

WHILE THE WORLD IS IN A HURRY

While the world is in a hurry
And we jostle with the throng,
While we have our care and worry
As the days speed on and on,
While the clock keeps on a ticking
And bells ring and whistles blow,
There's no rest, save in the thinking
Of the thoughts that bring repose.

While the world is in a hurry
We can never stop its pace,
We can never flag its flurry,
Call a halt, or stop the race.
But we can, while in the scramble,
Think on things both good and pure,
We can prompt the thoughts to ramble
Where the moral footing's sure.

While the world is in a hurry
We must fling old forms away,
But amidst its rush and scurry
We can still "Our Father" say,
Simply trusting say, "Our Father,"
For all else the *life* must plead.
It is all the prayer that ever
Any soul can ever need.

While the world is in a hurry
Thrum the harp within the soul,
Let it drown the sense of worry
And the noisy wheels that roll.
Wait not for an angel chorus—
They may "tune it up" some day,
But while there is work before us
'Tis *our* song must cheer the way.

While the world is in a hurry
And its pace still faster grows,
There's no care or work or worry
Can dispel the heart's repose.
E'en amidst its din and clatter
We can at life's fountain drink.
After all, it is no matter
If we still sing on, and think.

Hart, Mich.

L. B. Mitchell.



Ceresota Is the Standard Spring Wheat Flour We Sell It

JUDSON GROCER CO.

The Pure Foods House
GRAND RAPIDS, MICHIGAN

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	Soda Glasses and	Vases and Show Jars
Screen Doors	Sherbets	Shelf Paper
Window Screens	Garden Hose	Paper Napkins
Oil and Gasoline	Lawn Sprinklers	Laundry Goods
Stoves	Garden Tools	Fly Killers and Traps
Lawn Mowers	Wire Screen Cloth	Japanese Lanterns
Go Carts and	Sulkeys and Children's	Croquet Sets
Baby Carriages	Wheel Goods	Lemonade Sets
Galvanized Iron Ware	Refrigerators	Stoneware

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.



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.

Good Yeast Good Bread Good Health

Sell Your Customers
**FLEISCHMANN'S
YEAST**



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.

Lautz Bros. & Co.

Deal No. 1501
BUFFALO, N. Y.

MICHIGAN TRADESMAN

Thirty-Second Year

GRAND RAPIDS, WEDNESDAY, JUNE 16, 1915

Number 1656

SPECIAL FEATURES.

Page	
2.	Detroit Detonations.
3.	Boost Your Own Sales.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Upper Peninsula.
8.	Editorial.
9.	Thirty-Thirders.
10.	Dry Goods.
12.	Financial.
14.	Woman's World.
15.	Hardware.
18.	Shoes.
20.	The Meat Market.
21.	Bankruptcy Matters.
22.	Butter, Eggs and Provisions.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

THE LAW OF SERVICE.

It has been noted, with considerable truth, that brilliant people are often most unhappy. Comparisons have been drawn between the lot of the dull-witted farm hand, happy in his simple industry, and that of the great writer, painter or musician, doomed to perpetual discontent because of his own inability to express the great natural Truths which are forever struggling within his mind.

Brilliant people have sometimes stooped to argue that with all their self-sorrow, still their lots were more to be desired than those of any who knew not this divine struggle; and this, in part, is true. It is true only in part, because the brilliant apologists have undershot the mark of their own misery.

They are not unhappy because of their endowments but in spite of them. They are unhappy because they cannot command the will to realize their potential powers.

People of exceptional intelligence have not the inducement to be and do their best which confronts the average individual. The average man must do his best because, at the best, it is so little and there are so many doing the same thing as well or better. He can conform himself with the Law of Survival (which, in civilized society, is the Law of Service) only by bringing all his feeble powers to bear upon the task in hand.

The brilliant individual, on the other hand, need put forth but a part of his powers to produce work of surpassing excellence.

He has not the urge of necessity to drive him to his supreme effort. Only the sense of better Service due can make the direct appeal to him; and this appeal, while painful in its urgency, is seldom sufficient to overcome the inertia of indolence. And so the brilliant individual suffers the pangs of unsatisfied desire to serve as he could serve if but he would. Truly the spirit is willing, but the flesh is weak!

It is not a physical necessity for him to develop his utmost potential energy and although it may be a spiritual necessity, the body still

sways a tremendous power over the spirit.

It is Mass and this other is Energy and the initial application is always incredibly hard to make. Besides, why should he bestir himself so strenuously when he can surpass his fellows even without the effort?

So the man of great potentiality argues with his spirit, knowing all the while within his subconsciousness that whoever has most must give most or be infinitely less than he who, having little, gives all. For nature never considers the size of the gift. Her mind is directed rather upon what remains to the giver. Whoever gives much but only of his superfluity shall gain an infinitely smaller share of happiness than he who gives little but his all.

This is the Law of Service, that each shall serve with all his heart, with all his mind and with both his hands, gaining in Happiness proportioned to his service. The sum totals of reward to individuals may vary, but the percentages are always the same; for he who can serve most can suffer most in failure and he who can rise but little has not so far to fall. The most that any can gain is a heartfelt of happiness, and this can come only to those who spend themselves utterly in service. It is given to few to be utterly happy, because so few can bring themselves to be and do their best.

If such a thing as Mr. Bryan did was to be done at all, it was well to make a thorough job of it. In that aspect of the affair, he is to be complimented as a skilled workman. To make sure of a neat finish, completing his general self-discrediting, he issued a final statement explaining and defending his entire consistency. To be sure, he had without winking signed notes to Germany fully as significant as the one he refused to sign last week; but he asks the public to observe that the earlier communications were of the nature of a "plaintiff's" statement of a case, which he did not know whether he could prove or not. But this is so absurd as to fall by its own weight. It is obviously an afterthought of Mr. Bryan's, which is not even happy. No man can read the precise and grave language of the notes of February and May without seeing that their nature and intent were as far as possible from what he now alleges. But it is useless to follow up Mr. Bryan's statements. It is a great relief to know there will be no more of them. Seldom has a public man had such an opportunity as his to give his country joy by keeping still for a while.

Contentment comes to those who desires but little and are satisfied with less.

IN THE GROCERY STOREROOM

In any storeroom, care and systematic arrangement are essential. Particularly is this the case in the grocery storeroom, where perishable foodstuffs are kept, and where the danger of damage and loss through carelessness is great.

Because it is out of sight of the public, it is often the case that the storeroom secures no share of the care and attention to arrangement which is given the store proper. Yet it requires but little attention to arrange things properly and to keep them in order; and in the long run, it saves time.

The clerk in a hurry is often to blame for disarrangement of the stock. He rushes out for something, and, to get it, turns over a couple of bags and shifts several boxes out of place. Having gotten what he wants, he leaves things just as they are. Perhaps a few minutes later he comes for something else, upsets more goods, and leaves them jumbled. The ultimate result is confusion worse confounded.

It is a good rule never to keep a customer waiting. In most instances, however, it would take but a moment to put the goods back in place. This, in turn, would save the clerk time when next he had occasion to search for something, and his work would as a result be made that much easier. For one instance where the clerk is genuinely in a desperate hurry, there are a dozen where "hurry" is merely the excuse for a carelessness repeated so often that it has grown to be habitual.

Of course, to begin with, there needs to be systematic arrangement in the storeroom. It is just as essential there as in the store itself. Perhaps it is even more essential, owing to the limited space and the usually less favorable lighting facilities.

To this end, it will pay the grocer to study his problem of store-room arrangement, and to plan very carefully the placing of the goods. No plan is perfect when tested by practical experience, but practical experience will point the way to improvements; and an imperfect plan to start with is far better than no plan at all.

Everything should have its definite place in the storeroom. This will minimize the work later of storing the goods when they are unpacked. Pile your flour together, but group each brand by itself; have a place for sugar, but do not mix the bags of white and brown. Then, when you want a specific article you know where to get it; or, when you are unpacking a shipment just received, you know just where to store it.

In this grouping, care should be had for minor details which will naturally suggest themselves. For instance, see that cases containing liquids—such as molasses—are stored right side up. Furthermore, don't pile them on top of other goods which would be damaged were chance leakages to occur. Then, care must be taken against deterioration from other sources—such as rust on canned goods, sprouting of potatoes, wrinkling of apples, and the like. These are items that should be thought out in preparing the storeroom in the first place.

Often it is possible to think up little devices that render it easier to get at the goods you want and that, at the same time, keep them in better condition. A handy rack for the surplus stock of brooms is a good thing. Facilities should also be provided for the systematic storing of canned goods, so that each variety will be kept by itself, and any variety, when wanted, will be accessible without turning over half a dozen unwanted cases.

Systematizing the store room calls for care and thought, and after that for close supervision. The best and most carefully devised system of storing goods can be improved as a result of experience. But system of any kind will reduce to a great extent the incidental labor, and the risk of damage to the goods.

One of the direct results of Mr. Bryan's difference with President Wilson and his wild and erratic statements attacking the course of the administration is the issuance of a circular letter calling for a mass meeting of the German veterans in the United States to be held at Madison Square Garden. It is estimated that in this country there are 600,000 who served at one time or another in the German army, of whom more than 50,000 live in New York. The circular, which is decidedly pro-German and anti-American, declares "that every American citizen who has served in the German army is opposed to the policy followed by President Wilson." If the responses to the circular arouse sufficient interest, it is expected that there will be a big mass meeting, at which Secretary Bryan will be praised and President Wilson criticised and denounced. This and things like it are what would naturally be expected as the result of Bryan's infamous assault upon his former principal and the Government with which until very recently he was officially connected.

Even the weather man can't help us to put a little sunshine by for a rainy day.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan Metropolis.

Detroit, June 14.—Learn one thing each week about Detroit: At one of the principal factories in the business more than half a million skins are put into men's fur overcoats each year. Another factory in Detroit manufactures scarfs and muffs to the extent of over 100,000 each year. It takes the skins of more than 1,000,000 fur bearing animals to produce these. Detroit is the oldest fur post in the West and produces more good fur than any city west of New York.

James Hammell, the "Grand old man of the road" recently said that "drummers are no longer the weeds in the Lord's vineyard. They spend their evenings reading the bible and pressing their pants." "Jim" is right. It is a well known fact that drummers have many pressing engagements evenings.

At a meeting of the directors of the Business Men's Association of Mt. Clemens, held last week, the building of a railroad from Mt. Clemens to Armada was discussed. Let us hope the matter does not stop with merely the discussion.

W. Rann, of Perry, was a business visitor in Detroit last week. He was looking over the local markets in the interest of his general store.

Every now and then some one appears on the horizon to refute the statement that there is nothing in a name. Frank L. Dodge, Jr., is the State inspector of factories, hotels, workshops and store. Law violators have every occasion to dodge Dodge.

The news that was flashed to Detroit on June 10 giving details of the tragic death of J. H. McLaugh and the serious injury of William Parr, of Traverse City, and William Pohlman, of Detroit, in an auto in which the party were returning from the State convalescence of Knights Templar at Houghton, was received with sadness and regret by the many friends of the victims in this city. Mr. Pohlman at this writing is rapidly recovering, as is Mr. Parr, and both expect to leave the hospital in a few days. Although Mr. Pohlman, who is representing a Milwaukee firm, is a native Detroit, he has for some time been making his headquarters at Marquette, which is in the center of the territory covered by him. The machine in which the men were riding caught fire and was destroyed.

W. C. Ladendorf, formerly with F. B. Holmes & Co., brick manufacturers, resigned his position with that firm and is now associated with J. S. Haggerty in the same business, with offices at 1815 Dime Bank building.

A beautiful new two-story brick store building has just been completed on Oakland avenue for McCoy Bros., furniture dealers at 546-548 Oakland avenue. The interior finish of the building is in mahogany and white enamel. The building has a frontage of 60 feet and depth of 80 feet.

Taxes will soon be due. It will also tax the average fellow's resources to be able to take that vacation trip.

Smith & Kelly, general merchants, New Lothrop, were in Detroit last week on a business trip.

It is amusing, to say the least, to listen to the whine the railroads are emitting in this State in their efforts to secure an increase in the passenger rates. Unquestionably the traveling men are the bread and butter business of the roads, both passenger business and the freight that follows them, but despite this fact, while whining for help, they are placing every obstacle in the way of the traveling men that would tend to make their lot as easy as possible. This refers principally to the travelers who are obliged to carry baggage. Only a short time ago the Michigan Central

compelled a Detroit millinery salesman to pay an extra charge because his trunk measured one-half inch over regulation size and, mind you, the measurements included the iron braces and bands on the outside of the trunk. The salesman in question had the trunk measured in the presence of witnesses. Every mean, pernicious, trifling means possible, it seems, is being done to inconvenience the traveling man who carries baggage. A few years ago the roads by their tactics caused the revulsion of feeling against them that resulted in the enactment of the present two cent fare rate. And yet they ask, "Please help us to secure a higher passenger fare." History in another form may repeat itself.

Several thousand men and women are attending a convention in San Francisco to discuss hell. Why not go to Europe and observe it at first hand?

The Mazer Cigar Co., for the third time in two years, has found it necessary to build an addition to its factory. It is to be a four-story building, 30 feet wide and 100 feet deep, which, when completed, will give the company a total of 50,000 square feet.

The Grand Council now has one of the best Grand Sentinels in the history of the organization.

The Gregg Hardware Co. has leased the six-story building to be erected on Woodward avenue, near Withersell street, and will occupy it as soon as completed.

The Timken-Detroit Axle Co. has let the contract for a new four-story addition to its present factory. The structure will cost \$60,000.

Marconi, according to report, has perfected an invention which will make it possible to see through a brick wall. That doesn't signify that it will be possible to see through some of the ball players' heads.

Louis Samson, proprietor of a dry goods store in Homer, was in Detroit on a business trip last week.

L. L. Steinberg, 2806 Jefferson avenue, has approved plans for the construction of a two-story store and apartment building, ground already having been broken at the corner of West Jefferson and Green avenues. The building will have a frontage on Jefferson avenue of 48 feet and 85 feet on Green avenue. Mr. Steinberg is the proprietor of one of the larger department stores in that section (formerly Delray) of the city. It is planned to have the building completed by October 1. Associated with L. L. Steinberg in the project, is his brother Charles.

As yet we have not had the temerity to appear in one of the new style peekaboo shirts for men.

M. L. Miller, of Cement City, was in Detroit last week in the interest of his general store.

We have met our old friend, the mosquito, who stopped long enough to have a bite.

Orla E. Jennings was born on a farm near Benton Harbor, June 16, 1872. He attended the country school in his district until he was 16 years of age, after which he attended business college in Benton Harbor. Graduating with honors from the college, he secured his first position with C. C. Sweet, who at that time conducted a retail hardware store in Orla's home town. For five years Mr. Jennings worked faithfully for his employer and when an opening occurred with the Eclipse Stove Co., of Mansfield, Ohio, he was given an opportunity to demonstrate his ability as a traveling salesman. His success was instantaneous. Possessed of a good personality and a fine appearance, it is little to be wondered at that he proved a success in his new undertaking. He covered the Southern Michigan territory for the house for four years. In 1900 he resigned to accept a position with the Michigan Stove Co., manufacturer of the Garland stoves and ranges and the largest manufac-

turer of stoves in the world. He is still with that organization and, judging from all appearances, he is only beginning with them, despite his past success. His territory consists of the Southern part of the State and, as he modestly states, "is the best territory out of the house." Personally we believe any territory covered by a salesman for fifteen years and is considered to be above the average territory in point of business taken from it, the traveling man must come in for some share of honor for the development. In 1893 Orla was joined in marriage to Miss Evelyn Tryon, at that time one of Benton Harbor's society belles. The union was



Orla E. Jennings.

blessed with one daughter, Grace, who is now 19 years old. In 1900 the family moved to Grand Rapids, where, the same year, Mr. Jennings became a member of Grand Rapids Council 131. He has been an active member of the organization ever since. On his removal to Detroit, nine years ago, he transferred to Cadillac Council. He, like others of this hustling Council, was active in creating its growth of the past few years. Besides the U. C. T. he is a member of the Bagmen of Bagdad, the Masonic order and the K. of P. His pet diversion, besides fishing, is to gaze in rapture at the many grand places of interest in his adopted city—a place he never loses an opportunity to boost.

The Atlas Foundry Co. has approved contracts for the erection of a large factory building at Artillery avenue and the Wabash Railroad. The building will cover a ground space of 270 x 85 feet. The decision to build was caused by the growing business of the company.

G. Young (A. Krolik & Co.) says that lies have no legs. That's why we have to stand for them.

Five factories, occupying the four-story brick building at 114 St. Antoine street, were hit by a fire that caused an aggregate loss of \$10,000 June 7. Those who suffered losses were the John Lauer Machine Co., Elkelberg-Wolgast Manufacturing Co., Michigan Letter Co., Detroit Pattern Works and the Monarch Manufacturing Co. The Lauer and Monarch companies were the heaviest losers.

According to the Federal industrial census just about completed Detroit heads the list of industrial growth in the U. S. Another thing worth blowing about Detroit.

We are still watching keenly for A. E. Pennefather to come up for air.

More than 6,000 people including employees, friends and relatives of employees of Parke, Davis & Co., participated in the twenty-fifth annual excursion given by the company on June 16. Two of the largest excursion boats, the Tashmoo and the Greyhound, were chartered to carry the merry picnickers to Tashmoo

Park. The affair is one of the events of the year to the employees and friends of the company, who do all in their power to make the event a memorable one.

The grocery store of Andrew Krzeninski, at 518 Willis avenue, East was robbed one night last week. One suspect was arrested.

J. B. Sperry, proprietor of the department store in Port Huron bearing his name, was in Detroit on business last week.

Incidentally, this issue being dated June 16, the date coincides with the day and month which O. E. Jennings was born, hence we offer our congratulations on his birthday, also on his ability, after these many years, in which are included twenty-two years of marital bliss, to still retain his youthful bloom.

Mrs. J. L. Marcero, wife of J. L. Marcero, wholesale tobacconist of this city and Pontiac, returned to her home in Pontiac last week after having been an inmate of Harper hospital for four weeks, following a serious operation. The many friends of the family will be pleased to hear that Mrs. Marcero is now on the road to recovery.

James Monaghan, general merchant of Rose City, was among the out-of-town buyers who visited Detroit last week.

According to all reports, boats around England are going down and food prices are going up.

The Fisher Body Co. has purchased the land and factory building formerly occupied by the Universal Motor Truck Co. The property has a frontage on Theodore street of 573 feet and a depth of 236 feet on Farnsworth street. The factory is a four-story structure covering an area of 65 x 250. The entire property includes a total of three acres and was purchased in order that the company might be able to take care of its rapidly increasing business.

Mayor Marx has appointed Henry Komrofsky a member of the school board. Henry is one of the most successful business men in Detroit and has a State-wide reputation as "Henry the Hatter." He represented the Board of Education on a previous occasion for five years. Whatever this smiling hatter does he does well and the district in Detroit that he represents is to be congratulated on his selection.

T. F. Richardson has purchased the grocery store at 2366 Jefferson avenue, known as the Montclair grocery and owned by Villerot & Son.

Some day when the stress of affairs lessens we hope that the Secretary of Cadillac Council will come forward with an occasional news item. Also included are others of this huge city.

Nearly 1,000,000,000 bushel crop of wheat in sight!

We'd rather die of overeating than to get shot. James M. Goldstein.

Louis Harmon, proprietor of the Harmon Drug Co., on Butterworth avenue, has formed a copartnership with his brother, Edward Harmon, and engaged in the garage business at the corner of Wealthy street and LaGrave avenue under the style of the Harmon Auto Co.

Ray M. Goodsell, formerly foreman of the plating department of the John Knappe Machine Co., has formed a copartnership with Clarence Robinson under the style of the Grand Rapids Plating Co. and engaged in the plating business at 416 Sweet street.

Francis A. Catlin, formerly located at 235 Gold avenue, has removed his grocery stock to 1265 Plainfield avenue.

BOOST YOUR OWN SALES.**Keep the Reins in Your Own Hands.****First Paper.**

Written for the Tradesman.

So many merchants are looking about them nowadays for a method of boosting their sales and so many, in their desperate efforts to sell a little more this year than last, are apt to take up with plans of business-boosting that are detrimental to the continuance of permanent business success, that a few words of caution to the inexperienced may prove worth reading.

Special Sales for Hard Times.

One of the cruel things about the whole game is that the harder the times and the greater the need of more business the easier the merchant naturally is to rely upon the ability of the special sales man to turn his merchandise into real money. Of course, there are merchants who, unfortunately, are unable to put on big sales; who have not the slightest idea of the proper way to reduce the average of their stocks and who, unless they do something in times of lull in business, are mighty apt to dry up and blow away.

For this kind of retailers, the best proposition in the long run would be to hire some one permanently who knows the game and who can get the business. Some one for your head clerk who can write good, drawing copy and knows how to fix up the store to connect with the advertisements, so that when the prospective

customers do come in in response to the good advertising, that they may be able to separate them from their bank accounts.

Burning Up Your Money.

While I am on this thought, I want to say a word more about the merchants who advertise "to help the printer;" the fellows who write an advertisement and let it run three, four and five weeks and then go about telling that they pay so much a year for advertising and that it does not do them a cent's worth of good. If I were running a country newspaper I would see that each and every advertiser changed his copy every week; if he didn't get around to do it, I'd do it for him. If he would not give me data for writing it, or if he wouldn't allow me to do, I would surely throw it out and run no advertisement for him until he had time to get me some live copy or allow me to get it up for him. In this way the merchant would soon find that the publicity paid him and paid him well; the printer would feel he was earning his money and the customers would be getting some good advantages of merchandising.

I am always amused when I read "Too busy to write advertisements this week," in the country papers. You'll see it, too, if you watch out. I suppose the merchant feels that he is paying for his space, possibly by the year, and must put in something while it would be better, or at least just as well for him to run a white space or cut it out altogether and

pay for the space, too, if he is bound up to do so.

Take Time.

Right here is where this class of merchants falls down. It does not take so terribly much time. If you really have to put off this work until the last minute, put in an electro of some goods and hitch your name to it. That will do you good, because, believe me, the man who prepared the copy for the electrotpe had time and was paid well for it. Merchants should always have plenty of electros of merchandise they carry; not only for just such emergencies as these, but as a matter of good advertising. The firms from whom you purchase your goods will be glad to furnish these free and if you keep right after them you will be able to keep a supply on hand so that each week will see a neat cut of the goods you are pushing.

Rarely Need Special Salesmen.

If you keep running good live advertisements and keep them changed each week—or oftener if your paper comes out oftener—you will, naturally, be a hustler otherwise and you will have little or no need of a man to come along and tell you how to sell your own goods in your town.

Some Honest Sales Boosters.

Please do not think that I am trying to convey the idea that all sales boosters, and special stock reducers, are dishonest. Far from it. In fact, I personally know several who are men of integrity, but I do know that some of these very men have had men

in their employ who are dishonest; men who robbed those for whom they were conducting special sales. These men were discharged by their employers, but, unfortunately, not until after they had inflicted their dishonesty upon the unsuspecting public. One sales booster who is an old friend of mine and who conducted an office in Chicago several years along this line of work and who afterwards discontinued the work told me himself that one of the main reasons why he discontinued the business was because he found it so hard to get honest men to go out and conduct the sales. He said, "Why, I would send out a man and he would be a wonder to turn the goods into money; he would get out the advertising and do a good business and all of time be robbing the merchant with whom he had a contract."

Of course, there are concerns which are honest and whose men are honest. There are those who guarantee a certain increase in business. They generally secure the increase guaranteed, but of what avail is this increase if the merchant loses the profit through the proposition and in what condition will his business be when he gets through with the transaction?

If the merchant is a dead one, these honest sales boosters might be a good thing to him. But why be a dead one. Why not get in the game and put up a sale or series of sales patterned after the fellow who wants to put it on for you only do it yourself?

L. A. Packer.

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.

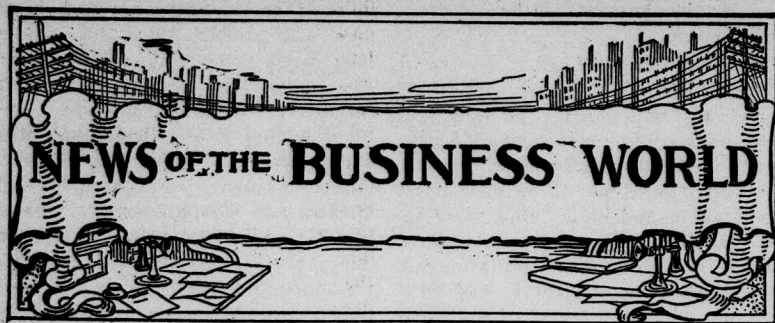
Get the exclusive use for your town.

For full particulars write to

Chas. E. Barnard & Son

Second National Bank Bldg., Toledo, Ohio





Movements of Merchants.

Harbor Springs—George Mort has engaged in the bakery business.

Petoskey—Long Bros. succeed Doherty Bros. in the meat business.

Traverse City—Joseph Kupeck succeeds W. J. Weese in the grocery business.

Dryden—William Wilson has added a line of canned goods to his stock of meats.

Millington—C. Forsythe, recently of Davidson, has engaged in the meat business here.

St. Joseph—Bodjack & Brunner have engaged in the dry goods business in the Wells block.

Fennville—Leon Bell has opened a bakery with a capacity of 250 loaves of bread per day.

Chase—Frank E. Clayton has opened a restaurant and ice cream parlor in the Johnson building.

Harbor Springs—Ruth Corey has opened a confectionery store in the G. A. R. building.

White Cloud—B. C. Martin has sold his creamery to Belis Asselyn, who will continue the business.

Crystal Falls—The Judson Mining Co. has increased its capital stock from \$250,000 to \$500,000.

Battle Creek—O. J. Wright has engaged in the hardware business in the Wright building at Urbandale.

Hudson—Chas. E. Brown & Son succeed Brown & Bray in the furniture and undertaking business.

Harbor Springs—Beebe & Fineout have opened a lunch room and ice cream parlor on the Ferry dock.

Holland—George Ter Haar & Sons succeed Etterbeck & Co. in the crockery, tea and coffee business at 42 East Eighth street.

Greenville—J. L. Kraft, formerly of Lawton, has purchased the C. T. Burdick grocery stock and taken possession.

Jeddo—The Grant Elevator Co. has suspended business. It is believed the creditors will receive 75¢ on the dollar.

Kalamazoo—Little Bros., wholesale produce and grain dealers, are erecting a cement block store house for their own use.

Ludington—Nordine & Houk, grocers, have dissolved partnership and the business will be continued by Frank Nordine.

Rothbury—Herman Newman has purchased the W. R. Dennis hardware stock and will continue the business at the same location.

Detroit—The M-S-T Hardware Co. has been organized with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in cash.

Traverse City—James Kupeck has purchased the William J. Weese stock of general merchandise and will continue the business.

Ovid—Robert Hyslop has sold his interest in the Robert Hyslop & Son flour mill, to his son, Thomas, who will continue the business.

Montague—W. C. Barnes, of Kalamazoo, has leased a store building which he will occupy with a stock of bazaar goods about July 1.

Wheeler—W. C. Folkert has sold his general stock to E. H. Fairbanks of Elsie, who will continue the business at the same location.

Breckenridge—Watson & Son, undertakers, furniture and drug dealers, are building a warehouse, 20 x 85, to connect with their store building.

St. Ignace—Augusta C. Highstone, dry goods, clothing and shoe dealer, will remodel and enlarge his store building, commencing the work at once.

Big Rapids—D. T. Shinn has purchased an interest in the North End Grocery Co. stock. The business will be continued under the same style.

Ithaca—J. A. Brader has sold his bakery and confectionery stock to William Yerby, who will continue the business at the same location.

Dowagiac—Don B. ReShore, Trustee, has closed out the Runyan & Finch bankrupt stock of millinery and women's furnishing goods and fixtures at private sale.

Garden—Roy Kuehn, who conducts a drug store here for A. S. Putnam, of Manistiquet, is under arrest on a charge of selling liquor without a license.

Ann Arbor—The Lamb & Spencer Co. has sold its grocery stock to W. D. McLean, of the former firm of Epley & McLean, grocers at Mt. Clemens.

Ionia—June Bigger has purchased the Mason grocery stock and will continue the business at the same location at the corner of North Jackson street and Lincoln avenue.

Holland—Max Regar, of Cleveland, Ohio, purchased the Harry Padnos clothing stock at auction, for \$4,500. The stock was inventoried at \$8,800 and appraised at \$6,300.

Alma—P. M. Smith has sold his interest in the hardware stock of Smith & Clapp to N. B. Fraker, of Pompeii, and the business will be continued under the style of Clapp & Fraker.

Saginaw—The Wolcott Grain Co. has been organized to purchase and sell flour, feed, grain, hay and other farm produce and elevator supplies, with an authorized capital stock of \$9,000, of which amount \$4,500 has been subscribed and \$2,500 paid in cash.

Bancroft—William F. Simonson, of William F. Simonson & Son, dealers in clothing, shoes and men's furnishing goods, died at his home June 14 after a brief illness, aged 74 years.

Detroit—The Superior Wholesale Grocery Co. has been organized with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,392 paid in cash.

Menominee—The Stocklin Drug Co. has been organized with an authorized capital stock of \$10,000, all of which has been subscribed, \$250 paid in cash and \$7,750 in property.

Owosso—Burglars entered the F. M. Gute drug store last week and secured \$146 which was in the safe and the Collins drug store and rifled the cash register of its contents, a little over \$15.

Frankfort—Emer Erickson and Alfred Erickson have formed a copartnership under the style of Erickson & Erickson and engaged in the clothing, men's furnishing goods and shoe business.

Honor—Carl R. Palmer has purchased the interest of his partner, Henry Ryan, in the grocery, meat and feed stock of Ryan & Palmer and will continue the business under his own name.

Owosso—Earnest Hayes has purchased the interest of his partner, Ray Babbitt, in the grocery and meat stock of Babbitt & Hayes and will continue the business at the same location on Corunna avenue.

Gladwin—E. A. McGeorge, of Cass City, has purchased the plant of the Gladwin Elevator Co. and has admitted to partnership his son. The business will be continued under the style of McGeorge & Son.

Battle Creek—C. O. Barker and W. M. Abbott have formed a copartnership and purchased the W. W. Allen grocery stock, at 149 Champion street, and will continue the business under the style of Barker & Abbott.

North Detroit—The Moellman & Smith Co. has been organized to engage in the grocery business with a capital stock of \$2,500, all of which has been subscribed, \$500 paid in cash and \$2,000 in property.

Bay City—The Peter Van Haaren & Sons Storage Co. has been organized with an authorized capital stock of \$16,000, all of which has been subscribed, \$15,000 paid in cash and \$1,000 in property.

Petoskey—Lou S. Darling has purchased the interest of C. C. Beahan in the produce and seed stock of Darling & Beahan and will continue the business under the style of the Lou S. Darling Seed Co.

Coopersville—Van Allsburg & Mills undertakers and furniture dealers, have dissolved partnership and the business will be continued by Louis Van Allsburg, who has taken over the interest of his partner.

Doster—Clarence Doster, 40 years old, founder of the village of Doster, died June 15, after a long illness. He was postmaster and general merchant of Doster and well known throughout the Southeastern section of Barry county. He was unmarried.

Corunna—Walter Bush has purchased the Jones, Bush & Co. bankrupt stock of gas engines and electrical supplies on a bid of \$250 and must also pay Mr. Jones and Mr. Bush each \$250, the amount of their exemptions.

Lansing—David Glenn, wholesale and retail grocer, died at his home June 14 as the result of an attack of heart failure. Mr. Glenn was engaged in business at 328 South Washington avenue for the past fourteen years.

Greenfield—The Greenfield Coal & Supply Co. has been organized to deal in fuel, builders supplies, sewer pipe, tile, etc., with an authorized capital stock of \$14,000, all of which has been subscribed, \$778.37 paid in cash and \$13,221.63 in property.

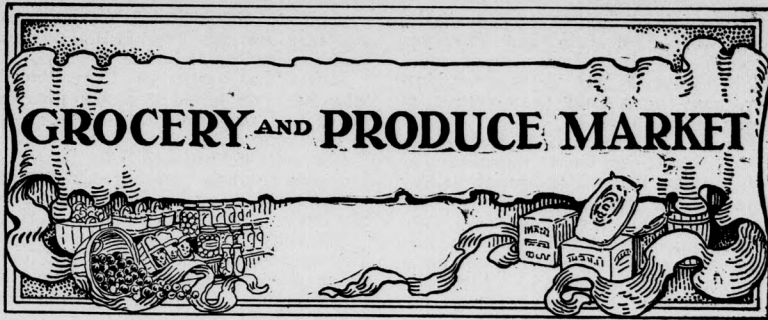
Detroit—Paul F. Fischer, retail grocer, has merged the business into a stock company under the style of the Fischer Grocery Co. with an authorized capital stock of \$5,000, of which amount \$3,500 has been subscribed, \$300 paid in cash and \$3,200 in property.

Detroit—The Detroit Organic Chemicals Co. has been organized to manufacture, purchase and sell chemicals and chemical products, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in cash.

Petoskey—The Fred Glass Drug Co. has uttered a trust mortgage, securing creditors whose claims aggregate about \$4,000. The last inventory showed assets to the amount of \$7,100, so creditors will receive 100 cents on the dollar. Lack of harmony among the stockholders necessitates the liquidation.

Jackson—Shortly before midnight June 11 a man entered the drug store of J. H. Sparks and held up James Dillon, the clerk, while he robbed the cash register of \$49. James Swift, a prospective customer stuck his head in the side door while the holdup was in progress, and seeing what was going on, hastily retreated and telephoned the police, but the holdup man made his escape before the police arrived.

Battle Creek—After being known for more than thirty years as one of Battle Creek's leading dry goods establishments, the T. J. Kelleher store has closed its doors. The sale of the business to the Toeller-Dolling company has been announced by Mrs. Grace A. Kelleher, owner of the store since the death of her husband. The business was started in 1882 by T. J. Kelleher and John J. Murphy, now of Marshall. Seven years later Mr. Murphy sold out to Mr. Kelleher, who became sole owner of the business, and continued sole owner up to the time of his death, eight years ago. After his death the business went to his wife, Mrs. Grace A. Kelleher and was managed for some years by his brother, T. A. Kelleher, who left there to start in business in the Bargain Center with James Cunningham, who was for fifteen years in the cloak department of the T. J. Kelleher store, as partner. After he left, the business was managed for some time by R. H. Harris of Kalamazoo, and for the past year Ralph Tompkins, formerly of Hoffmaster's, has been the manager.



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. Home grown are coming in, but not in sufficient quantities to establish a price.

Butter—There is an active demand for butter on the present basis of price. Both the consumptive and speculative demand is good, and the make is about normal for the season. The quality, owing to the very favorable weather, is running fancy, and stocks are being readily absorbed upon receipt. The market is firm, with no immediate change in sight. Fancy creamery is quoted at 27@28c in tubs, 28@29c in prints. Local dealers pay 20c for No. 1 dairy, 17c for packing stock.

Cabbage—\$1.75 per 100 lb. crate or 2½c per lb.

Carrots—75c per doz.

Celery—Practically out of market.

Cocoanuts—\$4 per sack containing 100.

Cucumbers—65c per dozen for hot house.

Eggs—The market is quiet and unchanged, but the quality arriving is not quite as good as it has been. The market is only steady on the present basis, and if there is any change it probably will be a slight decline. Local dealers pay 17c.

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@4.50 per box. A year ago to-day lemons were selling at \$7.50@8 per box. There was no war on at that time and now shipments from Southern Europe are practically stopped by the war. The prevailing low price is due to the continued cold weather. A few hot days—and Washington predicts that we are "in" for a week of abnormally warm weather—will send the price up by leaps and bounds. Take the Tradesman's advice and buy lemons.

Limes—\$1.25 per 100.

Lettuce—Home grown head, \$1 per bu.; leaf 5c.

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 have advanced to \$4@4.25.

Parsley—25c per doz.

Peas—New home grown have begun to come in. Monday the price was \$3 per bu. Tuesday the price dropped to \$1.75. This morning the quotation receded to \$1.50.

Peppers—50c per basket for Southern.

Pieplant—75c per bu.

Pineapples—Cubans command \$2.15 for 42s; \$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 pany and egg plant, \$1; geranium, \$1.15; salvia, \$1.25.

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

Potatoes—New Cobblers from Virginia are now in market, good size and fine quality, at \$4 per bbl. Red Texas stock commands \$1.50 per bu.

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

Strawberries—Home grown are now in possession of the market. The price ranges from \$1.75@2 for 16 qt. crates.

Tomatoes—Home grown hot house are now in market, commanding \$1.15 @1.25 per 8 lb. basket.

Turnips—50c per doz.

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

Wax Beans—\$1.50 per hamper.

Exact Status of Hanford Lumber Company.

Grand Rapids, June 15.—You have published a couple of articles recently about a change in the Hanford Lumber Company and have hardly hit the mark yet. If you want to publish another one the writer would be glad if you would use the following correct information.

Hanford H. Spears and his son W. H. Spears formed a copartnership and commenced doing a retail lumber business in May, 1910, with \$6,600 capital. The following year they bought more land and built an additional shed increasing their capital stock to \$10,000.

May 1, 1915, Hanford H. Spears sold all his interest in the company to his son, who immediately put in more stock and equipment, enlarged the office and is increasing the business.

W. H. Spears has been in the retail lumber business eight years and has a thorough knowledge of all its branches. He is married and is now 28 years old and has lived in Grand Rapids all his life.

Hanford Lumber Company.

The National Grocer Company acted as host to a large number of merchants and clerks and their families last evening. The affair was a very enjoyable one and all who participated in the event are warm in praise of the hospitality dispensed by Manager Kruisenga and his associates and assistants.

The Grocery Market.

Sugar—The market is steady and unchanged. All refiners are quoting 6.10c for granulated, but will sell at 6c. The continuance of cool weather has held back early fruits and thus curtailed consumption, but it is only a question of a short time when the increase in consumption will likely cause an upward trend of the market.

Tea—The cold spring has retarded the marketing of Japan teas and arrivals have not been as heavy as usual at this date. It is reported that very choice teas will be scarce. The style of leaf is bold and prices will range somewhat higher than last year. Basket fired teas are showing up well in style and cup. Steamers are scarce and space difficult to get for prompt shipments. Ceylon and India teas maintain their top quotations of 10@12c higher than a year ago. Tea nibs are practically out of the market until the new crop arrives. China teas are very strong. The big demand from Russia for Congous has sent the prices soaring. Not much if any decline is looked for in the immediate future.

Coffee—Rio and Santos grades are steady. Mild coffees are dull and unchanged, but not particularly strong, except for the better grades. Java and Mocha are unchanged.

Canned Fruits—Apples are unchanged for the week, still being dull. California canned goods on spot are dull and easy. Advices come from the Coast that California canned peaches this year will be unprecedentedly low. The average price for several years for extra standards has probably been about \$1.45 in a large way, whereas it is rumored that some packers will name \$1.10 this year. This expectation makes spot peaches very easy. What will be done with other varieties of California canned fruits remains to be seen. Cherries are expected to be a light crop, and the price will probably be relatively high. Small Eastern staple canned goods are unchanged and dull.

Canned Vegetables—Tomatoes are still very firm in the local market. The jobbers are reported well stocked with peas, having bought liberally in the recent past, and very little trading is being done in this line now in the local market. Low prices prevail on the few sales that are being made. Maine corn is hard to obtain. There was a very short pack last year, and large orders for the best Maine corn are very difficult to fill on the spot market. There has been almost no dealing in future State, Southern or Western corn, and the buying that is reported in spot goods is to be for satisfying of immediate needs and to fill orders for local account.

Canned Fish—The market for salmon remains about the same. Light trading has existed for some time past, but with the advent of warmer weather the consuming demand is expected to increase. Supplies are working down and the tone is firmer.

Dried Fruits—Prunes are in much better demand than they have been and the price on the large sizes is about 1c per pound higher. This has not affected futures, which are still

dull and easy. Peaches are phenomenally cheap, and new crop choice fruit is offered on the Coast in a large way at 3½c. Advices bring the information that there are about 10,000 tons of currants in Greece awaiting export. About 5,000 tons of this fruit, however, it is said by reliable authority, has been damaged by rain and is therefore of very inferior quality. The price may go higher for this fruit, the brokers say, on account of the drop in exchange and the increased insurance rates due to the war. The booking of citron and peels for early fall shipment has been considerably in advance of last season's orders, according to reports received at the end of last week. The market remains firm, but there is no special change in price.

Cheese—Owing to the extraordinary demand for cheese for export, the make, so far, has been very much larger than usual. A week ago the price was 3c over the normal price for this season, which is cleaning up regularly. Since that time, however, there has been a slacking off for export and the market has dropped about 1c per pound. No further concessions are in sight, provided the export demand continues fair.

Rice—No change in the situation is remarked, the trade of late waiting for developments. In the South there is a lack of interest shown in both rough and cleaned rice, but the supply is not pressing. Some export orders are being filled, but, as a rule, this end of the business is quiet following the trend in domestic. The new crop is making progress in the Southwest.

Provisions—All cuts of smoked meats are firm at an advance of ¼@½c. There is a very fair demand. Neither pure nor compound lard has changed for the week and the demand appears to be normal. Barreled pork averages 25@50c above a week ago. Dried beef and canned meats are all unchanged and in average demand.

Salt Fish—The only feature in the market is the continued high prices for Norway mackerel. On account of reasons previously explained, the situation is quite firm, and anything good shows a marked advance. Cod, hake and haddock are unchanged and dull.

Argument on Trading Stamp Case Postponed.

Grand Rapids, June 14.—Because of the serious illness of Mr. Wykes, who is still confined to his bed in the hospital, it will probably be impossible for us to reach the argument in the Sperry & Hutchinson trading stamp case at the present June term of the court, but the hearing will be had not later than the next term, which begins in October. We very much regret this delay, but of course it is absolutely unavoidable.

Wykes, Dilley & Averill.

W. T. Welch and E. J. Gamble have engaged in the fruit and produce business at 8 Ionia avenue under the style of Welch & Gamble.

M. Hobbs has engaged in the drug business at Fife Lake. The Hazelton & Perkins Drug Co. furnished the stock.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, June 14.—The Sault Ste Marie Civic and Commercial Association held its second regular meeting last Tuesday evening and reports from the various committees were received. President R. G. Ferguson, who has fully recovered from his recent accident, was able to preside and was much encouraged in the work that has been accomplished in so short a time. The members were also pleased to learn that several enquiries as to the location of a woodenware works had been received through the mention made in the columns of the Michigan Tradesman last week. The opportunities offered here and the attractive sites and with the low cost of power should appeal to the energetic manufacturer who wishes to better himself, and in all probability there are numerous manufacturers who would be interested in our proposition. The officers of the Association are anxious to take up matters in the commercial and manufacturing line with any and all future prospects, and those who are fortunate enough to get in the field early will fare better before the more advantageous sites are secured. The Association would also like to hear from some of the pulp and paper manufacturers, as there is an abundance of raw material and cheap water rates throughout all parts of this district. The railroads are getting interested in the business men's movement here and are working in harmony with the Association, giving the matter of rates special attention. Soo people feel highly elated over the exceptionally good service afforded them by the Soo line, D., S. S. & A. and C. P. Railway. There is no better train service any where in the State. When the D., S. S. & A. Railway put on a two-hour service between the two Soos during the winter, all other means of crossing was out of the question. It proved that the railroad company appreciated our position. Resolutions were passed at the meeting last Tuesday, thanking the railroad companies for their co-operation.

Tom Agnew has opened the Palace market in the Everett block, being one of the largest markets in the city. It is up-to-date in every respect and furnished throughout with new fixtures. Mr. Agnew, in opening, stocked his market with some export steers weighing 1,000 pounds per carcass and is figuring on making a specialty of quality meats and catering to the high-class trade as a cash market. The cheaper cuts will be sold at nominal prices, and with no delivering, book-keeping or telephone expense and no bad accounts to be charged off, his success is assured.

The salvation army held a three days' campaign last week here, in which Colonel Captain Marshall, of Minneapolis, and Major Boyd, of Milwaukee, were the principal speakers. They held an enrolling soldier meeting Saturday night, and from the report made by Captain Redgrove, the local officer in charge, there was a record breaking attendance.

"An ounce of trying to be useful is worth a pound of saying What's the use."

S. D. Newton left last week for Mackinac Island on a combined business and pleasure trip. Stan expects to make a short visit at the Snows before returning.

Mr. and Mrs. J. G. Lampson, of Cedar Lake recently motored as far as Onaway, where the roads got too heavy for further progress. They report the roads from Pinconning and Harrisville in very poor condition at the present time. Mr. Lampson is the principal of the Cedar Lake Academy and one of the best orators in the State. They are visiting relatives here.

The citizens of St. Ignace will now be able to rest in peace, not being bothered with stray cows and horses roaming the streets and destroying gardens. The city council has decided to put in a pound in charge of Marshall MacLean who states that he will see that the law is strictly enforced.

John F. Goetz capitalist and lumberman of De Tour, is erecting a handsome brick residence on the shores of St. Mary's River which will add much to the attractiveness of the village.

Postmaster James McDonald, one of De Tour's busy men, has added an additional clerk to his mail service in the person of Miss Mae Goetz, one of De Tour's belles, who is making a very proficient assistant.

"Peace talk may not settle the war, but it at least shows that there are people in favor of peace."

Lieutenant Baker, of the revenue cutter service here, is one of the busy men on the Fourth of July celebration, getting his craft in readiness for the great naval parade on July 5, which is to be one of the big features of the celebration.

Andrew Westin, one of Newberry's prosperous business men, motored to Engadine last week on a pleasure trip.

Forest fires east and west of Engadine have been doing considerable damage last week. Gilchrist also had a narrow escape from a severe fire. Had it not been for the heavy rains which came just in time, worse results would have been reported.

Judge H. A. Runnells, one of our hustling young attorneys, is coming to the front at a marked rate as a fisherman, as he caught a Musklunge weighing sixteen pounds, which he hooked with the usual catch of smaller fish last week. Herb has only a small family and found it necessary to invite a number of friends to help him get away with the large catch, and he knows where there are a few more large fish which he is going after.

A party of Soo business men and their families were the guests of Mr. and Mrs. C. J. Thoenen at their commodious summer cottage on the banks of the St. Mary's River at Neebish, last Sunday, which is one of the most delightful spots in the new cut. Mr. Thoenen furnished the guests with some fine musical selections. The event was in honor of Mr. and Mrs. Thoenen's son, Roy Thoenen and wife, residents of Carson Mines, Ont. Mr. Thoenen is one of our leading business men who enjoys pleasure as well as work and has the happy faculty of being a royal entertainer. William G. Tapert.

Sparks From the Electric City.

Muskegon, June 14.—We notice that Grand Rapids is without a correspondent to report to the Tradesman. We note in the last issue that John D. Martin reported the Grand Council meeting and would suggest that he get on the regular staff.

Muskegon Council was represented at Lansing by John Hopkins, A. W. Stevenson, Will De Kuiper, E. P. Munroe and the writer. Our party certainly enjoyed the courtesy the Auto City showed us and take this means of thanking the Lansing Council.

After we look over Jim Goldstein's career it makes us ponder whether Jim would not have made a successful politician. Just take a glance at his biography. Some time ago he advocated Wilson for President and Woodrow was elected. Then Jim came out strong for Governor Ferris and lo and behold! our beloved Governor was re-elected. The last candidate was brother C. C. Starkweather, who was elected, through Jim's advertising in the Tradesman, our Grand Sentinel. Jim, we honestly believe you will win the next U. C. T. convention at Detroit, if you will work as hard as you have for

your former candidates. We admire your work, Goldstein, and wish you success.

The Dwan Hotel, at Benton Harbor, has been sold to a couple of Terre Haute boys.

Ernest Welton has purchased a Monroe machine and now can be seen on the Pentwater branch at any time of the day. He will be easy to distinguish. Just look for a couple of long legs sticking out of a machine. You may think it is an aeroplane at a glance, but by closer observation you will find it is our old friend Ernie.

Nate Branch, of White Cloud, reports a good business for the year, so far as he has gone.

We notice that some of the Grand Rapids boys have already reserved their rooms at Traverse City for the convention next June. What's your hurry, boys? You may have to be picking strawberries at that time of the year.

In the last two years we have noticed the boosts the writers have given the different hotel men throughout the State and upon close observation we find that Charles Giddings, of Hartford, has gotten his share of the laurels.

Charles deserved all the credit due a man for running a first-class hotel. It did not make any difference how often you made Hartford. If you stayed at Charles' hotel or not he would grasp your hand, enquire about your health and tell you he was glad to see you. This sunny nature that so few hotel men have is appreciated by the traveler and we wish more of them would practice it. Our old friend has sold his hostelry, but before he sold out we knew that he thought he would not sell out to any one unless he felt the boys would get the same treatment from the new proprietor as he had given him. With this end in view he picked out Roy Hinkley and all the boys will agree with me in saying that Hinkley is as close a resemblance to Charles in his ways as any man in the State.

R. Beadle, former saloon keeper at Custer, has opened a first-class grocery and market at Custer and, with his sunny smile, he has a very bright future ahead of him.

Our next meeting will be held Saturday, June 19, and it is urged that all members attend.

Milton Steindler.

Boomlets From Bay City.

Bay City, June 12.—The Farmers' State Savings Bank, recently organized, will be ready for business in a few days. Frederick Mohr is President and W. S. Fotheringham Cashier. The Bank will open with a cash capital of \$100,000, with a surplus of \$25,000. All lines of banking business will be conducted.

Perkins Bros. is the style of a firm recently organized. They will manufacture peanut butter and salted peanuts, also do a general peanut roasting business. We predict for them a successful business career, as they are hustlers.

John Kondratowicz, Gaylord, has moved his grocery stock to the building recently vacated by Peter Latuzrk. Several changes have been made in the interior of the building which gives him plenty of room to display his large stock of groceries and notions.

John T. Langhrey of Roscommon, has recently added groceries to his stock of dry goods, shoes and notions. The venture has proven very satisfactory. The result has been a considerable increase in the volume of business.

L. Davidson, who lost his large department store in the recent fire at Hillman, has not fully decided whether he will rebuild. He is temporarily located in the cement block, with a general stock of merchandise. C. A. Cain, one of the fire victims, has also resumed business with a new stock of

dry goods, shoes and groceries. Excavating for the new Hillman Bank building is also under way.

James La Barge, of East Tawas, who has conducted a men's furnishing goods and shoe business for forty-two years, is holding a special sale, preparatory to retiring from business. He was recently appointed postmaster and will give his entire time to the duties of the office.

Attorney Albert Widdis, of East Tawas, has been appointed by Governor Ferris Judge of the Twenty-third Judicial Circuit to fill the vacancy caused by the death of Judge M. J. Connine. Mr. Widdis is the only Democratic lawyer in the Circuit and his appointment was well received.

R. L. Hare, of Plainwell, representing the Nall-Kirkpatrick Manufacturing Co., Kansas City, Mo., manufacturer of high grade enamel ware is working north of Bay City and reports a very satisfactory trade. He is showing a fine line of goods.

W. T. Ballamy.

The Faude Co. has been organized to manufacture and deal in electrical goods, with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and paid in in cash.

You can please a woman by telling her a secret, but you can please her a whole lot more by letting her find it out for herself.

Isaac Van Westenbrugge, produce dealer at 8 South Ionia avenue, has removed to 49 Market avenue.

The Livingston Hotel Co. has increased its capital stock from \$50,000 to \$75,000.

Are Your Net Profits Satisfactory?

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

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

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

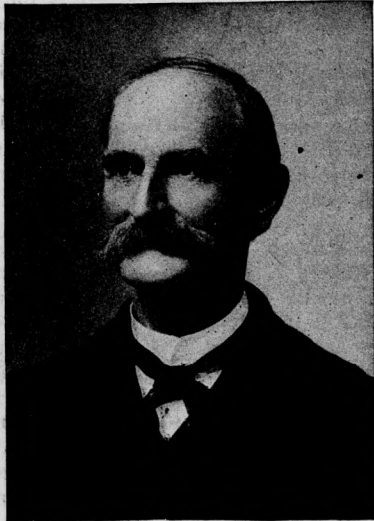
New York Chicago
St. Louis Minneapolis
Dallas

GONE BEYOND.

Death of Veteran Salesman and Manufacturer.

Anson T. Driggs, for the past thirty-five years a resident of this city, died at his home, 548 Fairview avenue last Friday at 73 years of age. Although Mr. Driggs had been ill for two years, it was not until Friday, June 4, that he was taken seriously ill. While walking in his garden on that date he was stricken with paralysis, which affected his right side. Since then his condition had steadily grown worse and his demise was expected.

The funeral was held Monday after-



A. T. DRIGGS

noon at the late residence of the deceased under the auspices of Grand River Lodge, No. 34. The services were conducted by Rev. Wm. V. Nelson, pastor of the Lyon street Church of Christ. The pallbearers were all members of the U. C. T.—Wm. H. Jennings, Sr., H. Fred DeGraff, J. Harvey Mann, John D. Martin, O. W. Stark and H. J. Shellman. Interment was in Plainfield cemetery.

Sunday afternoon a large delegation of members of the Grand Rapids Council and ladies marched in a body to the home and carried with them the floral offering of the U. C. T.

At the request of the deceased, the U. C. T. button and the cap of his office in the U. C. T. were buried with him. The button was in the coat and the cap on the head of the deceased.

Biographical.

Anson Thomas Driggs was born at Tonawanda, N. Y., July 28, 1841. His father was of Welch descent. His mother was Scotch Irish. He attended common and private school at Tonawanda until 16 years of age, when he clerked in a general store several years and spent one year working in a shingle mill. When the war broke out in 1861 he enlisted in the 100th New York State Volunteers and served three years. He was taken prisoner May 16, 1864, and was confined to Andersonville Prison for seven months. On his release from Andersonville he returned to Tonawanda and clerked in the same general store in which he was employed prior to the war. In 1867 he went to Saginaw, where he worked in the retail grocery store of James Krekel and the wholesale grocery store of John P. Derby. In 1880 he came to Grand Rapids and engaged in business with John H. Howerly under the style of the Grand Rapids Mattress Co. This business was subsequently purchased by the late Henry C. Russell and Mr. Driggs, when he started the Hot Blast Feather Co. He continued this business for many years, selling out eleven years ago last September to Mr. Kennedy and his associates. He then joined his son, George E. Driggs, in the I. X. L. Upholstering & Mattress Co., in which business he was actively interested up to the time of his death. During the time Mr. Driggs had been identified with the mattress business he had had an actual road experience covering a period of thirty-five years.

Mr. Driggs was married to Miss Elizabeth A. Sager, of Tonawanda, four weeks before he started for the front. Mrs. Driggs died May 21, 1873. Some years later he married Miss Margaret Muir. He had two children by his first wife—George S., who was associated with him in business, and Minnie, who is married to Charles Worfel.

Mr. Driggs attended the Church of Christ on Lyon street and was a Mason up to the Chapter and the Council degrees. He was formerly a member of many other fraternities, but had dropped out of all of them except these two. He was one of the original thirteen charter members of Grand Rapids Council, organized October 15, 1898, the other members be-

ing J. C. Emery, L. F. Baker, J. B. McInnes, W. R. Compton, A. W. Brown, F. J. Davenport, D. E. Keyes, L. E. Phillips, R. W. Bertsch, E. S. Patterson, W. A. Pitcher and J. M. Marz.

Mr. Driggs held the office of Sentinel uninterruptedly ever since the first meeting—nearly seventeen years ago—and had hundreds of friends among the traveling men and the trade who respected him greatly. His reputation even extended to the Supreme Council. In recognition of his long experience as a traveling salesman and his long connection with the U. C. T., Grand Rapids Council held its picnic last year in his honor.

Meeting of Tri-State Dry Goods Association.

Battle Creek, June 12.—Store service in general was the subject for discussion at a meeting of the Tri-State Dry Goods Association held yesterday afternoon in the Chamber of Commerce rooms. Members of the Association from a number of nearby Michigan and Indiana cities were here as the guests of the Toeller-Dolling Co. at the meeting and a luncheon at the Post Tavern at noon. The discussion was both interesting and profitable. Among the things touched upon was the subject of the saleslady, and how to make her efficient for the mutual good of herself and her employers. Other branches of store service were also introduced and opinions on the same exchanged. The members of the organization discussed Nationally advertised goods, and their effect upon the buying public.

The Tri-State Dry Goods Association is made up of but one merchant from each city for the purpose of improving of store service. Those present at yesterday's meeting were: Messrs. Chapman and Furbeck, of Gilmore Bros. at Kalamazoo; Messrs. Sykes and Drake, of the H. B. Sykes Co., of Elkhart, Ind.; D. M. Christian of the D. M. Christian Co., of Owosso; Mr. Brogan of the Dancer-Brogan Co., of Lansing; Geo. T. Bullen of Albion; Mr. Ritchie of Ritchie & Co. of Dowagiac, and John C. Toeller and Joseph C. Grant, of the Toeller-Dolling Co., of Battle Creek.

The next meeting will be held at Kalamazoo in August, J. R. Jackson of the O. M. Smith Co., of Flint, will give a talk on "Efficiency in Salesmanship," and Mr. Chapman, of Kalamazoo, will give a talk on a system for making merchandise for disposal.

At yesterday's meeting D. M. Christian was appointed as a committee of one to correspond with the National Dry Goods Association, regarding the securing of one of its lectures to sales ladies for a term of one week in each store represented in the Association.

"Coffee Week" to Be Held October 18 to 23.

The National Coffee Roasters' Association has started its active campaign for Coffee Week this fall and in the preliminary circular letter announces the dates for the event as October 18-23. While most of the early activities have to do with the preparation of literature for the event to be distributed by grocers and other dealers in coffee, the committees are already framing plans for detailed activity in connection with the week. The following extracts from the circular explain how the committee feels about it:

"Our objective is not only to sell more coffee this year than ever before—to make this and each succeeding year the biggest in coffee history, but to fundamentally educate the people to the high appreciation of coffee it justly deserves.

"Last year the Coffee Week movement accomplished effective results. It acted as a hearty stimulant to the coffee-roasting business and was responsible for improved conditions all over the country. A thorough investigation of the retail stores showed that the grocer willingly offered his co-operation. This year's programme therefore, is not based on theory. It has not been developed on the strength of mere hopes. Each detail has been worked out on sound, hard, logical facts. The experience gained has made it possible for the coming campaign to be made bigger and broader and more efficient.

"Remember: This campaign is not for the benefit of any one or any one number of coffee roasters. It is not simply an advertisement for any one brand or make of coffee. Coffee Week is a big, broad movement instituted for the promotion of big and broad results—results that will inject the right spirit into the coffee-roasting business."

Florida's Fruit Season.

With the close of the citrus fruit shipping season, records kept by the Florida Citrus Exchange show that 26,291 carloads of such fruit have been shipped during the 1914-15 season, making a total of 8,676,030 boxes. The crop will total 9,000,000 boxes.

If you want a man to admire your judgment agree with him.

'Tis the *Best in the Land*
If It's Worden's Brand

WORDEN GROCER COMPANY

Grand Rapids—Kalamazoo

THE PROMPT SHIPPERS

MICHIGAN TRADESMAN

(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY,
Grand Rapids, Mich.

Subscription Price.

One dollar per year, if paid strictly in advance; two dollars if not paid in advance.

Five dollars for six years, payable in advance.

Canadian subscriptions, \$2.04 per year, payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents; issues a month or more old, 10 cents; issues a year or more old, 25 cents.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

June 16, 1915.

1815 AND 1915.

Friday, the centenary of one of the most momentous battles in the world's history, will very probably be passed over with no celebration at all. England is not likely to celebrate the Waterloo victory, because the nation whose army Wellington's troops defeated is now the ally of England. France will certainly not celebrate. Germany might make something of the centenary of a battle which was a victory for Blucher and the Prussians as well as for Wellington and the English. But the Germans may not feel disposed to recall a battle in which England was their ally.

To financial as well as political history, so epoch-making as event as the Battle of Waterloo opens up two fields of historical enquiry—one, what would have happened if Napoleon, not Wellington and Blucher, had won the battle; the other, what conditions, economic as well as political, actually did follow the memorable collapse of Napoleon's army and the ending of the war that had ravaged Europe continuously for a dozen years.

We know, by the later investigations of military critics, that Napoleon's defeat was largely a matter of chance. Napoleon had beaten Blucher badly at Ligny on June 17. But for a long delay, due to mistaking French reinforcements for the enemy, he might easily have crushed him. The conclusion of the best American critic of the battle is that if Marshal Ney and Marshal Grouchy had obeyed Napoleon's orders intelligently, and if the Emperor had then directed his whole force against Wellington's army, next day, "there can be no reasonable question as to the result—the Duke would have been badly beaten."

The battle ended in Napoleon's hopeless overthrow. London, when it got the news, broke into a frenzy of jubilation. Paris, as Lamartine describes it, had heard with uneasy apprehension the news of the Prussian defeat at Ligny—dreading a new chapter of military glory; but the news from Waterloo, which finally reached Paris on June 21, was too overwhelming to cause any feeling but one of consternation. The invasion of France which followed, marked by such incidents as the 100,000-franc war tribute brutally levied on Paris by Blucher for the Prussians, and the long occupation of France by

hostile armies, foreshadowed something of what was to happen again in 1871.

The political sequel to the crushing defeat of Waterloo and the ending, once for all, of the Napoleonic wars, every reader of history knows. The economic sequel is not so well known; it is a matter of great interest, in view of the wide confusion of opinion as to what will follow the ending of this present war. It has lately been asserted, in articles on the subject, that the termination of the Napoleonic wars was followed by a business and financial "boom." No statement could be more utterly unfounded. England, writes one of the most careful historians of the period, "suffered more between 1815 and 1821 than during the war." The years which followed Waterloo are described as a period "of almost unexampled adversity."

A break of the greatest violence occurred in prices, which had been inflated by the war. The average of forty typical commodities, which had been figured at 151 at the crisis of the war, dropped suddenly to ninety-two in 1816; it was declared in Parliament, that year, that some of the best estates in England were selling at a depreciation of 50 per cent. A series of bank and business failures lasted during three years. One of the popular rhymes of 1816 told of "Farmers breaking, clothiers ruined, landlords quaking; A panic general, and the stocks as flat, almost, as the new docks."

It was not, in fact, until the middle of 1817 that consols got back to the earlier price of 1815, and it was 1821 before French 5 per cents. again touched the high price of 1814. The Bank of England did not fully resume gold payments until 1821, six years after Waterloo—a fact which may throw some light on the prospect of instantaneous removal when this present war ends, of the existing expedients in emergency finance.

It was, in brief, about seven years between the final battle of the Napoleonic War and the ending of hard times in England and France. Yet there were some other remarkable economic incidents. In the full year 1815, England's export of manufactures rose from \$225,000,000 to \$255,000,000. Her import of American cotton increased 35 per cent. in 1815, and 40 per cent. more the next year. In 1816 the exports of the United States rose to the highest figure in nine years, although merchandise imports increased so much more rapidly that the excess of imports for the year, \$65,000,000, was actually larger than any reached in the next half-century.

These are some of the curious reminiscences of the Battle of Waterloo and the consequent return of peace, which are more or less suggestive nowadays. And yet it is the safest of all political and economic maxims that no two apparently similar periods of history every duplicate each other exactly in the sequel.

OVERCOMING A DEFICIENCY.

One of the greatest disadvantages which Great Britain has experienced in this war comes from the lack of preparedness and inability to reor-

ganize itself quickly and make good that deficiency promptly. A young naval officer who passed a fort during a battle without firing on it was sharply reprimanded by the admiral, who asked him why he did not demolish the fortification, and he answered: "There are a hundred reasons." The admiral promptly demanded that the young officer give one, and he answered: "I did not have any powder." Ships and guns, cannon and rifles and all the other accouterments of war are valueless without powder, and seemingly that is one of the disadvantages which England experienced. Kitchener did all that any man could do, and more than any one else could have done, but there is important warrant for saying that the ablest workers can not make bricks without straw. The British soldiers could fire faster than their ammunition would warrant, and probably lost some advantages on this account.

This state of affairs is one of the reasons which led to the reorganization of the government's administration. It is noticeable in this connection that frequently when the English want something done which can be accomplished through appeals to the people, Lloyd George is called upon and usually responds successfully. This is how it happened that he was recently put in charge of the munitions of war and called upon to supply them. Straightway he adopted the plan of calling a spade a spade, and he spoke very plainly to the British people and told them not only what they ought to do but what they must do, and then proceeded to make them do it. It is necessary, of course, for more people to go to work in the munition manufactories and for some of them to work overtime. Wherever this made a fracture of the union rules, the rules had to be broken, because the regulations of no society or organization can stand in the way of a government's needs. That Lloyd George is accomplishing his undertaking is evidenced by a brief cablegram recently published to the effect that between 3,000 and 4,000 men employed in the Smithfield meat markets of London have volunteered to work four hours a day, turning out munitions of war. This means that after doing a day's work for their employers, they will spend a half of an eight hour day working for the government to help in its defense. Their example will doubtless be followed by workers in other lines of activity, and presumably England will do what is described in the American slang phrase of "getting a move on," and under the direction of this strong, sturdy and forceful Welshman will make amends for past deficiencies.

Just now when there is a great deal of talk about getting a larger recognition in South American markets for American business men and their products, those who were engaged in various enterprises in Mexico are saying that they were not properly protected. On this they base the argument that if United States business houses get a foothold in South American countries and any disturbances

arises they will be chased out at heavy pecuniary loss and their lives put in danger. Ever since the Tampico incident Americans doing business in Mexico have criticised President Wilson and his administration for the way in which they were left helpless, and where worse results would probably have followed had it not been for the officers of two cruisers, one English and one German, happening to be in the harbor, who restored order. In no other country have the Yankees anything like the business investments placed in Mexico and they were doing exceedingly well before the internal differences and disturbances made business a practical impossibility there. It is only natural that the Americans who have lost heavily in Mexico during the last year are decidedly sick and sore with the whole situation. There seems to be a reawakening at Washington with reference to conditions in Mexico, but what if anything will come of it remains to be seen.

That so excellent a lieutenant as Robert Lansing should have been ready at President Wilson's hand in the present situation is a circumstance in which the country may find keen satisfaction. During the critical period in which he has been acting as Counselor to the State Department, the feeling has steadily grown that Mr. Lansing possesses that combination of qualities which makes a man of the highest use in such a post, especially in the unfortunate situation that has actually existed with Mr. Bryan at the head of the Department. He has been much more than a merely professional adviser, although he has fully performed that part. Tacit and practical insight, the temper of the man of action as well as the expert knowledge of the international lawyer, have been required for the fulfillment of his part in the shaping of affairs. Now that he has been made acting Secretary of State, his proved ability in the handling of difficult questions will be one of the sources of the Administration's strength in its dealings with the present crisis, whatever its development may be.

The annual meeting of the Michigan State Pharmaceutical Association, which was held in the city last week, was one of the best conventions of the kind ever held under the auspices of the organization. The attendance was large and representative and the proceedings were marked with a degree of candor and earnestness which speak well for the future of the practice of pharmacy in Michigan. The entertainment features were carried out with much success, including the smoker provided by Con De Pree at the Coliseum on Thursday evening and the banquet tendered by the Michigan Pharmaceutical Travelers' Association at the Morton House on the evening following. All who attended the convention felt that marked progress had been achieved by the meeting and that the practice of pharmacy was on a higher plane in Michigan than it ever was before.

THIRTY-THIRDERS.

Genuine Progress Marked at the M. S. P. A. Convention.

The thirty-third annual convention of the Michigan State Pharmaceutical Association was held in Grand Rapids last week. The first meeting was called to order Wednesday afternoon by President Grant W. 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," as follows:

Your President has informed me that an address of welcome is unnecessary and undesired, as you all know without anyone saying so that you are welcome when you come to Grand Rapids. This reveals a condition most gratifying to us and I will comply with his request by simply saying that we want you to come to Grand Rapids as often as you can. You will never be any less welcome than you are to-day and I fail to see how you can be more so.

I am asked to give you briefly my opinion on the value of trade organizations and what can be accomplished by, or rather the value of, attending the annual conventions of such organizations.

It wasn't many years ago, and every man here can remember the time, when monopoly was the greatest word in the English language. Men all over the country organized monopolies of many of the staples of life, such as sugar, beef, oil, steel, paper, etc. The pendulum swung too far, the matter was overdone, state and Federal law-making bodies stepped in and passed laws undoing what monopoly had done.

Now the business world has come to realize that what might be called co-operative competition is a greater business asset than monopoly; that it comes nearer to being a square deal to the public and that it will accomplish a thousand times more than monopoly ever accomplished.

Up to about twenty years ago, or less, the cotton growers of the South were poor men and poor business men. Their crops were mortgaged in advance of maturity and sold immediately upon ripening in order to satisfy the mortgage. Sold when the price was the lowest due to the natural law of supply and demand. Cotton was cheap, economically too cheap, as it did not produce a sufficient revenue on the money invested. About this time the cotton growers began to see the light of day. Began to realize that if they could hold their cotton until a later date they would get a longer price for it and this increase in the sales price would pay the interest on a loan sufficient to carry the commodity in storage several times over. Wall street was induced to finance the proposition. Since that date the cotton growers have been getting a reasonable return upon their investment; they no longer mortgage their growing crops and sell their product when the market is the lowest. This is what co-operation or a trade organization has done for the cotton growers of the South.

It wasn't many years ago when the farmers of this country were a money borrowing class of people. The "drudgery of the farm" was a common expression and all in all the farming people were a poor people. They started to form granges. They commenced to study conditions. They saw board of trade manipulators, stock brokers and other classes of city people, making millions from the handling of the products which they raised. They asked the question why cannot we make some of this profit ourselves? And they began to answer the question by organizing co-operative creameries, co-operative elevators, and co-operative buying organizations. As a result of this co-operation, this trade organization among the farmers, it is reported that during the first four years of McKinley's administration the farmers west of the Mississippi River paid off some \$396,000,000 in farm mortgages. Since that time he has continued to pay off these mortgages until to-day he is the money lender of the nation. He forms the most independent class of citizens. And when you druggists go to the bank to borrow some money with which to discount a bill of goods, in all probability you borrow the money which the farmers have on deposit in that particular bank. This is what co-operation, what trade organizations, have done for the farmers of this Nation.

I am acquainted in a small Western city where some of the leading business and social men made their fortunes by robbing the fruit growers of Western Michigan and other sections of the country. They kept up these practices year in and year out. Now and then they were caught by an individual fruit grower, but never did they cease in their dishonest operations until these fruit growers became organized and organized for a purpose. Had these fruit growers' organizations been in existence some twenty or thirty years sooner than they were these same business and society leaders in this Western town would never have enjoyed their positions in life, or the wealth which secured them those positions. This is what co-operation has done for the fruit growers of our land.

What co-operation and trade organizations have done for the cotton raiser of the South; the farmers of this Nation and the fruit growers of this country it will do for the retail druggists of Michigan. There are no secrets about it, there is no big question mark staring you in the face. It has done it for others and it will do it for you.

As I understand it the object of these trade organizations is to eliminate trade abuses and thereby elevate the business you are in. It is a regrettable but absolute fact that in practically all lines of business and in all the professions these abuses creep in, must be recognized and must be fought and controlled. Much of this fighting must be done before city councils, state legislatures or Congress at Washington. In either event more attention will be given a body of men than an individual. It is a recognized fact that to-day no less an organization than the Interstate Commerce Commission almost insists that cases be brought before it not by individuals but by organizations and a large majority of its decisions to-day are granted to such organizations.

Co-operation will secure for you all the things which disorganization makes impossible. You are obliged to organize, you are obliged to hold conventions that you may determine what are trade abuses and what are not and to determine what methods shall be employed to combat or control these abuses. It might cost \$1,000 to take a test case to the Supreme Court of Michigan. This would mean one dollar each for 1,000 druggists or \$1,000 for one druggist. I know there are druggists, as there are members of all other trades, businesses and professions, who are perfectly willing to let one or a few do all the work, foot all the bills and do the thinking for the others. Many of us have laid awake nights trying to determine what to do with these men or this class of men. We have come to but one conclusion and that is that they must be tolerated. However, water seeks its level; gradually you find these men sinking to the bottom. I wish to use but one illustration to convince you of the truth of this statement.

I have in mind a line of business which was well organized. The elimination of the trade abuses in this business were for the benefit of the wholesaler, retailer and consumer. It was economically and fundamentally right that these men should be organized and that these trade abuses should be eliminated from this business. Two of the largest concerns in the United States, and when we say United States we might as well say the world, refused to co-operate in the elimination of these abuses. When this refusal was made it was predicted that these two gigantic organizations, remember, the largest of their kind in the world, could not and would not long endure. In less than five years one of them had gone bankrupt and the other had liquidated while many of the smaller members of this organization continue in business, business is good and dividends are large.

I could continue to give a great number of such illustrations but time will not permit. Now for what can be gained by attending these annual conventions.

You are gathered here to discuss the various phases of your business. All of you are men of experience in the retail drug business. One has solved this problem and the other that problem. What is good for one is good for all and what's good for all is good for one. The only way to find out how your fellow druggist has solved the problem which is perplexing you is to attend these conventions and attend the various sessions of the conventions.

One of the greatest values you derive from these meetings, however, is the acquaintances you make with your competitor. He isn't such a bad fellow when you come to know him and the better you know him the better you like him.

In every such organization you will find the man who says: "What Do I Get Out of It? He'll get out of it just as much as he puts into it in active service and interest and usually much more. It will prove to be the best investment of a little time and a little money he can make. However, the great value should be not what you get out of it but what you put into it. What you do for your organization and its members is what should interest you most."

In closing I repeat, Co-operation and Organization will get for the retail druggists of this State what Disorganization loses for them. It's like money in the bank, you can't draw out with interest unless you first put it in.

The President then read his annual address, which was published verbatim on the first page of last week's issue of the Tradesman. The recommendations were referred to the Committee on Resolutions for consideration and action.

Secretary Alton then presented his annual report, which was published in full last week.

Treasurer Varnum read his annual report, which was published verbatim last week.

E. E. Faulkner, Secretary of the State Board of Pharmacy, read his annual report, as follows:

In accordance with a provision of the Pharmacy law I herewith submit the report of the Michigan Board of Pharmacy for the first eleven months of the present fiscal year. A meeting of the State Association at this time of the year is unfortunate for two reasons: first, because it permits of only a fractional report from the Secretary of the Board of Pharmacy and second, and this is a purely personal reason, it obliges me to compile two separate reports, one to you at this time and another to the Board and the Governor at the end of the year. So far this year four examinations have been

given. One at Houghton, two at Grand Rapids and one at Detroit. The Houghton meeting was held in September; the Grand Rapids meetings in November and March and the Detroit meeting in January.

At the March meeting a change occurred in the personnel of the board, through the appointment by the Governor of George F. Snyder of Grand Rapids to succeed Will E. Collins of Owosso, whose term had expired.

During the year, 214 applicants for registration appeared for examination, eight in September, fifty-nine in November, fifty-six in January and ninety-one in March. Of the total number appearing, 149 applied for pharmacist and sixty-five for drug certificates.

The number of druggist applicants increased 41 per cent. over the same period of last year while the pharmacist applicants decreased 26 per cent. during the same period. It is with pleasure that the members of the board note the gradual improvement of the qualifications of the candidates, a majority of the applicants having had more or less college training and all but a very few having the equivalent of a tenth grade education or more.

Registrations and Certificates Issued.
Pharmacists, by examination 81
Pharmacists, by reciprocal interchange 8
Delaware 1
South Dakota 1
Wisconsin 2
Illinois 1
Indiana 3
Pharmacists, under Act No. 403 P. A. 1913.. 6
Pharmacists, by added time 25
Pharmacists, reinstated 1

Total number of pharmacists added 121
Druggists, by examination 45
Druggists, by examination as pharmacists 11
Druggists, reinstated 1

Total number of druggists added 57

Total number of certificates issued 178

Results in the examinations.
Applicants, both kinds, passed 130 60.74
Applicants, both kinds, failed 84 39.26
Pharmacist applicants, passed 81 54.36
Pharmacist applicants, failed 68 45.64
Druggist applicants, passed 49 75.38
Druggist applicants, failed 16 24.62

Registrations.
Pharmacists—
Per last annual report 3732
During present fiscal year 118

Total 3851

Failed to renew 78

Total number of outstanding unrevoked

Pharmacist licenses 3773

Net gain 41

Druggists—

Per last annual report 389

During present fiscal year 57

Total 446

Failed to renew 70

Net loss 13

Total number outstanding, unrevoked Drug-

gist license 376

Total of both kinds 4219

Number of registrations of all kinds since the

approval of the pharmacy law:

Pharmacists 6543

Druggists 2659

Total 9202

Enforcement of Laws.

During the past year the Board has employed but one agent, who makes investigation of complaints, collects evidence, serves as detective and makes information against violators upon order of the Board. His duties require him to travel long distances, to appear at hearings and in court. These cause him more or less delay in prosecuting his work and make it impossible for the Board to investigate all complaints as promptly as they should.

During the year this agent visited 410 drug stores in 115 towns in the State. Complaints were received from thirty cities and each one has had Mr. Boden's careful attention and nearly all of them have been adjusted satisfactorily. It has been the policy of the Board to prosecute only as a last resort and we have resorted to prosecutions only in the case of repeated violations or where conditions were intolerable. Seven prosecutions were begun during the past year of which six resulted in convictions and one has been bound over to the Circuit Court. One conviction was for conducting a drug store without a registered pharmacist in charge, five for illegal liquor selling and the one bound to the Circuit Court is on a charge of selling liquor illegally.

The following is quoted from Mr. Boden's report to me: "I wish to suggest that the large percentage of druggists should be congratulated for their desire to advance the standard and methods of our profession and their willingness and desire to adhere to the pharmacy law."

"I find the large majority of the great body of registered pharmacists of the State happy and contented, which amply justifies the conclusion that they are prosperous."

"The sale of narcotics is entirely eradicated from the drug stores and the general opinion prevails that the Harrison law, instead of working a hardship to the druggists, affords them the opportunity of eliminating from their stores, sales that heretofore have been objectionable."

"I find a great many druggists have discontinued the sale of liquor entirely and many others are seriously considering taking the step, realizing that the sale of liquor, for other than strictly medicinal purposes, has absolutely no place in any first class drug store. I regret, however, owing to the persistent demand on the part of the public for liquor, the temptation to exceed the medicinal limitation

has been so great, that some druggists have yielded and, as a result have been convicted in the courts. Many of these so-called drug stores are run by ex-saloon keepers for the purpose of continuing their former business."

"The most perplexing violation of the pharmacy law is the disposition on the part of many druggists to utterly disregard Section 14, which relates to un-registered help in a drug store. Numerous stores are left for hours and, in some cases, for days with no registered pharmacist in charge, which is not only a violation of the pharmacy law and unfair competition, but endangers public health."

"Many druggists completely disregard the law which refers to keeping a poison and liquor register. The keeping of such a register is essentially necessary on the part of the druggist for his own protection."

"A few minor violations exist to which I call the druggist's attention. Occasionally I find one who feels that his certificate is of no importance and conceals it behind closed doors in order that the public will not be aware of its existence. Upon reminding the druggist that it is for the public's gaze they immediately place it in a conspicuous place in the store."

"In summing up my investigation, I find the great body of registered pharmacists in our State endeavoring to conduct their affairs in a lawful and businesslike manner and, while it has been my painful duty to prosecute a few druggists, I find, in nearly all cases, that grievances between competitors can be amicably settled without resorting to the courts."

Financial Statement.

Receipts to June 1, 1915.

Cash on hand in State treasury, June

30, 1914 \$ 3,645.00

Cash in hands of Board, June 30, 1915.. 5,561.72

Cash received from 80 registered pharmacist applications at \$5 400.00

Cash received from 77 registered pharmacist application, re-exam. at \$3.. 231.00

Cash received from 54 registered druggists applications, at \$3 162.00

Cash received from 16 registered druggists applications, re-exam. at \$2.. 32.00

Cash received from 14 registered druggists by exam. as R. P. at \$3 42.00

Cash received from 7 registered pharmacist, 25 year law, at \$5 35.00

Cash received from 25 registered pharmacist, time qualifications at \$5.. 125.00

Cash received from 9 registered pharmacist, reciprocal inter., at \$15 135.00

Cash received from 9 certified stand-

ings at \$1 9.00

Cash received from 3 registered pharmacist, reinstated 24.00

Cash received from 1 registered druggist, reinstated 27.00

Cash received from 6 duplicate certificates 6.00

Cash received from 3,673 registered pharmacist renewals 3,673.00

Cash received from 316 registered druggist renewals 316.00

Total receipts \$14,424.32

Disbursements to May 1, 1915.

Secretary's salary to Dec. 30, 1914 \$ 450.00

Treasurer's salary to Dec. 30, 1914 125.00

Per Diem, all Board members 650.00

Hotel and traveling expenses, all Board members 575.64

Per Diem, Inspector 485.00

Hotel and traveling expenses of inspector 320.00

Postage 221.50

Printing and stationery 222.60

Hall rent 150.00

Secretary's and Treasurer's bonds 32.00

Miscellaneous 276.76

Total disbursement \$3,508.99

Balance on hand \$10,915.33

Secretary's Receipts and Disbursements.

Received from retiring Secretary \$ 620.00

Cash receipts 5,220.50

Total \$5,840.50

Paid Chas. S. Koon, Treasurer, \$ 623.50

Paid Chas. S. Koon, Treasurer, 394.00

Paid Chas. S. Koon, Treasurer, 3,758.00

Total \$ 4,775.50

Balance in hands of Secretary \$ 1,065.00

All of which is respectfully submitted.

Ellis E. Faulkner, Sec'y.

Charles S. Koon presented the report of the Executive Committee, as follows:

Your Executive Committee desires to give an account of its stewardship for the year just passed. Judging from the fact that this Committee held but two meetings during the year you might conclude that they had not put forth a proper effort to accomplish what was to be desired. This conclusion would be unwarranted, however, for at the first meeting of the Committee, held at the Livingston Hotel, Grand Rapids, September 25, 1914, your Executive Committee appointed the Legislative Committee, as provided in our constitution, and the President made the appointment of the various other committees. This work was so well done and the personnel of the several committees was of such excellent character that the work in each department went along (Continued on page sixteen.)



A Little Practical Psychology in Salesmanship.

Written for the Tradesman.

"Did you buy you a hat yesterday?" enquired Mrs. Lisenby of her neighbor, Mrs. Parkhurst, two or three weeks ago.

"No, I didn't," wearily replied Mrs. Parkhurst. "When I started down town I was fully determined to buy something for my head. I wasn't quite decided just what I wanted, but it's getting late and I must have something very soon. I'll have to tackle the job again to-morrow or next day."

"I went to the Bon Ton, which is Mrs. Carroll's shop you know. I really believe she has the largest and best stock in town, and so far as I am able to judge, her prices are at least as reasonable as at the other places."

"But I confess I didn't get a very definite idea of the prices or anything else, although I was there all of an hour. Mrs. Carroll herself waited on me, and actually it seemed that she tried to sell me every trimmed hat and every shape in the shop, without regard to color or price or whether or not it was the least becoming."

"It is very hard for me to find a hat that is right. My face is large. The small hats, which are shown so much this spring and look so smart on many women, are utterly impossible for me. I look something dreadful in them. I always have to get a fairly large hat, and among those there is only an occasional one that will answer. Altogether my hats are my hardest proposition in the way of dress."

"Of course I can't have a hat for every costume and I can't afford anything so very expensive; still I am willing to pay a fairly good price, if only I can find what looks well on me and harmonizes with my other things. I long ago discovered that a cheap, unbecoming hat is the poorest of all economies if one cares to look well dressed."

"Well, Mrs. Carroll brought me hats to try on, one right after another, until my mind was in a perfect daze. There were three or four that I really should have liked to consider a little longer, but when I couldn't decide at once, she would bring on something different. And almost everything I put on she would say looked 'so sweet, dearie.' A number that were perfectly outlandish she declared were 'very good' for me. I just knew better."

"In a few moments I ceased to believe anything that she said. Now I

really would have liked to profit by her good taste and judgment, if only I could have placed confidence in what she told me. But I saw from the start that her one idea was to sell me a hat; whether it was becoming and appropriate or the reverse, cut no figure with her. She had me try on so many that I became confused and really could not trust myself to discriminate between the few that were becoming and the many that made me look ugly, especially when she constantly was telling me that each one was all right. I'll have to get a hat, but I don't believe I shall go back to Mrs. Carroll's."

This is a millinery episode. But every day the same mistakes in salesmanship evidenced in this little occurrence are made in dry goods stores. In the cloak and suit department, at the silk counter, in the wool dress goods, with regard to waists and dresses—in fact in all lines in which it is somewhat difficult for most customers to reach a decision, identically the same errors as those committed by Mrs. Carroll the milliner often are to be seen by the observer.

In the practical psychology of salesmanship, it is important to strengthen and stimulate the customer's ability to come to a decision. Many shoppers are weak in this respect. It seems all but impossible for them to make up their minds exactly what they want. With such in particular it is most injudicious to do anything to confuse or rattle them. The manner and atmosphere of the salesman or saleswoman should tend to calm and reassure.

To any one but a professional buyer, looking at and examining a large number of items in any one line is perplexing and wearying to the mind. No one article makes a strong and vivid impression of its merits. The prospective customer is very apt to get into the mental state confessed by Mrs. Parkhurst in the conversation just quoted—that of being afraid to decide on anything.

Show goods freely, of course. But don't make the mistake of showing large numbers of items of which there is hardly a remote possibility of selling. The fuller and more varied the stock, the greater the need of judicious selection of what is brought out. Some very energetic and earnest salespeople, in their nervous over-anxiety to make sales, fall into the error of showing too many goods.

If the customer has quite definite ideas of what she wants, then it is best to try to please her, if possible, with something right in line with what she has been contemplating, not

diverging greatly unless it becomes evident that just what she is looking for is not in the stock.

It always is allowable to call attention to a striking good value or to an especially desirable item that is different from what has been outlined. But if this is seen to distract the mind of the customer instead of satisfying her taste, it is best not to pursue the experiment further.

When the customer seems to have no very clear ideas of what she desires, then by a little conversation, a few tactful questions, or a general size-up of her tastes and circumstances, determine in your own mind

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.

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

"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



You can't beat
Diamond Quality

Why pay more
than Diamond
fair-listed prices?

Put on Diamonds

We have a
complete stock

SHERWOOD HALL CO., LTD.
Distributors GRAND RAPIDS, MICH.

No Sting Pin Tickets

At last we have found the ticket that avoids the continuous annoyance of pricking your fingers and making the marking of goods disagreeable.

Cost no more than the ordinary kind.

A trial box of 1,000 tickets (price 35 cents) will convince you of their superiority over any other ticket.

Order a box to-day from

Paul Steketee & Sons

Wholesale Dry Goods **Grand Rapids, Mich.**
Distributors for Western Michigan

Soda Fountain Supplies

Wire Chairs, Stools and Tables, Bent-wood Chairs, Spoons, Ladles, Dishers, Soda Glass Holders, Straws, Straw Dispensers, Strainers, Ice Chippers, Etc.

We are the sole agents in Western Michigan for the
Knight Sanitary Vitreous Iceless Soda Fountains
(The safe guard of sanitation)

Grand Rapids Store Fixture Co.

No. 7 Ionia Ave., N. W. **Grand Rapids, Michigan**
On your way up town from the Union Depot.

what is most likely to please her, in color, material, etc., and what is her probable range of prices. Then confine showings mainly to what falls within these limits, unless you find out in some way that your estimate was incorrect.

Not with any manifest haste, but without too great delay, aim to get the thing focused down to a choice between two or three articles. This is psychologically correct and in accordance with the practices of successful salesmanship.

Where the stock is small it naturally will be shown more completely with each sale than where it is large. But the same principle applies of not making a little chopped-up effort on every separate item, but rather in making a strong effort to sell some one of the few items that really are adapted to the requirements.

An indiscriminate praise of every piece of goods offered, or a mechanical, unthinking assurance that every garment tried on is becoming and appropriate, tends to destroy confidence. The salesperson usually is wise to keep his or her own opinions a little in the background, so as not to antagonize the preferences of the customer. But sometimes the candid opinion of the salesperson really is desired, and if there is known to be good taste back of it, the opinion will aid greatly in making a sale. Indiscriminate praise of everything quickly arouses a suspicion of insincerity. Then the opinion carries no weight. Fabrix.

Gospel of Trading With Your Home Merchant.

Food Commissioner James Foust of Pennsylvania has apparently become convinced that middlemen are a necessity and that efforts to lower the high cost of living by eliminating the jobber are based on false ideas. The current issue of the Pennsylvania Food Bulletin contains a report of the Commissioner's recent address before the Altoona Chamber of Commerce, in which he said in part:

"The retailer can relieve himself of much responsibility by getting his stocks from Pennsylvania jobbers and makers.

"There is, I know a great cry in these days of high living costs about doing away with the middleman. We may sometimes have more of them than we need for a particular service; but they are here to stay, and all the parcel post and express company plans mean only the employment of one set of middlemen instead of another.

"Since you are going to use middlemen, use the best of them, those you know most about, those in your own county, those upon whom you can rely if trouble comes. Don't let an attractive quantity discount offered by a salesman you have never met before, induce you to buy a big stock of goods you don't know from a firm beyond the reach of the laws that govern you, and, by so doing, abandon the men who have served you well for years, who have extended your credits in dull seasons, whose description always fits the goods they deliver, and who, in turn, know what and how to buy or make the things you want.

"And, if I were talking to your customers, I'd say the same thing to them: Patronize your home stores if they keep them clean, have the goods, and give you a square deal. It is the overhead costs, even more than those of the goods, that fix the retail price. If you buy from your neighbor, he has no more rent and little more wages to pay, but he has more profit, and, as human nature goes, is sure to divide it with you in the end by lowering the prices. If you buy from somebody else, it takes more of your time, more traveling expense, more delivery cost and, after all, you probably don't get anything better. If your neighbor's business thrives, his property grows in value, and with it lifts the value of his neighbor's, your own. Every dollar you spend in out-of-town places pulls down the selling value of your own land."

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

Art. 151 D. M. C. Crochet Cotton

We have in stock sizes
1, 2, 3, 5, 10, 15, 20, 30,
40, 70, 80, 100, 150 white
and 1, 3, 5, 10, 15, 20, 30,
40, 50 ecru.

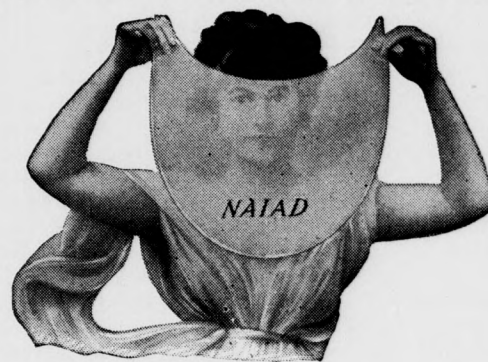
Mail orders will receive
prompt attention.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

"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



The Houghton National Bank observed the fiftieth anniversary of its establishment June 9. The Bank made no formal celebration, other than a recognition of the day by a somewhat unusual decoration and the distribution of souvenirs. The officers took pleasure during the day in honoring Charles H. DeGraff, the only surviving original stockholder. Mr. DeGraff held an almost continuous levee and he told many interesting stories of the old days, both in connection with the Bank and outside of its history. Mr. DeGraff recalls that the Houghton National Bank was organized in 1865, seven years after his arrival in Houghton. He was a painting and decorating contractor, although now retired for many years. When the Bank was organized with the late Ransom Shelden as President and John Chassell, both honored names in copper country history, Mr. DeGraff became a stockholder and he has been one continuously since that day. Mr. DeGraff's reminiscences of the Bank are not particularly thrilling, because the Bank's history has been uneventful really. It is a history of continuous success, and of steady growth in influence and in the confidence of the public it serves. From this might be evolved an epigram: "The bank that has the least history is the best Bank."

Amos F. Keyes and wife, Lurinda, were plaintiffs in a suit tried in Hillsdale last week against Charles G. Sherk, President of the Litchfield State Bank, and Jay R. Rodgers and wife of Homer, charging misrepresentation in connection with the sale of a farm in Homer. Keyes alleges the farm was sold without knowledge of a \$5,500 mortgage. The jury returned a verdict of no cause for action.

Approving although it does the President's latest note to Berlin, the business community here, taken as a whole, does not expect a breach with Germany. In saying this, it should be stated that there is not the slightest spirit of "trimming" in evidence, and not the slightest attempt to minimize the issues involved in the catastrophe both of the Lusitania and the Gulfight. Some of our leading business men who have been in conference with the Washington authorities, have reported to their associates that the State Department is proceeding in a remarkably careful manner, obtaining the judgment of the best-equipped men in the country on foreign problems, and the feeling appears to be almost universal that the

President will steer such a course as fully to maintain his country's honor, while preserving peace.

As for the Bryan episode, and aside from the possibility of his resignation being misinterpreted in Germany financial and business interests in Michigan find reason for genuine satisfaction in his retirement from the cabinet. Regret is felt that the step was taken at this time simply because of the belief that it might be improperly construed abroad as breaking up this Government's policies that have been continuously pursued both in dealing with difficult problems that have arisen through the conflict in Europe and our relations to it.

Every one in financial circles regards his case as weakened hopelessly by his farewell explanations, and looks upon his course as proving that he was unfitted for any office which requires great ability and a close mouth. The most of Mr. Bryan's political life has been a nightmare to financiers, business men and students of economics, and there can be no doubt that during the years of his continuous candidacy for the Presidency, Mr. Bryan has done more to thwart the industrial progress of this country than any other person has ever done. In spite of his unfitness for the great office of Secretary of State, he was put there by political exigency, and the whole country will be resigned to his resignation and will forgive even its untimeliness as simply Bryanesque. Those in a position to know say that his personal influence was, in a measure, injected in the Federal Reserve Act, and that the new law would be more perfect than it is to-day had his influence been eliminated. There are men of affairs in this State who applaud Bryan's consistency in leaving a cabinet with which he was unable to agree; but they also believe that his retirement will strengthen the cabinet and lead to a more united support and confidence for the course the Government has pursued in foreign affairs.

Neither the German negotiations nor the Bryan episode has been reflected by any renewed timidity in business. So well-defined has the prospect now become, as Michigan sees it, that no doubt is felt here over the prediction that the country will be experiencing more than normal activity in the next three months. For this conviction, the optimism of the West, backed by placing of new

The Old National Bank

GRAND RAPIDS, MICH.

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

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

Fourth National Bank

**Savings
Deposits**

3

Per Cent
Interest Paid
on
Savings
Deposits

Compounded
Semi-Annually

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

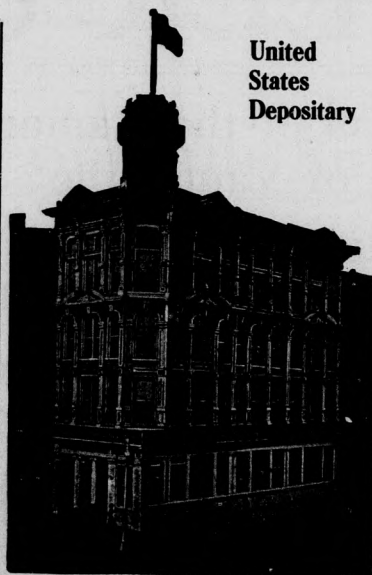
**United
States
Depository**

**Commercial
Deposits**

3½

Per Cent
Interest Paid
on
Certificates of
Deposit
Left
One Year

**Capital Stock
and Surplus**
\$580,000



contracts in the East, is largely responsible.

At any rate, every day brings improvement in lines of trade dependent upon domestic business. It is true, the complaint is still heard that few really large orders are being placed; but manufacturers are coming to believe that both jobbers and retailers have gotten into a habit of not ordering beyond immediate needs. It is this that deprives production in distributive lines of greater momentum at this time. Yet the cumulative force of a multitude of orders of moderate size is having its effect, has been the means of measurably cutting down forces of idle labor in this territory and helps towards a cheerful outlook for the future.

Some of the financial authorities are predicting a world-wide speculation. The basis for their prediction is the great inflation in the circulating medium. In Europe it is paper money, the issue of which has been necessitated by the war. In the United States it is the addition to our gold supply. That addition is not extraordinary, the net gain to us in the ten months ending with April being only \$54,000,000, but recently the increase has been rapid and the continued purchase of war supplies fore-shadows still further importations. Moreover the requirements for the normal business of the country are small, and proportionally the supply of funds for speculative uses is large. And then the change in our banking system renders available much larger quantities of currency than in the past. It is presumed that the Federal Reserve Board will restrict so far as possible the issuance of such money when it appears that it is to be used for speculative purposes. The very existence of the war, with its tremendous consumption of articles of human use, tends to create speculative sentiment. No doubt it is true that there is and will be more speculation than usual in certain lines but the menace of collapse after the war is over will restrain wise people from imprudences.

The statistics in detail of the foreign commerce do not disclose anything striking beyond what appears in the totals heretofore published. Exports of manufactures of all kinds other than foodstuffs were less in the ten months ending with April than in the corresponding period of the preceding fiscal year. We have yet to see a great lift in those figures, for it takes time to manufacture munitions of war. But in the item of \$600,711,511 of "manufactures ready for consumption" as compared with the \$608,305,040 there are no doubt many war munitions, for naturally the demand for our manufactured articles for peace purposes has fallen off in view of the tremendous diversion of Europeans to the activities of war.

The record of the normal workings of business in the aggregate scores below that of last year. The bank clearings are running about 5 per

cent less than in June 1913, but we must keep in mind the clearings of the Federal reserve system, moderate although they may be. In May, however the country appears to have been feeling still the effects of a revival which was evident in April and as the Lusitania affair did not occur until the seventh of that month many operations initiated before that event were no doubt carried to their completion in spite of it. We therefore have a good showing for that month, a gain of 11 per cent. for the whole country and of a little less than 1 per cent. outside the city of New York. Of failures in May the number was 1,440 against 1,181 in May, 1914, making a new high record for that month, but the liabilities scored only the moderate increase from \$17,491,672 to \$18,150,169, according to Bradstreet's report.—Economist.

Speaking of Critics.

A man who wrote a book and the critic who reviewed it met at a dinner, and since the review had not been a very favorable one there was some argument as to the merits of the work.

"The story did not appeal to me as striking the right chord," declared the critic, "and in writing the review I did no more than follow my honest conviction."

"But my dear sir," persisted the author, "I maintain that you are in no position to appreciate the work. You have never written a book yourself, you know."

"Very true," was the quick rejoinder of the critic. "Neither have I ever laid an egg, but I am a better judge of an omelette than any hen in the country."

Give and forgive is a good codicil to attach to the golden rule.

Ask for our Coupon Certificates of Deposit

Assets over \$4,500,000

GRAND RAPIDS SAVINGS BANK

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

THE Tisch-Hine Co.

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

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

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

HOW

THE MICHIGAN TRUST CO.

SERVES THE PUBLIC—No. 6

IT ACTS AS

Guardian of Minors by appointment of a Will.

Guardian of Minors by appointment of the Probate Court.

Guardian of insane, or mentally incompetent persons, spendthrifts, etc.

Trustee or Agent.

To care for, invest, or disburse a fund created for the benefit of your wife, child, or for any purpose.

To invest your funds and pay you the income and principal as may be designated or agreed.

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

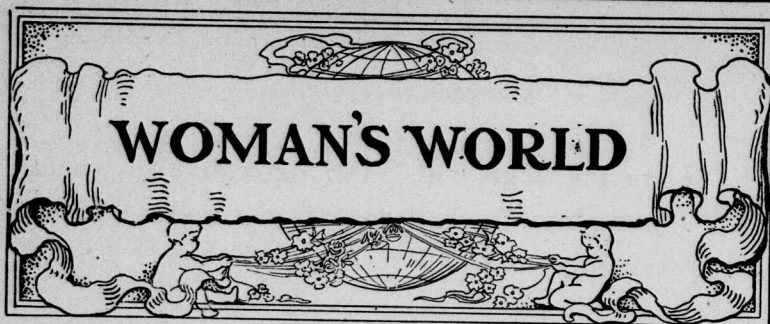
THE PREFERRED LIFE INSURANCE CO. OF AMERICA OFFERS

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.



A Few Suggestions Regarding Your Vacation.

Written for the Tradesman.

Be sure to take a vacation. Particularly if you feel that you just can't this year—if you have so much to do that the work is piling up in spite of you, and it seems that if you stop for even a few days that you will be hopelessly swamped, then break away by all means. If all you can accomplish by your utmost efforts looks to you pitifully small, and what remains undone and the tasks that are coming on to do loom large and portentous, you can be quite sure that you stand greatly in need of a rest. You would better take it at once.

There is a certain nervous condition of which the characteristic symptom is that the greater the weariness and inability to work, the more the patient sees to do, and, in her own distorted estimation, the more urgent the necessity for her to keep going. This condition presages a breakdown. It is wise to take a little lay-off now when a few weeks' vacation and repose will likely restore the equilibrium of the overstrained nerves, rather than to continue to spur your flagging energies until the inevitable collapse comes. Then months or perhaps years of rest will be imperative, and at best recovery is never entirely complete.

For you to go away and leave all your pressing duties for a little time is not likely to cause the dire disaster that you fear. Perhaps no one of us fills a place in life quite so large and important as it seems to ourselves. At any rate those who act as our substitutes often do wonderfully well when they are given the opportunity to show their abilities.

Take the kind of vacation that you want and stand in need of—not some other kind that some friend talks you into taking against your own desires and better judgment. The two words rest and change express very fully and completely the principal features of a good vacation.

Obviously what will be rest and change for one person will not have these desirable attributes for another. Perhaps you are the mother of a family of grown or nearly grown sons and daughters. You have a good deal of company and you engage in church and club work. The chances are that you are all tired out with people. Then don't go to a summer hotel. Instead, go to the country or to some little quiet place where you can be away from too many folks, and look on leaves and flowers and a lake, and be refreshed. If you like water travel a long steamer trip on a boat that

is not crowded with passengers may be the finest sort of a vacation, provided you go alone and keep much to yourself, as you can do on a boat if you choose.

Possibly in your everyday life you may be too much alone. Solitude has gotten on your nerves. Then the policy of getting away from people should be reversed.

Of course concessions must be made to the other members of your own household. If all are to take their outing together, then it must be some kind of outing that all can agree upon and enjoy. But this sort of vacation easily may become a mere travesty for one or more of the members. Perhaps all the others want to go camping. Well and good. That may be the very best thing to do. But if you are the mother, you are likely to find precious little rest and recreation in doing the cooking to satisfy outdoor appetites, with everything unhandy as it is in a camp. It might be the wisest plan just to give the others as good a time as possible on the camping trip, and take your vacation proper either before or after.

For the woman who works down town in a store or office, or who teaches or goes out sewing, a fortnight spent in the quiet of her own home may furnish the elements of rest and change admirably, provided that she actually takes a rest and does not pitch in to clean the house or fix up her clothes. And a two or three days' trip away should be indulged in if possible.

Speaking of clothes, assuming that the vacation is to be taken away, don't wear yourself to a frazzle on your wardrobe before you start. Of course you want to be well dressed—it would spoil all your pleasure to go otherwise. But if you sit up nights to sew for the month or six weeks before starting, the overwork will more than counteract any benefits you can derive from the outing. Do not so exhaust yourself with preparations that you can not take with you the true vacation spirit of light-heartedness and freedom from care.

Unless you are a person of independent income, count the cost carefully when planning your vacation, and arrange it so that the outlay will not exceed what you easily can afford. Remember that there are likely to be many little unexpected expenses. Also that when away you can not economize comfortably and in unnoticed ways as you can at home. A very modest vacation that permits a few little extravagances along as you may want them, may be far more en-

joyable than a more ambitious outing on which you would be obliged to practice all kinds of wretched economies.

For instance, you don't want to feel that you have to walk several blocks and carry a heavy suit-case just to save a hack fare. You don't want to put up at a dirty, shabby hotel or rooming house just for the little saving between uncomfortable quarters and a clean, nice place. So plan a vacation that is within your means. You don't want to go into debt for your vacation, nor to draw too heavily on your precious little hoard of savings. Either one would tend to defeat the end you wish to attain.

There are strong points of advantage in going off alone on one's vacation, if one is of a temperament to enjoy that kind of thing. But if that is not your idea of a good time, then choose as companions only friends who are truly congenial. You don't want to put in the few precious days striving to harmonize a lot of incompatibles, nor trying to make things pleasant for some chronic grumbler. Those who like the same things you like, and whose circumstances and ideas of expenditures are quite like your own, will be best.

Say a little party of women go away together. One among them who insists on spending more money than the rest can afford, will destroy the pleasure for all. On the other hand, the woman who is "close as the bark on a beech tree" and opposes little outlays that would add

greatly to the enjoyment, is a most undesirable companion on a pleasure trip.

Old-fashioned persons often bid one who is going away to "take care of yourself." This is trite but still very good advice, and easily will stand a little enlarging. Take extra good care of yourself. It is allowable to be a bit selfish for these two weeks, provided of course, that you are properly self-abnegating during the other fifty. So don't set out with the avowed purpose of doing "all the good you can, in all the ways you can, to all the people you can!" Cease for a little time from your sacrifices as well as from your labors. Be considerate of the people with whom you come in contact, but don't allow your sympathies to be unduly drawn upon if you decently can avoid it. And don't hunt for misery to relieve nor grief to assuage. For if you are doing these blessed things ordinarily, your sympathies need recruiting as much as your physical strength and mental vigor. Do just what you like for a little time and let your kindness accumulate. After a good all-round rest you will be able to go back to the doing of the old tasks and the making of the old self-denials with a brave heart. Quillo.



WHITE HOUSE BRAND

COFFEE
DWINELL-WRIGHT CO.
BOSTON-CHICAGO

It's Goin' Like Hot Cakes

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



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.

Be Prepared for June "Showers" for June Brides.

Written for the Tradesman.

The "shower" is an off-shoot of the wedding gift trade. In its nature and purpose it is essentially practical; hence, the hardware dealer is in line to profit from these events which are particularly frequent in the month of June. The business, however, is not confined to June by any means; and the merchant who puts on a strong "shower campaign" right now will continue to reap the benefits throughout the entire year.

Wedding gifts are often expensive; the donors are those who receive invitations to the happy event, and who share in the cake or who, at least, have the opportunity to share. On the other hand, the "shower" is a lesser expression of good will from more distant friends, who, while not expecting invitations to the wedding, are nevertheless anxious in some slight degree to testify their regard, and who do so by assisting a little toward the equipment of the new home. These events are also frequent where, as in many cases nowadays, there is no elaborate wedding, but the contracting parties merely call at the rectory, parsonage or manse as the case may be, and leave immediately on their wedding trip. In such cases the "shower" is the only opportunity the friends have for testifying their regard. As a rule, the shower is tendered by some intimate friend of the bride, the latter is the guest of honor, and each of the guests brings with her (or him) some useful article for the new household. The event gives the friends an opportunity to get together and enjoy a jolly time; so that the custom, which has grown rapidly in recent years, isn't entirely unselfish.

Often linen showers are held. The hardware dealer has no interest in these. He is interested in kitchen showers, for his stock is pre-eminently suited to the equipment of a kitchen.

So, right now would be a good time to feature a window of kitchen utensils with the question boldly placarded:

WHY NOT A KITCHEN SHOWER FOR THE JUNE BRIDE?

Naturally, it will pay the merchant to "get a line on" expected weddings. Here his clerks can be very helpful.

Knowing the names of the prospective bride and groom, it is an easy matter for a clerk to informally approach some friend and to her propound the question: "Why not get up a shower of some kind for Alma?" And the logical follow up suggestion is: "If you'll come down to the store I'll show you through our stuff, and help make a selection."

In business-getting along these lines, the younger salespeople are apt to be more successful than the merchant, for the simple reason that they are in closer touch with the younger set, from whom the rank of the newly weds are being constantly recruited. They know the young people, who are their friends, to what organizations they belong—and this last information is important. The bride's Sunday school class will get up a shower for her, the young people's organization in which she has been an active worker will be glad to pay their tribute, and if she is a member of a woman's club or lodge, still more "showers" or, in the alternative, joint presentations, are in order. Information of this sort the merchant, belonging to an old generation, does not possess; but his salespeople, if they haven't got it, can usually get it at very short notice.

Hence, it is eminently in order for the merchant to enlist the hearty co-operation of every member of his staff, and particularly of the young people. The girl book-keeper whose loquacity in regard to the business may prove embarrassing has an excellent opportunity to redeem herself, and can usually be relied upon to do a great deal toward securing information and stimulating business.

The kitchen shower has, in the past, been the hardware merchant's usual contribution. It should be remembered that, as a rule, the individual gifts sold in this way are small articles, at low prices, often only 10, 15 or 25 cents each, and usually below \$1. It is in the aggregate that they bulk large. Yet so varied is the hardware stock, that, where one shower has been customary, there is ample material for at least three or four, perhaps for half a dozen.

And hostesses at these events will welcome variety, even if it involves more expensive gifts. In fact, the need for variety can be made a good opening for the pushing of more expensive and substantial articles. This is to the merchant's interest, as well as to the bride's. The merchant should, therefore, work steadily in the direction of specialized showers, instead of one general "kitchen shower."

For instance, one hostess might put on a "graniteware shower" and another a "tinware shower" and another an "aluminum shower." An "electrical shower" is a novelty which may occasionally be essayed. The merchant who succeeds in producing three or four showers where one was the rule before is building for the future; and the new household will remember him gratefully.

Where the merchant makes a practice of circularizing to supplement his newspaper advertising and window display, it will be a good stunt to secure a list of young ladies who are leaders in the various social activities of the communities. To these circular letters can be sent suggesting, inferentially if not directly, the getting up of "showers" for brides-to-be, and the facilities afforded by your store in furnishing presents. A circularizing campaign of this sort can be economically combined with the regular wedding gift campaign; and the one circular may do for both.

A kitchen shower display may be made, or two or three of them, if you find time to put them on. This is business which is not confined to June by any means but continues on a lesser scale throughout the year. A combination display will often prove good business, including various lines, and the suggestive questions on show cards: "Why not a graniteware shower?" "Why not a woodenware shower?" "Why not an aluminum shower?"—and so on.

In any such display—in wedding gift displays generally—a "dummy" bride, with veil and orange blossoms, will add realism and effectiveness, and will render the window more likely to attract and hold attention. One such display had the bride as the central figure with a parasol over her head, and a shower of kitchen utensils, dangling by strings from the ceiling or fallen all about her, together with a sprinkling of rice and confetti.

These added touches often involve little extra work. The dummy figure can be used from year to year, with slight alterations; so that the first work and the first expense are practically all the work and expense involved. William Edward Park.

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.

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.

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

THIRTY THIRDERS.

(Continued from page nine.)

so smoothly that little was left for the Executive Committee to do. The reports of these several committees, when read here, will verify this statement.

The second meeting of the Executive Committee was held in Lansing, April 30, for the purpose of conferring with the Legislative Committee regarding legislation then pending, and, also to make arrangements for this present meeting of the M. S. P. A.

The Executive Committee wishes to congratulate the Association upon the fact that the offices of President,

Mr. D. D. Alton has filled the important office of Secretary in a manner which fully justifies the confidence reposed in him when his friends persuaded him to take the office. His motto seems to have been, "Keep everlastingly at it," and he certainly has kept in close touch with the entire membership and especially with those who have been careless about paying their dues. His books have been audited by this Committee and found correct.

That the office of Treasurer has been very satisfactory managed by Mr. E. C. Varnum is evidenced by the fact that his accounts have been

2,500, instead of about 500 as at present. There is just one argument in favor of membership in the M. S. P. A. which overshadows all others and should appeal to every druggist in the State, and that is, organized we are a power; without organization we can accomplish nothing. If our Legislative Committee could go before the Legislature and say, "We represent a solid organization of the 4,000 druggists of Michigan," it would have great weight and influence in obtaining desired legislation, as well as preventing the enactment of such as is inimical to our interests. Imagine the same Committee appearing

this assistance, and we must admit that such complaint would be justified, in a measure, although it was not an intentional neglect. Your Executive Committee would respectfully recommend that this section of our constitution be made more practical and more operative by a closer relationship between these two committees.

The report of the Secretary of Board of Pharmacy we recommend be spread on the minutes of this meeting.

The report of the Board of Trustees of the Prescott Memorial Fund has been examined, the accounts aud-



Secretary and Treasurer have been filled during the past year by members who possessed not only extraordinary ability, but a degree of vim, vigor and enthusiasm which served to stimulate the members of the various committees to accomplish good results in their respective fields of work. Especial praise is due to our President, Grant W. Stevens, for his very able administration. He has worked unceasingly for the good of the Association and has displayed a wonderful executive ability, accompanied by an earnest desire to put the M. S. P. A. in the front rank of its class.

audited by this Committee and found to be correct to the cent, accounting for all moneys received from the Secretary and for interest on deposits as well.

The only committee under the immediate direction of the Executive Committee which has failed to accomplish all that might be desired is the Membership Committee. This is not said in disparagement of this Committee, but, rather, because it matters not how well the work of this Committee is done there is always more to do. With about 4,000 active druggists in the State we should have a membership of at least

before the Legislature with the statement, "We represent about 300 of the 4,000 druggists of Michigan and would like such and such bills passed." Would you imagine that this Committee would be taken very seriously by the solons of our great State? You know they would not except as the personality of the Committee itself might appeal to them.

Section 5, Article VI of our constitution says: "It shall be the duty of the Executive Committee to assist the Membership Committee in the soliciting of new members." Perhaps the Membership Committee might complain that they were not afforded

ited and found correct.

Our unstinted thanks and praise are due to the Michigan Pharmaceutical Travelers' Association for the magnificent manner in which they lift the burden of responsibility from the shoulders of the M. S. P. A. and take it upon their own in the matter of entertainment. This auxiliary association, and back of them the houses which make their efforts productive of so much good, have never yet failed to provide even more than they have voluntarily promised to do. They have always exceeded our greatest expectations, and, judging from the present programme, they have

outdone all former efforts. Both they and the firms they represent are entitled to our heartfelt thanks.

Charles S. Koon.
J. H. Webster.
Ed Austin.
Henry Riechel.
A. J. Huizinga.
D. G. Look.

J. H. Webster, chairman of the Legislative Committee, presented a verbal report, which was well received.

Earl DeKruif, chairman of the

per presses twice a month with pleas to join the Association, you would not get them, personal touch is the only way outside of "cave man" methods.

Every member get busy and get his brother pharmacist, almost all are gettable if the committee could get at them. Let them know that through our co-operation with our local State and National associations, we saved them \$4.00 on the Harrison registration every year. That the war tax on all patent medicines was struck out and that we are eventually going to pass the Stevens price protection bill. Also that there are several other goods things done for their benefit all the time to which they do not contribute any support.

Our Secretary has given the membership list a thorough house cleaning all the dead head, long over due members in name only have been weeded out.

We must give the most credit of increased membership to our friends, the Michigan Phar-

papers of interest were read by John Hackney, Secretary of the Detroit Retail Dealers' Association on "Propaganda," and the annual report of W. H. Fox, chairman of the Committee on Trade Interests.

Thursday Afternoon.

The feature of the session was the reading of a paper by Thomas A. Potts, Secretary of the National Association of Retail Druggists, on "The Harrison Interstate Narcotic Act." The reading was followed by a long

ed the spirit of Mr. Pott's remarks and conclusions and congratulated the druggists that they could now dispense narcotics without feeling that they were committing a moral wrong.

Edw. Austin, of Midland, discussed the subject of Parcel Post Patronage in an exceedingly entertaining manner.

Friday Forenoon.

C. H. Jongejan, chairman of the Committee on Revision presented a



Membership Committee presented the following report:

Again I stand before you as the chairman of the membership committee and I am sincerely glad to report at this time, because it is a most welcome pleasure, which was so unwelcome a year ago. Although this report is a great deal more favorable than in 1914, there are still hundreds of druggists throughout the State who should and will be members if we co-operate. Go after them without gloves on, or use gloves with horseshoes in them, and be sure to land on each delinquent druggist so that he co-operates to the extent of \$5.00 and all the good that is in him, for the benefit of the Association and himself. Every member should be a committee of one to get his neighbor who is a non-member.

It is hard for the membership committee to do much outside of the town they are located in. If the committee filled some druggists' pa-

maceutical Travelers, who got about and got a vast majority of the new and renewals in our list, and to our efficient Secretary, who went after all he could reach without gloves on. The increase for 1915 is 141 or about one-sixth of the total membership. Every one help on this most important part of our association work, and keep up the membership. We also hope our friends, the Travelers, will help us again in the coming year.

Thursday Forenoon.

Lee M. Hutchins gave a talk on "When Does Credit Granting Become a Banking Proposition," and argued that the druggists lost large sums by allowing bills to become overdue without charging interest. Other

and interesting discussion which was participated in by many of those present. Many important points were brought out during this discussion.

District Attorney Walker followed, and in a short talk told of the workings of the act from the standpoint of the Federal Court. His observance he said, led him to believe that the pharmacists were fortunate in being able to work under an act whereby they can fill prescriptions for drugs for the benefit instead of detriment of patients. Mr. Walker commend-

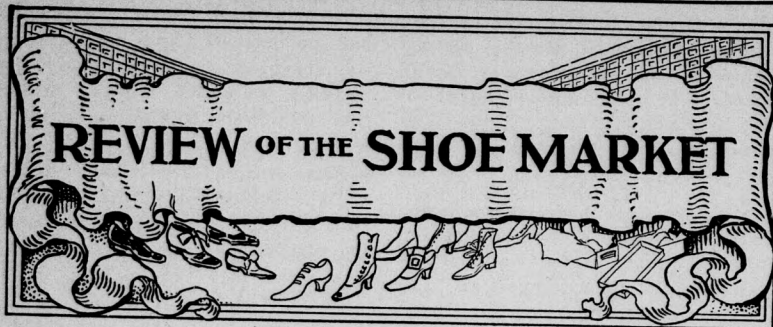
report recommending a few minor changes which were concurred in.

Edw. Austin presented the report of the Committee on Resolutions, as follows:

1. President's recommendation that action be taken empowering the Executive Committee to negotiate with the management of the D. R. D. A. Journal to continue its service to M. S. P. A. Approved.

2. President's recommendation that our Secretary extend to Mr. White our full appreciation of the many inspiring thoughts contained in his leg-

(Continued on page twenty-six.)



How I Built Up a Losing Business.

Second Paper.

As we entered the store, Mr. Adams the man in charge of it, came forward to meet us. I found him rather pleasant, easy going and very slow. It seemed to me as though he was dragging some heavy weight around with him. After a few remarks we started to look over the stock, he trying to show the good numbers and I hunting for the bad ones. In this contest I was victorious, for I struck some broken lines of red, gray and blue numbers which should have been closed out a year or so before. I made up my mind then that I would dye those numbers black and sell them at any price. I found the floor unswept, dust on the cartons and everywhere else apparently. Shoes were run on the shelves at random and the store was apparently suffering from a lack of system from one end to the other.

Mr. Adams explained his late arrival at the store by saying that he was painting his house that day and couldn't possibly get down to business any sooner. Afterward I learned that the least suggestion of a real estate deal would justify him in his mind in closing the store at 2 or 3 o'clock in the afternoon, and in a few cases it had been closed an entire day.

Business was exceedingly dull of course, and he, too, seemed of the opinion that a young man should be put in charge of it, as the young bloods demanded novelties and he simply refused to handle them. In his opinion a man was a fool to stock them. Then followed a denunciation of the people who would persist in calling for something he didn't handle.

Another great source of annoyance came from the former proprietor, who was a general merchandise man. It seemed he had made it a custom to replace defective shoes on the slightest complaint of the customer and Mr. Adams informed me that his policy in handling them was to show them no mercy whatever. The people just wanted something for nothing, he explained, and the sooner he was rid of that class of trade the better for the store. Cash was scarce, too, it seemed, since people were always asking for credit. Cash being the policy of the store, he found the people hard to handle and such of them as he had trusted he found slow about paying. The proximity of the city and the business that went to the mail order houses were two other sources of great evil, since it made

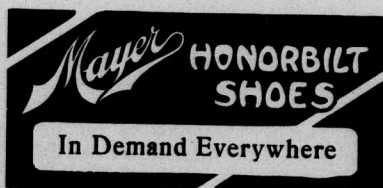
the people both independent and particular.

During his tirade against human nature I took a good look around the store. The shelving, which was for single cartons, and mahogany finished, was built seven feet high and struck me as being very neat. The fixtures consisted of two circular leather upholstered settees, a bench seat, wrapping counter, cash register, fitting stools, a small show case and a rickety desk. With one or two exceptions the store's furniture looked good. The show case was decidedly a findings case and occupied a position squarely in front of the door. Insoles, laces and polish were thrown in it at random, giving it the appearance of having been struck by a wind storm.

Leaving the store we found a box of overshoes on the doorstep marked \$1.49. The window had most of the Christmas trimming in it (in March) and it contained anything from white canvass goods to overshoes. A single fly specked electric fixture was suspended from the ceiling of the window, and the dust and dirt on display there were evidently the accumulation of ages. As far as I could see, the only reason a person would have for looking in the window at all would be to see what real estate bargains the owner had to offer.

The mahogany mirror background, and the unusual width of the window would allow for some very pretty trims I thought, and I couldn't see why this opportunity hadn't been taken advantage of long ago. A walk around the square convinced me that the town would appreciate a few good trims. The one other shoe store there also looked like a back number, but I did not look for a big fight from this source. Three general stores were handling shoes and one of these seemed to be handling some pretty nice goods.

I told Mr. Barnes I believed I could put the store on its feet, but that it would take time. I thought I would do well the first year if I broke even, and that I might lose a little money, but that by the end of the second year the store should be on its feet and making money. This seemed to be his idea, too, and after a little



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	.41
Misses'.....	.41	.37
Children's.....		

White Champion Tennis, Gray Soles (in Cartons)

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

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	.57
Misses'.....	.57	.52
Children's.....		

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

National Yachting Goods All White

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

Emmy Lou Pumps All White

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

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



Two R. K. L. Profit Makers

Light, comfortable
outings—just the
thing for wear
during the summer months.

In Stock

Both heights, black
and tan either chrome
or hemlock sole.

Order Them Now



Rindge, Kalmbach, Logie Company

"Makers of Shoes that Wear"

Grand Rapids, Mich.

further talk it was agreed that I was to take charge of the store the following Monday morning. A contract was drawn up and signed and accordingly the following Monday morning I was back in Fargo ready for business. I had laid my plans during the week and knew exactly what I was going to do when I got to the store.

First, I was going to clean it up from one end to the other. Next, I was going to invoice the stock and get a record of the sizes and widths of every shoe in the house. After this work had been done I was going to dig up every little detail that had the least bearing on the business. Then I was going to locate the various causes of the failure to get business and remedy them as quickly as possible. So far my information had been very meager and I knew that it was up to me to dig it up for myself.

Arriving at Fargo on Monday morning, I walked up from the depot partly for the exercise and air, but mostly because the bus was too close and stuffy for me on that memorable morning. I felt that I needed to be in the open. I wanted to breathe the fresh country morning air and think. The first breath of it seemed to fill me with a sense of freedom I had never known before, for wasn't I a manager now and hadn't I discarded the old shackles that had kept me from doing the big things I knew I could do if I only had the opportunity? I was free now, free to do as I chose, and with no one to tell me what to do or how to do it. The ideas I had been years in getting were at last to be given free rein. The supreme test of my experience was at hand and I felt more than equal to the test.

After Mr. Adams' arrival I sprung my first surprise by asking for a pail of water and the window cleaning outfit, and got my first one by finding there wasn't any. I borrowed one from a neighbor and started cleaning the front. It took me a day and a half to put the window in just fair shape, but I had made several friends through the window cleaning, as cleaning up was evidently a very uncommon occurrence in that particular store, and of course a new man was more or less of an attraction, too.

During the cleaning up campaign I determined to have the top tier of window light (which extended to the ceiling) cut off and a ceiling put in with four lights instead of one. I was more than repaid for my trouble to have people stop and look at the window, which was clean to say the least. Then I carried the cleaning campaign through the store with equally good results.

During these two or three days another feature presented itself. More or less shoe repair work came in and as soon as Mr. Adams got the notion he took it to a repair shop where it would be done at their leisure at a 10 per cent. discount.

My next move was clear. I ordered a small set of tools and some supplies and greatly to Mr. Adams' as-

tonishment I started doing my own repairing, and here my early training began proving its value. As soon as the necessary forms came we started invoicing, but not according to the way Mr. Adams had anticipated, for when I asked him to call sizes, widths and descriptions, besides the cost and stock numbers, he declared we wouldn't be through invoicing until fall. I told him I had plenty of time and if he had the same that was all that was necessary and that his salary would go on just the same if the work took all of the year. Two days' steady work finished the job and we were ready to figure it up. After the figures were completed I took a little more time to eat and sleep.—O. E. Nelson in Shoe Retailer.

Mr. Nelson's third article, which will appear next week, will describe some of the business ideas he made use of to draw back some of the trade that the store had lost and which also helped to attract new customers.

The Marking of Bills.

In their surveillance and apprehension of suspected persons Government Secret Service officers often find it necessary to "mark the money" handled by such persons. There are various methods of so marking the National currency, one of the most novel of which is the pinprick.

The note to be marked is, say, the \$5 silver certificate bearing the vignette of an Indian chief in his full regalia of feathers and trappings and presenting a full-face view. With the aid of a pin the secret service man makes two punctures in the bill directly in the pupils of the Indian's eyes. To the casual and sometimes even critical inspector of the note these pinpricks are invisible. If raised to the light, however, the bill will distinctly reveal them.

The markings are complicated by the following process: The pinpoint is applied in the "twist" of the large figure 5 at the two upper corners of the note. These tiny twists do not appear in the "necks" of the two figures 5 that are at both ends of the bottom of the note. The note is now pierced again, this time the ends of the scrolls on each side of the word five in the lower center of the bill. The marking is now complete. In secret it is exhibited to one or more persons for purposes of identification, and is then placed in the till or money drawer to which the suspected person has access.

It is said that the pinpricks will remain perfect for sometime. When such bills are produced in court, and their marking is explained under oath, conviction is practically certain.

Don't Believe in Signs.

The customer in the grocery store, having ruined his clothes was hopping mad.

"Didn't you see that sign, 'Fresh Paint'?" asked the grocer.

"Of course, I did," snapped the customer. "But I've seen so many signs hung up here announcing something fresh which wasn't that I didn't believe it."

Push the Tennis Get the Sellers

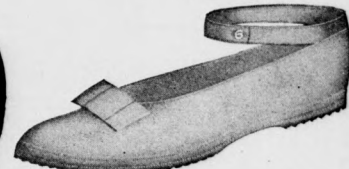


Men's Holiday

Pneumatic Heel
Drab Upper and Drab Rubber
Soles
Pressure Cured
Leather Insoles
Loose Linings

Men's Bals..... \$1.05

Men's Oxfords..... .95



Ladies' Lakeside Mary Jane Pump

White Upper and White
Sole

Pressure Cured
Leather Insole
Loose Lining

Ladies' like cut.... \$0.90

Keep posted on our

HOOD TENNIS

It will pay you

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

\$Service that Satisfies\$

It is Service that is expected and bargained for
when a man buys work shoes



He gets it in Rouge Rex shoes—a dollar's worth of satisfactory service for every dollar of cost.

The satisfied customer does not send his money to the distant mail order house. Rouge Rex quality holds his good will, and his patronage.

Rouge Rex bike pattern work shoes—all leather, made in regular heights and eight inch tops, full bellows tongue—meet the demand for service. Send for complete, descriptive catalogue.



HIRTH-KRAUSE COMPANY

Hide to Shoe
Tanners and Shoe Manufacturers

Grand Rapids, Mich.

THE MEAT MARKET

Get the Best of the Fly in Your Market.

Modern science has demonstrated that the ordinary house fly and his near relatives are not merely the annoying, but harmless insects that we formerly thought, but that, on the contrary, they are actually a serious menace to health, distributors of filth, and actual carriers of disease germs. They are therefore insects which may do untold injury in the way of sickness and lowering of efficiency of workers.

With the advent of warm weather it seems it is of special timeliness to call attention to the case against the fly and to suggest some methods of fly elimination or the lessening of these pests as appear to be practicable. It is of special importance, further, that efforts at fly control should be carried out in food establishments because of the peculiar feeding and breeding habits of these insects and their particular fondness for sugary material. All foods are notably an attraction for flies as to have this fact find expression in the well-known proverb dealing with the relative merits of sugar and vinegar as agencies for fly capture.

The fly has been characterized as "the deadliest animal alive" because of the proved cases of spread of disease which may be traced to it. These pests have been responsible for the outbreak of typhoid fever in camps and summer resorts. They are also a big factor in the diarrhoeas, summer complaints and kindred ailment of both infants and adults. These diseases will never be completely wiped out until the fly and related insects are controlled and subjugated.

The fly is presumably not long lived, but this is more than counterbalanced by its breeding activity, so that new recruits are constantly developed during the warm weather. Flies will breed in almost any moist, decaying, organic matter. They prefer horse manure, but many other materials prove acceptable to the insect. Garbage, rotting fruit, wet waste paper, scraps of dough or food, old milk, stale meat and many other things serve as well as manure for the hatching of the eggs and the support of the maggots. It is estimated that 8,000,000 flies may be the offspring in a single year, starting with one fertile female. Obviously, therefore, the best method of fly annihilation is prevention of breeding.

The breeding places should be destroyed or treated with disinfectant so as to kill the eggs when they are deposited.

All manure, filth, waste food mate-

rial and garbage should be cared for daily and not allowed to accumulate. Receptacles should be provided for all such materials, and these in turn should have tight-fitting covers which are kept in place at all times.

Lime should be freely scattered in damp places where organic matter may collect.

Drains should be covered or screened.

Special care should be taken that the toilets and dressing rooms are kept clean.

The number of flies gaining entrance to workrooms and their subsequent danger and damage can be greatly lessened by the use of screens. Screens serve another useful purpose in that they prevent in a large measure the entrance of dust, owing to the breaking up of currents of air, or acting as a baffle to change the direction of the wind currents.

In my opinion screens should be adjustable so that an opening at the top can be provided. However careful one may be, some flies are almost sure to gain entrance to rooms. When the rooms begin to get dark the flies seek the windows, and if a slit or opening at the top of the screen is present many of them will crawl up and out into the open air. Obviously this opening is to be kept closed during the early part of the day.

Another method of controlling flies indoors is by the use of fly traps. These are too well known to require extended description, and a number of effective forms of traps are on the market. Traps should be put at numerous light places in the market, baited with sugary materials, and left during the day. The entrapped flies may be killed by immersing the trap in hot water.

Strips of sticky fly paper suspended in entries and near doors will often

capture many flies. After a few days the paper will need to be replenished, but the expense is small as compared with the results obtained. Poisonous solutions are not recommended, as there is some danger that an ignorant workman might accidentally get some of the poison himself or somehow adulterate the product on which he is working.

A method of fly elimination which is of value consists in the use of insect powder (Dalmatian powder or Persian Pyrethrum powder) in the following way: All food material, meat, etc., should be carefully covered or removed and windows and doors tightly closed. The insect powder may then be thrown in small amounts in front of a rapidly revolving electric fan, by which it is distributed to all parts of the rooms. The powder sticks to the bodies of the flies and stupefies them so that they drop to the floor apparently dead. Many of them would recover in a few hours, however, so it is desirable to collect the bodies and burn them after the powder has acted an hour or two. By carefully sweeping the floor the flies and the powder can be collected, the fans, of course, having been turned off after the room has been well treated.—Butchers' Advocate.

Make Out Your Bills

THE EASIEST WAY

Save Time and Errors.

Send for Samples and Circular—Free.

Barlow Bros., Grand Rapids, Mich.

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

THEY ARE GOOD
OLD STAND-BYS

Baker's Cocoa and Chocolate



Registered
U. S. Pat. Off.

are always in demand, sell easily and are thoroughly reliable. You have no selling troubles with them.

Trade-mark on every genuine package

MADE ONLY BY

Walter Baker & Co. Ltd.

Established 1780 Dorchester, Mass.

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

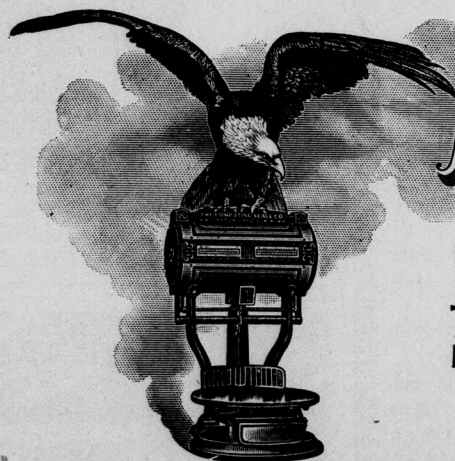
Hollywood Brand

Sliced DRIED BEEF & BACON in Glass Jars

At Meat Markets and Grocers

CUDAHY BROTHERS CO.

Cudahy, Wis.



MONEYWEIGHT Scale Co.
GENERAL DISTRIBUTORS FOR
The Computing Scale Co.
Dayton, Ohio.

THE FIRST AND FOREMOST
BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE

326 W. MADISON ST. CHICAGO

ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, May 17—In the matter of Edward Helmenga, bankrupt, Grand Rapids, the trustee has filed his final report and account and the final meeting of creditors has been called for May 29. The final report and account shows the acts and doings of the trustee from the time of filing his first report and account, also compromise settlement with the estate of Duke Van Dyke, deceased, in the sum of \$175, in full payment of the claim of this estate of \$350 against said estate of Van Dyke subject to the approval of creditors, also showing subject to confirmation as aforesaid total receipts of \$1,276.68, disbursements of \$716.24 and balance on hand of \$484.43. The settlement was based on claim for balance due on construction of building for the deceased, upon which mechanic lien has been filed.

In the matter of Adrian De Young, bankrupt, Grand Rapids, the final meeting of creditors was held this date. The final report and account of the trustee, showing balance on hand as per first report, \$436.53, additional receipts, \$39.33, total, \$475.86 and disbursements of \$293.87 for first dividend of 5 per cent., administration expenses and bankrupt's exemptions paid in cash, and a balance on hand of \$181.99; also additional receipts at final meeting of \$6.43, making total balance of \$188.42, was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. Final order for distribution was made and a final dividend of 9 per cent. paid, making total dividend for this estate of 14 per cent.

Constantine Golembiewski, of Grand Rapids, has this day filed his voluntary petition in bankruptcy, adjudication made, and the matter referred to Referee Wicks. Ernest J. Nichols is in charge as custodian. The bankrupt formerly conducted a saloon at Grand Rapids. The first meeting of creditors has been called for May 18, at which time creditors may appear, prove their claims elect a trustee and transact such other business as may come before the meeting. The schedules show assets of the value of about \$500 and liabilities of \$1,461, all unsecured. The following are shown as creditors: Chas. Bilecki, Grand Rapids \$350.00 G. R. Brewing Co., Grand Rapids \$11.00 Furniture City Brewing Co.,

Grand Rapids 52.00 Hannah & Hoag, Chicago 95.00 Peterson Brewing Co., Grand

Rapids 45.65 Kortlander Bros., Grand Rapids .. 90.00 Geo. Conner & Son, Grand Rapids 17.50

In the matter of Ralph H. Welch, bankrupt, Charlotte, the first meeting of creditors has been called for June 3, at the office of the referee.

May 18—In the matter of George W. Hall, Jr., bankrupt, Big Rapids, the first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, made a verbal report and was discharged. Creditors failed to elect a trustee and the referee appointed Elbert J. Jenkins, of Big Rapids, as trustee and fixed his bond at \$500. The hearing was adjourned to June 7, for examination of the bankrupt.

May 19—In the matter of Charles Burdick, an adjourned hearing on the secured claim of Arthur W. Barnes was held this date. A stipulation was entered into between the trustee and the claimant that his mortgage should cover one-half of the assets (stock in trade) on hand at the date of the adjudication in bankruptcy. Hearing on the claim was further adjourned to May 24.

May 20—In the matter of the trustee's petition for authority to institute suit against Albert E. Turner and Eva Turner for breach of contract to purchase assets of the bankrupt, hearing was held. Order was entered that suit be not instituted against Eva Turner and order entered authorizing suit against Albert E. Turner if found to be advisable.

May 21—In the matter of John J. Thompson, bankrupt, Grand Rapids, the final meeting of creditors was held this date. The final report and account of the trustee, showing total receipts from all sources, \$140.14 and disbursements of \$20.50 and a balance on hand of \$119.64 was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. There being not sufficient assets to pay the administration expenses it was determined that no dividend be paid to preferred or general creditors.

May 22—In the matter of Arend J. Nyland, bankrupt, Grand Haven, the first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, made a verbal report and was discharged. By vote of creditors Leonard D. Verdier, of Grand Rapids, was elected trustee with bond of \$500. An inventory has been taken of the assets showing them to be valued at about \$500 and it is expected a sale will soon be made.

May 24—In the matter of the Bon Ton Manufacturing Co., bankrupt, Petoskey, formerly in the manufacture of piano benches, the first meeting of creditors was held this date. Claims were allowed.

Creditors failed to elect a trustee and the referee appointed Chillion M. Smith, of Petoskey, and fixed his bond at \$1,500. The receiver was directed to file his final report and account and the meeting was adjourned to June 11 for examination of the officers of the bankrupt.

May 25—In the matter of Harry Padnos, bankrupt, Holland, the first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, made a verbal report through the custodian, Earl F. Phelps and was discharged. By the unanimous vote of creditors, Earl F. Phelps, of Grand Rapids, was elected trustee and his bond fixed at \$5,000. Appraisers were appointed and an appraisal has been made showing assets appraised at approximately \$5,500. A public sale has been noticed for June 9, at the place of business in Holland, upon consummation of which the first dividend will no doubt be declared. The bankrupt was sworn and examined and the meeting adjourned to June 10 for further examination of the bankrupt.

May 26—In the matter of Emmet R. Dunlap, formerly conducting a hardware store at Grand Rapids, bankrupt, the first meeting of creditors was held this date. Claims were allowed. Kirk E. Wicks, receiver, made a report and was discharged. By vote of creditors, Earl W. Munshaw, of Grand Rapids, elected trustee and bond fixed at \$1,000. Appraisers were appointed and an appraisal of the assets is now being made by the trustee. The meeting has been adjourned to June 15 for examination of the bankrupt and transaction of such other business as may come before the meeting. A sale of the assets will no doubt soon be made.

May 27—In the matter of the Ludington Manufacturing Co., bankrupt, the special meeting of creditors for the purpose of considering the trustee's first financial report and account, and hearing on claims was held this date. Claims were considered and allowed. The first report and account of the trustee, showing his acts and doings as such trustee, a sale of all assets, except accounts and bills receivable and certain rights of action remaining unsettled and undisposed of; also showing total cash receipts aggregating \$11,596.16 and total cash disbursements of \$2,853.69 and a balance on hand of cash and credits of \$8,742.47 was considered and decision was reserved. The special meeting of creditors was then adjourned to June 5, at which time payment of the whole or at least a dividend on the preferred claims will be made and a first dividend paid to general creditors if the condition of the estate will warrant it.

May 28—In the matter of the Holland Rod Co., bankrupt, the adjourned special meeting of creditors was held this date. The first report and account of the trustee, showing total receipts including amount turned over from the receiver of \$109.06, aggregating, \$1,280.15 and administrative expenses of \$70.60, trustee's statutory commissions paid to the trustee, \$62.30, total \$132.60, and a balance on hand of \$1,147.55, was considered and it appearing that after adding the sum of \$50.00 to be turned over by the receiver, thus showing balance of \$1,197.55 the said account was proper for allowance, was approved and allowed. The matter of the petitions of attorneys for fees and expenses was considered and decision was reserved thereon. An order was entered for the payment of expenses and a first dividend of 5 per cent. to creditors whose claims have been proved and allowed.

In the matter of the estate of Harry J. Moore, bankrupt, Howard City, the final meeting of creditors was held this date. The final report and account of the trustee, showing total receipts of \$846.34, disbursements of \$404.64 and a balance of \$441.70 was considered and allowed. Accounts receivable sold for the sum of \$10. Expenses paid and a final order for distribution, final dividend of 15 8-10 per cent. made. This estate has heretofore paid a first dividend of 5 per cent., making total dividend 20 8-10 per cent. The estate has been finally closed.

June 1—Stella Evans and Clyde Evans, individually and as the copartnership of Evans & Evans, have filed their voluntary petition in bankruptcy, adjudication has been made, and the matter referred to Referee Wicks. The first meeting of creditors has been called for June 17, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may properly come before the meeting. The schedules on file at this office show assets listed at \$1,025 and the liability is shown at \$938.46. The following are shown as creditors:

Secured.
G. A. Richards, Grand Rapids ..\$300.00
Charles P. Dickerman, Grand Rapids 40.00

Unsecured.
G. R. Box Co., Grand Rapids\$ 29.56
G. R. Paper Co., Grand Rapids .. 8.44
A. E. Brooks Co., Grand Rapids 13.54
H. J. Heinz Co., Grand Rapids 11.70
W. E. Mutton, Grand Rapids 7.80
Johnson Bros., Grand Rapids 22.50
Swift & Co., Grand Rapids 19.50
Morris & Co., Grand Rapids 30.23
Judson Grocer Co., Grand Rapids ..136.74
Watson-Higgins Co., Grand Rapids 105.00
G. R. Savings Bank, Grand Rapids 20.00
John Tyler Fuel Co., Grand Rapids 33.84

Consumers Ice Co., Grand Rapids 6.00
G. R. Water Works, Grand Rapids 3.85
Wolverine Spice Co., Grand Rapids 40.40
Hoekstra Creamery Co., Grand Rapids 53.03
Citizens Telephone Co., Grand Rapids 6.33

In the matter of the Central Foundry Co., of Muskegon, bankrupt, the final meeting of creditors was held this date. Claims were allowed. The final report and account of the trustee, showing balance on hand as per first report and account, \$4,181.59, disbursements for administration expenses preferred claims and first dividend of 15 per cent., \$2,407.96 and a balance on hand of \$1,773.63 was considered and appearing proper for allowance was approved and allowed. Final order for distribution was entered and a final dividend of 6 per cent. declared and ordered paid, making total dividend in this matter of 21 per cent. The estate has been closed.

In the matter of P. G. Mayhew Co., Holland, a hearing on offer for sale of the assets for \$500 was this day held and no cause to the contrary being shown the trustee was authorized to sell all the assets, subject to any and all liens and encumbrances to Arthur Van Duren, of Holland, for \$500.

June 2—In the matter of the Empire Cloak and Suit Co., bankrupt, Grand Rapids, an adjourned final meeting and hearing on claims was this day held. The claims of Nathan R. Wegusen, Louis Wegusen and Jacob Wegusen were submitted, briefs of counsel to be filed. The meeting was then held open for decision on the claims and for payment of the final dividend herein.

June 3—In the matter of Frank Hines, bankrupt, Grand Rapids, the first meeting of creditors was held this date. It appearing that there were no assets not claimed as exempt, it was ordered that no trustee be appointed in this matter. The estate will be closed at the expiration of twenty days.

In the matter of Ralph H. Welch, bankrupt, Charlotte, the first meeting of creditors was held this date. It appearing that there are no assets in the estate not claimed as exempt it was ordered that no trustee be appointed. The estate will pay no dividends and will be closed at the expiration of twenty days.

June 4—In the matter of Alzada Hagadorn, bankrupt, Grand Rapids, the first meeting of creditors was held this date. Claims were allowed. Edward L. Smith, of Grand Rapids, elected trustee. Appraisers have been appointed and an appraisal of the assets made, revealing them to be of the appraised value of \$820. A sale of the assets will be made at once.

In the matter of G. W. Bisbee & Co., Fremont, the final report and account of the trustee has been filed and the final meeting of creditors called for June 14. The final account shows total receipts of \$182.30, disbursements of \$15 and a balance of \$167.30.

In the matter of Appleyard & Johnson, bankrupt, the trustee has filed his final report and account and the final meeting of creditors has been called for June 18. The account shows, total receipts of \$413.31, disbursements of \$160.06 and a balance on hand of \$253.25.

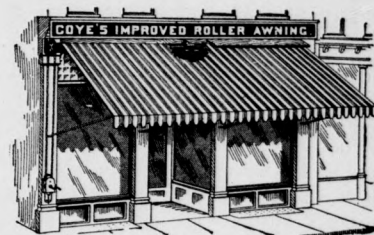
In the matter of Oliver J. Morse, bankrupt, the trustee has filed his final report and account, showing balance on hand as per first report and account, \$2,166.09; additional receipts from collection of accounts receivable and sale of additional assets, \$292.80, total, \$2,458.89, disbursements for administration expenses and first dividend of 5 per cent., \$1,367.61, and a balance on hand of \$1,091.28. Also showing certain assets still on hand and undisposed of. The final meeting of creditors has been called for June 16.

You never miss the water until the courts get hold of the stock and squeeze it out.

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.



AWNINGS

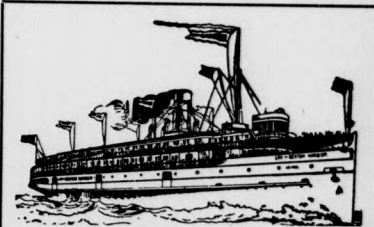


Our specialty is AWNINGS FOR STORES AND RESIDENCES. We make common pull-up, chain and cog-gear roller awnings.

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

CHAS. A. COYE, INC.

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



CHICAGO BOATS

Graham & Morton
Line

Every Night

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

Your Citizens' Phone

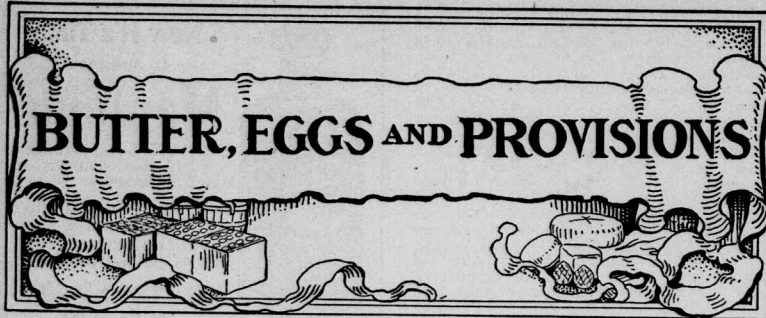


Places you in touch with 200,000
Telephones in Michigan

80,000 Telephones in Detroit

DIRECT COPPER METALLIC
LONG DISTANCE LINES

CITIZENS TELEPHONE CO.



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, Williamston; C. J. Chandler, Detroit.

Advantage of Featuring Fruits and Vegetables.

Written for the Tradesman.

The development of improved shipping and growing facilities makes the trade in fresh fruits and vegetables a steady business all the year round. Indeed, the human perversity which cries the loudest for the things not in season has done not a little toward the successful development in Northern climes of a paying trade in these lines when the ground is covered with snow. And people who want what they want when they want it are as a rule willing to pay for the privilege of having.

The handling of fresh fruits and vegetables demands accurate knowledge of the business. The merchant must know his goods; he must be in constant touch with the surest source of supply; and—since the goods are essentially perishable—he must be able, as a result of knowing his customers, to gauge the demand. Furthermore, there are times when it is necessary to do business at a loss in order to secure subsequent profits.

A specialty is always good advertising and does a great deal in most instances to stimulate the sale of staple lines. The customer who comes to a merchant because the latter advertises the first strawberries of the season will often buy several dollars' worth of other goods. For this reason there are merchants who believe that it pays to feature the first strawberries of the season, even if they have to be turned over at a loss.

For instance, a Michigan grocer has for a number of years made "the first of everything" his specialty. Particularly does he aim to sell the first strawberries in his town. To do so, he has to import extensively, at times of the year when such shipments are very precarious. Imported fruits, and particularly imported strawberries, are rather risky commodities; and this particular dealer admits that, after paying duty and express charges and allowing for losses occasioned by fruit sometimes going bad, he not infrequently finds that he is handling the imported berries at a loss.

Yet he believes this is justified. "Although the direct transaction means a loss," he explained, "there is profit in the long run. The imported berries start a great share of the summer preserving and fruit trade

in our direction. People who want early strawberries practically have to come to us. When the home grown berries come in, however, the great percentage of these people come our way as a matter of course. Home grown raspberries and blackberries follow the strawberries practically without a break; then peaches, plums, pears and all the later fruits. We make a dead set on the fruit trade right at the beginning of the season and start it coming our way—and it keeps on coming. Handling the bulk of the fruit trade means that we secure, too, a large proportion of the business in preserving accessories—sugar, sealers and incidentals. Then, too, the handling of early stuff constitutes an advertisement for the store and proves helpful to the general business."

Yet it should not be necessary to handle even the imported product at a loss. The merchant who understands in every detail what it costs him to do business, and in regard to his imported fruits has learned by the experience of years what proportion must be allowed for incidental deterioration, can put his selling price at a figure which will let him out. The people who want "the very first" can afford to pay the price.

The instance given illustrates some of the advantages of featuring fresh fruits. Yet no grocer or general merchant should jump at the conclusion that such a department is easy money with no work, worry or risk involved. The successful conduct of such a department requires a merchant who is in many respects a master of detail. He must know his goods. He must know where to buy, when to order, and how much; must be able to time the arrival of his consignments and get in touch with individual customers who will promptly take the goods off his hands. For it isn't sufficient to get in the goods and advertise them; the merchant must be able to calculate, when ordering, where he is going to sell the larger proportion of each shipment. Often it is first class business to take orders for future delivery. If Mrs. Jones is planning a party for the seventeenth, get her to feature strawberries in the entertainment, and book her order right now for so many boxes. Or, if you have a chance to take on a consignment of berries at an exceptionally favorable price at such and such a date, telephone a couple of dozen of your regular customers, tell them that you have berries coming in on that particular day, and get their orders for delivery immediately on arrival. The business

The Brand That Is a Guaranty Of Purity and Excellence



(This label appears on our glass packages)

See quotations in
Grocery Price Current

For Sale by All
Wholesale Grocers

Satisfy and Multiply
Flour Trade with

"Purity Patent" Flour

Grand Rapids Grain & Milling Co.
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.

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.

is one where the merchant has to look lively sometimes in order to avoid loss. One important point in avoiding loss is to have a list of steady customers to whom, with a little pushing, you can sell a good share of your surplus.

For this reason it pays the merchant who handles fresh fruits to feature his telephone service. The telephone works in very nicely with any class of business where quick sales are essential. A merchant who makes a specialty of his fruit department advertises in only one way—by means of little "locals" in the personal column of the daily paper. He announces, for instance: "Fresh strawberries at Brown's grocery, 30 cents a box. Telephone Main 2214." Always the little local reading notice in black faced type, so that it stands out from the printed page; always the telephone number. The merchant says that he finds this sort of advertising brings the business better than any other sort of advertising.

There is a logical reason for this. Fresh fruits are often expensive. The customer who has to go down town to purchase, has time to think the matter over; and as a rule thinking over isn't conducive to expensive purchases. On the other hand, the woman who can afford a house telephone in nearly every case is accustomed to live comfortably and to spend freely on the table. Further, the suggestion of the advertising is to order instantly before the shipment is sold out—to telephone at once—and the telephone is handy—and, telephoning at once, within a few minutes after reading the local, she has no time to think or hesitate or deliberate. This is the psychology of telephone selling in relation to fresh fruits.

In this instance the telephone selling of fresh fruits has built up, for that particular store, a telephone clientele. These people do their ordering by telephone, and they patronize the store which specializes on that sort of business. Conversely, the merchant, if he finds business dull, calls up individual customers and solicits orders. He tells me that his telephone sales, on a dull or rainy day, will amount to ten times his sales over the counter.

In the fruit business there are often

stunts which can be pulled off with resultant good from both the financial and advertising point of view. One summer a grocer bought the product of an entire peach orchard. He hired the pickers, supervised the picking, and, meanwhile, advertised ahead, by circular and newspaper, soliciting orders for preserving peaches, at so much per bushel. A feature of the advertising was that, buying direct from the orchard, the purchaser saved money. Photos were taken of the picking, transporting, delivery at the store, and intermediate processes and pasted in the windows. The merchant made a big feature of the thing, cleared up a little money on the transaction, and attracted a lot of attention, which proved advantageous from the publicity standpoint.

William Edward Park.

Safer.

Mr. Slimson—Willie, didn't you go to the trunkmaker's yesterday and tell him to send round the trunk I ordered?

Willie—Yes, pa.

Mr. Slimson—Well, here is the trunk but no strap.

Willie—Yes, pa; but I told him I thought you hadn't better have any strap.

A Safe Match Means a Safe Home



Every responsible grocer wants to sell his customers matches which are nothing short of the safest and best made. Thereby he safeguards the homes of his community.

Any grocer who is not handling "SAFE HOME" matches, should take steps to do so at once. Ask any wholesale grocery salesman about them or drop a line to the manufacturer, who will have his salesman call and explain their superiority.

Every "SAFE HOME" match is non-poisonous, strikes anywhere, is extra strong and sure, is chemically treated to prevent afterglow when blown out, and is inspected and labeled by The Underwriters' Laboratories, Incorporated.

Made Only by
The Diamond Match
Company

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.

AS SURE AS THE
SUN RISES

Voigt's
CRESCENT
FLOUR

Makes Best Bread
and Pastry

LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers



They are so good we are compelled to work full capacity
to supply the demand

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

FOOTE & JENKS' KILLARNEY brand GINGER ALE

(BRAND REGISTERED)

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.
Geo. W. Lombard, Jackson, Mich.
The City Bottling Works, Toledo, Ohio

Kalamazoo Bottling Co., Kalamazoo, Mich.
Coca-Cola Bottling Co., Battle Creek, Mich.
Chicago Consolidated Bottling Co., Chicago, Ill.

E. L. Husting & Co., Milwaukee, Wis.



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

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

Kindly point out to me this wonderful salesman who knows it all. If he can prove his claim, his days of working for a mere five or ten thousand dollars a year are over. There are a few good selling jobs scattered through this country, three or four in a city, that are worth twenty or twenty-five thousand dollars a year to any man who can fill one of them. If we have any men who know all there is to know about salesmanship, they have no business working for us. They ought to be filling these twenty-five thousand dollar jobs.

Does it stand to reason that any one salesman's experience comprehends everything? Does it stand to reason that the whole ocean of selling knowledge is floating in one man's brains?

Did you ever hear the story of the baby fish which opened its mouth for the first time and was awfully surprised by the amount of water that rushed in? The little fish gasped and spluttered and said to the big fish swimming beside it: "Mother, I have swallowed the ocean! Now what shall we do for a place to swim in?"

At various times since the Lord created the universe, different men have arisen to state with solemn faces that their minds comprehended all the knowledge extant on certain subjects. There have always been awestricken crowds of simple-minded people who have been impressed by these statements. But such impressions somehow or other always managed to wear away and after ages discovered that there were after all a few shreds of human learning that

had escaped these massive intellects. Again and again these great ones have tumbled. One such instance was that of Vanderbilt, the all-wise railroad magnate, to whom young Westinghouse went with his new invention, the air brake. Vanderbilt remarked, "Young man, do you mean to tell me that you mean to try to stop a train of cars with wind?" "Yes," said Westinghouse, "with wind—with air, by means of this air brake." "Young man," said the all-wise Vanderbilt, ponderously wagging the head which he believed contained all the information extant upon the subject of trains and railroads, "Young man, I have no time to waste on damn fools."

History since then has proved that Vanderbilt didn't know it all, despite his belief. Every passenger car in America is to-day equipped with one of the despised air brakes.

It never pays to think we know it all. It is beliefs of this sort that bring us hard bumps.

There is no stage in a man's career when he knows it all. Edison knows a good deal about electricity and mechanics, having made more inventions than any living man, but no one ever heard Edison claim that he knew it all. The bigger the man, the more humble-minded he is concerning his learning. Isaac Newton, who made a colossal contribution to the sum of human knowledge by his discovery of the Law of Gravitation, said: "When I consider how little I know, I feel like a boy walking on the strand of a limitless ocean, who ever and anon picks up a grain of sand. I have picked up only a few atoms of knowledge after all."

We never stop learning. Education doesn't stop at the ivy-wreathed rostrum where we stand up and read our little puerile essays when we "graduate." And yet every graduating class contains a number of half-fledged swallow tails and pink muslin sashes who are giddy in having climbed so high up the stair of learning that they will look you in the eye and tell you: "Thank heaven, we have finished our education."

There are lots of salesmen who will look you in the eye and tell you that, thank heaven, they have learned all there is to know about selling goods. But do we believe them?

Every man's education should be world-wide and sky-high. No man will ever complete it by learning all there is to know. It is a safe bet that there is some question the wisest can't answer—and he's got that much to learn.

Shakespeare makes that wise old boy, Jacques, in "As You Like It," remark: "And so from hour to hour we ripe and ripe, and then from hour to hour we rot and rot."

That applies to you and me and every one around us. We have got to keep busy with the ripening process, for as soon as we let up on it the other process sets in.

When it is time to stop learning, it is time to stop living. We have got to use our brains to better and better purpose, or we might as well be hiked up in the attic to accumulate dust and cobwebs along with the flint locks and spinning wheels of grandpa and grandma.

The salesman who claims "I know all there is to know about salesmanship, and other men in my profession can't teach me anything" is admitting that he is an antiquity, and that it is time he went into storage.

The greatest boon that life affords any of us is the chance to learn. This is open to old folks up to the day of their taking off just as much as it is open to the younger generation. It is the only thing that can never be taken away from us. When our friends have departed, our property has dwindled and our digestion has temporarily gone up the flue, we still have that to hang on to, and while we have that, there is still hope for us. And yet there are people who don't prize this boon enough to make use of it.

You know there is a class of men in this world who think it necessary to knock every suggestion they hear advanced, anyway. It hurts them to suppose that any man among their fellows should be able to make any suggestion to them. They take the attitude of the Irishman at Donnybrook Fair, who went around with a club in his hand and whenever he saw a head, hit it. Every time a man makes a suggestion to one of this class, he will chase to the front with a little hammer and knock it in the head.

Columbus met some of these boys when he made the suggestion that it might be worth while to sail westward across the Atlantic Ocean in search of land on the other side. Said he: "I tell you, fellows, the world is round. There must be an undiscovered country across the ocean. Let's go and explore it."

Did he get any encouragement from the know-it-alls? Not much. They said they knew there wasn't any such country, and so what was the use in looking for it? And when Columbus had disappeared over the horizon line with his three ships, they sat down and had a loud laugh at his sexpense.

But mind you, when Columbus came back with shiploads of parrots and savages to prove that there really was such a land, everybody in Europe was eager to stake out a claim to as much of it as possible.

They didn't need any monogrammed invitation to get in on the spoils.

But even with this substantial evidence, if another Columbus had come along and proposed sailing out in a southwestward direction, they would

have sat upon the suggestion with the same heavy unbelief with which they tried to squelch Columbus.

They were like the celebrated wise men who came upon a crowd looking through a telescope. "I have discovered a new comet," said the owner of the telescope. "These people are all looking at it." "There is no such comet," said the wise men. "Don't take my word for it," said the discoverer, "look through the telescope and see it for yourself." "But we know already," said the wise men, "that there is no such comet, so what's the use of looking for it?"

Gentlemen, you have too much sense, I hope, to imitate these fellows.

The Hotel Barry Hastings, Michigan

Re-opened for Good

Parlor Sample Rooms

Free Auto to and from all Trains

I will please you if given an opportunity
Ask the Boys

GEO. E. AMES, Prop.

HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

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

Hotel Breslin Broadway at 29th St. New York

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

A High-Class Hotel
with Moderate Rates.

Exceptionally Accessible

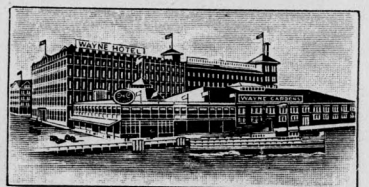
500 Rooms—Reasonable Restaurant Charges

RATES:

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

UNDER SAME MANAGEMENT AS
COPLEY-PLAZA HOTEL, BOSTON

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



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.

lows. Our competitors have looked through the telescope and seen the comet. They have sailed out with Columbus and discovered land. They have learned that it is possible by a system of intelligent instruction to bring the less effective members of their sales force up nearer to the level of knowledge of the leaders. They have learned that the men in one selling force can learn from the men in another selling force. They have learned that it is a good thing to send out expeditions to study the methods of competitors, and to come back and introduce whatever is good into their own sales organizations. They have learned that it is unwise to insulate themselves like a telephone wire from the outer world; to close their ears to what is doing in other circles than their own. They have made up their minds that it is a good thing to gather all the selling information they can from individuals in their sales force; to classify and arrange this knowledge of salesmanship, and distribute it systematically among all the men who are selling for them. They have turned their district managers into teachers. They hold conventions in which the men throw all their knowledge into the common pot, and they conduct schools in which this knowledge is systematically redistributed, so that each man will get the benefit of the knowledge of all his fellows.

That's the system that I wanted to introduce into our selling organization, and what you all jumped on so hard.

Our new system was designed to achieve these same results. I want each of you to aid me in the new work.

Whenever a salesman comes in I want you to corral him and get from him any suggestions he may have, and induce every man to chuck something into the pot of knowledge, whether an argument, an answer to some stock objection, a tip in regard to a method of sizing a man up, or any one of the thousand points that he has received in his experience.

Send all this stuff in to the home office. We have a department here to receive it and classify it. All this information—this experience of our men will be turned into a common fund, and made up into a manual of instruction in the art of selling our product.

There isn't a man in our sales force who can't increase his results by studying this manual. There isn't a salesman in our employ who won't be able to get more pointers from the conventions and schools that we shall hold.

There isn't a salesman on our pay roll who knows all there is to know about salesmanship. If there is, prove it to me, and I will take him off our salesman's pay roll and give him my job. He is better fitted for it than I am.

W. C. Holman.

Fifty-Fifty.

"Half the world doesn't know how the other half lives."

"That's the half that minds its own business, probably."

News and Gossip From the Celery City.

Kalamazoo, June 15.—The Kalamazoo boys who are members of Council No. 156, United Commercial Travelers of America, held a largely attended meeting in their hall on Saturday evening, June 12. It was a regular meeting and they initiated Harry Charles Ellis, 1201 Race street, into the mysteries of the order, besides transacting a lot of other business. W. S. Cooke, one of the delegates to the Grand Council meeting at Lansing June 4 and 5, made a report in which he said that Kalamazoo Council members fared very well at the convention. Past Grand Counselor E. A. Welch, of our Council, was honored by being made chairman of several of the most important committees. Brother Welch was further honored by the presentation to him of a Grand Past Counselor's jewel and silk cap, and the election as delegate from Michigan to the Supreme Council meeting which convenes at Columbus, Ohio, June 22.

Of course, the event which pleased the members of Kalamazoo most was the fact that their baseball team regained possession of the silver cup from the Grand Rapids team, after a hard fought game ending with a very exciting ninth inning. Kalamazoo made a very good showing throughout the game and at no time was in any danger until the unlucky ninth when, with two out and none on, an unfortunate miss of an infield fly placed a man on first. Grand Rapids came through with four runs before Newton Root caught a line drive over second, which would have won the game had it passed. Judging from the way the two teams showed up on the field, the Kalamazoo boys have every reason to feel confident of winning again next year. One thing is certain, the U. C. T. ball games are of the utmost interest at State conventions and the sport ought to be kept clean and free from anything which savors of crooked work.

At Bay City last year, Kalamazoo, holding the title to the cup, was compelled to play at least three games. This year at Lansing pressure was brought to bear again and Kalamazoo was informed that Grand Rapids would play but one game and that to defend the title to the cup. Bay City appearing late, were informed that they (Lansing) did not care if Bay City played or not. Influence brought to bear on those in charge of the sports caused Bay City to receive a notice that they would be allowed to play and that they would play Grand Rapids instead of Kalamazoo, and the winner play Kalamazoo for the cup.

After the fateful first inning with Grand Rapids, when six runs were scored without a hit and with three strike-outs, Bay City was unable to overcome the lead and the game went to the boys from the Furniture City. With the lack of practice games before the trip, Bay City did very well to hold the score as low as it was.

During the Bay City-Grand Rapids game, we accidentally learned that one of the men in uniform with Grand Rapids was not a member of Grand Rapids Council. When we were requested to vouch for the fact that every member of our team was a member of Kalamazoo Council and in good standing, we learned the name of the gentleman from Grand Rapids who was in uniform and also the fact that he "did not know why Grand Rapids had brought him down in uniform, as he did not belong to their Council and had no right there with Grand Rapids in uniform." In spite of this, when the right of this gentleman to coach on first base line was questioned, Brother McCall insisted that he was a member of Grand Rapids Council and in good standing there. Suffice to say that Brother McCall was shown and, just as he requested, that the visiting brother did

not belong to Grand Rapids Council. Nevertheless, we are the very best of friends and if the boys from No. 131 wish to arrange a series of games between their team and Kalamazoo, we will be very glad to accommodate them. Also, it will not be necessary for Grand Rapids to again request that all members of the team be members in good standing in our Council.

The wholesale grocers of Michigan are going to observe vacation week again this year and it is understood that a large number of other jobbers are taking up the idea and it will not be long before there will be no Michigan salesman on the road during that week. This year the dates are July 3 to 11 and the boys are already lining up the merchants for mail business during the week. The jobbers are not writing or telephoning any of the trade, making no extra efforts to get ahead of the other fellow and secure business while he is away having a vacation. The trade likewise are falling in line and they do not, as a rule, favor the man who takes this opportunity to get in with the trade and secure the business. There is growing a closer relationship between the man with the grip and the man with the want list. While the old saying, "There is no friendship in business" is still adhered to, there is a kinder feeling and closer friendship along the line from man to man.

R. L. Erskine has returned from the West where he has been for his health. Yesterday he was removed from the hospital to his home, following a slight operation. Drop in when in the city and Reese will be very glad to see you.

C. F. Cooper, Cassopolis, passed away May 29, after a serious operation. This makes six deaths in Kalamazoo Council since September, last year. Certainly the grim reaper has been cutting close to the hearts of the members of No. 156—and we are wondering where next?

R. S. Hopkins, Sec'y.

Late News of Interest to Travelers.

John D. Martin started out on one of his regular trips a couple of weeks ago in natty light garments and a jaunty Panama hat. He was justified in donning such attire because the weather was ideal when he left town and warm weather was predicted. Before the train had traveled ten miles it began to rain and the downpour continued, with variations, in every town John visited for the next five days. The first day out the Panama was put out of commission and a new derby substituted therefor. The next day the natty light garments took on a dejected appearance. On his return home it required a very discerning mind to connect the debonair John of Monday morning with the wrinkled individual who hied himself to 254 Henry avenue late Friday night.

George E. Ames, the new landlord of the Barry Hotel, at Hastings, meets all trains with his automobile and carries passengers to his hotel without charge. Furthermore, the boys who go to Hastings to transfer from one depot to another are conveyed to his hotel and thence to destination without charge. The service is rendered so willingly and so cheerfully that the boys are nearly stunned by the ordeal—it is so unusual. Mr. Ames is determined to put Hastings on the map as a place where the boys will want to go, instead of a place to shun, as has been the case heretofore. He is sending out several hundred il-

lustrated pamphlets setting forth the advantages of Hastings as a desirable place of resort on account of its piscatorial advantages.

Bertha I. Lawton, the only daughter of Mr. and Mrs. Walter S. Lawton, died at the family residence, 1347 Sigsbee street, early this morning as the result of typhoid fever, aged 22 years, 7 months and 21 days. Deceased had been ill with the fever five weeks, but was in a weakened condition when attacked by the fever as the results of a five weeks' illness with tonsillitis last winter. Deceased was born in Coopersville October 25, 1892, and graduated from the central high school in 1912. She was widely known and universally respected and admired. The funeral will be held at the family residence at 2 o'clock Friday. Interment will be in Greenwood cemetery.

An Ishpeming correspondent writes: Harry Dunn, who for the past several years has been associated with Peter Barnaby in conducting the Nelson house, has purchased the latter's interest, and from now on the hotel will be under his exclusive management. Mr. Dunn has taken a new lease on the property for an extended period.

Traverse City Record-Eagle: The United Commercial Travelers of Michigan, who hold their State convention in Traverse City next year, at a recent meeting voted \$1,100 from their treasury toward defraying the expenses of the convention. This is \$500 more than has been contributed by them in other years. Traverse City Council will publish a handsome souvenir booklet describing this region and the merchants will be asked for contributions to help pay for its publication. A meeting will be held a week from Saturday, at which time the various committees of ladies and gentlemen will be named.

New Officers of M. P. T. A.

The Michigan Pharmaceutical Travelers' Association, in session in the Morton House last Friday elected officers as follows:

President—W. H. Martin, Detroit.
First Vice-President—F. E. Wicks, Detroit.

Second Vice President—Paul Hirth, Detroit.

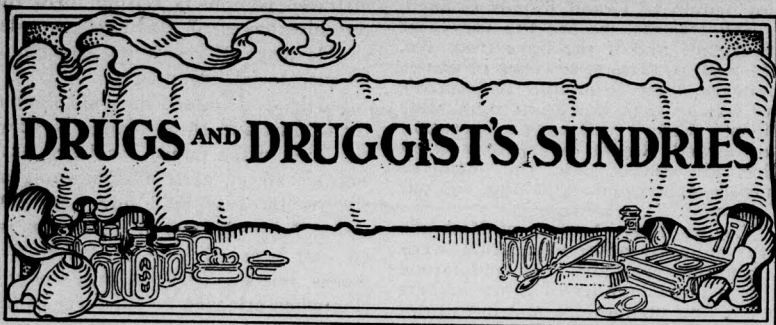
Third Vice-President—F. L. Raymond, Grand Rapids.

Secretary and Treasurer—W. S. Lawton, Grand Rapids.

Members of the Council for one year: F. D. Kramer, Grand Rapids, chairman; R. L. Shannon, Detroit; M. A. Jones, Ypsilanti; George Halpin, Detroit; J. J. Dooley, Grand Rapids; W. F. Griffith, Howell; H. B. Thayer, Detroit, and F. W. Kerr, Detroit.

Mr. Martin, the newly-elected President, resides at 620 Pennsylvania avenue, Detroit, but spends the summer months at his resort cottage at Lake Orion. He covers Eastern Michigan for Eli Lilly & Co.

Tanners & Mathews, proprietors of the Hill Drug Co. store at 227 Michigan street, have purchased the Lyon Street Drug Store of D. T. Paulson, corner Lyon street and Union avenue, and will continue both stores.



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.

Michigan State Pharmaceutical Association.

President—C. H. Jongejan, Grand Rapids.
Secretary—D. D. Alton, Fremont.
Treasurer—John S. Steketee, Grand Rapids.
Next Annual Meeting—Detroit, June 7, 8 and 9, 1916.

Michigan Pharmaceutical Travelers' Association.

President—W. H. Martin, Orion.
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.

THIRTY THIRDERS.

(Continued from page seventeen.)
islative letters in the N. A. R. D. Journal and for the personal advice and assistance he has rendered our Legislative Committee. Approved.

3. President's recommendation that M. S. P. A. go on record as opposing all drug legislation that has not first been fully considered and endorsed by M. S. P. A. and also N. A. R. D. and A. P. A. Approved.

4. That our Secretary be instructed to express to Representative Jerome Hoffman and Senator Ogg an appreciation of the valuable assistance they rendered in the matter of drug legislation during the last season. Approved.

5. That the Association receive and print in our records the committee of the N. A. of D. Clerks. Approved.

6. That this Association go on record as believing that the matter of price protection is one of its most important objects and that we heartily re-affirm the resolution passed last year endorsing the Stevens bill and that our Secretary be instructed to write all Michigan members of the U. S. Senate and House of Representatives requesting their support of this measure. Approved.

7. That this Association record its opposition to the profit sharing coupon system of rebating and also the use of trading stamps by the retail druggist. Approved.

8. That this Association address a resolution to our Senators and Congressmen favoring one cent letter postage. Not approved.

9. That this convention consider the high school pre-requisite question and record its opinion thereon. Laid on the table.

Henry Riechel.
Edw. Austin.
J. H. Webster
Committee.

The findings of the Committee were concurred in. The vote against trading stamps and one cent postage was unanimous in both cases. The Committee made a verbal supplemental report, thanking the M. P. T. A. for the lavish manner in which it had entertained the delegates to the convention.

Henry Riechel moved that a special note of thanks be tendered the

Hazeltine & Perkins Drug Co. and the De Pree Chemical Co. for their contributions to the entertainment features, which was unanimously adopted.

E. D. DeLamater moved that the organization of the Hilarious Hyenas be perpetuated by the Association, which was adopted among cheers and laughter.

Chas. F. Mann, chairman of the Board of Trustees of the Prescott Memorial Scholarship Association, presented the following report.

Balance on hand August 25,	1914	\$ 882.18
Receipts from all sources...		37.40

Total	\$ 919.58
Loans on notes	225.00

Balance on hand	\$ 694.58
Notes outstanding	500.00

Total amount of fund ...\$1,194.58
The report was audited and approved by the Executive Committee, which recommendation was concurred in by the convention.

The Association voted to continue its affiliation with the N. A. R. D., on motion by Henry Riechel.

Secretary Alton moved that a special note of thanks be tendered to the members of the Ladies' Reception Committee, which was unanimously adopted.

Election of officers resulted as follows:

President—C. H. Jongejan, Grand Rapids.

First Vice-President—W. H. Fox, Coldwater.

Second Vice-President—Roy Collins, Frankfort.

Treasurer—John S. Steketee, Grand Rapids.

Secretary—D. D. Alton, Fremont.

Executive Committee—J. H. Webster, Detroit; Peter Vellema, Grand Rapids.

All of the officers were elected by ballot except Secretary, who was elected unanimously by acclamation.

The selection of the next place of meeting was referred to the Executive Committee.

The convention then adjourned.

Sidelights on the Convention.

John Hott, ex-President of the Illinois Pharmaceutical Travelers Association, was the guest of John J. Dooley during the pharmaceutical convention. Mr. Hott is Vice-President and Sales Manager of the Pepsin Syrup Co. of Monticello, Ill.

John J. Dooley says Grand Rapids has proven to the druggists and travelers assembled here in convention that it is an ideal convention city and they and their ladies have enjoyed every minute of their stay.

Henry Riechel umpired the ball game. Score, 12 to 0 in favor of the druggists. It is rumored the travelers threw the game.

H. L. Byers and R. L. Shannon were the batters for the travelers; E. G. Stevenson and A. S. Kramer for the druggists. E. E. Faulkner, of Delton, made a home run hit, but tired out and laid down on third. He walked in later.

Oh, you Welch Junior.

12 to 0! What was wrong with the travelers?

All druggists and travelers who wish a photo of the members attending the convention may order same of Walter K. Schmidt, the Camera Shop, Grand Rapids. The photos are \$1 and worth the money.

H. A. Gish, of Hess & Clark, kept smiling all through the convention. Yes, he is a He-Hyena.

Bert Skinner was there on the home run stuff.

Edw. Austin entered the fat man's race, but came in behind the money. Henry Riechel was an also ran.

We are not surprised at Lee Chandler, the hustling pharomic from Charlotte, chasing chickens. But where did Henry Riechel ever learn?

Wm. H. Goodrich, of Dimondale, and Mrs. Goodrich attended the convention. And now they will see the next one.

The druggists and travelers were entertained by Diamond Dick's Wild West at Ramona and enjoyed it immensely.

There were only two gentlemen present who were in Lansing thirty-two years ago when the Association was organized—Fred W. R. Perry, of Detroit, and E. A. Stowe, of Grand Rapids.

Every Grand Rapids druggist registered and gave splendid support throughout the convention.

L. J. Budge, the Beaverton druggist, came in third on the fat man's race. But he tried awfully hard.

John G. Steketee, the new Treasurer of the M. S. P. A., was in the stage coach held up by Indians and lassoed by a cowboy. John is always in the thick of everything.

If every druggist didn't get his \$1.20 that Hamel, or Orator F. Woodward, was giving away, it was his own fault.

Mr. Fuller, of Fuller, Morrison & Co., of Chicago, gave a short address to the travelers.

We all enjoyed the National drink at the banquet which was taken straight from the bottle (not the wood). H. B. Thayer, of the Welch Grape Juice Co., donated the same. And it was appreciated.

We must take our hats off to Con De Pree.

We hope that every one of the 4,000 druggists of Michigan will soon be members of the Hilarious Order of He-Hyenas.

What a time you fellows who stayed at home missed? We hope you hear about it and join us next year.

Geo. L. Davis, a pioneer Michigan druggist, formerly in business at Hamilton and now living at East Lansing, enjoyed the convention.

Every one missed the familiar face

of Frank J. Hunt, who traveled for the Michigan Drug Co., and who was an active worker in M. P. T. A. Mr. Hunt passed away during the past year. A committee was appointed to draft appropriate resolutions on his death.

F. L. Davenport, of the M. P. T. A., came to enjoy the convention and help the druggists enjoy it, but was taken to St. Mary's hospital with a severe case of tonsillitis. A committee was appointed to call on Mr. Davenport and reported favorably.

George W. Matheson, that Bromo Seltzer man, was busy renewing acquaintances on the stage at the session of the Hilarious Order of Hyena.

Henry Riechel umpired the ball game.

Bert Skinner made a home run.

Bert Skinner stopped several on first.

E. E. Faulkner, of Delton, made a home run hit, but tired out and stayed on third.

Winners of the Contests.

The winners in the contests at Reed's Lake were as follows.

Ladies' Ball.

1. Mrs. Clyde Thomas, Grandville.
2. Miss Viola De Kruif, Grand Rapids.

Boat Race.

1. Bert Skinner.
2. H. E. Baker.

Fat Men's Race.

1. E. E. Faulkner.
2. H. E. Baker.

Lean Men's Race.

1. E. Doyle.
2. L. E. Hadden.

Potato Race.

1. Mrs. Wm. H. Goodrich, Dimondale.
2. Miss Viola De Kruif, Grand Rapids.

Chicken Race.

1. Lee Chandler, Charlotte.
2. Henry Riechel, Grand Rapids.

Necktie Party.

1. Mrs. C. G. Reilly.
2. Wm. H. Goodrich.

Youngest Child Present.

Mrs. Clyde Thomas, Grandville.

Memorable Feature of the Convention.

One of the leading features of the entertainment for the Michigan State Pharmaceutical Association was a reception and dinner tendered to the ladies in attendance upon the convention by the Hazeltine & Perkins Drug Co., of Grand Rapids. This occurred at the O-Wash-ta-Nong Club, located in East Grand Rapids.

During the early hours of the afternoon of June 10 the ladies were entertained at the Ladies Literary Club of Grand Rapids, which entertainment was finished about 4 o'clock. The Hazeltine & Perkins Drug Co. chartered two special cars of the Grand Rapids Railway Co. and these carried the ladies to the O-Wash-ta-Nong Club, so that they arrived there about 4:45 p. m. The parlors, palm room and all the conveniences of the Club were given over to those in attendance and the reception itself occurred from about 5 o'clock until 6 o'clock.

The ladies' reception committee of

the convention, whose chairman was Mrs. Henry Reichel, and who was assisted by Mrs. D. T. Paulson, Mrs. Dale Morgan, Mrs. W. H. Quigley, Mrs. C. N. Woodworth, Mrs. C. H. Jongejan, Mrs. John J. Dooley, Mrs. Chas. G. Walker, Mrs. A. B. Way, Mrs. W. S. Lawton and Mrs. F. B. Kramer, were in attendance and through their good offices and work assisted materially in making the occasion a very pleasant one. Mrs. Charles S. Hazeltine, President of the Hazeltine & Perkins Drug Co., Mrs. Harry E. Fairchild and Mrs. Lee M. Hutchins also became responsible for the entertainment of the ladies.

The palm garden proved to be an attractive location and while waiting for the dinner hour, very acceptable songs were rendered by Mrs. Harold Nye, of Grand Rapids. Exactly at 6 o'clock, the hour appointed for dinner, the guests were taken to the large dining room upon the first floor of the club house, and a well served dinner of six courses was enjoyed by the ladies present to the number of 108, who were seated at the tables at one time. The spaciousness of the club house, the freedom of its appointments and the splendid service and menu furnished were very much enjoyed by all the ladies present.

At 7:15, the conclusion of the dinner, all returned to the palm room and the accomplished orchestra of this club rendered a musical programme that was a delight to all the ladies present. When the music allowed, the ladies indulged in dancing

and the time was pleasantly spent until the hour of the Ramona theater at 8:15 when, after having tickets furnished, the ladies went from the club to the theater.

The Hazeltine & Perkins Drug Co. took occasion to express its appreciation of the liberal attendance and the loyalty of all the ladies present in contributing to a pleasant afternoon and dinner hour.

Every time a pessimist laughs we wonder who the joke is on.



It is the slate and granite surfacing which makes Reynolds shingles resist fire. This surfacing acts as an insulation on top of the asphalt and prevents ignition which otherwise would take place.

The fire insurance underwriters have made tests in their laboratories which have proven this to be true, and they have therefore given Reynolds shingles their approval as being entitled to a preferential insurance rate over such types of roofing material as may be combustible.

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.

Walrus Soda Fountains Electric Carbonators Cyclone Mixers

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

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

Chairs, Stools and Tables

Hazeltine & Perkins Drug Co.

Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

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

Acids		Mustard, true		Ipecac	
Acetic	6 @ 8	9 00@9 50			@ 75
Boric	10 @ 15	Mustard, artif'l	4 50@4 75	Iron, clo.	@ 60
Carbolic	1 56@1 60	Neatsfoot	70 @ 80	Kino	@ 80
Citric	@ 1 00	Olive, pure	2 50@3 50	Myrrh	@ 1 05
Muriatic	1 1/4 @ 5	Olive, Malaga,		Nux Vomica	@ 70
Nitric	7 @ 12	yellow	1 55@1 65	Opium	@ 2 75
Oxalic	27 1/2 @ 35	green	1 50@1 60	Opium, Capmh.	@ 90
Sulphuric	1 1/4 @ 5	Orange Sweet	2 50@2 75	Opium, Deodorz'd	@ 2 75
Tartaric	53 @ 56	Organum, pure	@ 2 50	Rhubarb	@ 70
Ammonia		Organum, com'l		Paints	
Water, 26 deg.	6 1/4 @ 10	Pennyroyal	@ 2 75	Lead, red dry	8 @ 8 1/2
Water, 18 deg.	4 1/4 @ 8	Peppermint	2 50@2 75	Lead, white dry	8 @ 8 1/2
Water, 14 deg.	3 1/4 @ 6	Rose, pure	14 50@16 00	Lead, white oil	8 @ 8 1/2
Carbonate	13 @ 15	Rosemary Flows	1 50@1 75	Ochre, yellow bbl.	1 @ 1 1/4
Chloride	10 @ 26	Sandalwood, E.		Ochre, yellow less	2 @ 5
Balsams		L.	7 00@7 25	Putty	2 1/2 @ 5
Copaiba	75 @ 1 00	Sassafras, true	@ 1 10	Red Venet'n bbl.	1 @ 1 1/2
Fir (Canada)	1 50@1 75	Sassafras, artif'l	@ 60	Red Venet'n less	2 @ 4
Fir (Oregon)	40 @ 50	Spearment	3 25@3 50	Vermillion, Eng.	1 25@1 50
Peru	4 75@5 00	Sperm	90 @ 1 00	Vermillion, Amer.	15 @ 20
Tolu	75 @ 1 00	Tansy	4 00@4 25	Whiting, bbl.	1 1-10 @ 1 1/2
Berries		Tar, USP	30 @ 40	Whiting	2 @ 5
Cubeb	85 @ 90	Turpentine, bbls.	@ 48	L. H. P. Prep'd	25 @ 35
Fish	15 @ 20	Turpentine, less	55 @ 60	Insecticides	
Juniper	10 @ 15	Wintergreen, true	@ 5 00	Arsenic	10 @ 15
Prickley Ash	@ 50	Wintergreen, sweet		Blue Vitrol, bbl.	@ 8
Barks		birch	3 00@3 25	Blue Vitrol, less	9 @ 15
Cassia (ordinary)	25 @ 30	Wintergreen, art	2 00@2 25	Bordeaux Mix Pst	8 @ 10
Cassia (Saigon)	65 @ 75	Wormseed	3 50@4 00	Hellebore, White	
Elm (powd. 30c)	28 @ 30	Wormwood	4 00@4 25	powdered	15 @ 20
Sassafras (pow. 30c)	@ 25	Potassium		Insect Powder	30 @ 50
Soap Cut (powd.)	23 @ 25	Bicarbonate	30 @ 35	Lead Arsenate	8 @ 16
Extracts		Bichromate	20 @ 25	Lime and Sulphur	
Licorice	27 @ 30	Bromide	1 25@1 35	Solution, gal.	15 @ 25
Licorice powdered	30 @ 35	Carbonate	30 @ 35	Paris Green	18 @ 22 1/2
Flowers		Chlorate, xtal and		Miscellaneous	
Arnica	30 @ 40	powdered	42 @ 45	Acetanilid	1 50@1 60
Chamomile (Ger.)	55 @ 60	Chlorate, granular	47 @ 50	Alum	6 @ 8
Chamomile (Rom)	55 @ 60	Cyanide	30 @ 45	Alum, powdered and	
Gums		Iodide	@ 3 77	ground	7 @ 10
Acacia, 1st	50 @ 60	Permanganate	85 @ 90	Bismuth, Subni-	
Acacia, 2nd	45 @ 50	Prussiate, yellow	@ 75	trate	2 97@3 10
Acacia, 3rd	40 @ 45	Prussiate, red	1 20@1 25	Borax xtal or	
Acacia, Sorts	20 @ 25	Sulphate	20 @ 25	powdered	6 @ 12
Acacia, powdered	30 @ 40	Roots		Cantharides po	2 00@7 00
Aloes (Barb. Pow)	22 @ 25	Alkanet	30 @ 35	Calomel	1 54@1 60
Aloes (Cape Pow)	20 @ 25	Blood, powdered	20 @ 25	Capsicum	30 @ 35
Aloes (Soc. Pow.)	40 @ 50	Calamus	40 @ 45	Carmine	4 25@4 50
Asafoetida	60 @ 75	Elecampane, pwd.	15 @ 20	Cassia Buds	30 @ 35
Asafoetida, Powd.		Gentian, powd.	15 @ 25	Cloves	30 @ 35
Pure	@ 1 00	Ginger, African,		Chalk Prepared	6 @ 8 1/2
U. S. P. Powd.	@ 1 25	powdered	15 @ 20	Chalk Precipitated	7 @ 10
Camphor	58 @ 62	Ginger, Jamaica	22 @ 25	Chloroform	37 @ 43
Gualac	40 @ 45	powdered	22 @ 28	Chloral Hydrate	1 25@1 45
Gualac, powdered	50 @ 55	Golden seal pow.	6 50@7 00	Cocaine	4 60@4 90
Kino	70 @ 75	Ipecac, powd.	6 25@6 50	Cocoa Butter	55 @ 65
Kino, powdered	75 @ 80	Licorice	18 @ 20	Corks, list, less 70%	
Myrrh	@ 40	Licorice, powd.	14 @ 15	Copperas, bbls.	@ 01
Myrrh, powdered	@ 50	Orris, powdered	30 @ 35	Copperas, less	2 @ 5
Opium	8 50 @ 8 75	Poke, powdered	20 @ 25	Copperas, powd.	4 @ 6
Opium, powd.	10 00 @ 10 25	Rhubarb, powd.	75 @ 1 25	Corrosive Sublim	1 50@1 60
Opium, gran.	10 25 @ 10 50	Rosinweed, powd.	25 @ 30	Cream Tartar	40 @ 45
Shellac	28 @ 35	Sarsaparilla, Hond.	@ 65	Cuttlebone	45 @ 50
Shellac, Bleached	30 @ 35	ground	@ 65	Dextrine	7 @ 10
Tragacanth		Sarsaparilla Mexican,		Dover's Powder	@ 2 50
No. 1	2 25 @ 2 50	ground	20 @ 35	Emery, all Nos.	6 @ 10
Tragacanth pow	1 25 @ 1 50	Squills	40 @ 60	Emery, powdered	5 @ 8
Turpentine	10 @ 15	Squills, powdered	40 @ 60	Epsom Salts bbls.	@ 2 1/4
Leaves		Tumeric, powd.	12 @ 15	Epsom Salts, less 3%	
Buchu	1 75 @ 2 00	Valerian, powd.	25 @ 30	Ergot	2 00 @ 2 25
Buchu, powd.	2 00 @ 2 25	Seeds		Ergot, powdered	2 75 @ 3 00
Sage, bulk	@ 40	Anise	20 @ 25	Flake White	15 @ 20
Sage, 1/8 loose	@ 45	Anise, powdered	@ 25	Formaldehyde lb.	10 @ 15
Sage, powdered	@ 45	Bird, ls	@ 12	Gambier	10 @ 15
Senna, Alex	30 @ 35	Canary	8 @ 12	Gelatine	56 @ 70
Senna, Tinn.	30 @ 35	Caraway	15 @ 20	Glassware, full cases	80 %
Senna Tinn powd	35 @ 40	Cardamon	2 00 @ 2 25	Glassware, less 70 & 10%	
Uva Ursi	18 @ 20	Celery (powd. 40)	30 @ 35	Glauber Salts bbl.	@ 1 1/4
Oils		Coriander	10 @ 18	Glauber Salts less 20 %	
Almonds, Bitter,		Dill	20 @ 25	Glue, brown	11 @ 15
true	6 50 @ 7 00	Fennell	40 @ 45	Glue, brown grd.	10 @ 15
Almonds, Bitter,		Flax	5 @ 10	Glue, white	15 @ 25
artificial	3 00 @ 3 25	Flax, ground	5 @ 10	Glue, white grd.	15 @ 20
Almonds, Sweet,		Foenugreek, pow.	8 @ 10	Glycerine	25 @ 35
true	1 25 @ 1 50	Hemp	6 @ 10	Hops	45 @ 60
Almonds, Sweet,		Lobelia	@ 50	Indigo	1 25 @ 1 50
imitation	50 @ 60	Mustard, yellow	16 @ 20	Iodine	4 55 @ 4 80
Amber, crude	25 @ 30	Mustard, black	16 @ 20	Iodoform	5 20 @ 5 80
Amber, rectified	40 @ 50	Mustard, powd.	22 @ 30	Lead Acetate	15 @ 20
Anise	2 00 @ 2 25	Poppy	15 @ 20	Lycopodium	1 35 @ 1 50
Bergamont	4 25 @ 4 50	Quince	1 00 @ 1 25	Mace	85 @ 90
Cajeput	1 35 @ 1 60	Rape	@ 15	Mace, powdered	95 @ 1 00
Cassia	1 75 @ 2 00	Sabadilla	@ 35	Menthol	3 50 @ 3 75
Castor, bbls. and		Sabadilla, powd.	@ 40	Menthol	3 75 @ 4 00
cans	12 1/2 @ 15	Sunflower	12 @ 15	Morphine	5 65 @ 5 90
Cedar Leaf	90 @ 1 00	Worm American	20 @ 25	Nux Vomica	@ 15
Citronella	75 @ 1 00	Worm Levant	1 00 @ 1 10	Nux Vomica pow	@ 20
Cloves	1 75 @ 2 00	Tinctures		Pepper, black pow	@ 30
Cocanut	20 @ 25	Aconite	@ 75	Pepper, white	@ 35
Cod Liver	1 75 @ 2 00	Aloes	@ 65	Pitch, Burgundy	@ 15
Cotton Seed	85 @ 1 00	Arnica	@ 75	Quassia	10 @ 15
Croton	2 00 @ 2 25	Asafoetida	@ 1 35	Quinine, all brds	30 @ 40
Cupbebs	4 25 @ 4 50	Belladonna	@ 1 65	Rochelle Salts	30 @ 35
Eigeron	2 00 @ 2 25	Benzoin	@ 1 00	Saccharine	3 25 @ 3 75
Euclalyptus	1 00 @ 1 20	Benzoin Compo'd	@ 1 00	Salt Peter	12 @ 16
Hemlock, pure	@ 1 00	Buchu	@ 1 50	Seidlitz Mixture	28 @ 32
Juniper Berries	2 00 @ 2 25	Cantharides	@ 1 80	Soap, green	15 @ 20
Juniper Wood	70 @ 90	Capsicum	@ 90	Soap, mott castile	12 @ 15
Lard, extra	80 @ 90	Cardamon	@ 1 50	Soap, white castile	@ 6 75
Lard, No. 1	65 @ 75	Cardamon, Comp.	@ 2 00	case	
Lavender	@ 60	Catechu	@ 60	less, per bar	@ 5
Lavender, Gar'n	1 25 @ 1 40	Cinchona	@ 1 05	Soda Ash	1 1/4 @ 5
Lemon	2 00 @ 2 25	Colchicum	@ 75	Soda Bicarbonate	1 1/4 @ 5
Linseed, boiled, bbl.	@ 65	Cubebs	@ 1 20	Soda, Sal	@ 4
Linseed, bld. less 69%	@ 65	Digitalis	@ 80	Spirits Camphor	@ 75
Linseed, raw, bbl.	@ 65	Gentian	@ 75	Sulphur roll	2 1/2 @ 5
Linseed, raw, less 69%	@ 76	Ginger	@ 95	Sulphur Subl.	3 @ 5
Guaiaac		Guaiaac	@ 1 05	Tamarinds	15 @ 20
Guaiaac Ammon.		Iodine	@ 80	Tartar Emetic	@ 60
Iodine	@ 2 00	Iodine, Colorless	@ 2 00	Turpentine Venice	40 @ 50
Iodine, Colorless	@ 2 00			Vanilla Ex. pure	1 00 @ 1 50
				Witch Hazel	65 @ 1 00
				Zinc Sulphate	7 @ 10

GROCERY PRICE CURRENT

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

ADVANCED

Bulk Olives
Fancy Gooseberries
Little Neck Clams

DECLINED

Some Flour
Pollock

Index to Markets By Columns

		1	2
		AMMONIA	Clams
		12 oz. ovals, 2 doz. box 75	Little Neck, 1 lb. @ 1 25
		AXLE GREASE	Clam Bouillon
		Frazer's.	Burnham's 1/2 pt. 2 25
		1 lb. wood boxes, 4 doz. 3 00	Burnham's pts. 3 75
		1 lb. tin boxes, 3 doz. 2 55	Burnham's qts. 7 50
		3 1/2 lb. tin boxes, 2 dz. 4 25	
		10 lb. pails, per doz. 6 00	Corn
		15 lb. pails, per doz. 7 20	Fair 65@ 70
		25 lb. pails, per doz. 12 00	Good 90@1 00
			Fancy @1 30
		BAKED BEANS	French Peas
		No. 1, per doz. 45@ 90	Monbadon (Natural)
		No. 2, per doz. 75@1 40	per doz. 1 75
		No. 3, per doz. 85@1 75	Gooseberries
			No. 2, Fair 1 35
		BATH BRICK	No. 2, Fancy 2 50
		English 95	Hominy
		BLUING	Standard 85
		Jennings'	Lobster
		Condensed Pearl Bluing	1/4 lb. 1 85
		Small C P Bluing, doz. 45	1/2 lb. 3 15
		Large C P Bluing, doz. 75	
		Folger's.	Mackerel
		Summer Sky, 3 dz. cs. 1 20	Mustard, 1 lb. 1 80
		Summer Sky, 10 dz bbl 4 00	Mustard, 2 lb. 2 80
		BREAKFAST FOODS	Soused, 1 1/2 lb. 1 60
		Apetizo, Biscuits 3 00	Soused, 2 lb. 2 75
		Bear Food, Pettijohns 2 13	Tomato, 1 lb. 1 50
		Cracked Wheat, 24-2 2 80	Tomato, 2 lb. 2 80
		Cream of Rye, 24-2 3 00	Mushrooms
		Quaker Puffed Rice 4 25	Buttons, 1/2s @ 15
		Quaker Puffed Wheat 3 45	Buttons, 1s @ 32
		Quaker Brkfst Biscuit 1 90	Hotels, 1s @ 20
		Quaker Corn Flakes 1 75	Oysters
		Victor Corn Flakes 2 20	Cove, 1 lb. @ 75
		Washington Crisps 1 85	Cove, 2 lb. @ 1 40
		Wheat Hearts 2 05	Plums
		Wheatena 4 50	Plums 90@1 35
		Evaporated Sugar Corn	Pears in Syrup
		Farinose, 24-2 2 70	No. 3 cans, per doz. 1 50
		Grape Nuts 2 70	Peas
		Grape Sugar Flakes 2 50	Marrowfat 90@1 00
		Sugar Corn Flakes 2 50	Early June 1 10@1 25
		Hardy Wheat Food 2 25	Early June siftd 1 45@1 55
		Holland Rusk 3 20	Peaches
		Krinkle Corn Flakes 1 75	Pie 1 00@1 25
		Mapl-Corn Flakes 2 80	No. 10 size can pie @3 25
		Minn. Wheat Cereal 3 75	Pineapple
		Ralston Wheat Food 4 50	Grated 1 75@2 10
		Ralston Wht Food 10c 2 25	Sliced 95@2 60
		Roman Meal 2 30	Pumpkin
		Saxon Wheat Food 2 90	Fair 80
		Shred Wheat Biscuit 3 60	Good 90
		Triscuit, 18 1 80	Fancy 1 00
		Pillsbury's Best Cer'l 4 25	No. 10 2 40
		Post Toasties, T-2 2 50	Raspberries
		Post Toasties, T-3 2 70	Standard @
		Post Tavern Porridge 2 80	Salmon
			Warrens, 1 lb. Tall 2 30
		BROOMS	Warrens, 1 lb. Flat 2 45
		Fancy Parlor, 25 lb. 4 25	Red Alaska 1 70@1 75
		Parlor, 5 String, 25 lb. 4 00	Med Red Alaska 1 40@1 45
		Standard Parlor, 23 lb. 3 50	Pink Alaska @1 20
		Common, 23 lb. 3 25	Sardines
		Special, 23 lb. 2 75	Domestic, 1/2s 3 90
		Warehouse, 33 lb. 4 25	Domestic, 1/4 Mustard 3 75
		Common Whisk 1 00	Domestic, 1/2 Mustard 3 25
		Fancy Whisk 1 25	French, 1/2s 7@14
		BRUSHES	French, 1/2s 13@23
		Scrub	Sauer Kraut
		Solid Back, 8 in. 75	No. 3, cans 90
		Solid Back, 11 in. 95	No. 10, cans 2 40
		Pointed Ends 85	Shrimps
		Stove	Dunbar, 1s doz. 1 45
		No. 3 90	Dunbar, 1 1/2s doz. 2 70
		No. 2 1 25	Succotash
		No. 1 1 75	Fair 90
		Shoe	Good 1 20
		No. 3 1 00	Fancy 1 25@1 40
		No. 7 1 30	Strawberries
		No. 4 1 70	Standard 95
		No. 3 1 90	Fancy 2 25
		BUTTER COLOR	Tomatoes
		Dandelion, 25c size 2 00	Good 90
		CANDLES	Fancy 1 20
		Paraffine, 6s 7	No. 10 2 90
		Paraffine, 12s 7 1/2	CATSUP
		Wicking 20	Snider's pints 2 35
		CANNED GOODS	Snider's 1/2 pints 1 35
		Apples	CHEESE
		3 lb. Standards @ 85	Acme @16 1/2
		No. 10 @2 50	Carson City @16 1/2
		Blackberries	Brick @16
		2 lb. 1 50@1 90	Leiden @15
		Standard No. 10 @5 25	Limburger @18
		Beans	Pineapple 40
		Baked 85@1 30	Edam @85
		Red Kidney 75@ 95	Sap Sago @13
		String 1 00@1 75	Swiss, domestic @20
		Wax 75@1 25	
		Blueberries	
		Standard 1 80	
		No. 10 7 25	

3

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
Juley Fruit	59
Red Robin	62
Spearmint, Wrigleys	64
Spearmint, 5 box jars	3 20
Spearmint, 3 box jars	1 92
Trunk Spruce	59
Yucatan	62
Zeno	64

CHOCOLATE

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

CLOTHES LINE

No. 40 Twisted Cotton	95
No. 50 Twisted Cotton	1 30
No. 60 Twisted Cotton	1 70
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 00
No. 60 Braided Cotton	1 25
No. 80 Braided Cotton	1 85
No. 60 Sash Cord	1 75
No. 60 Sash Cord	2 00
No. 60 Jute	90
No. 72 Jute	1 10
No. 60 Sisal	1 00
Galvanized Wire	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 00
No. 19, each 100ft. long	2 10

COCOA

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

COCOANUT

Dunham's per lb.	
1/2s, 5lb. case	29
1/4s, 5lb. case	29
1/2s, 15 lb. case	28
1s, 15 lb. case	27
1/2s & 1/4s 15lb. case	28
Scalloped Gems	10
1/2s & 1/4s pails	16
Bulk, pails	13
Bulk, barrels	12
Baker's Brazil Shredded	
10 5c pkgs., per case	2 60
25 10c pkgs., per case	2 60
16 10c and 33 5c pkgs., per case	2 60

COFFEES ROASTED

Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23

Santos

Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23

Maracaibo

Fair	24
Choice	25

Mexican

Choice	25
Fancy	26

Guatemala

Fair	25
Fancy	28

Java

Private Growth	26@30
Mandling	31@35
Aukola	30@32

Mocha

Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28

Bogota

Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	
Package	
New York Basis	
Arbuckle	17 00

4

McLaughlin's XXXX

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

Extracts

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

CONFECTIONERY

Stick Candy	Pails
Horehound	9 1/2
Standard	9 1/2
Standard, small	10
Twist, small	10

Mixed Candy

Jumbo	Cases
Jumbo, small	9 1/2
Big Stick	10
Boston Sugar Stick	9 1/2
Mixed Candy	14

Broker	Pails
Cut Loaf	8 1/2
French Cream	10
Fancy	10
Grocers	7
Kindergarten	12
Leader	10
Majestic	10
Monarch	10
Novelty	11
Paris Creams	11
Premio Creams	14
Royal	8
Special	10
Valley Creams	13
X L O	7 1/2

Specialties

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

Chocolates

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

Pop Corn Goods

Without prizes.	
Cracker Jack with coupon	3 25
Pop Corn Goods with Prizes	
Giggles, 5c pkg. cs.	3 50
Oh My 100s	3 50
Cracker Jack, with Prize	
Pop Corn Balls, with ribbon, 200 in cs per cs.	1 40

Cough Drops

Putnam Menthol	Boxes
Smith Bros.	1 25

NUTS—Whole

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

Shelled

No. 1 Spanish Shelled	
Peanuts	6 1/2@ 7
Ex. Lg. Va. Shelled	
Peanuts	10 1/2@11
Pecan Halves	@55
Walnut Halves	@45
Filbert Meats	@38
Alicante Almonds	@65
Jordan Almonds	

June 16, 1915

5

Peanuts

Fancy H P Suns	
Raw	5% @6 1/2
Roasted	6% @7 1/2
H. P. Jumbo,	
Raw	7 1/2 @8
Roasted	8 1/2 @ 9

CRACKERS

National Biscuit Company Brands

In-er-Seal Trade Mark

</

6

Butter	
N B C Square	Boxes
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	
N B C Sodas	7
Premium Sodas	8
Select Sodas	10
Saratoga Flakes	13
Saltines	13

Oyster	
N B C 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
Lorna Doone	2 50
Anola	1 00
Champagne Wafers	2 50

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

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

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

Peel	
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 25 lb. boxes	@ 7 1/2
80-90 25 lb. boxes	@ 8 1/4
70-80 25 lb. boxes	@ 8 1/4
60-70 25 lb. boxes	@ 8 1/4
50-60 25 lb. boxes	@ 9 1/4
40-50 25 lb. 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	60
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.	

Tapoca	
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	
1/4 to 1 in.	6
1 1/4 to 2 in.	7
1 1/2 to 2 in.	9
2 in.	11
3 in.	15
	20

Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	13
No. 8, 15 feet	15
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

7

FLAVORING EXTRACTS

Jennings D C Brand	
Extract Lemon Terpenless	
Extract Vanilla Mexican	
Both at the same price.	
No. 1, F box 1/4 oz.	85
No. 2, F box, 1 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 1/4 oz. flat	1 75

FLOUR AND FEED

Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	6 20
Fancy Spring	6 90
Wizard Graham	6 20
Wizard, Gran. Meal	4 60
Wizard Buckw't cwt.	3 60
Rye	6 60

Valley City Milling Co.

Lily White	6 50
Light Loaf	6 00
Graham	2 80
Granena Health	2 90
Gran. Meal	2 00
Bolting Med.	1 90

Voigt Milling Co.

Voigt's Crescent	6 50
Voigt's Royal	6 90
Voigt's Flouring	6 50
Voigt's Hygienic Graham	5 60

Watson-Higgins Milling Co.

Perfection	6 35
Tip Top Flour	5 85
Golden Sheaf Flour	5 50
Marshall's Best Flour	7 00

Worden Grocer Co.

Quaker, paper	6 90
Quaker, cloth	6 50

Kansas Hard Wheat

Voigt Milling Co.	
Calla Lily	6 50

Worden Grocer Co.

American Eagle, 1/8s	7 00
American Eagle, 1/4s	6 90
American Eagle, 1/2s	6 80

Spring Wheat

Roy Baker	
Mazeppa	6 50
Golden Horn, bakers	6 40
Wisconsin Rye	6 30
Bohemian Rye	6 75

Judson Grocer Co.

Ceresota, 1/8s	7 40
Ceresota, 1/4s	7 50
Ceresota, 1/2s	7 60

Voigt Milling Co.

Columbia	7 10
----------	------

Worden Grocer Co.

Wingold, 1/8s cloth	7 80
Wingold, 1/4s cloth	7 70
Wingold, 1/2s cloth	7 60
Wingold, 1/8s paper	7 65
Wingold, 1/4s paper	7 60

Meal

Bolting	4 40
Golden Granulated	4 60

Wheat

New Red	1 03
New White	1 00

Oats

Michigan carlots	49
Less than carlots	51

Corn

Carlots	80
Less than carlots	82

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 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

Old Wool

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 GLASSES

5 lb. pails, per doz.	2 30
15 lb. pails, per pail	65
30 lb. pails, per pail	1 25

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 10@1 20	
Bulk, 2 gal. kegs 1 05@1 15	
Bulk, 5 gal. kegs 1 00@1 10	
Stuffed, 8 oz.	90
Stuffed, 5 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25
Queen, Mammoth, 19 oz.	4 25
Queen, Mammoth, 28 oz.	5 75
Olive Chow, 2 doz. cs.	
per doz.	2 25

PEANUT BUTTER

Bel-Car-Mo Brand	
24 lb. fibre pails	0 9 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	9 9
Gas Machine Gasoline	16 9
V M & P Naphtha	9 4
Capitol Cylinder	29 9
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 00
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

POTASH

Babbitt's, 2 doz.	1 75
-------------------	------

PROVISIONS

Barreled Pork	
Clear Back	22 00@23 00
Short Cut Clr	20 00@21 00
Bean	16 00@17 00
Brisket, Clear	27 00@28 00
Pig	
Clear Family	26 00

Dry Salt Meats

S P Bellies	14 1/2@15
Lard	
Pure in tierces	11 1/2@12
Compound Lard	8 1/2@ 9
80 lb. tubs	advance 1/2
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
20 lb. pails	advance 3/4
10 lb. pails	advance 3/4
5 lb. pails	advance 1
8 lb. pails	advance 1

SPECIAL PRICE CURRENT

12

13

14

15

16

17

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, 1/2 oz.	39
Carnival, 16 oz.	40
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. pls 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 04
F. F. A., 4 oz.	5 04
F. F. A., 1 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 53
Five cent cut Plug	29
F O B 10c	11 52
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Gold Hand, 5c	48
Gold Block, 10c	12 00
Gold Star, 50c pail ...	4 60
Gall & Ax. Navy, 5c ...	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 72
Hand Made, 2 1/2 oz. ...	50
Hazel Nut, 5c	5 76
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kill 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	92
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Neon 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., 3 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, 8c	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
Brass, Single	3 75
Glass, Single	3 60
Single Acme	3 50
Double Peerless	5 25
Single Peerless	3 85
Northern Queen	4 15
Double Duplex	3 75
Good Enough	3 85
Universal	3 80
Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30
Wood Bowls	
13 in. Butter	1 75
15 in. Butter	2 50
17 in. Butter	4 75
19 in. Butter	7 50
WRAPPING PAPER	
Common Straw	2
Fibre Manila, white ...	3
Fibre Manila, colored ...	4
No. 1 Manila	4
Cream Manila	3
Butchers' Manila	2 1/2
Wax Butter, short c't 10	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
50 oz., 2 doz. screw top ...	4 20
80 oz., 1 doz. plain top ...	6 50
80 oz., 1 doz. screw top ...	6 75
Barrel Deal No. 2	
8 doz. each 10, 15 and	
25 oz.	32 80
With 4 dozen 10 oz. free	
Barrel Deal No. 2	
6 doz. each, 10, 15 and	
25 oz.	24 60
With 3 dozen 10 oz. free	
Half-Barrel Deal No. 3	
4 doz. each, 10, 15 and	
25 oz.	16 40
With 2 doz. 10 oz. free	
All cases sold F. O. B.	
jobbing point.	
All barrels and half-	
barrels sold F. O. B. Chi-	
cago.	



Royal	
10c size ..	90
1/4 lb cans 1 35	
6 oz cans 1 90	
1/2 lb cans 2 50	
3/4 lb cans 3 75	
1 lb cans 4 80	
3 lb cans 13 00	
5 lb cans 21 50	

CIGARS

Johnson Cigar Co.'s Brand	
Dutch Masters 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 1/2 c per lb
Palm Pure Soap Dry	300 lbs.	6 1/2 c per lb

FOOTE & JENKS' COLEMAN'S (BRAND)

Terpeneless Lemon and High Class Vanilla

Insist on getting Coleman's Extracts from your jobbing grocer, or mail order direct to FOOTE & JENKS, Jackson, Mich.

PUTNAM'S

Double A

Bitter Sweet Chocolates

The Highest in Quality Greatest in Demand

If you are not supplied a postal card will bring them
Packed in five pound boxes

Vanilla, Pineapple, Orange, Lemon, Raspberry,
Walnut or Assorted.

Made by

National Candy Co., Inc.

Putnam Factory

GRAND RAPIDS

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; Gods-	
mark, Durand & Co., Bat-	
tle Creek; Fielbach 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 Cleanser

Guaranteed to
equal the
best 10c kinds
80 - CANS - \$2.90

BBLs.

White City	210 lbs.	3c per lb.
Tip Top	250 lbs.	4c per lb.
No. 1 Laundry Dry	225 lbs.	5 1/2 c per lb
Palm Pure Soap Dry	300 lbs.	6 1/2 c per lb

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—Modern up-to-date home in Grand Rapids, at 1249 Cass avenue. Only one block from car line, two blocks from Madison Square, one block from new school. This beautiful home has furnace, hot and cold water and gas. Property in this part of city is advancing every day. If sold within next two weeks will take \$4,000. A rare bargain. Geo. E. Duncan, Elsie, Michigan. 222

Five drawer National cash register for sale cheap. A. Salomon & Son, Kalamazoo, Michigan. 219

For Sale—Variety store, stock and fixtures, a prosperous business, in good live town, county seat. Best reasons for selling. A bargain if taken at once. Address XYZ, care Tradesman. 220

For Sale—A meat market, fixtures and building; everything new; will sell cheap if sold at once. Address 524 Richfield Road, Flint, Michigan. 221

For Sale—Only bakery in county seat town of 1,200; doing good business. Brick rooms; reasonable rent; best location in town. Roberts oven No. 60, 1½ barrels. Triumph mixer gas engine all in first-class condition. No bread shipped in. Cigar factory, button factory with a running pay roll of \$1,200 per week. A bargain for \$700. Address C. A. Mills, Oquawka, Illinois. 207

For Sale—General merchandise business in small town. Might consider small farm or house in good town for same. E. A. Lutter, Kingston, Illinois. 208

Shoes—We are stock buyers of all kind of shoes, large or small, parts of or any kind of merchandise. Largest prices paid. Write at once. Perry Mercantile Co., 524 Gratiot avenue, Detroit, Michigan. 209

For Sale—Old established hardware business. Address 624 Main street, Marine City, Michigan. 210

For Sale—Home surrounded by beautiful grounds on river. Address 624 Main street, Marine City, Michigan. 211

For Sale—On account of other business, I will sell my long-established business, consisting of men's and boys' clothing and furnishings, few shoes and small lot of ladies' ready-to-wear. In all will inventory about \$9,000. Will take 60 cents on the dollar for quick sale. Stock is clean and up-to-date, and business is making money. City of 45,000. Rent \$125. Cash deal only considered. Address No. 212, care Michigan Tradesman. 212

For Sale—New upright Standard meat scale, twenty-four pounds. Never used. Price \$50. Henry Houserman, Saranac, Michigan. 213

Experienced window trimmer and card-writer desires change with up-to-date firm. Now employed. Address 212 McBoo street, St. Paul, Minn. 214

For Sale—Clean department store stock of china, dry goods, notions, house furnishings. Located in live manufacturing town 3,500, with first-class farming country. C. J. Tucker, Grand Ledge, Michigan. 215

For Sale—A stock of general merchandise of about \$12,000; also 5 acres of land and building valued at about \$5,000; located in Leaf Valley township, Douglas county, Minnesota, 9 miles from Garfield, the nearest railroad town on Great Northern. Here is located also a farmers co-operative creamery, a blacksmith shop and a town hall. If interested, write to W. H. Venzke, Garfield, Minn. Route No. 1. 217

If you want cash for your general stock, shoes or clothing, write R. W. Johnson, Fort Pierre, So. Dakota. 218

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

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

Force Your Selling—In the selling season sell all possible, at a profit. Why carry goods over and sacrifice them out of season. Our special selling campaigns are profit makers and business builders. Stocks closed out entirely or reduced at a profit and no bad after effects. Gilt edge references from merchants and jobbers. Merchants National Service Co., National City Bank Building, Chicago, Illinois. 134

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

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 & Alsbaugh, 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

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

Sacrifice 160 improved, corn, stock, level farm near city—Spring Lake. Part trade. \$8,000. J. Topping, Muskegon, Michigan. 188

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—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

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

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

Good paying bakery in country town. Enquire of C. A. Forster, Menominee Falls, Wis. 157

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—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

For Sale—A clean stock of general merchandise. Will inventory about \$4,000. In good country town with best of farming country around. Handy to Grand Rapids market. Reason for selling, change of business. Address 224, care Michigan Tradesman. 224

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

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. Kauffer, Milwaukee, Wis. 925

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 359

We buy and sell second-hand store fixtures. Grand Rapids Store Fixture Co., 7 North Ionia Ave. 204

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

For Sale—New, clean grocery stock and fixtures located in new building on one of the best business streets of Grand Rapids. Established trade. Will waive good will if tenant makes five year lease of building. Buyer should have \$2,500 or will exchange for East end property. E. I. Bates, 341 South Division Street, Grand Rapids. 223

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

HELP WANTED.

Several salesmen wanted to sell dress trimmings, laces and novelties to department stores. Excellent territory still open, good commission paid to experienced men only. Replying, state other lines carried and territory covered. Hirschberg, Schutz & Co., 29 E. 21st St., New York City. 216

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

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.

Manufacturing Matters.

Ewart—Joseph H. Barnes succeeds J. C. Houghton in the cigar manufacturing business.

Detroit—The Metalwood Manufacturing Co. has increased its capital stock from \$100,000 to \$155,000.

Battle Creek—The Graves & Evans Co., manufacturer and wholesale confectioner, has increased its capital stock from \$4,000 to \$25,000.

Lansing—The Reo Motor Car Co. has declared a 15 per cent. dividend, payable July 1. This amounts to \$450,000 on the \$3,000,000 capitalization.

Portland—B. D. Smith, receiver of the Ramsey-Alton Manufacturing Co., announces that the property of the company will be sold July 22 at public auction.

Munising—The plant of the Superior Veneer & Coopers Co. was destroyed by fire June 11, entailing a loss of at least \$50,000, covered by insurance.

Merrill—W. I. Biles has engaged in general trade under the management of C. E. Brownell. Mr. Biles is connected with the Saginaw Milling Co., at Saginaw.

Jackson—D. D. Holden has leased the W. J. Preese flour mill and has removed his feed mill and retail stock to the mill at 110 East Washington street and will continue the business.

Detroit—The Detroit Tiger Motor Car Co. has been organized to manufacture and sell motor cars and their parts, with an authorized capital stock of \$15,000, of which amount \$12,000 has been subscribed and paid in cash.

Detroit—The Cottage Grove Creamery Co. has been organized with an authorized capital stock of \$30,000, of which amount \$20,010 has been subscribed, \$1,410 paid in cash and \$18,600 in property.

Detroit—The New York-Detroit Clothing Co. has been organized to manufacture and deal in woolens, cottons and other fabrics, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in cash.

Detroit—The N. E. S. Manufacturing Co. has been organized to manufacture and sell machinery for the manufacture of metal buttons, with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and \$3,500 paid in cash.

Detroit—The Detroit Advertising Safety Match Co. has been organized to manufacture and sell matches as advertising specialties, with an authorized capital stock of \$1,500, of which amount \$10,000 has been subscribed, \$3,000 paid in cash and \$7,000 in property.

Detroit—The Detroit Motor Appliance Co. has been organized to manufacture and sell at wholesale and retail automobile equipment, accessories, etc, with an authorized capital stock of \$45,000, all of which has been subscribed, \$5,000 paid in cash and \$40,000 in property.

Calumet—The Calumet Garment Manufacturing Co. has been organized to manufacture and sell a general line of men's women's and children's garments, with an authorized capital

stock of \$5,000 of which amount \$2,500 has been subscribed, \$1,000 paid in cash and \$1,000 in property.

Kalamazoo—Charles Holt has been offered a chance to go to Omaha and start a cigar factory. The offer comes from the Commercial Club, of that city, and states that business men in that place are willing to subscribe funds for a factory that will employ between forty and 100 men providing he will come to that place and manage the factory.

Detroit—The Towler Engineering Co. is taking over the plant of the Detroit Bridge & Steel Works, near South Dearborn avenue, River Rouge, and will place the plant in operation again in about a week. Max J. L. Towler, of Detroit, who was active in the Detroit Bridge & Steel Co., is the principal owner of the new corporation. The plant will continue to turn out structural steel and other material for bridge and dock construction.

No Change in Attitude Toward Trading Stamps.

The Tradesman gives place this week to a paid announcement from the United Profit-Sharing Corporation and feels that an explanation is due its readers, because it has heretofore steadfastly declined to accept advertisements of this character. Two months ago the Tradesman refused an order from the Sperry & Hutchinson Co. in the following words:

I am in receipt of your letter of April 15 enclosing order and copy for full page advertisement to appear in our issue of April 28.

I cannot consistently accept your advertisement because I do not deem it proper to condemn trading stamps in our editorial columns and exploit them in our advertising columns.

Because we want to deal fairly with every one, I am going to publish your reply to Mr. Bloomingdale in our reading columns as reading matter, making no charge therefor. Of course I reserve the right to comment on same, editorially or otherwise, at my convenience.

To this letter the Sperry & Hutchinson Co. replied as follows:

We beg to acknowledge your favor of April 19 and copy of the Michigan Tradesman of April 21. We certainly appreciate the spirit of fairness with which you have treated us. If others would be so eminently fair, there would not be so much possibility of the coupon and trading stamp business being misrepresented and judged erroneously.

We are always as willing to welcome an open discussion in public print as to the propriety of our business as we are to use the columns of the paper whose editorial policy is as open-minded and fair as your own.

Two weeks ago the advertising representative for the Tradesman in New York forwarded an order for the advertisement which appears this week. To this request the publisher of the Tradesman replied as follows, returning both copy and order:

There is nothing particularly objectionable in the advertisement, per se, but it does not seem to me fair or equitable to accept money from a corporation whose methods I am condemning editorially. I may be wrong in this, but you will have to bear with me and attribute it to lack of vision on my part.

The advertising representative and the exploitation manager of the advertiser thereupon wrote the Tradesman that they did not seek to muzzle the editorial independence of the Trades-

man; that the Tradesman could, if it wished, condemn the trading stamp propaganda in the same issue in which the advertisement appeared. This is contrary to the general policy of the Tradesman, which is to accept no advertisement which it can not consistently recommend.

The Tradesman therefore avails itself of this opportunity to state that it is everlastingly opposed to trading stamps and profit-sharing coupons and will continue its active opposition so long as the business embodies the objectionable features which are now its most distinguishing characteristics.

Adaptation of Catalo Hides For Leather.

The Tradesman recently published an illustrated article on the catalo, the new animal produced by a cross of the cow and the buffalo. As the author of the article did not make any statement regarding the value of the hide of the new animal, the Tradesman wrote the two foremost breeders of the animal in regard to this phase of the subject, receiving the following replies:

Goodnight, Texas, June 13.—The hides of the catalo are very superior as robes and, when there is enough buffalo in them, they are too valuable to tan as leather. They are more porous than ordinary cow hide and are more even than cow hide. It would make a very useful leather, but do not think it would make good sole leather. The first catalo ever produced in America were produced here. The name was taken from both animals, giving the new specie a name.

C. Goodnight.
Bobcayeon, Ont., June 14.—With respect to the question whether or not the hides of these animals will be particularly good for leather, we are unable to give an opinion, as we do not know just what qualities are considered desirable for the leather trade. We think, however, that the hides of these animals are thicker than those of domestic cattle. Some hides we have had dressed for robes are excellent, much more beautiful than those of the pure buffalo, the color being a richer brown and the hair more evenly distributed. If you are particularly interested in enquiring further into this question, we think that we cannot do better than to refer you to the tanners, F. Schnauffer, fur dresser and dyer, 39 McMurrich street, Toronto, and Messrs. Fairweathers, Limited, Yonge street, Toronto, who dressed these hides for us, and who, no doubt, will be glad to give you information respecting the quality of the leather and the merits of the hides as robes.

Mossom Boyd Co.

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

Buffalo, June 16.—Creamery butter, fresh, 25@28c; dairy, 20@24c; poor to common, all kinds, 18@20c.

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

Eggs—Choice fresh, 18½@20c. **Poultry (live)**—Broilers, per lb., 25@30c; cox, 11c; fowls, 14@16c; ducks, 14@16c.

Beans—Medium, new, \$3.40; pea \$3.25; Red Kidney, \$3.75; White Kidney, \$3.90@4; Marrow, \$3.75@4. **Potatoes**—35@40c per bu.; new \$2.50@300 per bu.

Rea & Witzig.

Some men who boast that they pay as they go never manage to get very far.

No More Flour Made in Lyons.

Lyons, June 15.—For the first time in fifty-nine years flour is not being made in Lyons, the flouring mill of J. Hale & Sons being closed and everything in readiness to move to Ionia where they will continue the business.

The first mill was erected in Lyons in 1856, standing between the homes of L. H. Hale and W. H. Sherwood. The mill was then run by steam. In 1856 Daniel Ball, of Grand Rapids, owning considerable real estate in Lyons, proposed to build a dam. The citizens of the village and the farmers hereabouts raised \$8,000 which was expended in building the dam part way across the river where the work stopped. This improvement was later finished, and the grist mill was moved to its present site in 1858. Nine years later, in 1867, two brothers, Jonathan and Jack Hale come to Lyons from Pontiac and bought the mill, which they operated for many years. About the year 1900, the two sons of Jonathan Hale, Lewis H. and Elmer B., purchased the interest of Jack Hale; the firm name being changed to J. Hale & Sons, by which it has been known since.

The firm of J. Hale & Sons owned about two-thirds of the local water power until about a year ago when they disposed of their interest to the Commonwealth Power Co., and at once commenced the erection of a modern mill at Ionia. The new plant is built entirely of vitrified brick, the main building being 30 x 58 feet, four stories above the ground and the basement. There is also a warehouse of a story and a half 40 x 80 feet. The mill is one of the most modern and up-to-date in the State and has a capacity of 300 barrels of flour and fifty barrels of graham per day.

Pleasant Word From Secretary Potts.

Chicago, June 15.—It is becoming more and more apparent to me that the allied organizations, the Michigan Pharmaceutical Travelers' Association and the M. S. P. A. are becoming better acquainted and their closer relations should be promoted in every way possible. Get better acquainted with the retail druggist. If you treat him fairly, you will make a strong and sincere friend who can not help but be useful to you in your business career. If you are a new man in the work, do not be incensed against the retail druggist when you cannot convince him that you are not offering him a white elephant, because later, when you become better acquainted, if your offer is a good one, you will sell him and everything will be upon a satisfactory basis.

Thomas H. Potts,
Secretary N. A. R. D.

The Railway Age Gazette is authority for the statement that the close of the fiscal year of 1915 will see one-eighth of the railroad mileage of the United States in the hands of receivers. This is a total approximately of 30,500 miles. The present total mileage is about 248,000. In 1896 the total mileage of roads in the hands of receivers was 30,475 but at that time the total mileage of roads operated was much smaller than it is to-day.

If we could only settle our bills by paying compliments!

BUSINESS CHANCES.

Stock ladies' and men's clothing and shoes in best sugar-belt section of Michigan \$5,000. Stock can reduce to \$3,500. Low expenses; live business. Sickness reason for selling. Address 225, care Tradesman. 225

Two-dollar hat store, and renovating plant in connection, for sale. Live city, 25,000. Well-established, making very good money. Everything up-to-date; no old stock. A lifetime opportunity. Invoice about \$2,000. Hurry! Berniers' \$2.00 Hat Store, Fargo, N. Dak. 226



Mr. Merchant: here is the opportunity you have been looking for. The **UNITED Profit-Sharing Plan** gives you part of the Manufacturers' Advertising Appropriation to spend in your own store.

How often have you said to the sales representative of some big house, "Why can't I get some of this money you are spending for advertising?"

Here is the answer to your question:

By adopting the United Profit-Sharing Plan and packing United Profit-Sharing Coupons with their goods, manufacturers of

ADVERTISED MERCHANDISE

Goods popularized by consistent use of liberal Magazine and Newspaper - Space, Bill Boards and Street Car Displays

are now sharing their advertising appropriations directly with YOU!

Profit-Sharing is the new idea for helping you win home trade in your own neighborhood.

You cannot afford to overlook the benefit of this plan

It costs you nothing.

It does not detract from the quality of the goods.

It is the manufacturer's way of reaching your customers through you.

It keeps trade coming back again.

Over fifty-two per cent. of the really profitable business which you ought to be getting to-day is going to mail-order and wagon merchants!

You know this, Mr. Merchant. That's why you ought to welcome any force which will switch this business back to you, where it belongs.

It costs money to advertise, and advertising is very effective; but United Coupons are most effective as the clincher of all advertising and link all advertising to your store, because they go to the people who want them. They advertise YOU in your home town and brand your store as being up-to-date and progressive.

PEOPLE WANT GOODS CONTAINING

Make yours the store the people want to trade at

**UNITED
PROFIT-SHARING
COUPONS**

Sell the people the goods they want to buy

Write us to-day for list of Profit-Sharing Goods and get your name on our list to receive the latest news about these valuable coupons and how they will help you to win more trade.

United Profit-Sharing Corporation

44 West 18th Street, New York City



THE BEST

piece of goods
any dealer
can hand over
the counter.

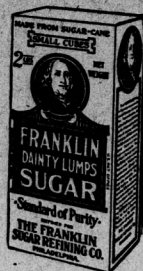
K C BAKING POWDER

The best at any price.

Free from adulteration.

It will pay you to push K C

Jaques Mfg. Co., Chicago



*For Tea
Coffee or
Cocoa*

Franklin Dainty Lumps

(SMALL CUBES OF SUGAR)

Tell your customers about these dainty little lumps of pure cane sugar—small enough to sweeten Tea, Coffee, etc., without waste; small enough to dissolve quickly; daintily packed in sealed Franklin Cartons; superior in every way to old style lump sugar.

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

**The FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA**

Sales Tell the Tale

You can sell more

PERFECTION OIL

THE NEW OIL
for LIGHT and FUEL

than any other kind because it burns 20 per cent. brighter and 20 per cent. longer than any other oil, without any odor or charring the wick. Therefore it is more economical and satisfactory to the consumer.

You will want to sell more Perfection Oil than any other kind because it means larger sales and greater profit for you.

BE THE FIRST

in your locality to introduce it. Recommend it with confidence. Every claim is guaranteed by Standard Oil Company, of Indiana, America's greatest service organization.

Full particulars at any of our distributing stations.

STANDARD OIL COMPANY

of Indiana

CHICAGO : : U. S. A.

