

There is only one thing that some of the villages near here need worse than a bank and that is money to put in it.

The Merchants and Manufacturers Association of Milwaukee, accompanied by their band were Soo visitors and guests of the Soo Business Men's Association last Friday. The Association was well taken care of while in the city. After a short reception at the Sault Club, they were given a motor trip around the city and surrounding country. The only scare they had while here was one of the auto parties in charge of W. D. Ragan, editor of the Soo Times, who has a new car, and wishing to take his visitors on a trip through Rose-dale, which Mr. Ragan considered could be made in the allotted time without missing the train, but while twelve miles out in the country, the machine refused to proceed further and after the usual preliminaries and adjustments being made, on the advice of the Milwaukee experts on autos, the trouble was soon located and found the machine would not run without gasoline, but as luck would have it at this age, the first call at a blacksmith shop found two gallons of the precious fluid in stock, and they lost no time in transferring same in the car and from all accounts, it would have made Barney Oldfield jealous to see them pass. Postmaster Scott was with the party and he is still laid up with his nerves racked, as only the high spots were touch on the return trip. A message was sent to the Soo to hold the train thirty minutes, which was not necessary on account of the extra time made in speeding. The souvenirs left by the visitors were very unique and greatly appreciated by the Association here. Our only regret was that the delegation was not permitted to spend more time in the Soo.

According to reports received regarding the numerous cities throughout Michigan adopting Eastern standard time, there is more or less confusion and the Soo is to be congratulated, up to the present time, in not having the "time change bee" and we trust that this fad will not become contagious in the U. P., so that we will not suffer a similar inconvenience.

Marquette has decided to bond the city for the sum of \$140,000 for the erection of a new high school.

The Chippewa County Shorthorn Breeders' Association effected a temporary organization here last week and an adjourned meeting was called for Saturday afternoon, June 26, when the committee will make a report and a permanent organization will be effected. The Cattle Association here is meeting with the best of success and Chippewa county can

feel proud of her efforts along these lines.

Chief of Police Mitchell received a notice from the Kansas City, Mo., police department, that a traveling man by the name of Floyd Ferguson was making the Soo, but as he is the husband of four different women, he had an urgent call to return to headquarters, where in all probabilities he will have to change his territory. Floyd must have been an unusually good salesman to support so many families, as most of our local traveling men have to hustle to support one wife.

The Canadian Soo has opened up a jitney service which is reported doing a very satisfactory business, and especially with the traffic of the Mills and Pulp & Paper Works at Steelton, as the cars have been overloaded with the workmen.

The steamer Algolah, of the Island Transportation Co. went into commission between Mackinaw City and Mackinaw Island last Tuesday, making connections with all trains.

Hec McDonald, one of Engadine's citizens, had the good fortune to escape serious injuries that might have happened when the front wheel of his auto separated from the machine while he was driving home from Newberry last week. The machine was no pole climber, which probably accounts for the good fortune.

D. Quay's mill, at Moran, is again running to its full capacity, which is encouraging news to the residents at Moran.

Two more ford cars were sold at Moran last week by J. D. Erksine and if business continues as good as it has been for the past few weeks, Mr. Ford will undoubtedly be able to increase his capital stock from \$100,000,000 to \$200,000,000 and the village of Moran will be able to give joy parties by the score.

Mackinac Island is again receiving mail via Mackinaw City. The Algolah's contract with the Government for the mail service expires July 1, when the mail will be brought to and taken from Mackinaw Island by launch, and it is a question as to whether or not the launch will be able to render satisfactory service in bad weather. The Islanders are somewhat disappointed that the Algolah was not successful in securing a renewal of its contract.

The Snows are one of the busiest places at the present time in the U. P. Everybody is working over time getting the cottages and buildings in summer garb. Two new docks are being built at the club grounds on account of the low water which has put many of the docks at the Snows high and dry this season.

Howard Scott, of Cedarville, enjoys the distinction of being the first jitney bus driver in that neck of the woods. His car travels between Pickford and the Soo on the basis of a nickel a mile—\$1 each way or \$1.75

The Brand That Is a Guaranty Of Purity and Excellence



[This label appears on our pails]

See Quotations in Grocery Price Current

For Sale by All Wholesale Grocers

for the round trip. No use walking any more.

Ned Hudson, operating the stage between St. Ignace and Cedarville during the winter months, has put a new Overland on the route. He also has cars to hire, ensuring good connections with the Snows.

Young Bros., of Cedarville, have moved into their new building which was opened to the public last week. The store is handsomely decorated with festooning and with its spring freshness and new stock made a very attractive appearance. Souvenirs were given each lady attending the opening, consisting of a bottle of perfume, while the gentlemen enjoyed a good smoke, and the children were furnished with a stick pin. It is reported that not a child missed the opportunity of attending for miles around. The members of the firm, Lee and Roy Young, were both born and raised in the community and two more enterprising young hustlers would be hard to find. A bright future is predicted for them.

We learn with much regret that we are to lose two of our foremost citizens and enterprising young men in George and Chase Osborn, Jr., proprietors of the Sault Evening News, who have purchased the plant and business of the Evening Herald, of Fresno, Cal., and will move their families to that city. George Osborn will assume the business management and Chase Osborn Jr., the editorial conduct of the newspaper, being the same positions that they have occupied with the Sault News in this city. The new proprietors will change their paper to an independent paper. It has heretofore been somewhat Democratic and on the bull moose order. C. M. Hill, a well known journalist who for years has been connected with the Detroit News, will succeed Chase Osborn in the management of the Sault News.

James Thompson, proprietor of the Rosedale creamery, at Rosedale, has resumed operations at the creamery for the season and never in the history of that industry has there been a more favorable appearing future, as the abundant supply of cream assures a large output for this season. The pasture is exceptionally good. Mr. Thompson has arranged to entertain the farmers of Chippewa county and the residents of the Soo with a big basket picnic in the near future. Mr. Thompson will furnish free to all the picnickers all the ice cream they can consume on the premises. The picnic will be held in the beautiful grove adjoining the creamery building. Visitors will be shown through the creamery and made familiar with the details of the business, from receiving, weighing and testing the cream to the storing and manufacturing of same into butter. It is expected that the Soo will consume the greater part of the output and Mr. Thompson has arranged with

several of the stores here to push the Rosedale creamery butter. Mr. Thompson is also planning to remove his cheese manufacturing plant from Brimley to Rosedale and, as soon as the farmers do not need the milk for raising calves and pigs, he will receive the entire amount and make it into cheese. It has been demonstrated that Chippewa county is there with the goods in the cheese industry, as Mr. Thompson took the State record of 98 3/4 per cent. perfect points, a score which all the dairymen in Lower Michigan have since tried to equal.

R. G. Ferguson, President of the Soo Hardware Co., had a narrow escape from being seriously injured by a fall at the new building which is in process of erection on Ridge street. He received some painful, but not serious bruises.

"The way of the transgressor is not only hard, but blamed slippery."

We are in receipt of a message from Pickford, the hustling village twenty-four miles south of the Soo, that in a debate there the other night it was decided that Pickford is a better place in which to live than Chicago. There may be more truth than poetry in it at that.

Doctor Karl Christofferson, Soo's champion rapid fisher and one of the best known dentists in Cloverland, made a new record last week when he captured from St. Mary's Rapids with a hook and line a lake trout weighing exactly twenty-one pounds. The monster fish measured 39 1/2 inches in length and had a girth of 22 inches. When it comes to catching the large fish, leave it to Doc. He is also the bureau of information for fishermen during the tourist season at the Park Hotel.

"Opportunity makes the man, but only when the man knows what to do with it."

Frank Allison tells a good one on his return last week, when he met one of his customers from the lumber camps who was a Soo visitor. Of course, Frank wanted to do the right thing at the right time and invited his friend to dine with him at one of the Soo's leading cafes. Everything was served in good style, but the different courses were dished up in very small portions. At the conclusion of the meal, Frank, who was perfectly accustomed to the general style of the restaurant, said, "Pretty good meal that, for a dollar, eh?" "Yes," responded his friend, who was still hungry, "first rate. Now you have one with me."

"An optimist is a person who smiles at knocks, while a pessimist is one who knocks at smiles."

William G. Tapert.

Most men who are good at guessing conundrums are not much good at anything else.

Go to the gas meter, thou sluggard; consider its ways.

Scintillant Splinters From the Saginaws.

Saginaw, June 7.—P. P. Heller, senior member of the retail grocery firm of P. P. Heller & Bro., who has been on the sick list for quite a while, is much improved. We all hope to see him around in the near future.

Donald W. Martin was in Kalamazoo to attend the State convention of the Michigan jewelers. Mr. Martin is Vice-President of the State organization and gave an address at the convention on "System in the Jewelry Business." While he is a State officer and is engaged in the jewelry business in Saginaw, he represents the Keystone Watch Case Co., of New York, at the convention.

A. M. Doyle, of Corunna, has purchased the meat market of F. J. Doan which he is going to consolidate with his own market and give Corunna an up-to-date meat market, such as it has not enjoyed for a number of years.

Fred Snyder, formerly of Portland, has purchased Mr. Burris' interest in the meat market recently established by Snyder & Burris, in Lansing, at the corner of Michigan and Leader streets.

G. A. Webb, of Pontiac, one of the pioneer butchers of the city, has recently added to his market supplies an up-to-date line of fancy and staple canned goods, including fish, vegetables and fruits of all kinds. The recent remodeling and the present plan of shelving, etc., has so concentrated the business that it makes it one of the model markets of its kind in the State and is worthy of due consideration from his numerous patrons.

Moore's cigar store, owned by Gil Skimmin, corner of Genesee and Franklin streets, has installed a modern soda fountain, which is right up to the minute. This is the first time in Michigan that a cigar store has endeavored to pass out refreshing beverages along with cigars. It is a novel idea, and we see no reason why it should not prove a success.

The grocery stores and meat markets have started closing each Wednesday afternoon for the remainder of the summer. The first Wednesday afternoon they closed it rained, but we have hopes that the weather man will smile on them in the future.

Our summer resort, known as Riverside Park, will open Sunday for the remainder of the summer. It is a very popular resort and people come for miles around to enjoy the many various attractions.

Mr. Fowler, manager of the beef department of Swift & Co., was in Saginaw on business. He was the guest of the President of the Saginaw Beef Company, W. C. Cornwell.

W. D. Rowden, the jolly city salesman of the Saginaw Beef Company, is visiting the large cattle ranches in the State. "Shorty," which is his popular name, is a very good judge

of beef, having been in the business since he was "knee-high-to-a-grass-hopper."

M. A. Kessell, druggist at 2346 Michigan avenue, has equipped his store with handsome up-to-date fixtures and, with his new soda fountain, has one of the most modern drug stores in the city.

Arthur B. Cornwell.

Obsolete Humor.

Half a century ago that form of humor known as the conundrum was thought to be very amusing and one of the highest forms of wit. And the man or woman who had a store of new ones always ready to propound was considered a most entertaining person. Of course, everybody knows what a conundrum is, for even to-day it creeps up occasionally in some remote district. But, the really old ones that delighted our grandfathers are for the most part buried in oblivion. Did you ever hear of the one about the watch dog? This of the brand of 1850 and is pretty good of its kind:

"Why is a watch dog bigger at night than in the morning?" "Because he is let out at night and taken in in the morning."

This one was a great favorite of the beaux of 1860 who wanted to flatter the ladies:

"When is a bonnet not a bonnet?"

"When it becomes a pretty woman."

Here are some more of about the same period that may interest you:

"What's the difference between a donkey and a postage stamp?" "One you lick with a stick and the other you stick with a lick."

"What was the greatest feat in the eating line ever known?" "That recorded of the man who began by bolting the door, after which he threw up the window and then sat down and swallowed the whole story."

"Why is a little dog's tail like the heart of a tree?" "Because it is farthest from the bark."

"Which would you rather do—look like a greater fool than you are or be a greater fool than you look? (Let the person choose, and then say, "That's impossible.")

"What do lawyers do when they die?" "Lie still."

"What is the most inconvenient time for a train to start?" "12:50, as it is ten to one you don't catch it."

Quaker Coffee Fame— Honest as Its Name

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

THE PROMPT SHIPPERS



(Unlike any other paper.)

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OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

June 9, 1915.

MAKE FRIENDS WITH JAPAN.

The average American gives but little attention to Oriental politics; too often his knowledge of current events there is the result of an exaggerated cartoon or a false newspaper headline. The wide publication of Japan's alleged demands upon China and the hasty interpretation placed upon them by writers here, have made an impression on the public mind which the final treaty between China and Japan, however moderate, will not eliminate.

Let us awaken to the fact that Japan, our former pupil, having adopted our educational system and many of our constitutional ideals, including freedom of religious worship, stands to-day—selfishly, if you please—as the sponsor and real guardian of the open door, and is doing work in a material and practical way to better the condition of at least some twenty millions of Orientals in Korea, Manchuria, and Formosa.

Japan has not in any sense annexed China; no such dream has ever come to the wise statesmen of Japan. Yet many of the would-be friends of the youngest republic are predicting that China's fate is to be that of Korea. What, may we ask, has been Korea's fate?

Is there an intelligent, fair-minded person with a knowledge of the conditions of life in Korea ten years before Japan annexed it, and conditions as they are to-day, who would be willing to have Korea resume her former state? If there is such a person, he might well contend that it would be better for Egypt if Lord Cromer had never been born, that Cuba should revert to Spanish rule, that, so far as the Philippines are concerned, the Battle of Manila Bay was fought in vain.

In Manchuria an annual market has been made for twenty millions of dollars' worth of Soyo beans; and the South Manchurian Railway has been a social factor in the lives of millions of Chinese, such as no other railroad in the world has been, not excepting the Canadian Pacific.

If any one doubts that Japan thinks and acts better than any other nations towards her own neighbors, let him contrast the work of Japan through her sphere of influence in Manchuria with that of the British,

the Russians, the French, or the Germans in their respective spheres. If documentary evidence of the most convincing kind is required, take the budget of the Japanese government, the reports of the government general of Korea, or the financial statements of the South Manchurian Railway. These show the millions of dollars that have been expended for social betterment and for improving the lives of the people whose welfare has come within the sphere of Japan's activities—and these are official reports. If human testimony is required, Americans may turn with confidence to many of their distinguished countrymen who have visited these countries, and who thus speak with a personal knowledge of what has happened and what is happening there to-day. Among these are the Right Rev. Bishop Harris and the Rev. Dr. Gail, who lived in Korea for many years; ex-President Eliot, Robert Porter, of the London Times, and several others of equal prominence.

As a close student of current events in the Far East for the past ten years it is the conviction of the Tradesman that Japan earnestly desires and seeks to protect China against further harmful European aggression, and wishes to see her grow strong and prosperous, for in practically no way can Japan herself so prosper as through the increase of China's purchasing power. Those Americans who have respect and admiration for the great body of intelligent Chinese who are working to improve the conditions under which they live, and Americans who have the real interest of China at heart cannot give her better advice than to make friends with Japan and co-operate with her in every way possible.

A National bank in Chicago has attracted attention to itself and secured a little more or less desirable free advertising by posting conspicuously this notice: "Employees of this bank receiving a salary of less than \$1,000 a year must not marry without first consulting the officials of the bank and obtaining their approval." The natural suggestion would be that the bank pay more than a thousand dollars a year to all its clerks of marriageable age. The incident has provoked considerable newspaper discussion in the Windy City, and one of the strongest defendants of the bank's attitude is a woman, who declares that happiness draws no dividends, and that Cupid runs things on commercial lines. The suspicion is that this woman's husband, if she has one, is not in receipt of a large salary. How far true love can make up for lack of luxury, or compensate for the lack of comforts not to say necessities, is a question which young couples must settle for themselves, and probably the only way for each to find out definitely is by experience. The only trouble about that plan is that the experience comes too late to avoid the consequences if they are not satisfactory.

The chap who is buried in oblivion is also a dead one.

KNOWLEDGE AND PEACE.

The conclusion of the negotiations between China and Japan opens a vista through which we may, perhaps, look a little further than before towards world peace. The merciless tyranny which Japan was supposed to be endeavoring to impose on China has vanished, and Japan is in a position to defend both countries, as before, from exploitation by the West.

But what has this to do with the peace of the world? Much every way, for such peace cannot come unless East joins with West in making and guarding it. The only visible, if not the only possible, way of putting an end to war is that the nations should unite to proscribe it, and provide an international force to keep it down. Only world-wide union can preserve world-wide peace. A hemispherical agreement uniting Europe and America without Asia would not only in the long run be futile, but even more dangerous than what we now have. Most of Asia and America are to all intents and purposes now at peace. If, nevertheless, the present war is unimaginably horrible, what would a war of East against West be?

But "can two walk together except they be agreed?" A secure peace must rest on mutual knowledge and understanding. If we would have it, we must accept the principle that Charles Lamb whimsically stated when he said that he did not want to know a certain man that he hated, because, if he knew him, he could not hate him. To understand those whom we have looked upon as prospective enemies seems our deepest need.

"Prospective enemies" has of late to many meant the Japanese. But the bogies that have been staring at us across the Pacific are creations of an ignorant imagination. Fortunately, the ignorance is one-sided. For Japan knows us better than we know any other nation, except, perhaps, England. How could it be otherwise? For almost half a century she has been systematically studying us. Year by year her students have been coming, learning in our schools, living in our families, reading our books, watching our Government, investigating our arts, our manufactures, our inventions, our morals, our religion. Older men, also, men of affairs in every department of life, have been investigating us from all their varying points of view, and not a few able women have done the same. And all this with a practical aim, and with results unprecedented in history. Having in ages past persistently put to use whatever she could learn that was of value from Korea, China, and India, Japan has in the last half-century done this still more completely and rapidly with Europe and America; so that in many ways she is at the same time as Western as the Yankees and as Eastern as the Chinese; rivals Germany in efficiency, and the best of the nations in sympathetic human insight.

What have we to compare with this appropriated and incorporated knowledge? A few hundred missionaries and teachers have gone to Japan, lived in familiar contact with the people, and learned in some degree to understand

them. But they come back seldom to report, and are not very eagerly listened to. From the foreign commercial communities of the Orient we can get little. They are isolated from Japanese social life, and only a few come in close contact with Japanese in business. Few have more than a smattering of the language, hardly any can read Japanese books or newspapers, and even the children, although they grow up bilingual, can seldom read the Japanese script, and would understand only a few of the simplest books, even if read aloud to them. In this situation, want of familiarity naturally breeds contempt, and large numbers of the foreigners in these settlements seem to think that the only honest Japanese are their own servants, to whom they entrust their valuable possessions as they would not to servants elsewhere. People who meet educated Japanese in this country have a far better opportunity of understanding the race than the average foreign resident in Yokohama or Kobe.

Our task is a difficult one, therefore. But it is not impossible. There are books not a few written by people who have some sympathetic understanding of the Japanese, and there are many Japanese in this country at all times whom it would be good for all of us to hear and know. What better work could the peace societies do than help in such interpretation of other nations to us?

Our greatest difficulty is our sense of our own superiority, which other nations match with their senses of theirs. But why may not modesty become a virtue for nations as well as for individuals? And why should not we Americans take warning from the frightful consequences that have followed from the lack of it in Germany? If we seriously undertook to cultivate National modesty by studying the good in other nations, perhaps the charity that would naturally result from this might, in a good sense, end at home. We might learn race modesty, also. We might even begin to doubt our ancient conviction of the essential inferiority of the negro race, and, by giving them opportunities equal to our own, let them show by actual demonstration how far or in what respects they are really inferior or superior to us.

In any case, and whatever our methods, we must "seek peace and ensue it" with all our might, if we really desire to attain it. To sit as we are and expect it to fall into our laps is folly.

A young lady living in Detroit ought to have no trouble in finding a husband. Indeed, her greatest trouble ought to be in selecting from a large number of applicants. She appeared in court the other day to collect \$20 which she said were due her from another woman for services as kitchen maid. The young lady is alleged to be worth \$75,000, but she is so fond of housework that she hires out to do it for pleasure, but she expects to be paid just the same. The justice awarded her a verdict and remarked that here was "an awfully good chance for some young man to meet his ideal."

PROFIT SHARING.

Plan Inaugurated by an Arkansas Merchant.

Fort Smith, Ark., June 5.—The object for sharing our profits with our customers is to increase our sales by attracting new trade, and by allowing you the discount we receive from the manufacturers and wholesalers for our cash, to extend to you the same incentive and reward for cash buying that is offered to us.

The plan has been carefully worked out and is simplicity itself. To facilitate our profit-sharing plan we have adopted a cash register system. These registers issue a profit-sharing coupon for the amount of each cash purchase. When you have accumulated them to the amount of \$20, write your name across the face of each coupon, place them in a sealed envelope bearing your name and address and the total amount of the coupons. Bring or mail them to us, and a profit-sharing certificate will be issued to you for each \$20 of coupons turned in.

These certificates are valuable. They will be redeemed by the First National Bank at one dollar each on savings accounts, and will immediately begin to draw 4 per cent. interest, to be compounded semi-annually. Or they may be exchanged for any of the valuable articles listed in our folder. Or each one will buy one dollar's worth of any merchandise in our store, at any time, whether listed or not. If you should decide that you wanted a certain article at once, and did not have the required number of certificates, you may substitute dollars for certificates. Example: A refrigerator is listed at twelve certificates. Eight certificates and \$4 will get it. Get this fixed in your mind: It's just like leaving your change on the counter to leave Johnson's profit-sharing coupons.

Our profit-sharing certificates are good at the First National Bank of Fort Smith, Ark. For the special convenience of those who wish to save their profit-sharings we have arranged that the First National Bank accept your profit-sharing certificates at \$1 each, when deposited on savings accounts in lots of five or more. Accounts opened with profit-sharing certificates will immediately begin to draw 4 per cent. interest, compounded semi-annually, and are subject to just the same rules as to withdrawals, etc., as other accounts.

When our out-of-town customers order goods from us by mail we will always wrap the profit-sharing coupons with the goods. When you have accumulated \$20 worth of them, mail them to us in a sealed envelope, as directed above, and we will mail you the profit-sharing certificate. This certificate may be used any time, or may be kept until you have accumulated enough to exchange for any of the valuable premiums listed in our

folder. When ordering premiums by mail include 10 cents for postage up to one pound in weight. We will return all in excess of the charges. Articles in excess of one pound in weight will be sent by express, collect.

These certificates are exchangeable for premiums of various kinds, ranging from a pair of hose to an automobile.

Each of the other firms mentioned in the folder which we issue to the public have agreed to redeem our certificates at \$1 each for any merchandise in their stores, and to redeem them to us for 65 cents in cash. In other words, we charge them 35 per cent. for the advertising we give them and the sales we produce for them. It is not necessary to buy with certificates only. For instance, a lady has ten of our certificates. She may go to Bollinger's Music Store, and with the ten certificates and five dollars make a first payment on any \$150 article, and arrange to pay the balance in easy monthly payments. In this case Bollinger's discount on the certificates to us would have cost him \$3.50—all it cost him to get the sale. Our experience, although it is only short, has been that 90 per cent of the certificates will be returned to us for our merchandise. Our certificates are good at the bank only on savings accounts and in lots of five or more.

Although the plan in operation here is only three weeks old it is causing a world of talk and the people are taking hold of it even better than we expected. Last Sunday there was a full page of advertisements in our daily papers by the firms redeeming our certificates, calling attention to the fact that they would take them at \$1 each. They paid for the advertisements.

The following list of regulations was printed on the folder issued by our company:

"No merchant or bank is excluded from redeeming our certificates on the same basis as those who advertise in this folder.

"Parties to whom our profit-sharing coupons are issued agree by their acceptance of them to the following conditions and regulations:

"Profit-sharing coupons will be issued only on cash purchases and will be redeemed only in quantities amounting to \$20 or more. In no case will profit-sharing coupons be issued on charge sales.

"We do not undertake that at all times we will have on hand the exact articles specified in this folder.

"We reserve the right to discontinue without notice the issuance of and refuse to redeem any or all orders, coupons or certificates if any law or ordinance is passed or adopted, or any decision is made or entered, prohibiting, taxing, limiting or affecting the same or imposing any conditions which we may deem to be onerous. We further reserve the

right to discontinue or suspend, at our discretion, the issuance of coupons at any time by giving reasonable notice in the daily press of our intention to do so, and the right to limit the number of coupons to be redeemed by any one person."

W. A. Johnson Clothing Co.

Rather Dry.

A missionary once went out to preach to some savages on a lonely island. They were some of the old-fashioned kind of savages, who thought a white man a heaven-sent delicacy for a feast.

When the missionary arrived preparations were at once made for cooking him, but he told them he was quite sure they would not find him nice eating. But they knew better, they said, and they were quite sure he would be delicious. At last he

said, to convince them he would not be good to eat, he would cut off a slice of his leg for them to taste. His suggestion was received with wild enthusiasm. So he cut off a slice and passed it around. They all had one bite and all made the same complaint—it was not "juicy enough." It was not likely to be very juicy, for the missionary had a cork leg. He was allowed to live and preach to them.

Just Like a Man.

"It's a funny thing about human nature," said Jones.

"What's funny about it?"

"Why, if you tell a man there are 270,169,325,481 stars, he'll believe you; but if a sign says 'Fresh Paint,' he won't believe it without a personal investigation."

WHITE HOUSE
BRAND

It's Goin' Like Hot Cakes

COFFEE
DWINELL-WRIGHT CO.
BOSTON-CHICAGO

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

FOOTE & JENKS'

KILLARNEY brand GINGER ALE

(Contains no Capsicum)

An agreeable beverage of the *correct* Belfast type. Supplied to Dealers, Hotels, Clubs and Families in bottles having registered trade-mark crowns

KILLARNEY brand GINGER ALE

A partial list of authorized bottlers: A. L. Joyce & Son, Grand Rapids and Traverse City, Mich.; Kalamazoo Bottling Co., Kalamazoo, Mich.; Geo. W. Lombard, Jackson, Mich.; Coca-Cola Bottling Co., Battle Creek, Mich.; The City Bottling Works, Toledo, Ohio; Chicago Consolidated Bottling Co., Chicago, Ill.; E. L. Husting & Co., Milwaukee, Wis.



Advantages and Disadvantages of the Commission Plan.

Written for the Tradesman.

Is it better to pay a salesperson a straight salary or to pay a smaller salary and allow a commission on sales?

This is a question on which managers are not agreed—some believe in the one method, while others as stoutly adhere to the other. Of course the problem narrows to the getting of results. By which method of payment is better service secured for the money? This is not an insinuation that Tradesman readers do not wish to deal generously with their employees, nor that they want to pay them less than their work actually is worth. Far from it. Doubtless most are perfectly willing to pay all that business conditions will justify, and would gladly raise the salaries of their helpers were it practicable to do so. It is not from choice that wages are cut or help laid off. But especially in these times of depression, if conditioning the pay somewhat on actual sales will get more business in proportion to the expenditure, surely many proprietors and managers need to avail themselves of the advantages of a commission system, without delay.

Paying each salesman or salesgirl a percentage on his or her sales, has, on the face of it, much to recommend it. The only way a store can earn any money for its owners is by sales. It seems not unfair that the earnings of each helper should, to some extent at least, be governed by the size and number of actual transactions.

One of the prime requisites of good salesmanship is the ability to close a deal. The pleasant greeting, the patient showing of goods, the tactful small talk—all the other factors that go toward bringing about a successful issue, count for nothing, if from lack of a little gentle pressure at the precise psychological moment, the sale is let slip through the fingers.

Unquestionably the commission plan stimulates and develops the ability to close a deal. Moreover, it brings sharply to the attention of employer and employee alike, any deficiency in this regard. In plain facts and figures it places an effectual condemnation and check on the tendency to put in the time and draw pay without accomplishing anything worth while.

The commission plan utilizes the advertising power of salespeople. Every one of your clerks has a few friends—some have a wide circle of relatives and acquaintances. If it is made a direct object to them to do

so, your helpers will exert an immense advertising power for your store. They will not be slow in circulating the fact that they get a per cent. and they will give a surprisingly wide and effective publicity to all your new and attractive styles and good bargains. Her friends and her friends' friends will come to buy of Katherine or Margaret or Mildred as the case may be. The pull which a salesman of a foreign nationality often has with his own people is well known.

It is wise to utilize all this advertising power, and it is only just that he or she who hustles the hardest for the store, should be recompensed accordingly.

In a large store which is departmentized as a large store should be, each salesperson for the most part stays at his or her own counter or table. But each is able to advertise many of the other lines of goods besides their own particular one. Ingenious methods have been devised to get this pulling power for the whole store. One of these is to allow each salesperson a very small percentage on the whole sales.

The commission plan has this strong point in its favor, that it is the nearest like "working for oneself" that is possible without ownership of stock. The employee feels, in some degree, the same vital interest in the business that is felt by the proprietor himself. They work harder, and this is of advantage to them as well as to the store, not only in direct returns but in advancement and efficiency.

All this is true when the commission system works out as it would seem that it ought to work out. Still it has some drawbacks.

Unavoidably it tends to complication. The plain salary plan, so much per week or per month, making general efficiency the basis of holding a position, promotion and advance in pay, is far simpler. This probably is the great reason why the commission plan never has secured more general adoption.

There are few salespeople who would care to work on a commission basis entirely. The firm has to be the responsible party and take most of the risk anyway. Not unnaturally the firm may prefer to assume the whole and reap whatever advantage is to be gained thereby.

With the commission plan, the per cent. has to be allowed on sales that are due to the established reputation of the store, to the demand for makes that have long been handled, and to special newspaper advertising—business for which the salesperson

has made no effort and deserves no credit.

It is difficult to arrange a percentage system that is entirely just, since the sales naturally run larger in some lines than in others. The girl who sees another girl receiving twice as much in commissions as she does, is likely to feel sore and dissatisfied, particularly if she knows that the other works no harder than she does, and is no better saleswoman.

In every store there is a great amount of work to be done besides

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 GRAND RAPIDS VETERINARY COLLEGE

Offers a Three Years' Course in Veterinary Science
Complying with all the requirements of the U. S. Bureau of Animal Industry. Established 1897.
Incorporated under State law. Governed by Board of Trustees. Write for Free Catalogue.

200 Louis St.

Grand Rapids, Michigan

"Sunbeam" Luggage



TRUNKS, SUIT CASES AND BAGS

RIGHT NOW is the time to stock up on these excellent values, with the spring and summer travel just ahead of you.

"Sunbeam" Luggage will withstand hard service—"they are made to wear." They will build up a foundation for a bigger and better business for you. Your order will be shipped promptly and you will find the goods just as represented.

Our new catalogue not only shows you "what's what" in the Luggage line, but it actually places them within your reach at prices that will surprise you. If you haven't a copy, send for it to-day—NOW.

Brown & Sehler Co.

Home of Sunbeam Goods
Grand Rapids, Michigan

Fall Dress Goods

Our travelers are out with the new line of Fall Dress Goods. The line is carefully selected and consists of the staple grades such as:

All Wool Storm Serge	Cotton Warp Serge
French Serge	Sponged and Shrunk Serge
Danish Poplar Cloth	
Half Wool Crepe	All Wool Crepe
Shepherd Checks	Scotch Plaids
Wool Panama	
Brampton Suiting	Waisting Sacking

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

Public Seating For All Purposes

Manufacturers of

American Steel Sanitary Desks

In use throughout the world

World's Largest Manufacturers of Theatre Seating

American Seating Company

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

ASK FOR LITERATURE



just the selling of goods. In a small establishment where there are only a few helpers and it is impossible to maintain a strict departmentization and division of labor, some always are inclined to shirk these extra duties. They pitch in and make sales and leave the cleaning up for the more faithful and conscientious members of the force. It is easy to see that the commission plan fosters this tendency.

Moreover, some who work on a percentage make it perfectly obvious to the customer that such is the case and that they consider any time spent in showing goods, that does not result in a sale, wasted. If unscrupulous they are ready to overpersuade a weak or poorly informed person into buying what is unbecoming and altogether inappropriate. And they give a decidedly cold reception to the customer who returns a purchase. It is easy to see that when not well regulated the commission plan may encourage a very shortsighted business policy.

I recently talked with the manager of a store that has for some time had in use a commission plan that is alike satisfactory to owners and employees. This man has put a great deal of thought on his system, has worked it out so that it is fitted to the requirements and conditions of the business he is conducting. He secures the strong advantages of the commission plan, and at the same time minimizes its drawbacks.

When this can be done, the plan doubtless has much to recommend it. It requires considerable genius to do it. Fabrix.

Detail and Cleanliness Two Essentials In Grocery Business.

Walloon Lake, June 5.—For the past eight years I have worked in a grocery store and have from casual observation picked up a few bits of information which means dollars to the merchant.

If he has the time to spare from the big things of his business, let him turn a few moments of his attention to the little things—the details. In truth, the entire grocery business is made up of little things and the amount of profit you derive therefrom depends almost altogether upon the care of your goods, the cleanliness of the cans and packages and the attractive manner in displaying them.

Mr. Dealer, you pay your clerk his forty, fifty or sixty dollars per month. Do you get value received? Does this same clerk add an extra five or ten dollars to your expense account each month in breakage and waste? You say he is a hustler. Does he spill the sugar, break eggs or overweigh goods in his haste? Does he leave the covers off candy jars and the lid off the sugar barrel? Does he leave the cheese case open and the pickles sticking out of their brine? These little things seem excusable, but they all cause deterioration and waste, which cause immediate loss to the grocer. Thousands of dollars are lost by merchants every year in this same manner—small wastes and leakages all due to neglect.

There is small enough margin in groceries at best, so it is up to you Mr. Merchant, to take care of the details. Insist upon carefulness in your clerks, as well as speed. Even though they may consider you "finicky," you will be amply repaid by your customers' appreciation. It is far more to your credit, if the news

gets out that you are over-particular, than that you are not particular enough. You have had years of experience and, in a way, you are sort of a teacher to your clerks, so if you are in the least conscientious you will teach them the best ways, not only for your own profit, but for their good and the good of the public which they serve.

Another item of no minor importance in the grocery business is cleanliness about the store. Bright, shining windows, polished show cases, neatly arranged shelves and clean, well oiled floors are the most wonderful drawing cards. A little paint and varnish, too, will make a remarkable transformation. Have all your cupboards, ice chests and refrigerations sweet and clean, so that you are not afraid to have your patrons look into them at any time.

What a comparison this is to the grocery store that you often see—dusty shelves, smoky ceilings and windows, disarranged goods, dirty labels on packages, odors from decaying goods, a full cuspidor and the cat lying on the bean bag.

Which store would secure your trade were you a possible customer? The clean one, to be sure. And do you realize that it costs but little more to run one than the other?

Pay strict attention to detail and cleanliness and you are assured of more than your share of the trade.

Mrs. V. E. Brown.

Meeting of Grocers Held in a Bakery.

Jackson, June 5.—Jackson retail grocers held their June meeting Wednesday evening, but it was much different than any of the previous sessions. The meeting was held at the Robinson East Side bakery, 810-812 East Main street. It took the form of a surprise for Royal R. Robinson, who has been in business in this city for two years.

The affair was arranged by Mrs. Robinson and a large representation was present. Credit systems was the principal topic of discussion and the grocers report that under the new system which they have adopted to make collections they have been successful in getting in many old accounts. They wish to impress upon the minds of the people that it is as much to their advantage that all accounts be paid up promptly as it is the grocers' for it gives the two a common ground on which to meet and gives them a sound basis to work upon.

Eight new members were taken into the local Association and at present it is in the best condition that it has ever been. Over 90 per cent. of the grocers in the city are now members of the organization and more are joining each meeting.

Good Reason.

Mamma: Bobby, if you saw a man starving, would you give him a piece of your pie?

Bobby: No'm. You said a person shouldn't eat pie on an empty stomach.

United Light & Railways Company

Chicago Davenport, Iowa Grand Rapids
Preferred Stock Dividend No. 19

The Board of Directors have declared a dividend of 1½% on the First Preferred Stock, and ¾ of 1% on the Second Preferred Stock, payable from the Surplus Earnings July 1st, 1915, to stockholders of record at the close of business 3:00 P. M., June 10th, 1915.

The Stock Transfer Books of First Preferred, Second Preferred and Common Stocks will be closed at 3 P. M., June 10th, 1915, and remain closed until opening of business July 1st, 1915.

L. H. HEINKE, Secretary.

SUMMER GOODS

June and July are the best months for thin wash goods.

We still have good assortments, Lawns, Organdies, Batistes, Voiles, Dimities, Ginghams, Etc. White Goods of all kinds.

Order now while assortments are good.

Paul Steketee & Sons

Wholesale Dry Goods 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.

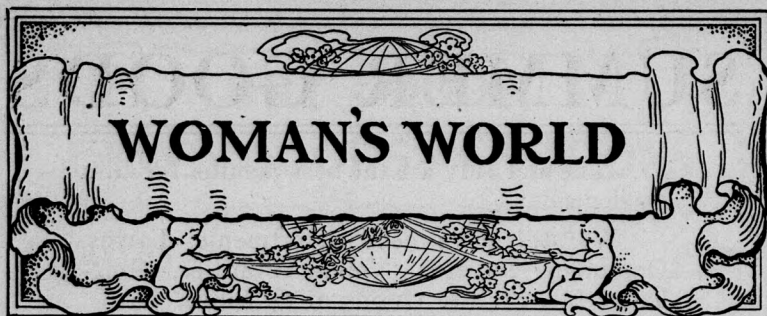
Naiad Waterproof Sheeting
for the nursery and hospital

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

Clothing Merchants

All of the fixtures of the STAR CLOTHING CO., consisting of Plate Glass, Revolving Clothing Cabinets, Wall Clothing and Hat Cabinets, Outside Display Case (size 7½ ft. high, 5 ft. sides and front, 3½ ft. back), lighting fixtures, shelving, partitions, cash carrier system, window backing, tables, window display fixtures, etc., must be sold by June 30, 1915, and will be sold at very low prices.

Grand Rapids Store Fixture Co.
No. 7 Ionia Ave., N. W. Grand Rapids, Michigan



The Diploma—What It Should Stand For.

Written for the Tradesman.

In these days we hear much about getting results. This is the shibboleth by which methods and measures stand or fall. Now at commencement season, when our educational institutions are in full feather of graduation splendor, is a good time for parents, taxpayers and all persons interested in the welfare of the young, to apply this test to our schools.

Take a high school diploma; what should it stand for? The high school rather than the college is here taken for application of the test, because the completion of a high school course is within the possibilities for most boys and girls, if they and their parents really desire it; while the same hardly can be said regarding attendance at our higher institutions of learning. So we take the high school. With the girl graduate or the young man, what have we—what have they—a right to expect has been accomplished in their twelve years of school life?

The fundamentals of education are moral rather than intellectual. No school system can be counted as well balanced and complete that neglects or minimizes training in honor and honesty, in truthfulness, and in practical, everyday ethics. The high school graduate should have learned to play fair, and to give and also to demand from others, a square deal.

The kind of teaching that brings about these results is of a very high order. Dry preachments on abstract moralities accomplish little. Inspiring personality and strong, clean character on the part of the instructor—these are what count in this regard—these and the ability to see and point out the moral issue in common experiences.

Closely allied to and growing out of moral training is social training. Here is the great opportunity of the school. The reason the school-trained youngster is better off than the child with a private tutor, is that the former, by association with his fellow pupils acquires much hard practical sense and is divested of many disagreeable traits that in the latter have a chance to grow and develop. Training in good manners and in the simpler of the social amenities and refinements may well be given a place in school work.

The typical school child is a citizen, and on arriving at maturity must assume the responsibilities and burdens of citizenship. In a public school maintained by general tax, in a country that in ideals and traditions as

well as in its form of government is democratic, any neglect in teaching patriotism and the duties of a good citizen, is suicidal.

The care and training of the body, to secure development, health, endurance, and general physical well-being—these have a strong claim. The craze for athletics doubtless has done some good—still it does not fully accomplish these ends. Indeed, in some respects it tends to subvert them. Due attention to the physical without an undue absorption in competitive sports and games—the teacher who can secure this happy medium has a real genius for his work.

The high school graduate should be well grounded in the common branches. He ought to be able to read intelligently, to make the computations for all ordinary business transactions quickly and accurately, to write, to spell, to compose good English, and to talk clearly and forcefully and easily. Some knowledge of history is necessary to a proper perspective of things of the present, and it also aids greatly in fostering the love of country and bringing a sense of the responsibilities of citizenship.

To the great majority of people, making a living is the largest fact in life. The high school graduate, the boy or girl 17 or 18 years old, of normal physical and mental strength, ought to be able, not to make a large income perhaps, but at least to earn a livelihood. Or, if not quite equal to that, only a short time of apprenticeship or special training in some art or craft, after leaving school, should be necessary to put the pupil on his feet industrially.

To accomplish this result would necessitate some almost revolutionary changes in present curriculums, and might make necessary a year or two of work after high school on the part of students who are to enter college. Also that manual and industrial training in the schools would have to be made more definite and practical than is usually the case now. Still the desirability of the end would more than justify these changes.

The college graduate who has been through a long and expensive process of education and still can not hold down a decent paying job is too common a phenomenon. Correction of the tendencies that produce these misfits in civilization must come even before high school—way back in the lower grades.

Of course it is desirable that as many young people as can should take a much longer training for their

fits in civilization must come even before high school—away back in the school they should be nearly or quite able to make their own way if necessary.

The pupil should be trained to think—to use his mind. His powers of observation, his memory, and his reasoning faculties all should be strengthened and developed. The studies that stimulate mental activity and acumen are valuable as discipline, even if not more directly useful. And the boy or girl should be trained in efficiency, in scientific application of his powers to the labor in hand, whether that labor be mental or manual.

Being able to make a living is a prime essential. Being able to find more in life than merely making a living—this is an end equally worthy.

The world of nature should be an open book to the pupil—the study of the flowers and the trees and the elements of biology and the other natural sciences should hold a prominent place in the courses of study. For the farmer these studies have a direct value—for persons in all occupations, if they have been pursued intelligently and with interest, they are priceless in adding to the riches of life.

Although it must of necessity be quite rudimentary, the pupil should have some training in art, in music, in literature—enough to give him a little taste of these treasures. Unless he have very unusual talent, the idea should not be that he will become an artist or a professional musician, or a writer, but rather by cultivation of the powers of appreciation, he may come into keen lifelong enjoyment of the masterpieces of art and of literature; and of the rare pleasure of listening to good music. He may also during all his maturer years, pursue vocal or instrumental music, or drawing or painting, in an amateur way, with great satisfaction.

This is a brief outline of fundamentals. How does the average high school graduate measure up when these tests are applied? Of course development in the different lines will

vary greatly in individuals. Still the normal boy or girl should be able to make a fairly good showing in all these essentials. And if they can not—and it is too often the case that they can not—then the educational system needs modification.

The old order changeth—in school work as in everything else. What is regarded as the best teaching now is not a pouring into the mind of instruction, so much as a developing of rudimentary faculties, an awakening of dormant powers, an implanting of high and steady purpose. The drill-master is no longer counted the best teacher, nor does memory hold the supreme place in scholastic estimate that once was accorded it. The grind does not capture all the honors as formerly. Possibly we have swung too far in the opposite direction, and a little more hard study might be good for our students. Still no intelligent critic would want any great revival of the old educational ideals.

Unquestionably we have made some advancement, but have we yet reached the point where the high school diploma will stand the practical test of getting results? Our school system yet needs intelligent criticism, and the changes that would come as the result of such criticism made in a friendly and sympathetic spirit.

Quillo.

PURITAN INSTITUTE

78 SHELDON AVENUE
GRAND RAPIDS, MICHIGAN

Puritan Plaster Method
FOR EXTERNAL
CANCER REMOVAL

PURIDERMA
A Vigorously Active Skin-Germ Exterminator for
Eczema, Sore Scalp,
Salt Rheum, Pimples.

Patients Don't Pay Until Satisfactory
Results are Obtained

Puriderma for Home Use on Same Terms

CHEER UP!

**Eight Acts of the Ramona Kind
of Vaudeville**

**More Thrills on | Simplified, Modern
The Derby Racer | Dances at the Casino**

More Attractions---More Attractive

Ramona Is Open



What The Clothing Men Are Advertising.

The rich displays of spring suits at this store are a fascinating revelation of what far-reaching resource and keen foresight can accomplish. Style is pre-eminently the leading note of every garment—it may be conservative style or style of brisk, original order, but still style—style supreme.

The clothes here have a characteristic air of smartness; it's a specialty store for young men, a peculiar institution, with definite young men's ideals. Besides the beauties of fabric, weave and coloring, you get also our specialization in design and fine tailoring. They're prosperous-looking clothes, that make the wearer feel better as well as look better.

The best merchandise is gathered here from all the world; the choicest fabrics, the smartest designs, the highest class workmanship. As a particular example of what our careful specialization does for our customers, and our real ambition to serve you, we offer in suits and overcoats the best values ever produced at \$15, at \$18, at \$20, at \$25, at \$30, at \$35, at \$40.

Men who commute are wearing silk gloves. Also a great many of the smartly dressed men who like immaculate hands. No man need avoid this clean, sensible custom because he thinks the gloves are hot. They are of quite thin silk in an attractive shade of gray with self or black embroidery. Priced \$1 pair. Also at \$1 and \$1.50 the much-liked chamois gloves.

Blue serge suits for men and young men. The "kingpin" of summer suits the perennial favorite of clothesdom. The one real institution in the summer-time wardrobe of every well-dressed man. A blue serge suit is to clothes what shade trees are to a garden, sea breeze to the beach or an ocean dip to the tired city man. It's a haven of refuge from the high lights of innumerable mixtures, countless stripes and perplexing plaids, and no man's wardrobe is complete without one.

Paying for Prejudice—Some men who employ efficiency engineers to cut down business costs still persist in paying two prices for custom tailoring which will not stand the test of comparison with our ready made clothes. They pay about 50 per cent. for prejudice. We were custom tailors before we sold ready clothes. We became designers and retailers of

ready clothes because we know that the future belongs to ready clothes. Men with salaries which make "tailoring time" quite an item come here for clothes because in thirty minutes or less of their time their garments are selected and fitted—and they know just how they are going to look in them. If you have been paying for clothes prejudices, come in and let our efficiency men show you how you can save time, trouble and money, and really gain something in appearance.

Clothes values that outshine all previous efforts. The extraordinary efforts put forth months ago to make this season's clothes excel all others in point of value, variety, style and workmanship are bearing fruit in our customers' enthusiastic response. For every dollar you spend you get more real value than ever before.

We should like to take you through the shops that make our clothes. You would be surprised at the light, airy rooms, the pleasant surroundings and the absolute cleanliness on every hand. Then you'd more fully appreciate their superior qualities—the faultless tailoring and ultra style. The snappy spring suits we are showing have been made under the most ideal conditions—that's one big reason why they are such unusual values at \$21.

If your business is the spending of an income you may pay \$100 or more for a suit. If your business is the making of an income, then you are helped in at least two ways by putting on one of our silk-lined suits at \$25—first "help," a big saving; second "help," an appearance the best tailor in town could not improve upon. These suits of English and Scotch tweeds, and in tartan checks, late plaids and blue unfinished worsteds. Sizes for men of all proportions.

Price alone conveys nothing to the mind of the prospective buyer, but when linked with the qualities for which this house is noted the price becomes all-important. And right here we want to tell of the big men's suit values for to-morrow. Included are spring suits of surpassing style and fabrics that are distinctly approved by fashion critics. For to-morrow's selling we show fancy worsteds, cheviots, homespuns, tweeds and all the favored serges—we believe the weaves and tonings in this magnificent collection are the superior of any lot we have yet assembled. Specially attractive are the Glen

Urquhart and Tartan plaids, club and pin checks and triple striped effects.

Style is hand-tailored right into these men's suits at \$35, so that the style lives as long as the fabric. A skilful touch there, a master designer's improvement here, and the result is a rare combination of dash, tone and individuality in these ready-to-wear suits. Our idea of the greatest possible service to the wearer is embodied in this line. And this means, Greatest service in fit and comfort; greatest service in fabric and long wear; greatest service in fashion and finish. We offer these splendid suits in a variety of patterns, including dashing tartans, handsome Glen Urquhart checks, neat blues, harmon-

ious mellow browns, handsome grays, lounchy mixtures and stripes. Made in some of the country's best factories according to our strict specifications. Every man owes it to himself to view these new spring suits.

Make Out Your Bills

THE EASIEST WAY

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



Geo. F. Minto & Co. Wholesale Men's Furnishings

Full stock of all staple and well known brands on hand for at once delivery.

We carry such famous lines of underwear as Cooper's, Wright's, Springtex, Porosknit, B. V. D., Etc.

Try our quick one day service.

The only Exclusive Men's Furnishing House in Michigan.

GEO. F. MINTO & CO.

66 Jefferson Ave., Detroit, Mich.

Box T.

H. LEONARD & SONS

WHOLESALE COMMISSION AGENTS FOR

House Furnishings, China Ware, Glass and Silverware
Headquarters for Toys and Fancy Goods

Space Devoted to Samples—20,000 Square Feet

GRAND RAPIDS, MICH.

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
Window Screens
Oil and Gasoline
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



Savings deposits in Detroit at the close of business, the last working day in May, reach \$87,600,000, the highest in the history of that city. Interviews with the bankers on just what this condition indicates offer an interesting comparison of viewpoints. The interviewer soon discovers that it is and that it is not an accurate barometer of prosperity.

"It shows," said H. P. Borgman, Cashier of the savings department of the Peoples' State Bank, "that there is a marked return of confidence in general conditions, especially in Detroit. Much of the money taken out of circulation after the outbreak of the war in Europe, is being returned from hoarding places to the banks. I know of large sums taken to Windsor which are now finding their way back to financial institutions of this city. Undoubtedly the public is acquiring the habit of thrift and they are sacrificing none of the comforts of life. As a matter of fact the average citizen is not influenced by Dun and Bradstreet reports. He knows little about general business depressions or of National prosperity. There is practically no change in his mode of living through periods either of depression or prosperity. He is pretty steadily employed in Detroit."

Another banker stated: "An unusually large amount of money will be remitted to Europe this month owing to the resale during the last few months to American investors of immense blocks of securities formerly held abroad. At the outbreak of the war it was estimated that on current account we owed Europe \$350,000,000. This caused concern in some quarters, which felt that the country would be drained of gold to the impairment of our banking position. To-day the shoe is on the other foot, for we have paid Europe all we owed her on current account and in addition granted credits which places her in our debt in the sum of \$500,000,000. In the past year we have advanced (allowing for the new loans just made) \$247,000,000 to various foreign governments, besides taking back very large blocks of our stocks and bonds formerly held on the other side. All these operations explain the favorable movement of the foreign exchanges in favor of the United States as emphasized by the recent sensational decline in the New York price of exchange on Great Britain, France, Germany and Italy. Since the year opened various foreign countries have sent \$70,000,000 in gold to the United States.

"When war clouds appear on the horizon, it is natural to lose sight of things which in normal times would be regarded as highly influential factors making for better conditions. There have been of late distinct signs of better conditions in the steel trade. These have been due to the increased export business and release of some large orders for rails and equipment from roads which have long kept out of the market. A few important transactions in structural steel have been held up, but mill operations have enlarged, so that the outlook for the industry is on the whole brighter than it was a month ago. Increased railroad traffic is reflected in the 11 per cent. reduction in the number of idle freight cars. General business in some branches is more active, and urgent orders for war supplies are keeping many plants working 'at capacity' to produce the goods. Labor is less restive than it was. There has been insect damage in certain parts of the winter wheat belt, but the losses have not been excessive. Spring wheat is in excellent shape."

The directors of the Michigan Sugar Co. have declared a long-deferred dividend of 2 per cent. quarterly, with "expectations" of an extra 1 per cent. in September on the common stock, payable June 10 to stockholders of record June 1. This would be 9 per cent. a year. The usual dividend at the rate of 6 per cent. annually on the preferred was also declared. The common stock formerly paid 7 per cent. per year, but the dividend has been passed for two years. The action taken by the company at its annual meeting in Saginaw Tuesday is consequently of considerable interest to stockholders, a large proportion of whom are in Detroit. Many of them bought when the stock sold at 95 to 125, and have seen it drop to the vicinity of 28. There was a sale Tuesday at 66 1/4.

Just what the future holds in store for the investors in Michigan Sugar is a puzzle to most of the brokers dealing in the stock. If there were assurances that the dividend at the rate of 8 per cent. would continue, they argue that it is a good buy. But, on the other hand, they point out that the dividend just declared is assured positively for only one year. The company has an authorized capital of \$12,500,000, of which \$7,500,000 is preferred and \$5,000,000 common. Of the authorized preferred, \$7,471,000 has been issued, and of the authorized common \$3,703,500 has

Fourth National Bank

Savings
Deposits

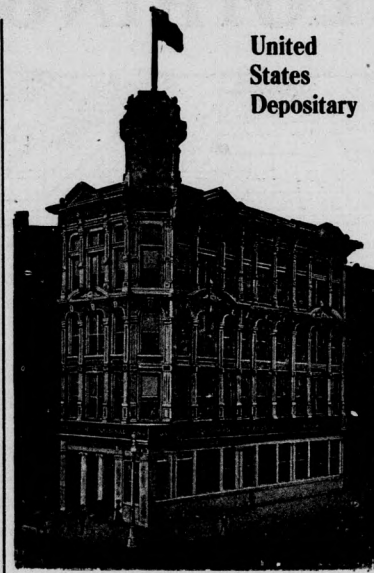
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Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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

United
States
Depository



Commercial
Deposits

3 1/2

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

Capital Stock
and Surplus
\$580,000

The Old National Bank

GRAND RAPIDS, MICH.

Our Savings Certificates of Deposit form an exceedingly convenient and safe method of investing your surplus. They are readily negotiable, being transferable by endorsement and earn interest at the rate of 3 1/2 % if left a year.

ADVERTISING PEN HOLDERS AT \$12.50 PER 1,000

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



Service does not consist in the offering of specific information or accommodation—rather in the constant willingness and the perfect ability to meet another's needs—usual and unusual—skillfully. It is this sort of usefulness that is the mark of the service you receive at these banks.

Grand Rapids National City Bank
City Trust and Savings Bank
Grand Rapids, Michigan

been issued. According to information given some of the brokers, there is a surplus of \$2,350,000 after charging off \$300,000 for depreciation and \$185,000 for necessary repairs.

The First State Savings Bank of Breckenridge expects to be able to move into its new home, now under construction, by September 1. The building will be 27 x 60 feet and will be devoted exclusively to the use of the Bank. It will be a handsome structure and modern in every detail.

Application has been approved by the State Banking Commission for the organization of the Potterville State Bank of Potterville, 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 Auken and J. F. Collins, all of Potterville. Applications have also been approved for the Farmers' State Bank of Lachine, \$20,000; and the Northwestern State Bank of Greenfield, \$25,000.

The First State Bank of Allegan in April sent to every rural school teacher a half dozen corn seed testers. The results were astonishing. Not 50 per cent. of the seed tested was found efficient in the reports so far received. One-fifth of the seed tested did not germinate at all. The Bank pertinently asks: "How much land will be plowed, dragged, and cultivated in Allegan country this year and then planted with dead seed," and makes an earnest plea for the testing of all seed corn.

The People's Bank of Smith & Co., Mackinaw City, has been dissolved and a new copartnership has been formed under the same name to continue the business at the old stand. James F. Moloney, Kyran Clune, George Annand, Vet S. Moloney, Geo. E. Frost, William L. Martin, Percy T. Dudley and Victor D. Sprague retire. The new firm is composed of Mitchell J. Swontek, Samuel J. Smith, Christian J. Dietz, E. A. Wheeler, Oliver J. Gowans, Ferdinand Paquin and George Wolford, all of Mackinaw City, who have taken over the assets and assumed the debts and liabilities of the firm.

G. W. Merriam, banker of Hartford, has been elected Treasurer of the Hartford Fruit Growers' & Farmers' Exchange, an organization for the purpose of applying the co-operative method to the marketing of the fruit crop of Hartford and vicinity.

A Suggestion.

Grand Rapids, June 7.—We are fast drifting into a war with Germany, and the only way to prevent it is at once to do, what should have been done immediately after the Lusitania affair, as suggested by ex-President Taft and other prominent men—call a conference of all neutral nations and issue an order to the German government that they must immediately cease their inhuman methods and carry on war according to the rules of civilized warfare.

G. N.

What Some Michigan Cities Are Doing.

Written for the Tradesman.

Ludington talks of establishing fire limits.

Lansing has awarded the contract to a Cleveland concern to collect and dispose of the city garbage and the reduction plant will be located north of the city, near Grand River. Carbonic gas for iceless refrigeration will be manufactured from the garbage.

Monroe now has a daily afternoon paper.

Battle Creek will pave several streets this year with asphalt or brick.

The Owosso Improvement Association is urging local tobacco users to patronize home industries.

"Belding, Bigger and Better" is the slogan chosen by the silk city. K. C. Gunsolus is the new Secretary of the Belding Board of Commerce and a campaign for new members will be started soon. The membership fee is \$2.

Whitehall boosters will go ahead with the construction of a 75 foot breakwater at the city dock for the accommodation of pleasure craft. The improvement will cost from \$750 to \$1,000.

The Flint Common Council is trying to secure cheaper electricity, the present rates charged by the company being ten cents, six and three cents per kilowatt hour, based on the number of hours' consumption.

The Howard City Board of Trade held a rousing dinner meeting recently and will hold these gatherings monthly.

The Alamo Manufacturing Co. has been granted concessions by Hillsdale and will remain in that city.

The annual C. W. Post prizes for improved lawns and home grounds at Battle Creek, amounting to \$300 cash, have been announced.

Almond Griffen.

Can a stingy man get the reputation for running a store in a generous way and with generous policy? Will a stingy man ever run a store in that way?

Ask for our Coupon Certificates of Deposit

Assets over \$4,500,000

GRAND RAPIDS SAVINGS BANK

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources Over
8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan

THE PREFERRED LIFE INSURANCE CO. OF AMERICA OFFERS

OLD LINE INSURANCE AT LOWEST NET COST
WHAT ARE YOU WORTH TO YOUR FAMILY?
LET US PROTECT YOU FOR THAT SUM

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

IN making your will, YOU determine to whom your property shall go. If you make no will the state determines it.

Would you not prefer to settle the matter yourself?

Consultation Invited.

GRAND RAPIDS TRUST COMPANY

Robert D. Graham
President

Hugh E. Wilson
Secretary

SERVICE AND SAFETY

THE most important feature bearing upon the safety of a financial institution is the character and responsibility of its management. Our clients get the benefit of the combined experience and expert advice of our directors and officers, all men of well known ability and high standing in the business world.

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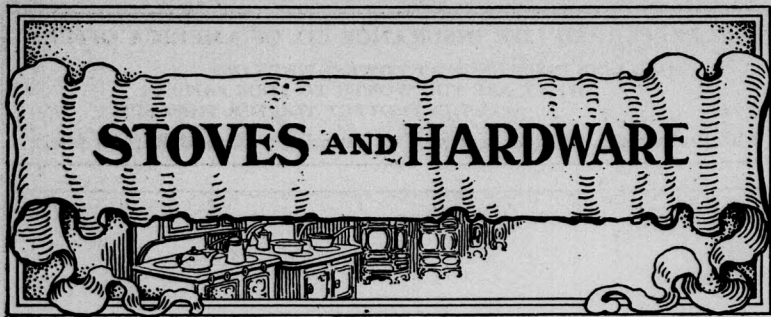
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Send for blank form of will and booklet on descent and distribution of property

THE MICHIGAN TRUST CO.
of Grand Rapids



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.

The Wedding Present Trade in June. Written for the Tradesman.

The tendency in wedding gifts this year will be strongly toward the buying of useful articles. To this tendency the hardware merchant is peculiarly able to appeal, since his stock comprises a wide range of articles pre-eminently useful, from the 5 cent soap dish to the \$50 kitchen range. He has goods to satisfy alike the most economical and the most expensive tastes. In every community this month hundreds of wedding gifts will be purchased.

Are you going to get your share of this business?

If you are, it is up to you to get after it.

"Make your gifts of practical value" will be the hardware dealer's slogan. It is along this line that his entire wedding present campaign can be most successfully conducted.

It is one thing to disregard the wedding gift business and merely take what comes to you; it is another and a better thing to put on good window displays and do some advertising; it is best however, to go after this business strongly, and to try to get a direct line upon it.

The hardware merchant who knows his business does not need to be reminded that he should give his line of wedding gifts an adequate share of window display, that he should play them up prominently inside the store, and that he should advertise them in the newspapers. These selling methods are a matter of course in every well conducted hardware store.

But isn't it worth while for the merchant to know just who are going to get married between now and the end of June?

Assuredly; for that information opens the way to personal work, which is the most effective kind in securing business.

For instance, Henry H. Jones is to be married the last of June. The book-keeper heard it mentioned last night; promptly he reported the news to the proprietor. "Who are Jones' intimates; and who are the intimates of the bride-to-be?" forms the next question.

With this question answered, it is an easy matter to mail to each of these prospective recipients of invitations to the wedding a list of articles from the hardware stock suit-

able for wedding gifts. More than that, members of the selling staff who are acquainted with one or other of the friends of the prospective bride and groom may approach these friends personally, and invite them to drop in and look over the stock.

Of course, there are other methods of getting after the business; but this is the essential feature—get all the specific information you can and then use it to the limit.

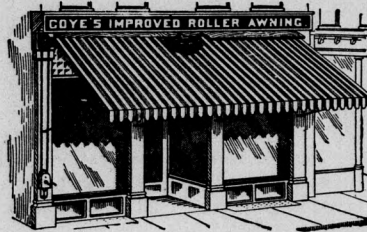
The advent of cheap electric power in most communities has opened up a market for a large range of electrical goods; and these are eminently suitable for the purpose of wedding gifts. Electric ranges, vacuum cleaners, irons, toasters, coffee percolators, washing machines, chafing dishes, samovars—these, and a host of similar lines, are available at prices ranging from \$3 to \$150 and upwards. In addition to being useful, they are handsome in appearance, and appeal to the eye. For this reason they lend themselves readily to window display.

Anything that enters into the equipment of a modern home is a suitable gift. For instance, kitchen ranges, kitchen cabinets, aluminum and granite and porcelain ware, food choppers, lamps (including electric table lamps) carpet sweepers, refrigerators—these all fit into the gift selling campaign. Then, too, there are lines which appeal more strongly from the ornamental point of view. Cutlery is both useful and ornamental; cut glass appeals to many purchasers of gifts; and brass and copper goods are always welcomed. Even the merchant, who is supposed to know his stock in every detail, will be surprised when he jots down the complete list of articles handled by him which are suitable for wedding gifts. And he is apt to exclaim: "With such a range to choose from, I ought to get twice or three times the trade—and I mean to get it."

In getting this trade, the merchant will find it helpful to make a feature of service to intending purchasers of wedding gifts. The average individual is often at a loss to make a choice, and has not the least idea of the wide range of possibilities. It is for this reason that gifts are so often duplicated. The merchant who wants to please will endeavor to avoid duplication; and this gives him an opening for pushing new lines.

Of course, every merchant who caters to this class of trade has, to begin with, a complete and comprehensive list of suitable gifts. He mails this to prospective purchasers; he hands it to customers to look over; occasionally he runs it in his adver-

AWNINGS



Our specialty is **AWNINGS FOR STORES AND RESIDENCES**. We make common pull-up, chain and cog-gear roller awnings.

Tents, Horse and Wagon Covers, Hammock Couches. Catalogue on application.

CHAS. A. COYE, INC.

Campau Ave. and Louis St. Grand Rapids, Mich.

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.

The Ventilation of School Rooms Is a State Law Requirement

For years the heating and ventilation as applied to school houses has been one of our special features.

We want to get in touch with School Boards that we may send them descriptive matter.

A record of over 300 rooms ought to be evidence of our ability.

Steam and Water Heating with everything in a material line.

Correspondence solicited.

THE WEATHERLY CO.
218 Pearl Street Grand Rapids, Mich.

SAFETY



FIRST

Durable beauty, length of service and protection from flying fire brands are three of the most prominent features of Reynolds Shingles when placed in comparison with other roofing materials of anything like the same average cost.

REYNOLDS SHINGLES have the established reputation based on these fundamentals. They have never been found wanting. No extra roof bracing required.

Buy them from your lumber dealer for that new house. They are also "Best to be had" for re-roofing.

Write for booklet.

For sale by lumber and building supply dealers.

H. M. Reynolds Asphalt Shingle Co.

"Originator of the Asphalt Shingle"

Grand Rapids, Mich.

Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.

Michigan Hardware Company

Exclusively Wholesale

No Goods Sold at Retail



Grand Rapids

::

::

Michigan

tising space, or doubles, triples or quadruples his regular space for a few issues in order to find room for everything. A convenient printed list of this sort, giving prices, will materially assist the customer in making a selection. Where the list is run in the newspaper, a few hundred or a thousand copies can be struck off at small extra expense; and they will prove a good investment.

One merchant, not content with offering a comprehensive list to select from, systematically tries to prevent his customers from duplicating. "Mr. Smith," he will say, "if you are buying this present for Mr. Jones, I would suggest that, instead of an electric toaster, you give a chafing dish. The latter is less likely to be duplicated." And, as a rule, it requires no further hint from the retailer to convince Smith that the toaster is already on the list of gifts, so far as the Jones wedding is concerned. Of course, the merchant cannot prevent duplication through sales at other stores; but he understands how mortifying it is for a good many people to find that the gifts they have selected are regarded by the recipients as superfluous.

The danger of duplication naturally affords the merchant an excellent opportunity to push the sale of new lines, outside the beaten track. His services in suggesting suitable gift articles which are not likely to be duplicated by others will be appreciated by the average purchaser.

As stated, it is worth while to secure the names of prospective bridal

couples. This is true, not merely of June weddings, but of weddings throughout the entire year. This information is helpful, not merely in securing the gift trade at the time, but in "follow up" work when the merchant wishes to go after the regular trade of the new household.

Names, addresses and other information can be secured in various ways. Some member of the staff should be detailed to watch the society columns of the local papers for engagement notices. Then, too, every individual on the staff should be on the alert to pick up information regarding expected weddings, when and where they are to take place, and who are the nearest friends of the contracting parties.

Of course, window displays—there should be more than one in the course of the month—are exceedingly helpful in securing gift trade. Newspaper advertising must be liberally used; and the goods should be so arranged as to attract attention and facilitate the making of a selection.

William Edward Park.

Even Farm Papers See It.

Some of the best farm papers in the country are taking sharp issue with the Department of Agriculture concerning certain of the schemes it has fostered to establish co-operative buying among farmers through the work of the so-called Rural Organization Service. Rightly, these publications contend that it is not the business of the farm adviser to appoint himself purchasing agent

for the farmers whom he is supposed to instruct. Says the Country Gentleman in this regard, under the editorial head of "Courting Trouble."

"County farm-bureau managers in many localities have faced this problem. In a few instances they have directed the actual buying and selling transactions, but their work is to give information and to stimulate co-operation among farmers rather than to manage any organizations. The minute a teacher or county leader who is a public servant begins to handle private funds he is courting trouble. Do not expect a county agent to buy and sell for you. He should be able to tell you how to proceed, but you should conduct the details without his intervention."

As it so happens, the man who wrote that editorial was writing about the pernicious activities of some of the farmer advisers working under the New York State College of Agriculture. But the principle holds true whatever the public institution that countenances the co-operative purchase of farm operating equipment under its auspices.—Implement Trade Journal.

Getting Rid of Fleas.

Fleas are rather a tough proposition to kill or get rid of and the following from a bulletin of the Public Health and Marine Hospital Service may be of aid in offering methods in troublesome places. It is almost impossible to drown fleas in water, but soapy water will kill them quickly, the reason being that the

soap dissolves the protective wax coating at the opening of their breathing spiracles. Strong soapsuds liberally applied will kill the fleas on an animal. Fleas are practically immune to alcohol; even when soaked for a time in absolute alcohol the flea will revive when taken out and placed in the air. Formalin seems to have little more effect, for a flea left to swim in a 40 per cent. solution of formaldehyde for twelve hours was taken out apparently dead, but revived on being placed in fresh water for a few minutes. It required one minute for a 95 per cent. solution of carbolic acid to kill a flea. In fact, fleas seem immune to any of the ordinary disinfectants, such as corrosive sublimate, formalin or chlorides, especially if in aqueous or alcoholic solution; glycerine is equally ineffective, sulphur, insect powder, etc., of little value. The only certain destroyers of the flea's activity, among the commoner substances available are kerosene, bisulphide of carbon, and turpentine, if applied directly to the flea. Hydrocyanic acid gas, gaseous formaldehyde, and sulphur dioxide (from burning sulphur) are effective if used in a closed space, sulphur dioxide being the safest and easiest method of destroying the fleas in a living room, ship's hold or places which can be closed tightly. For local application to carpets, etc., a strong emulsion of kerosene oil made with green soap is most effective; it kills any flea with which it may come in contact. The same preparation can be used for animals.

A Premium

Of the right kind—new, clever, economical—is a splendid advertising device.

Ask us about our famous Auto Contest.

It will double your present business.

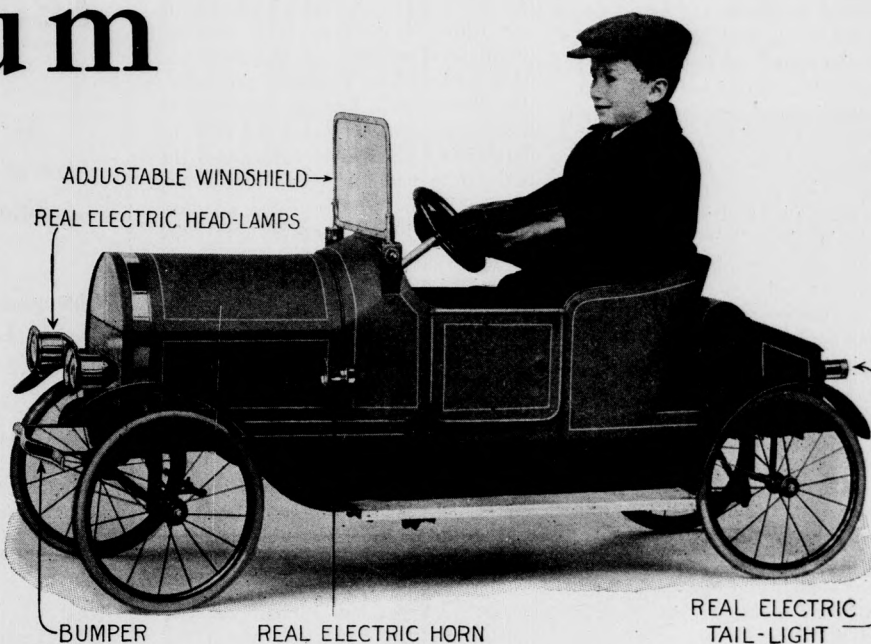
The greatest \$50.00 worth of advertising ever offered the trade.

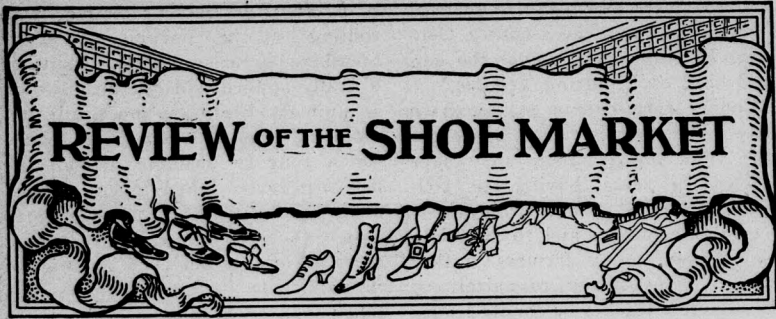
Get the exclusive use for your town.

For full particulars write to

Chas. E. Barnard & Son

Second National Bank Bldg, Toledo, Ohio





How I Built Up a Losing Business.

Dear Sir—The writer has an opening for the right kind of a young man to take charge of a shoe store in a county seat town of 3,500 people, and has been advised that you may be interested in a proposition of this kind. Please let me hear from you with reference to same at your earliest convenience.

Yours truly,

A. J. Barnes.

Was I dreaming? Had I read the letter right? Could it be possible that I had at least reached the goal I had been striving after for eight years? Had someone actually asked me to manage a store for them? It seemed impossible.

It was true I had always worked with the idea of advancing uppermost in my mind, and I had entertained the hope that at some remote period I might be able to persuade some one to try me out as an assistant manager, or in some other minor capacity, but here was someone asking me to actually run a store for him.

Well, I must have read the letter wrong, I thought. Then I read and reread it to be sure I hadn't. A million questions seemed to pop into my head at once. What was the name of the town? Who had told him to write me? How did it happen they had written to me at all, and wasn't there a lot of good shoemen between me and the writer of the letter?

Feelings that were hard to describe began creeping over me and my brain seemed too muddled to act. By the time the first flush of excitement had died out I had, to a certain extent, collected my wits and again began to wonder who had recommended me so highly.

There was only one man I could think of outside of the retail business that actually knew what experience I had had. This man was a salesman for a large shoe manufacturing concern and my first recollection of him was during my first year in the shoe business, when I was on the bench "learning the business from the bottom up," as my father put it.

This same salesman knew me when I was finally allowed to work between the bench and the trade, and finally when I went "to the city" to work on the floor in one of the biggest and busiest stores there. I had also run across him several times later when I was on the road. He had known me when I was making good and he had known me when things might have been better, but he also knew my one effort was to keep on growing in the business. I decided he must be the man and in this I later learned I was right.

With this point settled, my mind reverted to the letter. Needless to say, no sleep came to me that night

until long after I had returned home after mailing my reply to the letter. The next week or two dragged along unmercifully slow, and then word came that Mr. Barnes would soon be in my section of the state and would arrange to see me to talk things over. I was also informed that the store was at Fargo, Ia., which upon looking up I found to be a town of 2,500 or 3,000 population, fifty miles from a city and about 250 miles from my home town, in an agricultural community where fancy stock raising flourished.

So far the points were about even for and against the store. I will not attempt to describe the events of the next week or two that followed, since it was just a long nervous strain filled with sleepless nights and tedious days. Mr. Barnes finally arrived and explained that the store in question had been the property of a former small town general merchant, who had opened up there with a new stock about two years before and had given up the general merchandise business to run this store.

In less than two years he was convinced that he should have stayed on the farm where he had been raised, and when Mr. Barnes' farm was put on the market for sale the dealer at once looked him up, with the result that Barnes sold him his farm and in the transaction took over the store as part cash. Since then his friend, the real estate man, who had seen some service in the fire sale line of merchandising, had been running the store for him. Mr. Barnes believed there was a good future for the store and felt that a young man should be put there to run it.

Well, we agreed to meet at Fargo the following Monday morning for the purpose of looking the store over before drawing up the contract, and so it happened that on the following Sunday night I started on the trip which landed me at Fargo at 6:50 Monday morning. Mr. Barnes had agreed to meet me at 11:15 a. m. I had slept very little on the train because I had taken a chair car and had caught quite a cold, which the night ride didn't help any.

Well, I made a B-line for a restaurant and filled up good and full, in the hopes it would make me feel bet-



Real Profits in Rouge Rex Work Shoes



Their quality commands the price.

Their service brings satisfied customers back for more purchases.

We tan the leather to insure the quality.

We make the shoes to insure style, fit and workmanship.

Send for catalogue.

HIRTH-KRAUSE COMPANY

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

Tennis Bals and Oxfords

In Stock
For at Once
Shipment



Orders
Solicited

Champion White or Black Tennis Line, Black Soles (in Cartons)

	Bals	Oxfords
Men's.....	\$.60	\$.50
Boys'.....	.58	.48
Youths'.....	.55	.45
Women's.....	.45	.45
Misses'.....	.41	.41
Children's.....	.37	.37

Campfire Tennis Line (in Cartons) Sole and Upper All White

	Bals	Oxfords
Men's.....	\$.80	\$.70
Boys'.....	.75	.65
Youths'.....	.70	.60
Women's.....	.62	.62
Misses'.....	.57	.57
Children's.....	.52	.52

National Yachting Goods All White

	Bals	Oxfords
Men's.....	\$1.15	\$1.00
Boys'.....	1.05	.90
Youths'.....	.95	.80
Women's.....	.85	.85

White Champion Tennis, Gray Soles (in Cartons)

	Bals	Oxfords
Men's.....	\$.65	\$.55
Boys'.....	.63	.53
Youths'.....	.60	.50
Women's.....	.50	.50
Misses'.....	.46	.46
Children's.....	.42	.42

Week End Tennis Line

"Week End" Line is the same as "Campfire" Line with heel

	Bals	Oxfords
Men's.....	\$1.05	\$.95
Women's.....	.97	.87

Emmy Lou Pumps All White

Women's.....	\$1.15
Misses'.....	.95
Children's.....	.80

HEROLD-BERTSCH SHOE CO. (Distributors)
Grand Rapids, Mich.

ter. Enquiry at the restaurant gave me the location of the store, and fearful, lest my dreams of a neat little store would be shattered too soon, I walked around the square the longest way to the store.

The town sure looked good to me. It seemed to be just the kind of a place I'd pick for a home. Then I fell to dreaming of the time when I would be a respected citizen of the town, with a home of my own. With my head thus in the clouds I suddenly found myself in front of the store.

Ye gods, what a jolt I got! It was about 8:30 a. m., and the curtain in the one large window was drawn. I tried the door and found it locked. Now, what was up, I asked myself. I stepped to the curb to survey the front of the window and I saw there a card bearing the simple but unmistakable words, "For Rent." Gosh, how my heart thumped. I could hardly believe my eyes. Had I been the victim of a joke, or had they simply figured on getting me to stay there until the authorities had disposed of the stock? Had they asked me to come and work in a business graveyard? I must confess my faith in humanity suffered a severe setback. In a couple of hours Mr. Barnes would be there and I would demand an explanation, transportation both ways, and perhaps more.

By 11 o'clock I was fighting mad. No one had showed up at the store yet. Well, the 11:15 train brought Mr. Barnes, and after saying "Hello" I asked him what kind of a game he was trying to come on me. I told him the store was locked and for rent. He affected surprise pretty well; I thought, and said there must be some mistake. I told him there sure must be if it was his store and he didn't even know it was closed and the "For Rent" sign in the window. He attempted no further explanation until we reached the store, and when we did, to my surprise the curtain was up and the sign I had seen when not pinned down by the curtain read, "Seven-room House for Rent." The door was unlocked and we entered. —O. E. Nelson in Shoe Retailer.

In his second article, which will appear next week, Mr. Nelson will describe the condition of the store and the stock, why the business had been losing money, and the plans he decided upon to bring back the trade that had been lost.

Keep the Different Departments Separate.

Have you ever stopped to analyze the secret of the success of the dapper little down-town shoe shop carrying a limited line of men's shoes?

The doors of these busy little marts open on populous streets, along which multitudes of people pass hourly; and the doors swing to and fro with surprising frequency during the busy hours of the day, admitting man-creatures with shoe needs and letting out those who have made their purchases.

Now in spite of the fact that many of these splendidly equipped shops carrying attractive lines of masculine footery are so small that, if one of

them were invaded by a score of patrons at one time, fitting facilities would be swamped and floor space cluttered up, the proprietors of them are evidently doing business on a profit paying scale, for many of these little down-town shoe shops fairly exude prosperity.

What is the secret of the little store catering exclusively to the masculine shoe trade? For one thing they are conveniently located in the office and business section. For another thing, they are quiet, orderly little places, unfrequented by the multitudes.

Owing to the diminutiveness of these shops, salesmen and proprietors are in a position to acquire and enjoy a degree of personal contact, amounting in many cases to a sort of old fashioned bonhomie, which is a physical impossibility in the big store. And this undoubtedly has an effect upon certain types of masculine shoe patrons.

But the main charm about the down-town man's shoe shop is the fact that it is distinctively a man's store. It is stag from start to finish. Now I don't pretend to understand the psychology of the matter; but it is a fact nevertheless that the average man prefers to buy footwear from a masculine salesman in a man's store or department.

Any store that is large enough to carry lines for both men and women, is large enough to be departmentized. For obvious reasons women had rather shop in the woman's department. If, in addition to other lines, children's shoes are carried also, then there should be a children's department.

And the departments should be as completely segregated as possible. If the men's department can have a room to itself, so much the better; for that practically secures the drawing features of the exclusively masculine shop. If not, then use stock racks, display cases, a paneled partition four or five feet high, screens, or something to mark off and segregate the departments, especially the men's and women's.—Shoe Retailer.

Caught.

I was on a train, and a father and his young son sat near me. The father said:

"John, do you practice regularly on the piano while I am away at business?"

"Yes, father," replied the boy.

"Every day?"

"Yes, sir."

"How long did you practice today?"

"Three hours."

"And how long yesterday?"

"Two hours and a half."

"Well, I am glad to hear you are so regular."

"Yes, father."

"And the next time you practice be sure to unlock the piano. Here is the key. I locked the instrument last week, and I have been carrying the key in my pocket ever since."

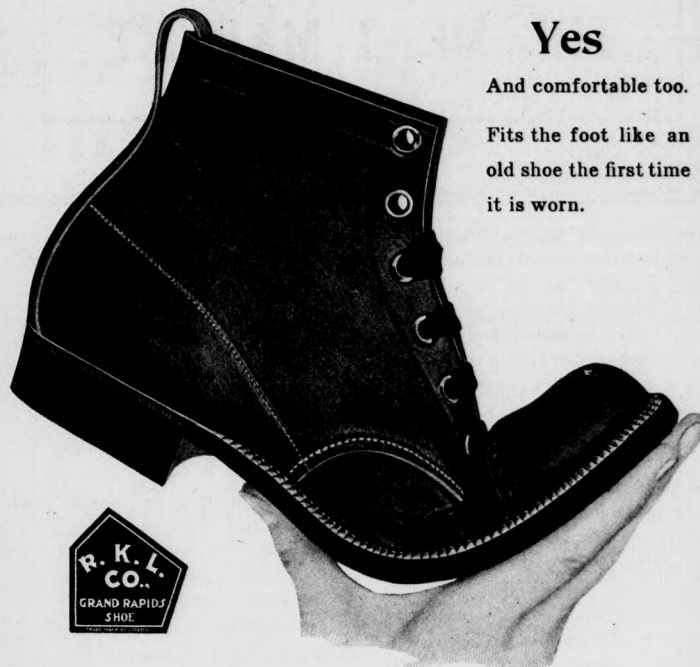
A man never realizes just how foolish he can feel until he has attended a 5 o'clock tea.

Looks Flexible, Doesn't It?

Yes

And comfortable too.

Fits the foot like an old shoe the first time it is worn.



Walk-Away Shoes

Need no breaking in. They're made by a new process—the latest method of shoe making. Let us send you samples.

Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

Light Weight but Strong An Ideal Summer Work Shoe

Elk Bootees

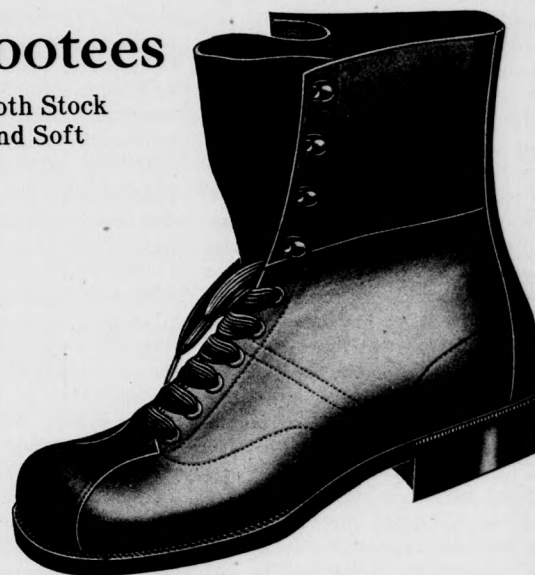
Even Smooth Stock
Plump and Soft

8½ inch high.

Solid.

Double Soles.

Full Gusset.



No. 2721 Men's only @ \$2.40

Also regular height Outing Bals in prime No. 1 stock @ \$2.00

5% discount in 30 days

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

THE MEAT MARKET

Selling Meat in Warm Weather.

Nine butchers out of ten will tell you that business in the retail meat market has to fall off during the warm weather. This is one of the most firmly cherished beliefs in the retail trade, and one of the hardest to eradicate.

Of course, there are some markets where such conditions must always be the case. These are located in neighborhoods where a good proportion of the population are in the country or away to some summer resort during the hot spell. But such markets are greatly in the minority as the vast majority of people spend their time in the summer in exactly the same places where they spend it in the winter. Still, despite the knowledge of this fact, butchers generally are convinced that their business must fall off during the summer months, and accordingly they unconsciously relax their efforts and take such a falling off with resignation, considering it one of the inevitable evils of the trade that cannot be helped.

The real reason why business does fall off in the summer is due more than anything else to the way in which the butcher conducts his market. People do eat less meat during the hot weather, but this is not because they do not desire meat, but because the kinds which are fit for consumption then are rarely featured by the butchers with whom they are dealing. Consumers, as a usual thing, do not ferret things out for themselves; they must be led, and the merchant who is the most successful leader always does the largest business.

The first aim of a butcher who is endeavoring to hold his business up to its usual standard during the warm weather is to make his meat market attractive to those who patronize him. Many a woman has gone into a market on a hot day with full intentions of purchasing meat for the family dinner, but has come out with nary a purchase, simply because the surroundings in which the butcher expected her to make purchases were so unattractive that she lost all appetite for what he was trying to sell her. Cleanliness must be given even more attention in summer than it is in winter. The market must be thoroughly cleaned every day, nor must you be content to compromise with a "lick and a promise." A piece of fat overlooked in a corner, or a scrap box improperly cleaned will mean that your market will be permeated with that heavy, stale smell, which always means that putrefaction is going on somewhere. The customer whose

nostrils are assailed by it is not likely to desire any kind of meat that is sold in its presence.

The back room of the market is another place that must be carefully looked after. Of course, you understand that a back room improperly cleaned means an evil smelling market, and an evil smelling market means a loss of sales.

Always have your market shaded from the full glare of the sun. Vivid light is always a sign of heat, and a sign of heat to most people is as much as the real thing.

Use electric fans, if you have current. These provide proper ventilation, which is extremely important, and at the same time cool the atmosphere. They may be bought at a reasonable price, and if properly looked after they will last for a number of years. The amount of current which they consume is so small in comparison with the amount of attractiveness which they add to a store that it is not worth while talking about it.

Keep the flies out. Use screens and traps. Do not, however, make the trap the most conspicuous thing in your market. The writer knows of a butcher whose entire window display during a whole summer consisted of two large fly traps full of buzzing insects. Surely this was not a particularly appetizing sight to draw customers into his market. And yet he was loud in his complaints that business "had gone to the dogs since the summer had begun."

If you take precaution to make your market attractive you will find that many customers will come to you. What kind of goods will be the proper thing to feature during the summer months? Remember, first of all, that a woman does not desire to stay any longer in a hot kitchen than she can help, especially when the thermometer is around 90 degrees in the shade. She may have a roast on Sunday, but she won't have it during the week if she can help herself. The best guide in discovering what you should feature is simply to take a good long glance at the dinner table your wife is setting for you.—L. M. Brander in Butchers' Advocate.

Dressing Squabs.

All squabs of marketable size should be gathered before feeding time in the morning. Never kill a squab with a full crop. A rack should be made by drilling numerous holes in a board and nailed out of reach of any rats. In each of the holes place an ordinary clothespin. Get your squab and kill in the usual way by insert-

ing a killing knife well into the mouth of the squab and drawing it forward, cutting clean into the head of the bird. Hang by the feet between the points of the clothespins and dry-pick before they get cold. It is unnecessary to pick either the wings or the head. Be careful not to tear the skin when picking, as this greatly reduces the value. After the picking has been done do not allow the squabs to lie about, but hang them up, being careful not to bruise or mark them. When the squabs have cooled sufficiently they should be wrapped in fresh, clean paper and packed in boxes sufficiently iced for whatever distance they are to be transported. Shipping tags should be made and tacked to the tops of the boxes, and then everything is ready for the express company, to which they should be given as soon as possible. Rapid shipping means A-1 stock.

G. B. READER

Successor to MAAS BROS.

Wholesale Fish Dealer



SEA FOODS AND LAKE FISH
OF ALL KINDS

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

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.

In the morning you merely dump the contents of each compartment into its proper place in cash drawer or register.

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

Your Money Back if Not Satisfied

The Fortuna Company

8 Exchange St.

Rochester, N. Y.

THERE ARE NOW

OVER 13,900

Citizens Telephones

IN THE

Grand Rapids Exchange



DIRECT

COPPER METALLIC

LONG DISTANCE LINES

CONNECT WITH 200,000

TELEPHONES IN THE STATE.

Use

Citizens

Long Distance Service

AS SURE AS THE
SUN RISES

Voigt's CRESCENT FLOUR

Makes Best Bread
and Pastry

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

SUCCESSFUL SALESMEN.

Elmer Brevitz, City Salesman Burnham, Stoepel & Co.

One would hardly suspect, after casting their mazda at the dapper form of Elmer Charles Brevitz, that the first nineteen years of his existence was passed in the arduous pursuit of pursuing weeds, shocking corn, trapping potato bugs and doing the kindred work that befalls the lot of a real son of the soil. From bits of gossip gathered by the writer while in Kent City, where the hero of this biographical sketch went to school, we learned that Elmer also, with much spirit and eclat, raised, or was the contributing cause to the raising—of considerable wrath on the part of the school teachers in the local seat of learning. As before mentioned, after looking the dapper Elmer over from head to foot and his easy actions and nonchalant air, one would be led to believe that his metropolitan style had been gained only after many years of life in a big city. Mr. Brevitz was born on a farm near Sparta, September 28, 1887. At the



ELMER BREVITZ

of 19 he emigrated to Orchard Lake, where he secured a position from the President of the First National Bank of Detroit, M. L. Williams, as operator of the latter's launch. In the fall of the same year Elmer came to Detroit where he secured a position with Burnham, Stoepel & Co. He was assigned to the underwear department where, after three years of faithful work, he was rewarded by a promotion to city salesman. Nor was the judgment of the firm misplaced, for the young salesman went at his work with his characteristic vim and, after three years, is now recognized as one of the leading underwear and hosiery salesmen in the city. He recently purchased a new Dodge car to facilitate his calling on the trade. Mr. Brevitz attributes his success in no small way to the fact that before his advancement to the sales force of Burnham, Stoepel & Co., he worked every Saturday afternoon and evening, when possible, in the various retail furnishing goods stores in the city. The experience he thus gained has proved invaluable to him. He is a member of Detroit Council and holds the office of Junior Counselor which is but one step from the highest office in the Council, Senior Counselor. We cannot give the usual write-up of our biographical subject's married life and subsequent tale of happiness that always accompanies it, because Elmer Brevitz never married. Our enquiry as why the state of bachelorhood elicited the response that he was still enjoying life—but then it's possibly only a matter of time when the right young lady steps forward to obscure his vision from the rest of the world. His hobbies are base ball and automobiling (a regular fam-

ily trait). Mr. Brevitz is an example of what conscientious endeavor and close application will accomplish for the average young man, whether he be from the farm, the city, or a foreign clime. His present success was brought about solely by his own efforts. James M. Goldstein.

Coming Conventions To Be Held In Michigan.

June.
Michigan State Pharmaceutical Association, Grand Rapids, 9-11.
Michigan Pharmaceutical Travelers' Association, Grand Rapids, 9-11.

July.
Grand Commandery of the Knights Templar (Colored), Detroit.
Michigan Retail Jewelers' Association, Kalamazoo.
Michigan State Association of Stationery Engineers, Jackson.
Michigan State Firemen's Association, Petoskey, 13-15.
Polish National Falcons, Saginaw.

August.
Michigan State Association of Local Fire Insurance Agents, Jackson.

September.
Michigan State Medical Society, Grand Rapids, 7-9. This is the fiftieth anniversary of the organization and an attendance of not less than 1,200 delegates is expected. Additional information may be secured from Dr. F. C. Warnshuis, Sec'y Grand Rapids.
Michigan State Association of Methodist Churches, Hastings.
Michigan State Association of County Superintendents, Ludington.
Michigan Federation of Labor, Traverse City.
Michigan Rural Letter Carriers, Saginaw.
West Michigan State Fair, Grand Rapids, 20-24.
Michigan State Teachers' Association, Saginaw, 28-29.

October.
Michigan Association for the Prevention and Relief of Tuberculosis, Grand Rapids.
Michigan State Association of Osteopaths, Grand Rapids.
Michigan Presbyterian Synod, Sault Ste. Marie.

December.
Michigan Bee Keepers' Association, Grand Rapids.
State Bricklayers and Masons' Union, Grand Rapids.
Michigan State Potato Association, Kalamazoo, 4-5.
Michigan State Grange, Battle Creek.
Michigan State Horticultural Society, Grand Rapids, 7-9.
Michigan Association of Commercial Secretaries, Ann Arbor, 19.
National Furniture Manufacturers Association, Grand Rapids.

January.
Michigan Tax Association, Detroit.
Michigan Engineering Society, Grand Rapids, 18-20.

February.
Michigan Retail Hardware Association, Grand Rapids.

May.
State Encampment I. O. O. F., Grand Rapids.
Michigan State Laundry Association, Grand Rapids.
Western Drawing and Manual Training Teachers Association, Grand Rapids.
Knights of Columbus, Grand Rapids.

June.
Grand Council, U. C. T., Traverse City, 2-3.
State Re-union B. P. O. E., Sault Ste. Marie, 2-3.
Michigan Retail Jewelers' Association, Battle Creek, 1-2.

Briefly Put.

An English professor, traveling through the hills, noted various quaint expressions. For instance, after a long ride the professor sought provisions at a mountain hut.

"What d' yo'-all want?" called out a woman.

"Madam," said the professor, "can we get corn bread here? We'd like to buy some of you."

"Corn bread? Corn bread, did yo' say?" Then she chuckled to herself, and her manner grew amiable. "Why, if corn bread's all yo' want, come right in, for that's just what I ain't got nothing else on hand but."

Kisses are the coupons clipped from the bonds of love.

CHICAGO BOATS
Graham & Morton Line
Every Night

Now It's Time to suggest
Mapleine
delicious flavor for ices, punches, summer desserts.
Order from
Louis Hilfer Co.
1503 State Bldg.
130 No. 5th Ave., Chicago, Ill.
CRESCENT MFG. CO.
Seattle, Wash.

Your Own Case

Take your own case—you know Uneeda, Zu Zu and Nabisco, leaders of the National Biscuit Company line. You know they are the standard of quality.

What is true in your case is true of your customers. They, too, know that N. B. C. goods are standard. That is why they buy them. And that is why you should sell them.

Profitable as National Biscuit Company advertising has been for the grocer, the continuance of it will be still more profitable, increasing consumer demand and making selling still easier.

A complete line of N. B. C. products will soon convince you that this advertising is profitable to you.

Zu Zu Ginger Snaps—the kind that every child in your neighborhood asks for. Retail at 5 cents and move quickly.

Sell biscuit baked by
NATIONAL BISCUIT COMPANY

Hot Air Heating Contract

Sealed proposals for heating the Elk Rapids Town Hall with hot air will be accepted by the Township Board up to 12 o'clock noon of July 15, 1915. Plan on bids to be submitted at the clerk's office.

The Board reserves the right to accept any or reject any or all bids.

F. H. MARRIOTT, Township Clerk.

Henry Smith
FLORIST
139-141 M. Ave.
Grand Rapids, Mich.

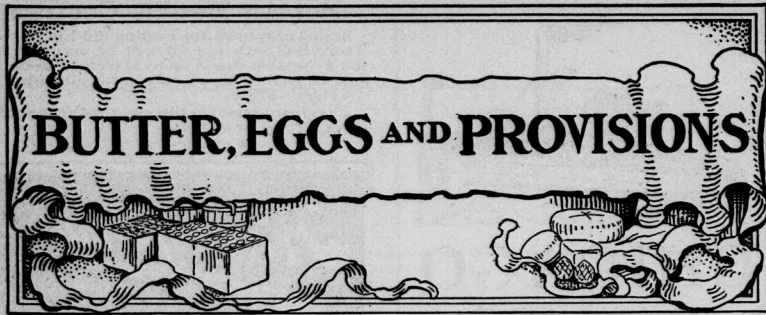
OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS
The Tisch-Hine Co.
237-239 Pearl St. (near the bridge) Grand Rapids, Mich.

PUT ON DIAMONDS

Mr. Squeegie says:

"Don't experiment with experiments. Ride on Diamonds, the tires that have proven always right all ways."

Distributors
Sherwood Hall Co., Ltd.



Michigan Poultry, Butter and Egg Association.

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

Quality Impaired by Incorporating Too Much Water.

New York, June 5.—It is now nine years since I left Iowa, and have been in New York devoting all of my time to the selling of butter. Since that time I have not undertaken to write any articles for the creamery papers; hence, I hesitated considerably before attempting to write on the texture of butter and the price as suggested by Mr. Joslin.

I have noticed the gradual change, year by year, in the texture of the butter since I have been in New York. In my opinion this is due to the different creameries adopting the large overrun system by working in excessive water into the butter. This system has been adopted gradually by the small creameries, not by their own initiative, but because they were told that the centralizers were being able to pay more money for cream on account of their producing a 25 per cent. overrun against the small creameries 18 per cent. overrun. The small creameries did not take into consideration that they were making butter out of the finest cream in the country while the centralizers were making butter out of indifferent cream and hence the centralizers' idea was to get quantity where they could not get quality. The small creameries endeavored to get quality and quantity both; the result being that the texture or body of the butter has gradually become weaker so that now considerable of the centralized butter is of as good a body as the butter made from the best cream. The small creameries did not want to be outdone with this quantity proposition; hence, they familiarized themselves with the method of incorporating more than the normal amount of water.

The body or texture of the butter makes the first impression on the buyer, even before the flavor, because in boring the butter he at once realizes whether it is good body, medium body, or poor body. If the butter has a good stiff, waxy body and the flavor such that the butter would score a trifle below 92, the buyer would be very apt to take it in preference to a medium body butter that would score 93 or over. Many a shipment of butter that will score extras in flavor sells for less than extras when the body is poor, and again many a shipment of butter which has a good body lacks a point, or sometimes even two points, in flavor to bring it in the extra class, will sell for extras.

The argument is put forth by a great many that butter is not used on bread or otherwise for its nutritive value, but more for an appetizer and flavoring. That may hold good with a great many of the consumers, but there is another great number of consumers, who, I believe, not only use the butter as an appetizer and flavoring, but use it for its nutritive value also. This class of people

would not use oleo-margarine no matter what flavor it had or how near it resembled butter. It is this class of people who will pay more for the butter that has a high percentage of butterfat than they will for butter with a low percentage. This class of people also appreciate having the butter stand on the table in place of its melting down and covering the butterplate. There are people in New York and other cities who pay an unusually high price for special marks of butter that could never maintain their reputation without a heavy body and a high per cent. of butterfat, although they may not score any higher in a scoring contest than the butter of a similar high flavor that contains 15 per cent. of water. But these people by experience have found out that the heavy bodied butter with a high per cent. of fat is more desirable to them in every respect than butter with a low per cent. of fat and high moisture. This is in accordance with my experience since I have been in New York.

In connection with this, will say, that I have had the privilege of scoring the butter that is put up for the Navy, which I found to be of exceptional heavy body and high per cent. of fat. The Navy Department is paying at least a cent and a half (1½c.) more per pound for their butter than they would have to pay if they did not restrict the manufacturer to 13 per cent. of water and about 2½ per cent. of salt. If the manufacturer were permitted to put in this Navy butter over 15 per cent. of water, he would bid considerably lower in order to get the contract. The Navy Department must also appreciate the high per cent. of fat in the butter, that it not only acts as an appetizer to those who consume it, but that it is better food than if it had a higher per cent. of water.

Our firm here in New York are continually receiving numerous complaints from our customers as follows: "What is the matter with your butter; it does not stand up as it used to." "Somehow or other the body of your butter is not as it used to be." and others who do not know the cause will simply say: "What is the matter with your butter?" I have reference to fancy butter. I feel with all these complaints that these people would be willing to pay more for the fancy butter if this defect of weak bodied and high per cent. of water and low per cent. of butterfat would be changed to a waxy body, a low per cent. of water and a high per cent. of butterfat.

I believe that if the small creameries that are receiving A. No. 1 material would make an effort to make a heavy body butter not over 13 per cent. of water, that they would stand out so prominent on this market that there would be such a demand for that butter that it would sell for two or more cents higher than butter that contained 15 or 16 per cent. of moisture.

The great trouble is getting the creameries back to the 13 per cent. of moisture and firm body is, that they are not willing to make that butter of a low per cent. of moisture without first having a guarantee that they will receive enough more money

to make up the difference in the overrun, and again the buyers of the butter are not willing to offer a higher price for the low content of moisture in butter until they have a trade worked up which will appreciate this class of butter and pay the difference in price.

There could be considerable more written on this subject and a good many more reasons given why the creameries who make fancy butter should make heavy bodied butter. In conclusion, I wish to say, in my opinion the creameries who are receiving A No. 1 cream should do everything in their power to make the very highest class article possible, which cannot be done unless they make butter that has a good heavy body and that will stand up and be attractive on the table, as well as be an appetizer when eaten.

The creameries that are receiving good raw material should not endeavor to imitate the creameries that are receiving poor raw material. The butter that is made from the creameries that receive good raw material should stand out as distinct in body as it does in flavor from the creameries where poor material is received. You then will have two distinct classes of butter; one class with a good waxy body and flavor; the other class with poor weak body and indifferent flavor. P. H. Kieffer.

All He Knew.

A well-known judge dined recently at a west end hotel, where the man who takes care of the hats is celebrated for his memory about the ownership of headgear.

"How do you know that is my hat?" the judge asked, as the silk hat was presented to him.

"I don't know it sir," said the man. "Then why do you give it to me?" insisted the bewildered judge.

"Because you gave it to me, sir," replied the man, without moving a muscle of his face.

One good way for a man to get ahead and stay ahead is to use a head.

Satisfy and Multiply

Flour Trade with

"Purity Patent" Flour

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

POTATO BAGS

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

ROY BAKER

Wm. Alden Smith Bldg. Grand Rapids, Mich.

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids :: Michigan

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

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.

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

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

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

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

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

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.

CREATE NO NEW BUSINESS.**Trading Stamps Neither Useful Nor Desirable.**

Trading stamps, profit-sharing coupons, etc., do not create new business. They simply switch a customer from one brand to another. They are not capable of creating a demand for a specific product on its merits, or to stir up the desire to buy. They do not lower selling-cost as does display advertising, because, irrespective of the increase in volume there still remains the same standing coupon charge on each package sold.

The retailer rightly looks with fear upon the encroachments the premium-coupon concerns are making on his business. He realizes the amount of money they are taking away from him by giving away premiums he would otherwise sell. The coupon enterprise neither buys nor sells anything in the community in which its premium parlor is located, except at headquarters. It, therefore, takes away from rather than contributes to the material prosperity of a community.

They will drive their devotees into eventual bankruptcy. They do not stimulate sales. They encourage scheme merchandising rather than sales plans based upon quality products sold on a basis of service and fair prices. Full value should be placed on the goods themselves rather than on the extras that go with the goods, which is impossible as long as coupons are prominently featured. The merchant or the manufac-

turer or the jobber who gives profit-sharing coupons with his product must do one of two things—either hold up and increase the price of his goods or lower the quality of same while pretending to keep up their standard.

On standard articles the cost of giving trading stamps is borne by the merchant himself, who makes up the cost of the stamps because on most such products the consumer knows precisely the prices at which they should sell. On unbranded articles and on those of unknown reputation and unstandardized prices it is the consumer who ultimately pays the bill. Profit-sharing coupons encourage the tendency of business gambling, which is not economically sound, as the uncertainty of the percentage of redemptions is surely something in the form of a gamble.

F. Colburn Pinkham, Secretary of the National Dry Goods Association, as a result of a comprehensive investigation, says that 85 to 90 per cent. of the dealers are not in favor of coupon plans. It is a known fact that many of the large stores do not use and are adverse to giving premium coupons of any sort.

It is estimated that last year there were over \$100,000,000 worth of coupons, trading-stamps, and similar premium-giving devices sold. On this vast amount there were only ten to twelve million dollars' worth redeemed. The American Tobacco Company has stated that only 40 to 50 per cent. of the premium value of its coupons are redeemed.

If the manufacturer gives the coupon he simply adds to his overhead expense without any way of enhancing the value of his product, because the coupon has not created new consumers for that particular product, which method of securing business is risky and uncertain, as the one way to develop business successfully is to create new consumers.

There are thirty-five or forty fairly important coupons concerns in this country. They all have the same aims to put forth, the same arguments. Imagine if the same number of concerns put out exactly the same sort of advertising, using the same mediums, and making precisely similar claims, how little effect the advertising of each would have. In fact, it would do nothing but create a confusion in the minds of the consumer that would result in a probable loss of business for all.

Profit-sharing coupons encourage fanatical and wasteful buying. The consumer becomes obsessed with the idea that he or she desires some gift or premium which can only be obtained as the result of collecting a certain number of stamps. In many cases, without any regard for the economics of buying, that consumer purchases material or merchandise for which he or she has no real use, simply to procure the coupons.

It has been the experience of merchants that they have to keep on continually increasing the amount of trading stamps they give; first they offer double stamps, then treble stamps, and so on to meet competi-

tion. Therein stamps differ from legitimate advertising, because each stamp given offers the same inducements in just the same way, while in display advertising a small space advertisement may be conceived and executed with a skill sufficient oft-times to attract more attention and create more business than a much larger space poorly used.

There is a tendency to lose good customers and retain stamp-seekers if one exploits coupons or stamps in any unannounced fashion. Stamp-seekers are never satisfied, as they buy stamps rather than merchandise, and are fanatics who invariably desire a larger number of stamps as times goes on for the same amount of purchase.

The dealer who gives stamps, the manufacturer who packs them, is paying approximately 3 per cent. on both his old and new business. Therefore if he doubles his business he is really paying 6 per cent., and it is not likely that his increase will be as big as this, so it is obvious that the percentage contributed to the coupon or stamp promoter is much higher than it would appear to be on the surface.—N. Y. Times.

In Wrong.

"What is the hardest part of your work as a lecturer?" asked the man, designated as toastmaster.

"As a rule," replied Mr. Speekins, "the hardest part of my work is waking the audience up after the man who introduces me has concluded his remarks."



Swat Her While She's An Egg

One fly in April can be the many times great grandmother of 5,598,720,000,000 flies in September—(See Dr. L. O. Howard's Book, "The House Fly, a Disease Carrier.") Swatting one fly at a time won't get you very far against that army—swat billions of them in the egg with

20 MULE TEAM BORAX Prevents Fly Eggs From Hatching

Powdered borax, says the United States Department of Agriculture, is the most effective, economical and practical means of overcoming the fly pest.

As a carrier of disease, especially typhoid, the common house fly is now recognized as a positive source of danger.

Keep Flies Out of Your Store

They drive away customers, carry disease and mark your store as a place where filth is overlooked. Swat every adult fly you see, of course, but don't stop there—swat the billions that you can't see. Your stable, manure pile, dooryard, driveway, garbage can—wherever filth accumulates—are the places where flies deposit their eggs. Use 20 Mule Team Borax liberally in such places and prevent the eggs from hatching.

Tell Your Customers

that the United States Department of Agriculture says Powdered Borax is the fly swatter to use. Begin to-day to use 20 Mule Team Borax around your store. Start the 20 Mule Team Borax Fly Swatting Campaign in your town. Put this ad up in your window where everybody can see it—remember, a single female fly can produce a progeny of 5,598,720,000,000 in a single summer.

How to Use

Apply through a fine sieve or flour sifter, 2 ounces of 20 Mule Team Borax to the can of garbage, daily. Apply, in the same way, 10 ounces of 20 Mule Team Borax to 8 bushels of fresh manure, and sprinkle with 2 to 3 gallons of water.

Pacific Coast Borax Co.
CHICAGO



Grand Council of Michigan U. C. T.
 Grand Counselor—Walter S. Lawton, Grand Rapids.
 Grand Junior Counselor—Fred J. Moutier, Detroit.
 Grand Past Counselor—Mark S. Brown, Saginaw.
 Grand Secretary—M. E. Heuman, Jackson.
 Grand Treasurer—Wm. J. Devereaux, Port Huron.
 Grand Conductor—John A. Hach, Jr., Coldwater.
 Grand Page—W. T. Ballamy, Bay City.
 Grand Sentinel—C. C. Starkweather, Detroit.
 Grand Chaplain—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—Traverse City, June 2 and 3, 1916.

Michigan Division T. P. A.
 President—Fred H. Locke.
 First Vice-President—C. M. Emerson.
 Second Vice-President—H. C. Cornellus.
 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.

Letter of a Sales Manager to His Men.

[Continued from last week.]

Think of the far-famed Spanish rapiers, marvelous pieces of flexible steel! Each was once a chunk of raw pig iron. But because the raw pig iron was the right stuff, and because somebody was able to put it through all the tempering processes necessary, it came out at last a wonderful weapon—like, tough and dependable—just the sort of thing to defend a precious human life in a fight.

A field of cotton down in Kentucky would be no good to anybody if some one hadn't figured out a way to put that white, fluffy, raw material through a process that would turn it into finished cloth.

You might as well say that because a cotton field doesn't grow manufactured garments instead of cotton blossoms, there is no use in trying to do anything with the product of the field, as to say that you can't improve a salesman by training.

You might as well say that because our business wasn't a great business the day it was launched, because it didn't begin its career with factories containing twenty-two acres of floor space, there was never any use in trying to make it any bigger or more progressive. As a matter of fact you find that most all great businesses began as ours did—on a 10 x 12 basis. They owed their great advancement to two things: first, to the intrinsic merit of the business; and second, to somebody's painstaking in developing it.

We read back in the classics of a lady named Minerva who sprang full-

fledged into being from the head of Jupiter. That's the only case on record of anything remarkable that did not have to go through all the processes of growth from milk teeth to maturity. And it happens that this single case is only a myth—a fairy tale of the ancients—and there's nothing to it.

It is the same in the vegetable kingdom as it is in the kingdom of brains—the same case exactly with potatoes as with prima donnas, or painters or salesmen. The potato began life as a measly little root no bigger than a piece of telephone wire; it is big, mealy, sumptuous, opulent and appetizing to-day because the people who were interested in what it might become, and who expected to be nourished by it, took the pains to find the combinations of soil calculated to make it grow, learned when and how to plant it, and how to take care of it so that it would achieve all its possibilities.

The chrysanthemum made its bow to the public some years ago as an insignificant little posy no bigger than a pink. But because horticulturists saw the possibilities in the chrysanthemum and helped it along, it started to grow its level best, and now any Saturday in the fall you can see the college dandies at a football game wearing chrysanthemums as big as barrels.

There's a man named Burbank on the Pacific Coast who has a knack of helping things grow. They tell me that his California garden would make anything in Eden look like a side-show. He knows how to lend a helping hand to squashes, turnips, beans and tomatoes, get them all co-operating down there in the ground, so that the result is a vegetable bigger than a house, which has all the distinctive characteristics of the squash, turnip, bean and tomato, and has any one of them skinned in size.

Gentlemen, you are taking a pretty big proposition on your hands when you undertake to prove that anything with life in it cannot be improved by training and cultivation.

When you take this position you are proclaiming that Socrates, the great teacher, was an idiot; that Napoleon, the master strategist, wasted his time studying military tactics at Brienne, and proved himself a fool later in life by picking cab drivers and stable boys out of the gutters of Paris and making them into field marshals who toppled over the thrones of Europe.

You are asserting that every medi-

cal and technical school in the country should be abolished by law; that the little red school houses that have started our Lincolns and Garfields on their journeys to greatness should be toppled off the hundred thousand hills where the American people have perched them.

You are asserting that colleges should be razed to the ground; that the American public school system should be wiped out as you would wipe figures off a slate with a damp sponge; that in every walk of life every one who is trying to teach somebody else how to do something should throw up his job, put a padlock on his lips and throw away his pen, and remain ever more as silent as the Sphinx concerning the things that he has learned from his study and experience.

It is a pretty big contract, this, for any one man to tackle.

You have an answer ready for me though. I know what it is. You will tell me that while training and instruction may be all very well for salesmen in other concerns, our particular bunch of salesmen doesn't need it. You will say that they are all high-class men—men who already know all there is to know about selling goods.

I have several separate and distinct answers to make to this statement.

The first is a demonstration in figures.

You can't make me believe that all the men in our sales force know all there is to know about selling goods, until you can show me in figures that all the men in the force are getting the same results that the best men get.

We have some men who tower head and shoulders above the rest of the force in business-getting. Why? They are selling the same product that the tailenders sell; they have the same house to back them, the same prices, the same conditions in every respect. Why is it, then, that some round up three times the results that others do? It is because the leaders know more about selling goods than the trailers—the have more salesmanship—no other reason in the world.

On the day when all the men in our force are getting the same results that our best men get, you come to me again with the statement that our sales force knows all there is to know about selling goods, and I will listen to you.

But I won't believe you. Why? Because there are exactly half a million salesmen in the United States who are traveling around the country on railroads selling goods; because there are half a million more who do not use the railroad, but are selling goods from local offices every day; and because distributed among this army of a million salesmen there is an amount of information and knowledge on a thousand points in the art of selling goods which no one man could get into his head if he lived to be as old as Methuselah.

You show me any living man who has corralled all the knowledge there

is extant on the subject of selling goods and managed to get it all into his single head, and I will start a fund to have his "statue cast in deathless bronze" and set up on a high place where the whole human race can look at it. That man is a modern miracle.

W. C. Holman.

[Continued next week.]

The Gripsack Brigade.

Don't think of a success as a sort of Santa Claus and expect it to drop presents into your stocking while you sleep.

Wanted—A hustler, whose success is his recommendation and who is a horse for work. One with good habits preferred. Apply anywhere, at any old time.

Don't approach your customer with a playful air, as if business were all a joke. Be in sure-enough earnest about it. Earnestness is not playful, neither is it necessarily swathed in melancholy.

Don't think for a minute that your success has carried you as far as you can go. Ambition is a through-bound train. Get a non-stop-over ticket on the interstellar express.

There's a heap of difference between nerve and nerves. One stands for laughs, promotion and money in the bank—the other for pessimism, resignation, and medicine chests.

Are you carrying a line of dog-eared and disheveled samples, or do you keep them in repair? The prospect may not make allowances, as you do, for travel stains and wear and tear. He may wonder if the fresh stock you propose to send him will look as battered as that.

Does it pay to save money and put it in the bank? To be always in a good humor so as to make others feel that way too? To make a study of intelligent salesmanship? To hustle just a little faster than the other fellow? To pull and not potter? To be steadfast in your loyalty to the house? Does it pay? It does.

If some men had their lives to live again they probably wouldn't leave so many dollars for their heirs to scrap over.

HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

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

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
 COPLEY-PLAZA HOTEL, BOSTON
 EDWARD C. FOGG, Managing Director
 ROY L. BROWN, Resident Manager

SUCCESSFUL SALESMEN.

W. S. Lawton, Representing Dr. Miles Medical Co.

Walter S. Lawton was born on a farm in Wright township, Ottawa county, February 6, 1864, and received his education in the district school. He remained on the farm with his father until eighteen years ago, when he engaged to represent the Dr. Miles Medical Co., of Elkhart, Ind., covering the entire State. For the past few years, however, the Upper Peninsula has not been included in his territory. Mr. Lawton sees his trade in the larger towns from four to seven times a year and the druggists in the smaller towns once or twice in the same length of time.

Mr. Lawton was married September 25, 1887, to Miss Adeline Smith,



WALTER S. LAWTON

of Grand Rapids. They have one son, Claude, R., 26 years of age, who started on a business career as traveling representative for the Brown & Sehler Co. He subsequently traveled one year for the Washburn-Crosby Co. and for the past three years has been on the road for the Voigt Milling Co. They also have a daughter, Bertha I. who graduated from the Grand Rapids high school in 1912 and has since resided at home. She was ill five weeks in February and March and for the past four weeks has been critically ill with typhoid fever, in consequence of which Mr. Lawton has not ventured out on the road since about May 1. His house takes a very generous view of the matter and urges him to remain in until all danger is over. The family reside in their own home at 1347 Sigsbee street.

Mr. Lawton has been a member of Valley City Lodge, No. 86, twenty-six years, and has been a member of the Chapter and Council nearly as long. He is also a member of the Woodmen and the U. C. T., being one of the early members of Grand Rapids Council. He occupied all the chairs in the local order, reaching the position of Senior Counselor in 1910. The following year he was elected Grand Sentinel in the Grand Lodge meeting at Muskegon. He has been elevated at each annual convention since and at the meeting held in Lansing last week was elected to the

highest office in the gift of the Grand Council—that of Grand Counselor. Mr. Lawton was instrumental in getting a branch of the Bagmen of Bagdad established here and on the institution of Absal Guild he was elected Great Ruler, to which office he was re-elected again this year.

Mr. Lawton was one of the charter members of the Michigan Pharmaceutical Travelers' Association when it was organized in Detroit November 24, 1906. The following year he was elected a member of the Council. In 1909 he was elected President. In 1912 he was elected Secretary-Treasurer, a position he has held ever since to the satisfaction of all concerned.

Personally, Mr. Lawton is one of the most companionable of men. He is a good judge of men and it goes without saying that the committees he will appoint to work with him and under him during the year he will be the executive officer of the Grand Council will include the best material he can possibly select. He has large ambitions for the future of the organization he has so long served in various capacities and those who are associated with him will do their utmost to see that these ambitions are realized.

Mr. Lawton has few hobbies. He likes to witness a ball game, but he would not travel a long distance to satisfy his longing in that direction. He likes to fish but does not find much time to devote to that pastime.

Mr. Lawton attributes his success to hard work and push. He insists that much of his success is due to the fact that he is representing an appreciative house. In all probability, his house would insist that Mr. Lawton's success is due to the fact that he works in entire harmony with his house and stands ready at all times to co-operate with it in everything that contributes to the expansion of its trade or the satisfaction of its customers.

Errata.

In the article by J. T. Austin, which was published on the 30th page of last week's issue of the Tradesman, the wording of the heading was, inadvertently, reversed. It should have read, "Advantage of Package Over Bulk Goods," instead of the opposite.

It naturally affords the Tradesman much pleasure to learn that the opinion it has expressed during the past two weeks to the effect that the adoption of Eastern time in Michigan is illegal is confirmed by the Attorney General of the State. Mr. Fellows has handed down an opinion to the effect that such an act is in defiance of the statute and must be revoked. Aside from the legal barrier which stands in the way of such a change, the innovation has no possible excuse for an existence except to gratify the whims of faddists and freaks who want to do things differently than other people in order that they may masquerade as iconoclasts.

The poet wears his hair long because there is no short cut to fame.

Late News of Interest to Travelers.

The failure of the Grand Council, U. C. T., to take any action on the subject of passenger fares at the Lansing meeting is a matter of sincere regret on the part of many traveling men who cannot understand why a representative gathering of that kind should not take a strong stand, one way or the other, on a subject of so much importance to traveling men generally.

Mrs. Alice Hamel, of East St. Louis, Ill., who is visiting her son, E. G. Hamel, was entertained at the home of H. A. Gish Sunday.

Walter S. Lawton's daughter was reported this morning as a little easier, in consequence of a good night's rest. Mr. Lawton is confident of the ultimate recovery of the sufferer.

The Tradesman regrets that it is unable to present anything like a complete or comprehensive report of the meeting of the Grand Council, U. C. T., at Lansing last week. It is able to present an imposing array of the distinguished gentlemen present, but no definite statement as to what was accomplished by the gathering in a business way.

Fire in the Northern Hotel frame building, owned and occupied by Joseph O'Connor, of Pellston, totally destroyed the building, but the greater share of the contents were saved. The barns in the rear of the hotel were also saved. Insurance to the amount of \$2,500 was carried on the building and \$900 on contents.

Fire destroyed the hotel at Otter Lake June 3, with a loss of \$10,000. D. E. Johnson, one of the proprietors and his wife escaped in their night clothes by sliding down a rope from the second floor. The fire started in the boiler room.

Marquette Mining Journal: Calling on the retail trade by means of automobile is not a departure for copper country wholesalers or their agents, but the attempt to cover the Western half of the Upper Peninsula seems to be new and this innovation is being made by H. J. Boyd, of Marquette, who represents the Northern Hardware Co., of Menominee. Mr. Boyd left Marquette Monday morning in a ford car on his first trip of this sort and he arrived in Houghton two later after visiting customers in Marquette and Baraga counties. After calling on his trade in Houghton county he will go to Ontonagon and Gogebic counties. Mr. Boyds says that the roads between Marquette and Houghton are as good now as they ever will be until they are rebuilt entirely. He refers, of course to the bad stretch in Baraga county this side of Nestoria. In Marquette and Houghton counties the roads are good.

Tribute to the Traveler.

Our hats are off to the traveling man in genuine admiration. He is a soldier of commerce. He bears discomforts and hardships as does every soldier. Often he travels in unfriendly territory where every man's hand seems

turned against him. Yet like a true soldier he only fights the harder.

Sometimes he meets a city where the business men and the hotel keepers treat him like a human being.

When he leaves that place he leaves a booster. And he is the best booster in the world. He works at it as if he were being paid.

The traveling man will spend an hour on the train explaining to a confused old lady, who is somebody's mother, just where to find her train at the junction point.

He will dig into the bottom of his traveling bag any time to make train connections clear to a lay traveler.

There are still people in the world who think that the traveling man does nothing except wear loud clothes, smoke big cigars, drink raw whisky and play poker.

There are still those who think him all that he should not be—there are still a few of these narrow gauge minds.

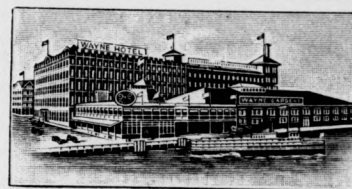
But it's a compliment to the intelligence and the sense of justice of the public to say that the number is very small and growing smaller.

If we were in distress in a strange city without friends, we would turn to the traveling man.

If we were asking aid for an unfortunate and wanted to procure it in the quickest way, we would solicit the traveling men.

If we were asked what class of men above all others carry the picture of wife, mother or children, in their inside coat pocket and enshrined in their hearts, we would answer, "The traveling men."

Here's to them, every one. May their order books never be empty.—Lansing State Journal.



THE NEW \$100,000 WAYNE MINERAL BATH HOUSE

DETROIT (Third and Jefferson Ave's) MICH.

Completely equipped for giving every approved form of hydropathic treatment for Rheumatism, Blood Disorders, Nervous Troubles, Dyspepsia, Constipation, etc. The Sulpho-Saline water is not excelled in therapeutic value by any spring in America or Europe.

WAYNE HOTEL AND GARDENS

in connection. Delightfully located on river front, adjacent to D. & C. Nav. Co's Wharfs. Coolest spot in Detroit. European plan, \$1.00 per day and up.

J. R. Hayes, Prop. F. H. Hayes, Asst. Mgr.

The Hotel Barry

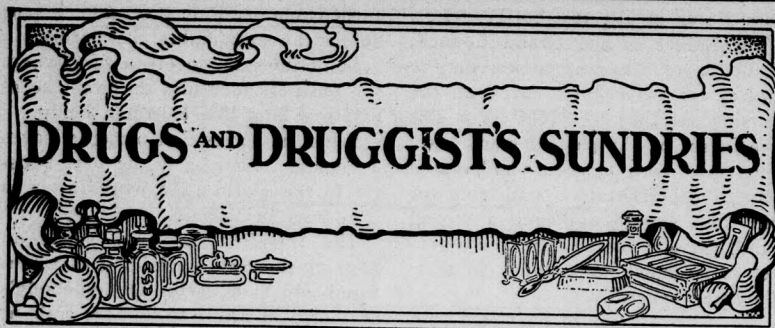
Hastings, Michigan
Re-opened for Good

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.



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.

Annual Meeting of Michigan Pharmacists.

The thirty-third annual convention of the Michigan State Pharmaceutical Association is being held in Grand Rapids this week. The first meeting was called to order this afternoon by President Grant Stevens, of Detroit, at the assembly room of the Association of Commerce, with an address by Lee H. Bierce on the subject of "Benefits of Trade Organization." The President then read his annual address, which appears elsewhere in this week's paper. Secretary Alton then presented his annual report, as follows:

There were two meetings of the Executive Committee held during the year—one at Grand Rapids, September 25, 1914, for the purpose of organizing for the year's work and the second at Lansing to confer with the Legislative Committee on bills then pending in the Legislature and to perfect arrangements for the annual meeting, now being held.

There were three meetings of the Legislative Committee called during the year—one at Detroit January 20, 1915, for the purpose of preparing suggested legislation and the other two at Lansing in the interest of pending legislation.

Membership.

Paid members for 1916	1
Paid members for 1915	162
Paid members for 1914	211
Paid members for 1913	71

Total dues paid	445
More than two years in arrears	51

Total membership	496
Number resigned during year	2

Total net membership	494
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Financial.

Receipts from dues and memberships ..	\$532.00
Receipts from advertising and gifts ..	852.25
Refund on printing contract	2.50
Interest on deposits	10.22

Total receipts	\$1,396.97
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Disbursements.

Orders drawn on Treasurer	\$1,358.05
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Treasurer Varnum then presented his annual report, as follows:

Receipts.

Balance on hand Aug. 29, 1914	\$582.32
Received from Secretary	1,386.75
Interest on deposits	10.22

Total receipts	\$1,979.29
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Disbursements.

E. W. Austin exp. N.A.R.D. convention	\$40.50
R. W. Cochran exp. N.A.R.D. convention	39.98
T. A. Goodwin, exp. Grand Rapids, Nominating Committee	4.00
Edna L. Barker, stenographer Detroit meeting	40.70
Von W. Furniss, expense to Grand Rapids	1.79
D. D. Alton, expense to Grand Rapids	3.84
D. D. Alton, postage and incidentals	10.00
J. H. Webster exp. Grand Rapids Ex. Com.	7.50
C. S. Keen exp. Grand Rapids Ex. Com.	1.20
Ed. Austin exp. Grand Rapids Ex. Com.	9.15
A. J. Huizenga exp. Grand Rapids Ex. Com.	1.00
Grant Stevens exp. Grand Rapids Ex. Com.	6.08
D. D. Alton exp. Grand Rapids Ex. Com.	5.20
D. D. Alton hotel exp. Grand Rapids Ex. Com.	7.50
Executive Committee	7.50
Fremont Times-Indicator, printing	15.75
A. A. Stock, stenographer	1.75
Whitaker, McNaughton & Livingston, bond C. S. Mann, Prescott fund	2.50
D. D. Alton, telegrams to Washington	4.61
D. D. Alton, postage, etc.	10.00
D. D. Alton, salary Aug. 27 to Nov. 27	50.00
Grant Stevens, 500 copies from Journal	10.00
D. D. Alton, postage and telegrams	10.00
Alma Stock, stenographer	1.25
J. H. Webster, expense Legislative Com.	22.25
F. N. Houghton expense Legislative Com.	5.00
D. G. Look expense Legislative Com.	7.99
G. H. Knack expense Legislative Com.	11.63
D. D. Alton expense Legislative Com.	12.68
C. S. Koon, exp. to Lansing, Pharmacy bill	5.19
J. H. Webster, expense to Lansing, Pharmacy bill	40.07
D. D. Alton, salary	50.00
D. D. Alton, expense to Grand Rapids	4.09
D. D. Alton, postage on proceedings	20.00
D. D. Alton, freight on books from Toledo	1.72
Henry Reichel, expense to Lansing	4.58
A. J. Huizenga, expense to Lansing	3.58
D. G. Look, expense to Lansing	3.33
F. W. Austin, expense to Lansing	4.42
D. D. Alton, expense to Lansing and Dinner for Committee	14.22
S. B. Goodkind, Pt. payment advertising contract	533.02
C. S. Koon, expense committee meeting	1.50
J. A. Skinner, expense committee meeting	1.86
J. H. Webster, expense committee meeting	15.83
S. B. Goodkind, second payment on pte.	123.75
W. S. Lawton, programme envelopes	1.68
S. B. Goodkind, third payment on printing	29.25
D. D. Alton, postage, telegraph and sten.	16.86
S. B. Goodkind, to apply on pte. proceed.	18.00
Phoenix Printing Co., printing programmes	58.00
F. C. Varnum, postage	1.10
S. B. Goodkind, payment in pte. proceed.	45.00
Detroit Retail Asso. Adv. in Journal	20.00
Balance cash on hand	627.49

Order No. 45 to Randall & Co., for \$625, is still outstanding.

June Candy Displays.

With the approaching warm weather fly trouble begins, and so all open windows and cases should be furnished with some kind of protection. If a campaign of extermination is begun early, and strenuously pursued, these filthy and annoying pests can be done away with. A fly should never be seen in a confectionery store. Get out your swatter and swat to the death.

Many decorative schemes can be introduced this month to make good trim for the candy window.

We have talked frequently on the uses of artificial flowers for backgrounds and they have proved of great assistance where a super-abundance has not been employed. Displays have come under our observation which at first glance one would hardly know whether the exhibition

was one of flowers or confectionery. This is true of any accessories in display, for, if not used with judgment, they frequently overshadow the merchandise and cast it into secondary place. Some time ago there was a display where crepe paper made the entire show. As you approached the window the dazzling colors of the paper held attention, requiring a second or third look to see the candy.

Some good trims can be made with the use of crepe tissue, especially when ribbon width is used.

Panels can be formed of these on the sides of the window where there is something solid to tack against. If the color scheme is green and white use six or eight-inch wide green paper and on the top of this place a white band of narrow width so as to show one-half to three-fourths inch of green on each side and this can again be mounted with a narrow band of green, say one-half narrower than the white, so that it would show green, white and green. Such panels of paper can be introduced on back and sides of window and the floor covering can be done in the same style of color and an attractive arrangement of trays and jars made thereon.

A window trim of green ufa leaves will make a good decorative scheme or a good center feature. These large leaves come in green, tan and red and are from three to four feet long, the grass drooping gracefully the full length of the leaf. The floor can be laid flat or plain and the confectionery displayed in various ways to suit the shape of the window. The leaf hangs more gracefully than a sketch can show.

There are always some large novel pieces that can be used in center of a window, and since most goods are trimmed or touched up with red, white and blue a good black felt or cloth would help to make a good flooring.

Another novel showing for June display is to use a number of small favor baskets into which a bunch of air plants can be put with a few blossoms hanging from same. These can be made to form a shower effect from the top of the window. These, backed with a clean white curtain, make a good spring display and allows the whole floor space for the arranging of the candy.

A. Timmer.

Effect of the Harrison Law.

The rush of drug fiends to the public hospitals of New York and elsewhere, for treatment, is a proof that the Harrison law has at last shut off the supply of habit forming drugs, which for years have been making such inroads on health and morals. The Boylan State Law did not matter particularly, so long as the victims could bring in supplies from New Jersey or Pennsylvania, but the Harrison law in force now but ten weeks, has sharply checked that source of supply and the users suffering torments are rushing to the hospitals for relief. There will be pity for these wrecks and the hope that hospital accommodations may be found to release them from their suffering and free them from their slavery at

the same time. The break-down of nerves in such cases is far worse than with alcoholic drunkards and the cure of the victims is one of the gravest of medical problems. The Towns method of treatment has been very successful but the number of patients who so far have been able to avail themselves of it has naturally been limited. It is reported that a physician in charge of the prison at Birmingham, Alabama, has tried an experiment, which if it works as successfully as he claims, may simplify this part of the problem. He has treated drug victims of long standing to the drug combination given women, in what is known as "Twilight Sleep" and reports that their craving was cured. The physician admits that the men are in danger of dying under his treatment but insists he can cure the drug craving if they will run the risk. However, we must say that we fail to see how the giving of morphine-scopolamine to a morphine fiend will cure him, although we can understand that the craving will be temporarily relieved.

There is a more important aspect than the suffering of confirmed drug users. If these old hands familiar with the illicit trade cannot procure these narcotics, then the supply for the street peddlers who teach school children the use of narcotics must be practically shut off. The crying evil of the trade has been the constant enrollment of new recruits by whom the trade is maintained. These are drawn from the very young. Curiosity is a large element in the spread of these habits as of all juvenile vice and a very large proportion of young criminals are found to be drug fiends. The many recent arrests of street peddlers of cocaine in New York is most gratifying to the pharmaceutical profession, indicating as it does to the public who are real "dope" sellers. Attempts to evade the law will of course increase in ingenuity as suppression increases possible profit, but such ingenuity should be matched by that of the police and Federal prosecutors.

Join the Associations.

When a pharmacist is asked to join the state or National associations, he usually asks "What has the association ever done for me?" It is only necessary in such cases to point to the splendid record of our National and state associations. The pharmacist's burdens would be much heavier to bear if the associations had not been constantly on the watch to guard his interests.

Failures in the past may be laid at the door of the non-association member because of his lack of support. What have you ever done for the pharmaceutical associations? Well, if you have been neglectful of your duty, it is not too late to make amends and lend your influence and contribute your experience toward the betterment of pharmacy of your state and Nation.

The associations of to-day are not one-sided affairs; in fact you will find every pharmaceutical interest represented at the annual meetings. These

meetings are, therefore, an index of the progress of pharmacy for the current year.

Pharmacy, like other professions, is constantly undergoing changes, primarily, because the art of pharmacy embraces so many sciences which have developed wonderfully during the last ten years; and secondarily because the utilization of the new facts of science in the art of pharmacy changes existing methods of application as these new facts are brought to light.

The associations are then the medium through which pharmaceutical progress is recorded. If you are not a member, you are a traitor to your profession: first because it is your duty to keep abreast of the times, and second, because you owe it to your pharmaceutical brothers to enlighten them on the progress which you have made. It is only by being members of your state and National associations that you can keep abreast of the times and find a ready means of adding your mite of facts to the already rich store of pharmaceutical knowledge. Every pharmacist should be a member of the state association, in which he practices his profession, and a member of the American Pharmaceutical Association.

Consistency.

Tired Mother (to restless child): "Now you sit still. I've brought you ten miles to enjoy this entertainment, and you shall enjoy it, if I have to pull every hair out of your head!"

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.

Safety First in Buying

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

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

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 50@4 75	Iron, clo.	..... @ 60
Boric	10 @ 15	Neatsfoot	70 @ 80	Kino	..... @ 80
Carbolic	1 56@1 60	Olive, pure	2 50@3 50	Myrrh	..... @ 1 05
Citric	.....@1 00	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	27 1/2 @ 35	green	1 50@1 60	Opium, Deodorz'd	..... @ 2 75
Sulphuric	1 1/2 @ 5	Orange Sweet	2 50@2 75	Rhubarb	..... @ 70
Tartaric	53 @ 56	Organum, pure	@ 2 50		
Ammonia		Organum, com'l	@ 75		
Water, 26 deg.	6 1/2 @ 10	Pennyroyal	..... @ 2 75		
Water, 18 deg.	4 1/2 @ 8	Peppermint	2 50@2 75		
Water, 14 deg.	3 1/2 @ 6	Rose, pure	14 50@16 00		
Carbonate	13 @ 16	Rosemary Flows	1 50@1 75		
Chloride	10 @ 25	Sandalwood, E.			
Balsams		I.	6 50@6 75		
Copaiba	75 @1 00	Sassafras, true	@ 1 10		
Fir (Canada)	1 50@1 75	Sassafras, artif'l	@ 60		
Fir (Oregon)	40 @ 50	Spearmint	3 25@3 50		
Peru	4 75@5 00	Sperm	90 @1 00		
Tolu	75 @1 00	Tansy	4 00@4 25		
Berries		Tar, USP	30 @ 40		
Cubeb	85 @ 90	Turpentine	@ 48		
Fish	15 @ 20	Turpentine, bbls.	55 @ 60		
Juniper	10 @ 15	Wintergreen, true	@ 5 00		
Prickley Ash	@ 50	Wintergreen, sweet			
Barks		birch	3 00@3 25		
Cassia (ordinary)	25 @ 30	Wintergreen, art	2 00@2 25		
Cassia (Saigon)	65 @ 75	Wormseed	3 50@4 00		
Elm (powd. 30c)	28 @ 30	Wormwood	4 00@4 25		
Sassafras (pow. 30c)	@ 25				
Soap Cut (powd.)					
35c	23 @ 25				
Extracts					
Licorice	27 @ 30				
Licorice powdered	30 @ 35				
Flowers					
Arnica	30 @ 40				
Chamomile (Ger.)	55 @ 60				
Chamomile (Rom)	55 @ 60				
Gums					
Acacia, 1st	50 @ 60				
Acacia, 2nd	45 @ 50				
Acacia, 3rd	40 @ 45				
Acacia, Sorts	20 @ 25				
Acacia, powdered	30 @ 40				
Aloes (Barb. Pow)	22 @ 25				
Aloes (Cape Pow)	20 @ 25				
Aloes (Soc. Pow.)	40 @ 50				
Asafoetida	60 @ 75				
Asafoetida, Powd.					
Pure	@ 1 00				
U. S. P. Powd.	@ 1 25				
Camphor	58 @ 62				
Guaiac	40 @ 45				
Guaiac, powdered	50 @ 55				
Kino	70 @ 75				
Kino, powdered	75 @ 80				
Myrrh	@ 40				
Myrrh, powdered	@ 50				
Opium	8 50 @ 8 75				
Opium, powd.	10 00 @ 10 25				
Opium, gran.	10 25 @ 10 50				
Shellac	28 @ 35				
Shellac, Bleached	30 @ 35				
Tragacanth					
No. 1	2 25 @ 2 50				
Tragacanth pow	1 25 @ 1 50				
Turpentine	10 @ 15				
Leaves					
Buchu	1 75 @ 2 00				
Buchu, powd.	2 00 @ 2 25				
Sage, bulk	28 @ 35				
Sage, 1/2s loose	.35 @ 40				
Sage, powdered	.30 @ 35				
Senna, Alex	30 @ 35				
Senna, Tinn.	30 @ 35				
Senna Tinn powd	35 @ 40				
Uva Ursi	18 @ 20				
Oils					
Almonds, Bitter, true	6 50 @ 7 00				
Almonds, Bitter, artificial	3 00 @ 3 25				
Almonds, Sweet, true	1 25 @ 1 50				
Almonds, Sweet, Imitation	50 @ 60				
Amber, crude	25 @ 30				
Amber, rectified	40 @ 50				
Anise	2 00 @ 2 25				
Bergamont	4 25 @ 4 50				
Cajeput	1 35 @ 1 60				
Cassia	1 75 @ 2 00				
Castor, bbls. and cans	12 1/2 @ 15				
Cedar Leaf	90 @ 1 00				
Citronella	75 @ 1 00				
Cloves	1 75 @ 2 00				
Cocoonut	20 @ 25				
Cod Liver	1 75 @ 2 00				
Cotton Seed	85 @ 1 00				
Croton	2 00 @ 2 25				
Cupbebs	4 25 @ 4 50				
Elgeron	2 00 @ 2 25				
Eucalyptus	1 00 @ 1 20				
Hemlock, pure	@ 1 00				
Juniper Berries	2 00 @ 2 25				
Juniper Wood	70 @ 90				
Lard, extra	80 @ 90				
Lard, No. 1	65 @ 75				
Lavender Flowers	@ 60				
Lavender, Gar'n	1 25 @ 1 40				
Lemon	2 00 @ 2 25				
Linseed, boiled, bbl.	@ 66				
Linseed, bld. less	69 @ 76				
Linseed, raw, bbl.	@ 65				
Linseed, raw, less	69 @ 76				
Potassium					
Bicarbonate	30 @ 35				
Bichromate	20 @ 25				
Bromide	1 25 @ 1 35				
Carbonate	30 @ 35				
Chlorate, xtal and powdered	42 @ 45				
Chlorate, granular	47 @ 50				
Cyanide	30 @ 45				
Iodide	@ 77				
Permanganate	75 @ 85				
Prussiate, yellow	67 @ 70				
Prussiate, red	1 20 @ 1 25				
Sulphate	20 @ 25				
Roots					
Alkanet	30 @ 35				
Blood, powdered	20 @ 25				
Calamus	40 @ 70				
Elecampane, powd.	15 @ 20				
Gentian, powd.	15 @ 25				
Ginger, African, powdered	15 @ 20				
Ginger, Jamaica,	22 @ 25				
Ginger, Jamaica, powdered	22 @ 28				
Goldenseal pow.	6 50 @ 7 00				
Ipecac, powd.	6 25 @ 6 50				
Licorice	18 @ 20				
Licorice, powd.	12 @ 15				
Orris, powdered	30 @ 35				
Poke, powdered	20 @ 25				
Rhubarb	1 @ 1 00				
Rhubarb, powd.	75 @ 1 25				
Rosinweed, powd.	25 @ 30				
Sarsaparilla, Hond. ground	@ 65				
Sarsaparilla Mexican, ground	20 @ 35				
Squins	20 @ 35				
Squins, powdered	40 @ 60				
Tumeric, powd.	12 @ 15				
Valerian, powd.	25 @ 30				
Seeds					
Anise	20 @ 25				
Anise, powdered	@ 25				
Bird, Is	@ 12				
Canary	8 @ 12				
Caraway	15 @ 20				
Cardamon	2 00 @ 2 25				
Celery (powd. 40)	30 @ 35				
Coriander	10 @ 18				
Dill	20 @ 25				
Fennel	40 @ 45				
Flax	5 @ 10				
Flax, ground	5 @ 10				
Foenugreek, pow.	8 @ 10				
Hemp	6 @ 10				
Lobelia	@ 50				
Mustard, yellow	16 @ 20				
Mustard, black	16 @ 20				
Mustard, powd.	22 @ 30				
Poppy	15 @ 20				
Quince	1 00 @ 1 25				
Rape	@ 15				
Sabadilla	@ 35				
Sabadilla, powd.	@ 40				
Sunflower	12 @ 15				
Worm American	20 @ 25				
Worm Levant	90 @ 1 00				
Tinctures					
Aconite	@ 75				
Aloes	@ 65				
Arnica	@ 75				
Asafoetida	@ 1 35				
Belladonna	@ 1 65				
Benzoin	@ 1 00				
Benzoin Compo'd	@ 1 00				
Buchu	@ 1 50				
Cantharadial	@ 1 80				
Capsicum	@ 90				
Cardamon	@ 1 50				
Cardamon, Comp.	@ 2 00				
Catechu	@ 60				
Cinchona	@ 1 05				
Colchicum	@ 75				
Cubebs	@ 1 20				
Digitalis	@ 80				
Gentian	@ 75				
Ginger	@ 95				
Guaiac	@ 1 05				
Guaiac Ammon.	@ 80				
Iodine	@ 2 00				
Iodine, Colorless	@ 2 00				
Paints					
Lead, red dry	7 1/4 @ 8				
Lead, white dry	7 1/4 @ 8				
Lead, white oil	7 1/4 @ 8				
Ochre, yellow bbl.	1 @ 1 1/2				
Ochre yellow less	2 @ 5				
Putty	2 1/2 @ 5				
Red Venet'n bbl.	1 @ 1 1/2				
Red Venet'n less	2 @ 5				
Vermillion, Eng.	1 25 @ 1 50				
Vermillion, Amer.	15 @ 20				
Whiting, bbl.	11-10 @ 1 1/2				
Whiting	2 @ 5				
L. H. P. Prep'd	1 25 @ 1 35				
Insecticides					
Arsenic	10 @ 15				
Blue Vitrol, bbl.	@ 8				
Blue Vitrol, less	9 @ 15				
Bordeaux Mix Pst	8 @ 10				
Hellebore, White powdered	15 @ 20				
Insect Powder	30 @ 50				
Lead Arsenate	8 @ 16				
Lime and Sulphur Solution, gal.	15 @ 25				
Paris Green	18 @ 22 1/2				
Miscellaneous					
Acetanalid	1 50 @ 1 60				
Alum	6 @ 8				
Alum, powdered and ground	7 @ 10				
Bismuth, Subnitrate	2 97 @ 3 10				
Borax xtal or powdered	6 @ 12				
Cantharades po	2 00 @ 7 00				
Calomel	1 44 @ 1 50				
Capsicum	30 @ 35				
Carmine	4 25 @ 4 50				
Cassia Buds	@ 40				
Cloves	30 @ 35				
Chalk Prepared	6 @ 8 1/2				
Chalk Precipitated	7 @ 10				
Chloroform	37 @ 43				
Chloral Hydrate	1 25 @ 1 45				
Cocaine	4 50 @ 4 90				
Cocoa Butter	55 @ 65				
Corks, list, less 70%					
Copperas, bbls.	@ 01				
Copperas, less	2 @ 5				
Copperas, powd.	4 @ 6				
Corrosive Sublim.	1 40 @ 1 50				
Cream Tartar	40 @ 45				
Cuttlebone	45 @ 50				
Dextrin	7 @ 10				
Dover's Powder	@ 2 50				
Emery, all Nos.	6 @ 10				
Emery, powdered	5 @ 8				
Epsom Salts, bbls.	@ 2 1/2				
Epsom Salts, less	3 @ 5				
Ergot	2 00 @ 2 25				
Ergot, powdered	2 75 @ 3 00				
Flake White	15 @ 20				
Formaldehyde lb.	10 @ 15				
Gambier	10 @ 15				
Gelatine	56 @ 70				
Glassware, full cases 80%					
Glassware, less 70 & 80%					
Glauber Salts bbl.	@ 1 1/4				
Glauber Salts less	2 @ 5				
Glue, brown	11 @ 15				
Glue, brown grd.	10 @ 15				
Glue, white	15 @ 25				
Glue, white grd.	15 @ 20				
Glycerine	25 @ 35				
Hops	45 @ 60				
Indigo	1 25 @ 1 50				
Iodine	4 55 @ 4 80				
Iodoform	5 20 @ 5 80				
Lead Acetate	15 @ 20				
Lycopodium	1 35 @ 1 50				
Mace	85 @ 90				
Mace, powdered	95 @ 1 00				
Menthol	3 50 @ 3 75				
Menthol	3 75 @ 4 00				
Morphine	5 65 @ 5 90				
Nux Vomica	@ 15				
Nux Vomica pow	@ 20				
Pepper, black pow	@ 30				
Pepper, white	@ 35				
Pitch, Burgundy	@ 15				
Quassia	10 @ 15				
Quinine, all brds	30 @ 40				
Rochelle Salts	30 @ 35				
Saccharine	3 25 @ 3 75				
Salt Peter	12 @ 16				
Selditz Mixture					

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

Clothes Pins
Fruit Jars

DECLINED

Some Flour

Index to Markets

By Columns

		1		2	
		AMMONIA		Clams	
		12 oz. ovals, 2 doz. box 75		Little Neck, 1lb. .. @1 00	
				Little Neck, 2lb. .. @1 50	
		AXLE GREASE		Clam Bouillon	
		Frazer's.		Burnham's 1/2 pt. 2 25	
		1lb. wood boxes, 4 doz. 3 00		Burnham's pts. 3 75	
		1lb. tin boxes, 3 doz. 4 25		Burnham's qts. 7 50	
		10lb. pails, per doz. .. 6 00		Corn	
		15lb. pails, per doz. .. 7 20		Fair	
		25lb. pails, per doz. .. 12 00		Good	
		BAKED BEANS		Fancy	
		No. 1, per doz. 45@ 90		French Peas	
		No. 2, per doz. 75@1 40		Monbadon (Natural)	
		No. 3, per doz. 85@1 75		per doz. 1 75	
		BATH BRICK		Gooseberries	
		English		No. 2, Fair	
		95		No. 2, Fancy	
		BLUING		Standard	
		Jennings'		85	
		Condensed Pearl Bluing		Lobster	
		Small C P Bluing, doz. 45		1/4 lb. 1 85	
		Large C P Bluing, doz. 75		1/2 lb. 3 15	
		Folger's.		Mackerel	
		Summer Sky, 3 dz. cs. 1 20		Mustard, 1lb. 1 80	
		Summer Sky, 10 dz bbl 4 00		Mustard, 2lb. 2 80	
		BREAKFAST FOODS		Soused, 1 1/2 lb. 1 60	
		Apetizo, Biscuits		Soused, 2lb. 2 75	
		Bear Food, Pettijohns 2 13		Tomato, 1lb. 1 50	
		Cracked Wheat, 24-2 2 80		Tomato, 2lb. 2 80	
		Cream of Rye, 24-2 3 00		Mushrooms	
		Quaker Puffed Rice .. 4 25		Buttons, 1/4s	
		Quaker Puffed Wheat 3 45		Buttons, 1s	
		Quaker Brkfst Biscuit 1 90		Hotels, 1s	
		Quaker Corn Flakes 1 75		@ 20	
		Victor Corn Flakes .. 2 20		Oysters	
		Washington Crisps .. 1 85		Cove, 1 lb. @ 75	
		Wheat Hearts		Cove, 2 lb. @1 40	
		Wheatena		Plums	
		Evaporated Sugar Corn 90		90@1 35	
		Farinose, 24-2		Pears in Syrup	
		Grape Nuts		No. 3 cans, per doz. .. 1 50	
		Grape Sugar Flakes .. 2 50		Peas	
		Sugar Corn Flakes .. 2 50		Marrowfat	
		Hardy Wheat Food .. 2 25		Early June	
		Holland Rusk		Early June siftd 1 45@1 55	
		Krinkle Corn Flakes 1 75		Peaches	
		Mapl-Corn Flakes .. 2 80		Pie	
		Minn. Wheat Cereal 3 75		No. 10 size can pie @3 25	
		Ralston Wheat Food 4 25		Pineapple	
		Ralston Wht Food 10c 2 50		1/4s, 5lb. case	
		Roman Meal		1/4s, 15 lb. case	
		Saxon Wheat Food .. 2 90		1s, 15lb. case	
		Shred Wheat Biscuit 3 60		1/4s & 1/2s 15lb. case 27	
		Triscuit, 18		1/4s & 1/2s pails	
		Pillsbury's Best Cer'l 4 25		Scalloped Gems	
		Post Toasties, T-2 .. 2 50		1/4s & 1/2s pails	
		Post Toasties, T-3 .. 2 70		Bulk, pails	
		Post Tavern Porridge 2 80		Bulk, barrels	
		BROOMS		Baker's Brazil Shredded	
		Fancy Parlor, 25 lb. 4 25		10 5c pkgs., per case 2 60	
		Parlor, 5 String, 25 lb. 4 00		26 10c pkgs., per case 2 60	
		Standard Parlor, 23 lb. 3 50		16 10c and 33 5c pkgs.,	
		Common, 23 lb. 3 25		per case	
		Special, 23 lb. 2 75		COFFEES ROASTED	
		Warehouse, 33 lb. 4 25		Rio	
		Common Whisk		Common	
		Fancy Whisk		Fair	
		1 25		Choice	
		BRUSHES		Fancy	
		Scrub		Peaberry	
		Solid Back, 8 in. 75		Santos	
		Solid Back, 11 in. 95		Common	
		Pointed Ends		Fair	
		85		Choice	
		Stove		Fancy	
		No. 3		Peaberry	
		No. 2		Maracalbo	
		No. 1		Fair	
		1 75		Choice	
		Shoe		Fancy	
		No. 3		Guatemala	
		No. 7		Fair	
		No. 4		Choice	
		No. 3		Fancy	
		1 90		Java	
		BUTTER COLOR		Private Growth	
		Dandelion, 25c size .. 2 00		Mandling	
		CANDLES		Aukola	
		Paraffine, 6s		Mocha	
		Paraffine, 12s		Short Bean	
		Wicking		Long Bean	
		20		H. L. O. G. 26@28	
		CANNED GOODS		Bogota	
		Apples		Fair	
		3 lb. Standards		Fancy	
		@ 85		Exchange Market, Steady	
		No. 10		Spot Market, Strong	
		@2 50		Package	
		Blackberries		New York Basis	
		2 lb. 1 50@1 90		Arbuckle	
		Standard No. 10		17 00	
		@5 25		CHEESE	
		Beans		Acme	
		Baked		Carson City	
		85@1 30		Brick	
		Red Kidney		Leiden	
		75@ 95		Limburger	
		String		Pineapple	
		1 00@1 75		Edam	
		Wax		Sap Sago	
		75@1 25		Swiss, domestic	
		Blueberries		@16 1/2	
		Standard		@16 1/2	
		1 80		@18	
		No. 10		@15	
		7 25		@18	
		Yeast Cake		@40	
		14		@85	
				@18	
				@20	

3

4

5

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
Spearment, Wrigleys	64
Spearment, 5 box jars 3 20	
Spearment, 3 box jars 1 92	
Trunk Spruce	59
Yucatan	62
Zeno	64

CHOCOLATE

Walter Baker & Co.	
German's Sweet	22
Premium	32
Caracas	28
Walter M. Lowney Co.	
Premium, 1/4s	29
Premium, 1/2s	29

CLOTHES LINE

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

COCOA

Baker's	37
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Hershey's, 1/4s	

6

Butter	
N B C Square	Boxes 7 1/2
Seymour Round	7 1/2
N B C Sodas	7 1/2
N B C Picnic Oysters	7 1/2
Gem Oysters	7 1/2
Soda	
NBC Sodas	7
Premium Sodas	8
Select Sodas	10
Saratoga Flakes	13
Saltines	13
Oyster	
NBC Picnic Oysters	7
Gem Oysters	7
Shell	8 1/2

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	
Apples	
Evaporated Choice blk	7 1/2
Evaporated Fancy pkg.	
Apricots	
California	9@12
Citron	
Corsican	16 1/2
Currents	
Imported, 1 lb. pkg.	8 1/2
Imported, bulk	8 1/2

Peaches	
Muir-Choice, 25lb.	6 1/2
Muir-Fancy, 25lb.	7 1/2
Fancy, Peeled, 25lb.	12
Pears	
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 1/4

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	
Beans	
California Limas	7
Med. Hand Picked	3 40
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	50
Imported, 25 lb. box	3 25

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.	
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

Linen Lines	
Small	20
Medium	26
Large	34

Poles	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80

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FLAVORING EXTRACTS	
Jennings D C Brand	
Extract Lemon Terpenless	
Extract Vanilla Mexican	
Both at the same price	
No. 1, F box 1/4 oz.	1 85
No. 2, F box 1/4 oz.	1 20
No. 4, F box 2 1/4 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.	
Winter Wheat	
Purity Patent	7 00
Fancy Spring	7 50
Wizard Graham	6 60
Wizard, Gran. Meal	4 60
Wizard Buckw't cwt.	3 60
Rye	6 60

Valley City Milling Co.	
Lily White	7 00
Light Loaf	6 50
Graham	3 00
Granena Health	3 10
Gran. Meal	2 10
Bolton Med	2 00

Voigt Milling Co.	
Voigt's Crescent	7 00
Voigt's Royal	7 40
Voigt's Flour	7 00
Voigt's Hygienic Graham	5 90

Watson-Higgins Milling Co.	
Perfection	6 85
Tip Top Flour	6 35
Golden Sheaf Flour	6 00
Marshall's Best Flour	7 50

Worden Grocer Co.	
Quaker, paper	6 90
Quaker, cloth	7 00

Kansas Hard Wheat	
Voigt Milling Co.	
Calla Lily	7 00

Worden Grocer Co.	
American Eagle, 1/2	7 55
American Eagle, 1/4	7 45
American Eagle, 1/8	7 35

Spring Wheat	
Mazepa	7 25
Golden Horn, bakers	7 20
Wisconsin Rye	6 30
Bohemian Rye	6 75

Judson Grocer Co.	
Ceresota, 1/2	8 10
Ceresota, 1/4	8 20
Ceresota, 1/8	8 30

Voigt Milling Co.	
Columbia	7 40

Worden Grocer Co.	
Wingold, 1/2 cloth	8 40
Wingold, 1/4 cloth	8 30
Wingold, 1/8 cloth	8 20
Wingold, 1/2 paper	8 25
Wingold, 1/4 paper	8 20

Meal	
Bolton	4 40
Golden Granulated	4 60

Wheat	
New Red	1 32
New White	1 28

Oats	
Michigan carlots	57
Less than carlots	59

Corn	
Carlots	81
Less than carlots	83

Hay	
Carlots	16 00
Less than carlots	18 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 65
Mason, qts., per gro.	5 00
Mason, 1/2 gal. per gro.	7 40
Mason, can tops, gro.	2 25

GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Sparkling, gr. 14 oz.	1 00
Knox's Acidu'd doz.	1 25
Minute, 2 qts., doz.	1 10
Minute, 2 qts., 3 doz.	3 25
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

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	15
Cured, No. 2	14
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

8

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	55
30lb. pails, per pail	1 25

JELLY GLASSES	
1/2 pt. in bbls., per doz.	15
1/2 pt. in bbls., per doz.	16
8 oz. capped in bbls., per doz.	18

MAPLEINE	
2 oz. bottles, per doz.	4 00
1 oz. bottles, per doz.	2 25
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

Mustard	
Red Hen, No. 2 1/2	1 75
Red Hen, No. 5	1 75
Red Hen, No. 10	1 65

OLIVES	
Bulk, 1 gal. kegs 1 00@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	
Queen, Mammoth, 28	4 25
Queen, Mammoth, 5 75	
Olive Chow, 2 doz. cs.	2 25

PEANUT BUTTER	
Bel-Car-Mo Brand	
24 lb. fibre pails	09 1/2
14 lb. fibre pails	10
23 oz. jars, 1 doz.	2 25
2 lb. tin pails, 1 doz.	2 85
6 1/2 oz. jars, 2 doz.	1 80

PETROLEUM PRODUCTS	
Iron Barrels	
Perfection	5 9
Red Crown Gasoline	10 4
Gas Machine Gasoline	16 9
V M & P Naphtha	29 4
Capitol Cylinder	29 4
Atlantic Red Engine	12 9
Summer Black	6 7
Polarine	28 9

PICKLES	
Medium	
Barrels, 1,200 count	7 50
Half bbls., 600 count	4 25
5 gallon kegs	1 90

Small	
Barrels	9 50
Half barrels	5 25
5 gallon kegs	2 25

Gherkins	
Barrels	13 00
Half barrels	6 25
5 gallon kegs	2 50

Sweet Small	
Barrels	16 00
Half barrels	8 50
5 gallon kegs	3 20

PIPES	
Clay, No. 216, per box	1 75
Clay, T. D. full count	60
Cob	90

PLAYING CARDS	
No. 90, Steamboat	75
No. 15, Rival assorted	1 25
No. 20, Rover, enam'd	1 50
No. 572, Special	1 75
No. 98, Golf, Satin fin.	2 00
No. 808, Bicycle	2 00
No. 632, Tourn't whist	2 25

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 1/2
60 lb. tubs	advance 1/2
50 lb. tubs	advance 1/2
10 lb. pails	advance 1/2
5 lb. pails	advance 1/2
8 lb. pails	advance 1

Brisket, Clear	27 00@28 00
Pig	
Clear Family	26 00
Dry Salt Meats	
P Bellies	14 1/2@15

9

Picnic Boiled	
Hams	19 1/2@20
Boiled Hams	22 @23
Minced Ham	12 @12 1/2
Bacon	16 @22

Sausages		
Bologna	10½	@11
Liver	9½	@10
Frankfort	12	@12½
Pork	11	@12
Veal		

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, 10c	11 52
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 10c	11 30
Cigar Clip'g, Johnson	30
Cigar Clip'g, Seymour	30
Identity, 3 and 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz. pils	7 72
Chips, 10c	10 30
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	77
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mixture, 5c	5 76
Duke's Mixture, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 76
F. F. A., 4 oz.	5 04
F. F. A., 7 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 16
Five Bros., 10c	10 53
F. O. B. cut Plug	29
Four Roses, 10c	11 52
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	12 00
Gold Star, 50c pail	4 60
Gall & Ax. Navy, 5c	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 10c	3 72
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kiln Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 10c	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	38
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Crve 1 1/2 oz.	5 76
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs.	19
P. S., 8 oz., per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	48
Patterson Seal, 3 oz.	96
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

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. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	6 50
Medium Galvanized	5 75
Small Galvanized	5 00
Washboards	
Banner, Globe	3 00
Glass, 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	12
Wax Butter, full c't 15	12
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
80 oz., 1 doz. plain top	4 20
80 oz., 1 doz. screw top	6 50
Barrel Deal No. 2	32 80
8 doz. each 10, 15 and 25 oz.	32 80
With 4 dozen 10 oz. free	
Barrel Deal No. 2	24 60
6 doz. each, 10, 15 and 25 oz.	24 60
With 3 dozen 10 oz. free	
Half-Barrel Deal No. 3	16 40
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. Chicago.	



Royal

10c size	90
1/4 lb cans 1 35	
6 oz cans 1 90	
1/2 lb cans 2 50	
3/4 lb cans 3 75	
1 lb cans 4 80	
3 lb cans 13 00	
5 lb cans 21 50	
CIGARS	
Johnson Cigar Co.'s Brand	
Dutch Masters Club 70 00	
Dutch Masters, Inv. 70 00	
Dutch Masters, Pan. 70 00	
Dutch Master Grande 68 00	
Little Dutch Masters (300 lots)	10 00
Gee Jay (300 lots)	10 00
El Portana	33 00
S. C. W.	32 00
Worden Grocer Co. Brands	
Canadian Club	
Londres, 50s, wood	35
Londres, 25s tins	35
Londres, 300 lots	10
COFFEE	
OLD MASTER COFFEE	

Old Master Coffee 31
San Marto Coffee

FITZPATRICK BROTHERS' SOAP CHIPS

White City (Dish Washing)	210 lbs. 3c per lb.
Tip Top (Caustic)	250 lbs. 4c per lb.
No. 1 Laundry Dry	225 lbs. 5 1/4 c per lb.
Palm Pure Soap Dry	300 lbs. 6 1/4 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 boxesVanilla, Pineapple, Orange, Lemon, Raspberry,
Walnut or Assorted.

Made by

National Candy Co., Inc.

Putnam Factory

GRAND RAPIDS

MICHIGAN

Roasted
Dwinnell-Wright Brands

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

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

SOAP

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

The only
5c
CleanserGuaranteed to
equal the
best 10c kind
80 - CANS - \$2.90

BBLs.

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

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Grocery, old stand, in a good neighborhood, corner store, large order route and good transient trade; clean stock, store and fixtures up to date; will sell at a reasonable price. Grocery 45, care Tradesman. 204

For Sale—160 acres, hardwood land, 2½ miles from R. R. station, 60 acres cleared, balance easy to clear, and stumps about ready to come out. Creek on one corner. Price reasonable. H. Marvin, Baxter, Michigan. 190

Hotel For Sale For Cash—One of the best hotels in Kansas; 65 modern rooms; price \$4,250; if you mean business, will write full particulars. Address Box 354, Topeka, Kansas. 191

For Sale—On account of poor health my stock of dry goods, shoes, groceries and fixtures invoicing about \$5,000. A good established business. Will rent brick store 75 x 25 feet with good basement and furnace for \$22 per month. This is one of the best locations in Vassar a live town of 2,200 inhabitants. R. D. Varnum, Vassar, Michigan. 192

For Sale—\$6,000 hardware stock, this city, store well located, long established trade, low rent. Special price for quick sale. Templeton & Alspaugh, Canton, Ohio. 193

Wanted—Chicago property for 230 acres Clare county, value \$6,000. Describe fully. Geo. W. Allen, Boscobel, Wis. 194

For Exchange—160 acres unimproved, rich soil, Midland county, Michigan. Will exchange for grocery store. Templeton & Alspaugh, Canton, Ohio. 195

Collections—We collect accounts and bad debts everywhere. Try us. References given. Canton Credit Rating & Collection Co., Canton, Ohio. 196

We sell and exchange real estate and businesses everywhere. Let us handle yours. Templeton & Alspaugh, Canton, Ohio. 197

For Sale—A stock of dry goods and millinery in a town of 1,500 population in Western Michigan; stock inventories \$5,600; only one other dry goods store in town. This stock must be sold at once. Don't write unless you mean business. Address M. B. Covell, Guardian, Whitehall, Michigan. 198

For Sale—Hotel with bar, would take part real estate. Small park. Enquire of owner. M. E. Dickinson, Algonac, Michigan. 199

Want to buy stock merchandise not to exceed \$20,000. Give full details. James A. Flynn, 1131 South 32nd street, Omaha, Nebraska. 200

Drug store for sale in good live town of 600 population. Inventory about \$2,800, good clean stock. This store is paying well. Good reasons for selling. Enquire at once. Address No. 201, care Tradesman. 201

Here is a chance to buy a thriving fuel and feed store in Grand Rapids, in fine location. Owner must sell for a very good reason. Address Fuel and Feed, care Tradesman. 202

Can You Beat This—Cigar store, lunch and card room, main corner city over 5,000; last year's business over \$18,000; this year's will run more. You can get this block 22 x 100 lot, and \$2,500 worth of fixtures and business for \$10,200; inventory stock. Standard Land Co., Greenville, Michigan. 203

Sacrifice 160 improved, corn, stock, level farm near city—Spring Lake. Part trade. \$8,000. J. Topping, Muskegon, Michigan. 183

For Sale—Combination ice cream freezer and a quantity of tubs and cans. Low price for cash at once. Address M. A. Warren, Flint, Michigan. 189

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—Best paying department store in a busy factory town of 20,000, doing cash business of \$60,000. Requires \$12,000 to swing the deal. Address No. 179, care Michigan Tradesman. 179

For Sale—Four Station cash carrier for \$25. David Gibbs, Ludington, Mich. 181

Roof's short account system for country grocers and other merchants. No books, pads, loose leaves or index. Address for particulars G. W. Roof, Albion, Indiana. 182

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

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

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—Fine little stock groceries and drygoods in splendid condition about half and half. Doing nice all cash business in one of finest small towns in best farming section in Michigan. Address No. 185, care Tradesman. 185

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

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

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—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

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

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

For Sale—Good live drug store, in best city in State. Invoice \$4,000. Address No. 123, care Tradesman. 123

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

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. Krulsenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 870

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

Wanted—I want to buy a shoe stock for spot cash. Price must be low. Address "Hartzell," care Tradesman. 907

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

Cash for your business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or exchange any kind of business or property, write me. Established 1881. John B. Wright, successor to Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Bldg., Chicago, Ill. 326

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

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

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

Will pay cash for any kind of merchandise or any amount of it if cheap enough. Harold Goldstrom, 65 Smith Ave., Detroit, Michigan. 738

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

HELP WANTED.

Wanted—A first-class man to become manager in a department store in town of 15,000. One who understands clothing, drygoods, ready-to-wear goods and shoes. Must be a good organizer, and very capable. Address David Humphrey Foster, 1637 College Avenue, Beloit, Wis. 186

Wanted—Industrious, intelligent young man to call on trade in towns of 500 or more population. With reply, give territory desired, age, and experience if any. Erie Art Metal Company, Erie, Pa. 180

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

Fortune Smiles When You
Work and Wait

Economic Coupon Books

They save time and expense

They prevent disputes

They put credit transactions on cash basis

Free samples on application



Tradesman Company
Grand Rapids, Mich.

Granted Two Years to Meet Its Obligations.

At a meeting of the creditors of the Hackley-Phelps-Bonnell Co., of Grand Rapids, held at the Hotel Sherman, Chicago, the unanimous opinion of those present was that the credit of the company should be extended two years under certain conditions. At the meeting called in response to a letter from Charles A. Phelps, Treasurer of the company, twenty-five creditors were present, representing the bank indebtedness of about \$90,000 out of a total of \$160,000 and the merchandise indebtedness of \$48,000 out of a total of \$58,000.

A statement was submitted to the meeting by W. C. Winchester, President of the Turtle Lake Lumber Co., and W. S. Winegar, President of the Vilas County Lumber Co., based on recent investigations and appraisals made by them of the company's values. Mr. Winchester made a verbal, comprehensive analysis of the present and prospective values of the company assets. After considerable discussion and a vote of the creditors present it was unanimously decided to extend the credit of the company two years under certain conditions. Mr. Winchester expressed the opinion that under proper management, and by raising funds sufficient to protect the property, the claims of all the creditors could eventually be paid.

It was recommended that a committee composed of Charles H. Bender, Vice-President of the Grand Rapids National Bank; W. C. Winchester and William S. Winegar, experienced and successful lumbermen operating in Northern Wisconsin, be placed in charge and that the creditors consent to such an extension. The committee making this recommendation was of the opinion that if this were done and added funds raised the interests of all creditors would be best served. In view of the necessity for immediate action the immediate reply of the Hackley-Phelps-Bonnell Co. was requested.

The committee appointed by the creditors will remain in existence during the extension period to advise and act as occasion may require. The members of this committee are: Fred Vogel, Jr., chairman, President of the First National Bank Milwaukee; Heber W. Curtis, secretary, Vice-President of the Kent State Bank, Grand Rapids; W. F. Wilson, President of the Wilson Mercantile Co., Wausau, Wis.; Clay H. Hollister, President of the Old National Bank, Grand Rapids; R. W. Higgins, of Kelly-How-Thompson Co., Duluth.

The above statements are included in a letter sent out by the Hackley-Phelps-Bonnell Co., Grand Rapids, manufacturer of lumber, lath and shingles, with which it encloses an extension agreement for the signature of the creditors. This agreement provides that the time of payment be extended to May 20, 1917; that the control and management of the corporation shall go to Walter C. Winchester, William S. Winegar and Charles H. Bender, a creditor's committee; that by a vote of the con-

trol of the majority of the stock, or otherwise, the first payment to creditors shall be made pro rata as soon as enough money is available to pay 5 per cent. or more; that outstanding accounts shall bear interest at 6 per cent., payable semi-annually, if the money is available, and otherwise by a note of the company.

A statement of the assets and liabilities of the company shows that the assets amounts to \$1,034,544, included in which are \$257,980 invested in a manufacturing plant, the town site of Phelps, and railroad and logging equipment. Timberlands, stumpage and cut-over lands are estimated at \$461,794, while lumber on hand, logs, wood, store merchandise, settlers' contracts and a farm total \$254,370. The lands, timber, manufacturing plant, town site and buildings are covered by bond issue, while the wood valuation is based on continued operation and will be of small value otherwise. The liabilities of the company, as shown by the statement, amount to \$549,731.69. Of this sum \$263,048.12 is bonds secured by mortgage; bank bills, merchandise and sundry amount to \$190,335; accounts payable, unpaid taxes, unpaid wages and employees' savings constitute the remainder of the liabilities.

Jests about the iceman would lose their point if ice companies generally gave directions such as one company in a Western town is candid enough to advertise. "Be courteous. Remember, every iceman is supposed to be a thief until he has proved his honesty." Another human touch is no less promising. This consists in the advice to the iceman that, when he has happened to cut the piece a little short, he should tell the customer, "and then bring a larger piece next time and draw her attention to that, also." Here we have at last that recognition of human relations in business which the social reformers have long been preaching to us.

Thompson & Co., composed of George Thompson and Henry J. Ringold, have succeeded the firm of Pearl & Thompson in the meat business at 621 Lyon street.

Edward C. L. Renger and Henry F. Vonk, building contractors, have recently formed a copartnership and are now doing business under the name of Renger & Vonk.

W. H. Spears, formerly employed as book-keeper by the Hanford Lumber Co., has succeeded his brother, Hanford H. Spears as proprietor of the business.

Edward Compton, formerly of the Valley City Candy Co., has engaged in the confectionery business at 335 Sixth street under the name of Mary Compton.

Edward Frick and H. T. Stanton (Judson Grocer Company) spent Tuesday in Battle Creek on pleasure bent.

Mrs. Eliza Carrier, 319 South Division street, is retiring from the millinery business.

Manufacturing Matters.

Detroit—The Pronovost Torsion Spring Wheel Co. has been organized to manufacture and sell torsion spring wheels for motor and other vehicles, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and \$5,000 paid in in cash.

Hillsdale—The Alamo Manufacturing Co. has decided to remain here, despite the advantageous offers made it by other cities. The company will build a new factory at a cost of about \$100,000 if the city will buy the old one and prevail upon some other manufacturing company to locate here and occupy it.

Detroit—The Wadsworth Manufacturing Co. has been organized to manufacture and sell automobile tops, bodies and other automobile accessories, parts and supplies, with an authorized capital stock of \$250,000, of which amount \$225,000 has been subscribed and \$50,000 paid in in cash.

Detroit—The Detroit Gummed Tape and Label Co. has been organized to manufacture and deal in tape sealing machines, gummed tape labels, stamps, etc., with an authorized capital stock of \$5,000, of which amount \$4,000 has been subscribed, \$1,000 paid in in cash and \$3,000 in property.

Detroit—The Goodell Wood Preservative Co. has been organized to manufacture, sell, apply and deal in a wood preservative and roofing materials and appliances therefor and to own and sell patents on same, with an authorized capital stock of \$60,000, of which amount \$52,000 has been subscribed, \$1,000 paid in in cash and \$42,000 in property.

Eaton Rapids—The equipment for the knitting mills industry that has been moved to this city from Chesaning by W. T. Hall, the owner of the enterprise, has arrived here, and the machinery is being set up this week in the Charles Belnap building, which has been leased by Mr. Hall. It is proposed to have the plant in readiness to start active operations next Monday.

Ex-President Taft, in his characteristically generous praise of President Wilson, justly stated that our relations with Germany are still critical, but added that calm negotiation may lead to a settlement. It may be objected that the two Governments are at a deadlock on a matter of principle, one asserting a right which the other flatly denies. But so it seemed to be in the cases of the Gulf-light and the Cushing. Germany had originally disclaimed all responsibility for attacks on those vessels as emphatically, and, if you please, as defiantly, as she has done in the affair of the Lusitania. But she saw reason to abandon her position. First she admitted, as a matter of theory, that neutral ships ought not to be torpedoed on sight in the war zone; and now, in a concrete and definite way, she informs our Ambassador in Berlin that a "mistake" was made, and that she will offer due reparation for the damage done to the two ships in question. It is doubtless too much to expect so humiliating a back-

down by Germany in the controversy over the sinking of the Lusitania; but the case is not yet hopeless. We hear no more of the foolish talk that Germany is really anxious for a war with the United States. The German government has made it clear that it desires to be on good terms with this country. And when it is informed, as it soon will be in the plainest way possible, that President Wilson will not yield an iota of his main contention, some way of adjustment may be found. If any good sense and moderation yet remain in Berlin, they will surely find a suitable response in Washington.

The Supreme Court of Massachusetts rules that cream is milk as well as cream. The decision was made in a case where a milk company had been found guilty of adding water to cream. The company claimed that cream and milk are different substances, and that addition of water to cream did not come under the milk statute. The court rules that under the statutes cream is the same thing as milk, and that watering cream is the same as watering milk.

A clothing dealer of Parsons, Mo., when asked why he did not advertise trousers for sale rather than pants said: "We advertise pants because every son-of-a-gun knows what pants are, and as long as I stay in business here we won't have no snobby trousers for sale. This store caters to persons whom the family doctors early decided were born to wear pants." Pants are pants to him and nothing more.

English markets are crying for American poultry. Before the war Russia furnished many small chickens for English tables, but since the beginning of the conflict that trade has lessened. Exporters of poultry say they have more orders from England for medium sized chickens than they can fill. This ought to make chicken raising profitable in America at present.

If you have a clerk who is a mind reader, you need not bother to inform him about the new goods in stock or about the advertising you are doing.

Make all the friends you can, because friends are good to have—and then, the more friends you have, the more friends your store will have.

To allow clerks to be profane in the store is to encourage customers to be so. Either will help keep away the best class of business.

G. Vandenberg & Co. succeed Ed Heeren & Co. in the grocery business at 109 Michigan street.

BUSINESS CHANCES.

For Sale—Extra chance to buy stock of dry goods, shoes, groceries. One of the best towns in Eastern Michigan. About \$4,500. Physically unable to attend to business. Address No. 206, care Tradesman. 206

For Sale—Five thousand dollars secures active one-half interest in lease covering operation of largest transit dressing mill and retail lumber yard in Northern Michigan. Your opportunity. Address No. 205, care Tradesman. 205



WE DO THE TALKING

If you are an up-to-date grocer you are a very busy man. You haven't time to talk

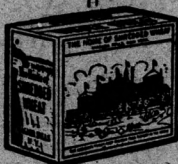
Shredded Wheat

We do the talking for you in the leading magazines, in several hundred newspapers, in street cars and in millions of booklets which go into the home with our extensive sampling campaign which covers all the cities and towns of the United States and Canada. Shredded Wheat is the best advertised cereal in the world and hence its world-wide consumption.

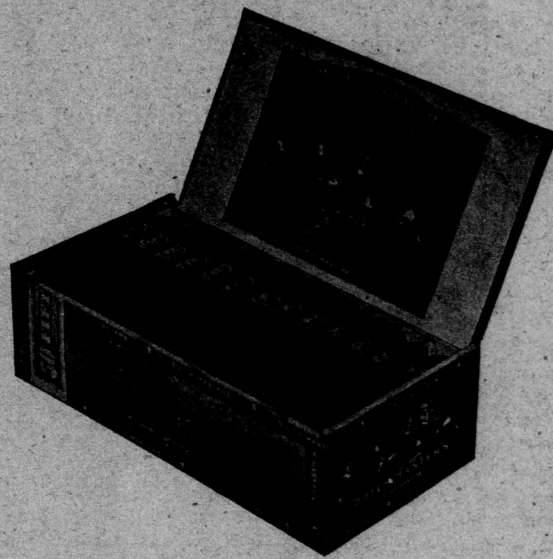
The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.



The Shredded Wheat Co.
Niagara Falls, N. Y.



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

Maybe You Were One of Them

WERE YOU CHEATED

into believing that because a baking powder foamed up over the top of a glass when water was added, that it was good, pure and strong baking powder.

Pure food officials have declared this to be a fraud.

State after state has ruled that baking powder mixed with ALBUMEN (some times called white of egg) is illegal and have stopped the sale of the stuff.

The manufacturers of K C BAKING POWDER have never found it necessary to resort to such fraudulent methods.

K C Baking Powder Contains No Albumen

It is a Pure Food Baking Powder, sold at an honest price and no better can be bought at any price.

25 Ounces for 25 Cents

JAQUES MFG. CO.

CHICAGO



The Sterling Gum daylight factory. The most modern and largest chewing gum factory in the world. Six stories high. Steel and concrete construction. Equipped with the most modern gum-making machinery. Devoted exclusively to the manufacture of Sterling Gum.

ON June 15th. On that day begins the strongest advertising campaign ever launched in the interests of a new chewing gum. Watch Sterling advertising.

Sterling Gum **The 7-point gum**

PEPPERMINT - RED WRAPPER
CINNAMON - BLUE WRAPPER

Our advertising campaign is going to make the biggest kind of big stir. There will be an immediate call for Sterling Gum from your customers.

We have the most attractive package, the most striking put-up and unusual auxiliary trade-producers.

Remember chewing gum is one of the big littles in your business, and that a purchaser of chewing gum usually buys other articles which run into money.

A lot of Sterling Gum will be sold. Be sure you get your share.

The STERLING GUM COMPANY, Inc.

CAPITAL \$6,000,000

Harris and Ely Avenues and William Street, Long Island City, Greater New York
FOWLER MANNING, Vice-President and Sales Manager FRANK L. E. GAUSS, President