

The Land of Beginning Again

I wish that there were some wonderful place
Called the Land of Beginning again,
Where all our mistakes and all our heartaches
And all of our poor, selfish grief
Could be dropped, like a shabby old coat, at the door,
And never be put on again.

I wish we could come on it all unaware,
Like the hunter who finds a lost trail;
And I wish that the one whom our blindness had done
The greatest injustice of all
Could be at the gates, like an old friend that waits
For the comrade he's gladdest to hail.

We would find all the things we intended to do
But forgot, and remembered—too late;
Little praises unspoken, little promises broken,
And all of the thousand and one
Little duties neglected that might have perfected
The day for one less fortunate.

It wouldn't be possible not to be kind
In the Land of Beginning Again;
And the ones we misjudged and ones whom we grudged
Their moments of victory here
Would find in the grasp of our loving handclasp
More than penitent lips could explain.

For what had been hardest we'd know had been best,
And what had seemed loss would be gain;
For there isn't a sting that will not take wing
When we've faced it and laughed it away;
And I think that the laughter is most what we're after
In the Land of Beginning Again!

So I wish that there were some wonderful place
Called the Land of Beginning Again,
Where all our mistakes and all our heartaches
And all our poor, selfish grief
Could be dropped, like a shabby old coat, at the door,
And never be put on again.

Louisa Fletcher Tarkington.

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

Piper's Pure Ice Cream

is so far ahead of all others it's lonesome

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All inquiries receive prompt attention

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Detroit, Michigan



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It's Good for You

The Best Bread is made with

Fleischmann's Yeast



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Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

BUFFALO, January 3, 1916.
DEAL NO. 1601.

Lautz Bros. & Co.

MICHIGAN TRADESMAN

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, MARCH 15, 1916

Number 1695

SPECIAL FEATURES.

Page.	
2.	Detroit Detonations.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Gabby Cleanings from Grand Rapids.
7.	Upper Peninsula.
8.	Editorial.
10.	Dry Goods.
12.	Financial.
14.	Bankruptcy Matters.
16.	Hardware.
18.	Shoes.
20.	Woman's World.
22.	The Meat Market.
23.	Butter, Eggs and Provisions.
24.	The Commercial Traveler.
27.	Wholesale Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

JOHN E. PECK.

Death of the Druggist, Capitalist and Philanthropist.

A good man has gone. We are called upon to-day to lay away all that remains of our fellow citizen, John E. Peck, who died in New York City on the morning of March 5 at the residence of his daughter, Mrs. Arthur Waite. The immediate cause of his death was the result of a severe cold contracted at about the time he made the trip from Grand Rapids to New York in the month of February and his death was, in a sense, quite unexpected.

Mr. Peck was 72 years old and lately had intimated in his conversation with his fellow men in business circles that it was time for him to arrange his matters, each and every day, in such a complete manner that there might be no misunderstandings when he was gone. Even to those of us who knew him best, there is something strange about his having gone back to the city of New York and the home of his daughter and to die there almost six weeks to a day following the date upon which Mrs. Peck, his wife, had died at the home of this daughter. Mrs. Peck's remains were brought back to Grand Rapids at that time, as those of her husband have been brought back within the last two or three days to be buried in the home city where they both lived so many years.

Two children survive—Mrs. (Dr.) Arthur Waite, of Riverside Drive, New York, and Mr. Percy Peck, of this city, who has only known this city as his home.

The work of life, the battles fought and the victories won that seem to have been accomplished in the three score years and ten allotted to man have become a thing of the past and Mr. Peck, as well as his wife, have laid down the burdens, the battles and achievements of life after having rounded out full lives in their personal undertakings and their contact with the world.

Mr. Peck was born in Newburg, N. Y., in 1844, the son of one of the oldest families of that historic town,

which has been so closely connected during the last few decades with the great metropolis of this country. His father was Dr. Elias Peck, who was for a period of forty years or more a physician and leading druggist in that city. It was with this father that not only John E. Peck, but his brother, Thomas Peck, who died a few months ago, gained their knowledge of the business which they followed and in which they were eminently successful during their business lives.

The heritage from father and mother to Mr. Peck was great. The world has been good to him from a standpoint of worldly success, based upon honest and straightforward efforts and achievements, and God has been good to him in that he had given him the spirit, the life and desire to be a good man among men and to be regarded in all his undertakings as one of the foremost in the general desire for good citizenship. He was for forty years engaged in the retail drug business in this city and the Peck Drug Co. now is the monument of his local business and one that both he and his brother were very proud of and in the possession of which those who succeed him should recognize the fact that they "built better than they knew." Only three or four decades ago men who in the professions or in business life were successful were objects of interest and attracted the attention of the people at large, but Mr. Peck not only grew through and out of those decades, and survived without failure and without compromise, but in the later decades and to the very last days of his business career succeeded in maintaining that place in commercial life which belongs to the liberal, strong and farsighted man.

Mr. Peck was genial in his disposition and always welcome to the presence of those who knew him. He was kind in his disposition. He was charitable to those who needed his assistance and recognized especially the efforts of young men to make a place for themselves in business life. In all his years he had been firm as the oak which withstands the blasts and wintry winds and he had become sturdy from necessity of resistance. He was as gentle as the child under the circumstances where the human mind sometimes thinks that there are no battles to fight and no victories to win and that spring time and early summer time of life will always endure.

It is not only very pleasing, but it is a source of comfort and strength for a young man just starting out in life to look upon such a man as Mr. Peck, who practically had never laid down the duties of business life until

he came to the end, not only not having lost his interest in business but intense with the thought that young men were to succeed him and anxious in the hope that they were to follow well in his footsteps. He leaves a mark upon the business history of this community as a man who succeeded through the sturdy and strong work of many years, who never compromised and who never failed to render unto every man justly those things which make up what we call nowadays "True Brotherhood." His life was well begun, successfully conducted and, we believe, finished in the full and well rounded comprehension of a successful man, loving brother and good citizen.

Lee M. Hutchins.

ATTITUDE OF THE WEST.

Despite the news of the past week or two, and especially of this week, regarding the fighting on Europe's western battle-front and the controversy between the President and Congress over the Mexican situation, the Western business and agricultural communities have not been disturbed as to consequences bearing on their own affairs. There is, in fact, little general interest taken in the question of foreign complications affecting business in the near future. The subject furnishes occasion for argument at times, but that is about as deep as it goes.

General sentiment seems to have settled down to the conviction that the war will continue at least for some months, that the United States will not be involved—largely because we do not want to be—and that during the continuance of the war, business will continue much as at present. Meanwhile manufacturers are getting further and further behind on their orders, and less and less in position to take care of their customers' immediate needs. They appear, however, to find some consolation in the success with which they are able to advance prices whenever opportunity offers, and sometimes when it does not.

The question of future business activity during the coming spring months in the Central West is squarely up to the consumer, especially the farmer in the agricultural regions. Distributors, wholesale and retail, in all lines have industriously accumulated large stocks of merchandise in anticipation of a coming demand which seems to them from the very nature of things to be inevitable. Meanwhile, much snow and cold weather over wide areas have marooned the farmers on their farms, while the town and city storekeeper, although still hopeful and confident,

has occasional flurries of apprehension as to whether his "preparedness" was, after all, well ordered and wisely anticipatory. He watches the weather map with attentive thought, knowing full well that the weather is the keynote of business for the next two months. An early open spring means everything for general prosperity. A cold and wet season foreshadows deferred purchases that finally do not get bought at all. In mining and manufacturing centers, things are more immediately busy; for unemployment is small, wages good, and there is much free spending. In the last-mentioned respect, a curious exception is to be seen in districts where foreign mine and mill workers are numerous, especially if they are newly arrived, for they are sending a large part of their wages to their distressed relations and friends on the other side of the water, and spending is cut down accordingly.

Another element of doubt is the attitude the consumer may take in regard to increasingly high prices and whether those prices will curtail consumption. They have already done so in some instances, especially in articles of constant daily use. Galvanized corrugated roofing, for one instance, has practically stopped selling because of its high price, and the trade in this line has shifted to the painted roofing, which is one-half the price of the galvanized.

This tendency quite inevitably gives the dealer some concern, for he knows how long and patiently the consumer can wait for lower prices when he once makes up his mind that they are too high. But meanwhile, orders for future delivery continue in unabated volume. Take such household goods as stoves and stove-furnishings, for use next fall. The present buyers seem to fear to wait before making their commitments, lest they should have to pay still higher figures than now prevailing. There is an unprecedented sale of all those hand agricultural implements known in hardware phrase as "steel goods," which are used in planting, cultivating, and harvesting all kinds of grains. The large sales of these agricultural tools are almost an unerring indication of the great acreage that will be planted in grains this season; for these goods are bought by the storekeeper who is in constant, close touch with the farmer, and knows only too well the farmer's trend of thought.

D. E. Burgess, dealer in furniture and hardware at Allegan, has added a line of groceries. The Worden Grocer Co. furnished the stock.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, March 13—Learn one thing each week about Detroit: It is estimated that it would take three of those 10,000 ton lake freighters to carry all the toilet articles and perfumes made in Detroit in a year. Since the beginning of the war, the output has increased materially.

John T. Johnson has opened a grocery store at 1983 Jefferson avenue, East.

S. R. Glogower, representative for Johnson & Johnson, New Brunswick, N. J., has been confined to his home, 2008 West Grand Boulevard, the past week with a severe attack of the gripple.

The Belle Isle Boat Works, on Motor Boat Lane, has added a stock of marine hardware and motor boat parts. The management of the store is under E. M. Gregory.

Joseph Knauer has opened a cafeteria at 122 Kercheval.

Considering the great number who mounted the water wagon Jan. 1, it is surprising how many of the same ones are again doing the same thing with the advent of the lenten season.

Angus Pennefather has renewed his subscription to the Tradesman. Both being married men, there appears to be a bond of sympathy between him and the writer. P. S. He is our brother-in-law.

Mrs. Klieman has opened a confectionery store at 791 Mack avenue.

Contracts have been let for the construction of a new factory at East Grand Boulevard and St. Aubin avenue by the General Aluminum Brass Manufacturing Co.

Henry Koester, dry goods merchant of Mt. Clemens, has had his store remodeled throughout and a new front installed.

Every cloud has its silver lining. The terrific blizzards which raged in the northern part of the State last week furnished many a traveler with an alibi for a poor week's business.

C. D. Crook, of Maple Rapids, was in Detroit on a trip last week in the interest of his general store.

I. Lieberman, general merchant of Algonac, has purchased the men's furnishing goods stock of William Sullivan, at 2050 Fort street.

Every dog has his day and it looks as if Villa has had his.

H. B. Brown, well known in this city, having represented C. Elliot & Co. as city salesman, is about to embark in the retail grocery business. He has leased the store at 1653 Mack avenue and expects to open for business about March 18.

The day on which these columns are being written happens to be our birthday. Between wife and myself a truce for the day was effected and a cessation of hostilities declared. All in the household seemed in a fair way to pass a day of pleasantries. Mother-in-law presented us with a large can of peculiarly colored ice cream, then came over and ate about two-thirds of it. Sister sent over a package of her favorite flowers and then borrowed them to wear to a party, while the missus presented us with some wearing apparel she was badly in need of. At the dinner party some one proposed a toast that we live to be 80. Quickly came a response from the lady of the house as follows: "May the good Lord have mercy on me." The regular routine of life was at once resumed.

The annual election of officers of Detroit Council takes place next Saturday evening, March 18, at the hall in the Elks temple. Senior Counselor C. C. Welker has sent an urgent invitation to members to attend this, the most important meeting in the year.

R. Wallack will open an up-to-date

grocery at 1620 Mack avenue about March 15.

From many points we have learned that readers of the Tradesman are curious to know what we would have to say in defense of Henry Ford, in reply to the criticism of him by the Tradesman editor. The writer is in hearty accord with the editor's judgment of Mr. Ford, but when it comes to criticizing a product on account of the abnormal profit enjoyed by the manufacturer, we believe it unfair. If one were to criticize large profits, no doubt the manufacturer of a certain safety razor which sells for \$5 would be included. It is stated that it was the original intention of the inventor to sell the razor at \$1, until persuaded by an advertising concern to make the price \$5. That the prices asked for "talking machines" are far in excess of their actual value is a foregone conclusion. The sale of the records alone would bring in profits enough so the manufacturers could well afford to give the machine away outright, yet they ask the dear public to pay from \$50 to \$500 for the privilege of buying their records at a price that unquestionably shows "300 per cent." profit or more. There are hundreds of other commodities that might be enumerated. While we do not profess to know any thing about automobiles—still belonging to the "pedestrian class"—we are under the impression that even though fords are slapped together in a few minutes, there have been as few accidents caused by their defectiveness as by any machine made. So far as Mr. Ford is concerned, Mr. Stowe's arraignment of him is far too mild in our opinion. Something is lacking in a man's mentality when he attempts in a haphazard manner to do things that some of the greatest and brainiest men could not accomplish with great thought and care. Before the \$5 a day plan was inaugurated the Ford Co. paid starvation wages and was and still is considered a slave driving shop. It may not be known generally, but it is necessary that a person be employed by the company for six months before becoming eligible to the higher rate of wage. Why not thirty or sixty days if Mr. Ford intends to be so philanthropic? Surely a man can learn his duties and show his fitness in that length of time. Again if Mr. Ford wishes to assure the public of the great interest he has in their welfare, why not put a self-starter on his non-changing machine, thereby saving many from the pain of broken arms and wet and muddy shoes.

J. M. Green, formerly of Goodale, has engaged in the grocery business at 517 St. Jean.

Fire originating in the basement of Kaufman's hat store, 21 Campus Martius, last week caused damage of \$2,000 to the stock. Others damaged by fire and smoke were Brennan, Fitzgerald & Sinks' restaurant, the Central Candy Co., the United Cigars Stores Co. and Bond's clothing store.

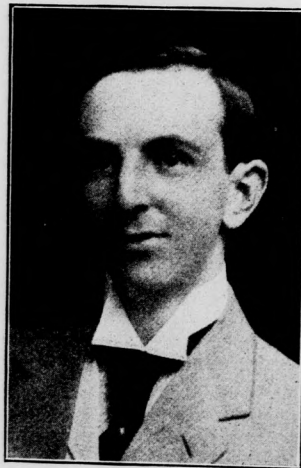
Smith & Kelly, general merchants at New Lothrop, were Detroit business visitors last week.

The National Can Co. has awarded contracts for the erection of a three-story brick and steel addition to its factory at Russell street and East Grand Boulevard.

At least the funerals of the soldiers of Uncle Sam do not have to be carried out with the haste of the European funerals of soldiers.

What proved to be the most successful banquet ever held by Cadillac Council occurred last Saturday night at the Board of Commerce rooms. Usually at a gathering of that sort there are moments when the guests become fatigued listening to dry speeches or alleged entertainment, but such was not the case Saturday night. The speeches were short,

pitiful and brimming with wit. The music and vaudeville entertainment were of the highest quality. All in all, the banquet was another exemplification of the manner in which Cadillac Council does things. The programme was opened by Elmer S. Cheney with a toast to the Traveling Man. Supreme Counselor Ganiard and Grand Counselor W. S. Lawton gave talks that were well received and both took occasion to thank the members of the Council for the support accorded them in the past. Both were assured that there has never been occasion to regret that support. Toastmaster C. C. Starkweather introduced each speaker with short but humorous speeches and to him in a great measure was the success of the evening due. Others introduced by him were Manley J. Hemans, Supreme Auditor; M. J. Howarn and J. F. Miller, member of the entertainment



Frank D. Ferris.

committee of the World's Salesmanship Congress to be held in Detroit, July 9 to 13. He spoke on the aims of the Congress. Entertainment was furnished by Mrs. Harriet Storey McFarlane, the inimitable Billy Baier and dainty Miss Weiss. At the session held in the afternoon a number of candidates were initiated and the following officers elected:

Senior Counselor—Frank D. Ferris.
Junior Counselor—J. E. Bullock.
Past Counselor—J. E. Hardy.
Secretary-Treasurer—Howard B. Jickling.

Conductor—O. E. Jennings.
Page—A. W. Wood.
Sentinel—T. F. Burton.
Members of Executive Committee (one year)—I. H. Sweet and Morley Brown; (two years), Geo. H. Fleetham and E. S. Cheney.

Delegates to Grand Council—J. P. Solomon, J. E. Hardy, F. D. Ferris, Lou J. Burch, H. F. Dorweld, W. H. Baier and S. B. Rosenfield.

Alternate delegates—J. B. Kelly, Harvey Auger, Chester Peddie, E. B. T. Schumacher, J. W. Dean, J. W. Schram and Geo. E. Schram.

The Supreme and Grand Officers who spoke at the banquet were in attendance at the regular meeting and each talked to the members on the good of the order.

The news of the marriage of P. T. Caldwell, dry goods merchant of Three Rivers, to Miss Mabel Fulcher of the same place, on March 1, has been received. Mr. Caldwell is very popular and has friends in all parts of the State. Detonations extends its hearty congratulations to the happy couple, with the hope of a long and happy life of wedded bliss.

John Carmody, men's furnishing goods, Grand River avenue, has remodeled his store throughout.

William E. Wallace, who has been representing Burnham, Stoepel & Co. as special furnishing goods salesman,

has been given charge of the Traverse City office and will carry a general line, calling on the trade in the towns adjacent to the city.

From Grand Rapids we learn that A. F. (Lon) Smith, advertising manager for the Citizens Telephone Co., and erstwhile lodge organizer, has a new set of aphorisms ready for the public. When it comes to inventing new ones we have to hand the dish to our old friend. Lon says that money talks, but nobody notices what kind of grammar it uses.

C. H. Wright, general merchant at Davis, was a business visitor in Detroit last week.

J. H. Smith, formerly of St. Louis, Mo., has succeeded A. E. Connell in the restaurant business at 2562 Jefferson avenue, East.

W. F. Dettling, shoe dealer at 450 Kercheval avenue, has opened another store at 1231 Kercheval avenue.

C. Brooksmith has moved his stock of groceries from 1151 Mack avenue to 1161 Mack avenue and has purchased the meat stock of E. A. Funk in the adjoining building. He will conduct both stores.

If Michigan goes dry there will still be a chance to brew trouble.

Burglars entered the cigar store of M. A. LeFond & Co., 133 Woodward avenue, last week, and stole \$2 in cash.

Speaking of aeroplanes, the Saginaw scribe, L. M. Steward, stated he was liable to drop in on us in the near future. We are ready to fall for such a visit at any time.

For once H. D. B. and the writer are in hearty accord. When a feller can get an article for less money from one manufacturer than another, it shows good business sense to buy the article at the least money. The question is, will ye editor survive our attacks?

E. H. Cranston, of Springport, was a business visitor in Detroit last week.

News has been received of the death of C. M. Eastlake, district sales manager for the Maxwell Motor Co., in Liverpool, where he had been taken after being wounded in the European war. Mr. Eastlake, a Canadian by birth, enlisted shortly after the outbreak of the war.

The Roberts Brass Co. will build an addition to its foundry building at West Fort and Morrell streets.

F. E. Eilke has opened a hardware store at 1649 Mack avenue.

D. H. and E. F. Meloche will open a drug store at 2888 Jefferson avenue, East, under the style of the Meloche Drug Co.

With the advent of spring it begins to look as if some nation in Europe is in a fair way to be cleaned.

The Detroit Auto Specialty Co. has approved contracts for the erection of a one-story brick and steel factory on Greenwood and Baltimore avenues.

Another sky scraper is planned for Detroit. An eight-story building is to be erected at the corner of West Fort and Shelby streets by James Couzens. It will be called the Finance building.

Frank Mettler has opened a meat market at 481 Elmwood avenue. Frank Klersy will conduct a grocery department in the same building.

Frank Fundaro has opened an up-to-date grocery store at 361 Monroe avenue.

O. W. Gorenflo, druggist in the Washington Arcade, has been confined to his home with erysipelas for the past two weeks.

Members of Cadillac Council are so enthusiastic that many of them were surprised last Saturday when the daily papers neglected to issue extras about the election of officers of the Council.

Charles Tantanella will open a new drug store at 183 St. Aubin avenue.

The store will be known as the Aralia pharmacy.

L. Alef, has opened a lunch room at 1414 Mack avenue, in the location formerly occupied by W. A. Richards. Mr. Richards has moved to 351 Mack avenue and has installed a bowling alley.

R. Wallack will open a grocery at 1620 Mack avenue about March 15.

Vincent E. Keeley has opened a drug store at 609 Woodward avenue.

E. A. Schwartz, druggist at 2558 Jefferson avenue, has secured the store formerly occupied by A. Kothe at 994 Kercheval avenue and will open a branch pharmacy.

At the banquet of the traveling men theother night, Supreme Counselor Ganiard paid the women a compliment by stating that the men had displayed rare salesmanship in selecting their wives. We might add that it takes still better salesmanship to convince them indefinitely of the superiority of inferior goods.

The Kimball-Eisenberg Co., wholesale plumbers supplies, 216-218 Jefferson avenue, has awarded contracts for the alteration of its store building.

Bryan appears to take more interest in the affairs of state than when he was paid by the people for doing it.

W. H. Merritt, formerly with Burnham, Stoepel & Co., is now representing the James A. Alexander Co., neckwear manufacturer, New York, and the Crown Suspender Co., of the same city. He calls on the trade in Detroit and surrounding towns.

E. Cramer, general merchant at Hemlock, was in Detroit on business last week.

Wesolowski & Gryka have engaged in the general dry goods business at 2044 East Grand Boulevard.

A branch station which will serve 1,500 patrons is to be built by the Detroit Creamery Co. at the corner of Dix and Calvary avenues.

At a meeting of the Michigan Congress, last week three members of Cadillac Council were elected to offices. A. G. MacEachron, chairman, of the Grand Executive Committee of the order, was re-elected a member of the Executive Committee and C. C. Starkweather and A. W. Wood were elected delegates to the coming convention. A determined fight will be made against an amendment to the constitution which, if ever enacted, will prove the death knell to many fraternal organizations in the State. A. G. MacEachron has promised to furnish these columns with a history of the proposed amendment and the progress of the fight against it.

Within the next sixty days we may look for some terrific explosions to occur when the spring base ball phenoms are due for the usual blow ups.

We might have written more this week if it hadn't taken so much time finding out how to spell erysipelas.

We might have had more too, if the boys weren't so backward about coming forward with news items.

Advertising has ruined many a man's business—

When it was done by the other fellow. James M. Goldstein.

Annual Banquet of Shoe Salesmen.

The annual banquet of the salesmen and office force of the Grand Rapids Shoe & Rubber Co. was held at the Pantlind Hotel last Friday evening. Each salesman was given a slip of paper and asked to respond to the words written thereon.

C. E. Verburg, who travels in the Thumb, responded to the following: "The Thumb is necessary to complete the hand." Mr. Verburg made a fine point of the necessity of get-

ting business in the Thumb which would cause that part of the hand to balance up well.

H. E. Skillman's topic was "The fun of losing big orders." This was handled in the spirit of optimism. Mr. Skillman, being one of older and more experienced salesmen of the house, dwelt upon the importance of being able to look upon the loss of an order from a philosophical standpoint, which should not disturb one too much if he expects to be a success as a salesman.

R. E. Adams responded to the topic, "Why and how I sell our complete lines in all departments." Mr. Adams has a faculty of securing business on a large range of styles and kinds.

G. E. Finch responded to the topic, "Watch my smoke." Mr. Finch stated that while he was something of a smoker and made a good deal of smoke in this way, the pace he would set for the coming year would make a lot of smoke of a different kind.

G. E. Ranney spoke on the subject, "How far can a frog jump?" Mr. Ranney is a specialty coat man. He handled the matter in a happy way and assured his hearers that they would find that the frog could jump from the Straits well down into Indiana and Ohio before he got through with the game.

Mr. Aaronson spoke on the following: "Tires and why I am well attired." He attributed his attire to the fact that the house did not watch

his expense account very carefully and then gave as a reason for the fact that they did not watch his expense account carefully the lack of necessity therefor, because of the quality and value of the tire which produced such a volume of business that the expense account did not figure.

W. I. Burdick's topic was, "Why they can't faze me." Mr. Burdick is an optimist and demonstrated it in his response.

C. L. Atkinson, who was formerly a rubber shoe salesman but is now selling Frog brand coats, told, "How much better the coat business was than the rubber footwear business."

G. J. Maurits responded to the following: "How I sell duplicates of last year's bills." He attributed this to the fact that he gave his dealers a square deal and the house backed him up.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, March 15—Creamery butter, extras, 34@35c; first, 32@33c; common, 29@31c; dairy, common to good, 20@28c; all kinds, 18@20c.

Cheese—Fancy, new, 17½c; choice, 17@17¼c.

Eggs—Choice, new laid, 20½@22c.

Poultry (live)—Chicks per lb. 18@20; cox, 12@13c; fowls, 18@20c; ducks, 18@20c; geese, 14@15c; turkeys, 20@24c.

Poultry (dressed)—Chicks, 18@21c; fowls, 18@20c; ducks, 18@21c; geese, 15@17c; turkeys, 27@29c.

Beans—Medium, \$3.80; pea, \$3.75; Red Kidney, \$4.50@5; White Kidney, \$5; Marrow, \$4.50@5.

Potatoes—\$1@1.10 per bu. Rea & Witzig.

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Carlot Grain Sales.						
Railroads reported the following carlot arrivals of grain in <u> </u> today. Wheat, 214 cars; corn, 101 cars; oats, 26 cars; rye, 1 car; barley, 19 cars; kafir, 22 cars; bran 7 cars; flour, 2 cars.						
Shipments yesterday were 110 cars of wheat, 24 cars of corn and 6 cars of oats.						
Prices for wheat in carlots rose 1 to 2 cents. Demand was good excepting for poor samples. Sales of hard wheat were: No. 2 nominally \$1.11@1.16, 1 car \$1.16, 2 cars \$1.15, No. 3 nominally \$1.06@1.15, 3 cars \$1.15, 2 cars \$1.14½, 1 car \$1.14, 1 car \$1.13½, 3 cars \$1.13, 1 car \$1.12½, 9 cars \$1.12, 4 cars \$1.11, 29 cars \$1.10, 20 cars \$1.09, 3 cars \$1.08½, 8 cars \$1.08, 1 car like sample \$1.06, 1 car like sample \$1.05; No. 4, 2 cars \$1.07, 6 cars \$1.06, 29 cars \$1.05, 1 car \$1.04½, 20 cars \$1.04, 2 cars \$1.03½, 8 cars \$1.03, 18 cars \$1.02, 10 cars \$1.01, 4 cars \$1.00½, 23 cars \$1.00, 2 cars 99c, 2 cars 98c; sample, 2 cars 98c, 1 car 96c, 1 car 94c, 1 car 92c.						
Soft Wheat—No. 2, nominally \$1.17@1.20, 1 car bulkhead \$1.20; No. 3, nominally \$1.07@1.17, 4 cars \$1.15, No. 4, 1 car \$1.05, 1 car \$1.04, 1 car \$1.03, 8 cars \$1.02, 3 cars \$1.01; sample, 1 car 99c, 1 car 98c, 1 car 92c.						
Mixed Wheat—No. 2, 1 car \$1.18, No. 3, 1 car \$1.11, 1 car \$1.10, 1 car like sample \$1.05; No. 4, 1 car white spring \$1.04, 1 car \$1.02, 2 cars smutty \$1.02, 1 car \$1.01, 1 car \$1.00, 1 car 99c; sample, 1 car 92c.						
* for corn were unchanged to ½c low; demand was good.						

From 92 Cents to \$1.16—

The clipping shows the range of prices on hard wheat at a western market one day recently.

On that day our wheat cost \$1.15 and weighed 59½ pounds to the bushel.

Some say you can, but we say you can't make good flour without good wheat.

We pay the price and Puritan Flour shows it.

Wells-Abbott-Nieman Co.,

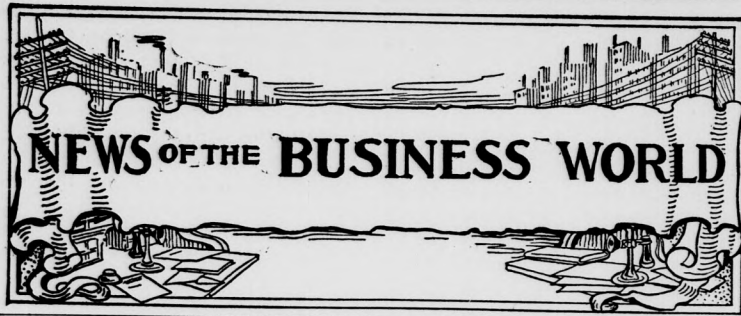
2,500 Barrels Capacity SCHUYLER, NEBRASKA

JUDSON GROCER CO.

Wholesale Distributor

THE PURE FOODS HOUSE

GRAND RAPIDS, MICH.



Movements of Merchants.

Hobart—Andrew M. Lood succeeds L. Wenzell in the grocery business.

St. Johns—Putt & Thomas have opened their newly equipped bakery.

Lansing—W. E. Gorman succeeds E. A. Hobbs in the grocery business.

Saugatuck—Lee Dostie, of Allegan, has opened a second-hand store here.

Lapeer—Dennis Miller succeeds Compton Bros. in the livery and feed business.

Detroit—The Drake Cattle Co. has increased its capital stock from \$100,000 to \$150,000.

Sharon—William Crouch has moved his general stock from Spencer to this place.

Ypsilanti—Joseph T. Hughes succeeds Hawkins & Hughes in the plumbing business.

Bellevue—The Dubois Drug Co. has removed its stock to Brooklyn and will continue the business.

Caro—Louis Spadafore will open a wholesale and retail fruit store in the Mudge building about April 1.

Fulton—L. C. Best, recently of Vicksburg, has opened a hardware store in the Co-operative block.

Brooklyn—Mary and Kate Jagger have formed a copartnership and will open a restaurant about April 1.

Alpena—Alexander Elowski, meat dealer, died at his home March 12, following an attack of typhoid fever.

Detroit—The E. H. Pudrith Co., wholesale jeweler has increased its capital stock from \$75,000 to \$100,000.

Hamilton—Lee Slotman is erecting a store building which he will occupy with a stock of groceries about April 15.

Buckley—Clyde Levi has sold his bakery and restaurant to Mrs. R. J. Connine, who will continue the business.

Cadillac—J. J. Gaasbeck has sold his stock of general merchandise to H. Zalma, who will continue the business.

Howard City—Mrs. Minnie G. Artman has sold her millinery stock to Mrs. Nellie Bullock, who has taken possession.

Bay City—William Walmsley, grocer, has filed a petition in bankruptcy. Liabilities, \$879; assets, 941, with \$500 exemption.

Ludington—Fire destroyed the store building and stock of general merchandise of Tony Wangen, at Hamlin, March 11.

Detroit—The Johns Clothes Shop has engaged in the wholesale and retail men's and women's clothing and furnishings with an authorized capital stock of \$3,000, all of which has been subscribed and paid in in cash.

Nashville—J. B. Mix has traded his farm to Silas Endsley for his stock of agricultural implements and will continue the business.

Brooklyn—Winfield Roberts has purchased the bazaar stock and ice cream parlor of Phillip Howland and will continue the business.

Shaftsbury—James Shaft has leased his grain elevator to W. O. Calkins, who will continue the business, assisted by George Peacock.

Carson City—J. A. Brader, recently of Ithaca, has purchased the A. L. McDonald bakery and restaurant and will continue the business.

Hastings—M. A. Johnson, of Irving, has purchased the John Freeman stock of tea, coffee and confectionery and will continue the business.

Grayling—Fire damaged the grocery stock and store building of DeWaele & Son March 8. The loss was partially covered by insurance.

Scottville—F. Clark has leased a store building which he will occupy about April 1 with a stock of confectionery, cigars and ice cream.

Ionia—Alfred A. Nichol, dealer in confectionery and cigars, has filed a petition in bankruptcy. R. A. Colwell has been named custodian.

Kalamazoo—The South Side Lumber & Fuel Co. has been incorporated with a capitalization of \$20,000. It will deal in paints, oils and varnishes also.

Owosso—George N. Monroe, agricultural implement dealer, has filed a petition in bankruptcy, scheduling his liabilities at \$11,076 and assets at \$18,402.

Marion—R. A. Puskinsky & Son, who conducted a clothing and furniture store at Minden City, have removed their stock here and will continue the business.

Belding—Mrs. A. B. Hull and Miss Georgiana Aselin have formed a copartnership and engaged in the millinery business under the style of the Belding Hat Shoppe.

Alma—Earl C. Clapp has purchased the interest of his partner, N. B. Fraker, in the Clapp & Fraker hardware stock and will continue the business under his own name.

Grand Ledge—Matt C. Dehn, formerly engaged in the dry goods business at Portland, has purchased the Grant Mead dry goods stock and will close it out at special sale.

Flint—The Walk-Over-Shoe Co. has purchased the C. C. Barton shoe stock and added it to its regular chain of stores. It will be under the management of C. G. Casterlin.

Detroit—The Little Lamp Shade Shop, Inc., has engaged in business with an authorized capital stock of

\$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Vassar—Claude A. Learn, druggist, has filed a petition in bankruptcy. Liabilities, \$6,000; assets, \$4,678.07. The petitioner claims exemption of property to the value of \$450.

Byron Center—Benjamin Sterken has purchased the grocery stock of S. B. Johnson & Son and will continue the business at the same location. He will also carry a line of shoes.

Detroit—The Michigan Zink Coat Co. has been organized with an authorized capital stock of \$100,000, of which amount \$70,700 has been subscribed and \$20,704.25 paid in in cash.

Holland—The Holland Canning Co. is building an addition, 45 x 130 feet, two stories and basement, to its plant, thus enabling it to double its capacity. The capitalization will also be increased.

Jackson—Drake Bros., cigar and news dealers at the corner of Main and Milwaukee streets, lost their store building and stock by fire March 8. The loss was partially covered by insurance.

Constantine—E. S. Hotchin has sold the plant of the Constantine Milling Co. to W. L. Harvey, of Pierson, and W. J. Thomas, of Schoolcraft, who will continue the business under the same style.

Detroit—Joseph Forbes, aged 58, a druggist, pleaded guilty in Federal court March 11 to violation of the Harrison drug law and was sentenced to five years' imprisonment at Leavenworth, Kan.

Nashville—F. F. Spiegel has traded his farm to O. M. McLaughlin for his stock of men's furnishing goods, clothing and shoes and will continue the business under the style of F. F. Spiegel & Son.

Kalamazoo—The Lackey Profit Protecting Co. has been organized with an authorized capital stock of \$2,000, all of which has been subscribed, \$1,000 paid in in cash and \$1,000 paid in property.

Riga—Fire destroyed the Theodore G. Glaser store building and stock of general merchandise and the store building and confectionery stock of D. E. Berden March 13, entailing a loss of more than \$20,000.

Vicksburg—E. J. Merrifield, of Bloomingdale, and J. F. Follmer have formed a copartnership and purchased the L. J. Barhite stock of agricultural implements, harness, vehicles and fencing and will continue the business under the style of Merrifield & Follmer.

Detroit—John D. Mabley, dealer in men's, boys' and children's clothing, has merged the business into a stock company under the style of the John D. Mabley Co., with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in property.

Cheboygan—Wertheimer & Rabedau are remodeling the store formerly owned by Y. Wertheimer & Son, known as the Star Clothing Co., which was destroyed by fire thirty days ago. The new firm expects to open up by April 1. Mr. Rabedau was formerly manager for the above firm.

Kalamazoo—Oscar Gumbinsky &

Bros., dealers in paper stock, paper mill supplies, rubber, metals, etc., have merged the business into a stock company under the same style with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

Muskegon—The Muskegon Merchants Association has engaged in business to compile and furnish advertising and other business service to its stockholders and patrons, with an authorized capital stock of \$2,500, of which amount \$1,600 has been subscribed and paid in in cash.

Lansing—E. H. Davis, 210 South Washington avenue, has been awarded the first prize of \$50 by the O'Sullivan Rubber Company of New York, for the best article on how to sell shoes with rubber heels attached. His was one of several hundred articles submitted and the judges were leading advertising men.

Stanton—Harry W. Weidenhoeft, dealer in general merchandise, has executed a trust deed of all his property for the benefit of his creditors naming C. C. Messinger, trustee. Assets, about \$4,700; liabilities, \$4,800. Book accounts amounting to about \$1,200, a large portion of them worthless, are said to be the real cause of the failure.

Harbor Springs—Smith & Lake, the Petoskey grocers, have purchased the Star grocery stock and leased the Wm. J. Clarke store building which has been occupied as a grocery store for several years. The business will be conducted under the style of the Harbor Springs Grocery Co. Alden Faunce, who has managed the Smith & Lake branch store at Bay View for several seasons, will have charge of the store here.

Manufacturing Matters.

Jackson—The Advance Grease & Chemical Co. has changed its name to Advance Grease Co.

Detroit—The Machine Products Co. has changed its name to the Foundry & Machine Products Co.

Kalamazoo—The Crown Manufacturing Co. has changed its name to the Kalamazoo Dump-Box Co.

Detroit—The capital stock of the Graham County Lumber Co. has been increased from \$100,000 to \$300,000.

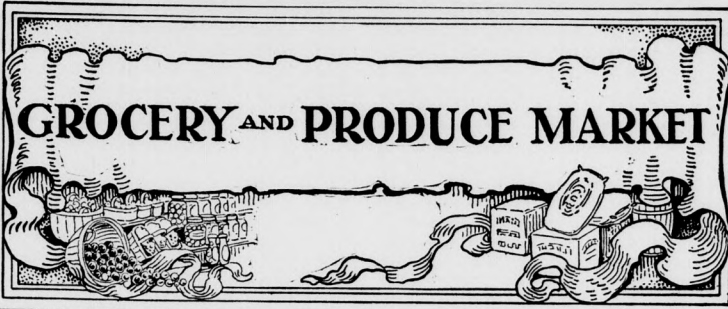
Brown City—The Brown City Co-Operative Co. has been incorporated with an authorized capital stock of \$15,000.

Ann Arbor—The Ann Arbor Candy Co. has engaged in business with an authorized capitalization of \$2,000, all of which has been subscribed and paid in in cash.

Detroit—The Austin Kelly Ink Co. has been organized with an authorized capitalization of \$25,000, of which amount \$20,000 has been subscribed and paid in in property.

Detroit—The Bender Papier Mache Co. has been organized with an authorized capital stock of \$1,000, all of which amount has been subscribed and \$300 paid in in cash.

Detroit—The Michigan Paint Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.



Review of the Grand Rapids Produce Market.

Apples—Standard varieties, such as Baldwins, Greenings and Wagners command \$3.25@3.50 per bbl.; Northern Spys, \$5@5.50 per bbl.

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

Beans—Michigan buyers are paying \$3.20 for pea and \$3.75 for Red Kidney, hand picked basis.

Beets—60c per bu.

Butter—The market is very active, with light receipts and a good consumptive demand, at prices ranging about the same as a week ago. The stock of storage butter is extremely light and a continued good market is expected, but without any change in price in the next few days. Print butter is very scarce and readily selling at outside prices. Local dealers quote fancy creamery at 34c in tubs and 35c in prints. Local dealers pay 26c for No. 1 and 18c for packing stock.

Cabbage—60c per bu. or \$2 per bbl.

Carrots—60c per bu.

Celery—California, 75c for Jumbo and 90c for Extra Jumbo; Florida, \$2.50@\$2.75 per case of either 4 or 6 doz.

Cocoanuts—\$5.50 per sack containing 100.

Cranberries—Late Howes are in steady demand at \$10 per bbl.

Cucumbers—\$1.50 per dozen for Southern hot house.

Eggs—Receipts are increasing, and the quality is running average fancy. The consumptive demand is very good and absorbing all the receipts on arrival at the current rates, which are about the same as were ruling a week ago. No change is likely to occur from present conditions in the next few days. Local handlers pay 17@18c for fresh.

Egg Plant—\$2 per dozen.

Fresh Pork—9½c for hogs up to 200 lbs., larger hogs, 8c.

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

Grape Fruit—Florida is steady at \$2.75@3 per box.

Green Onions—Shalotts, 50c per doz. bunches.

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

Lemons—California, \$3.75 per box for choice, \$4 for fancy.

Lettuce—The market has declined to 10c per lb. for hot house leaf. Head lettuce has also declined to \$2.25 per bu.

Maple Sugar—16½c per lb. for pure.

Maple Syrup—\$1 per gal. for pure.

Mushrooms—40@50c per lb.

Nuts—Almonds, 18c per lb.; filberts, 15c per lb.; pecans, 15c per lb.; wal-

nuts, 16c for Grenoble, 16½c for California; 15c for Naples; \$2 per bu. for Shellbark hickory nuts and \$1.75 for large.

Onions—The market is unchanged at \$2.50 per 100 lb. sack.

Oranges—California Navals, \$2.75@3.50; Floridas, \$2.50@2.75.

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

Parsnips—60c per bu.

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

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

Potatoes—The market is a little easier than a week ago and country buyers have decreased their paying price to 70@75c per bu. The decline is due to increased receipts.

Poultry—Receipts are away below market requirements and local jobbers pay 17@18c for shipments of mixed fowls. Turkeys are scarce at 22c. Ducks at 16c and geese at 13c. Dressed fowls average 3c above these quotations.

Radishes—25c for round hot house.

Rhubarb—60c per bunch for home grown hot house.

Strawberries—50c per qt. for Florida.

Sweet Potatoes—\$1.10 per hamper for kiln dried Jerseys; \$3.50 per bbl. for kiln dried Illinois.

Tomatoes—\$2.50@2.75 for 6 basket crate, Florida stock.

Turnips—60c per bu.

Veal—Jobbers pay 12c for No. 1 and 10c for No. 2.

A. Vidro has taken the store formerly occupied by A. Goldfarb, at 652 Stocking avenue, and will put in a new stock of dry goods and furnishings. Mr. Vidro formerly owned this store and two years ago sold it to Mr. Goldfarb, since which time he has been connected with the Ira M. Smith Co. Mr. Vidro originally engaged in business near the corner of Fourth street and Stocking avenue thirty-three years ago, about the same time the Tradesman was established. He has always been a capable and painstaking merchant.

The Williams Optical Co. has engaged in business to handle wholesale and retail optical goods, with an authorized capitalization of \$5,000, of which amount \$3,720 has been subscribed and paid in in property.

The Stoll & Son department store, 617-619 West Bridge street, is having the dry goods and furnishings department thoroughly remodeled, installing new fixtures and cases.

Manufacturing Matters.

Cadillac—The Northern Chair Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$62,700 has been subscribed and \$35,000 paid in in cash.

Detroit—The Peninsular Steel & Iron Co. has been incorporated with an authorized capital stock of \$2,000, of which amount \$1,020 has been subscribed and \$510 paid in in cash.

Battle Creek—The Bennett Oven Co. has engaged in business with an authorized capital stock of \$40,000, of which amount \$28,000 has been subscribed and \$21,700 paid in in cash.

Detroit—The Shuler Axle Manufacturing Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$51,100 has been subscribed and \$10,000 paid in in cash.

Alma—The Republic Motor Truck Co. has offered to purchase the Miller Saw Trimmer plant from the Board of Trade. The Republic company expects to add upwards of 300 workmen this summer.

Marion—The Marion Co-Operative Creamery has engaged in business with an authorized capitalization of \$5,000, of which amount \$2,370 has been subscribed, \$460 paid in in cash and \$670 in notes.

Adrian—The United Electrical Manufacturing Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$37,000 has been subscribed and \$25,000 paid in in cash.

Reed City—The Reed City Woolen Mills has merged the business into a stock company under the same style with an authorized capitalization of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Chesbrough—The Wilwin Co., Ltd., has been organized to cut and manufacture lumber and to quarry and manufacture limestone, with an authorized capitalization of \$100,000 all of which has been subscribed and paid in in cash.

Kalamazoo—A. M. Young & Co. has been incorporated to manufacture all kinds of metal, cotton, and rubber specialties and novelties, with an authorized capitalization of \$40,000, of which amount \$32,000 has been subscribed, \$6,000 paid in in cash and \$26,000 paid in in property.

Detroit—The Union Supply Co. has engaged in the manufacture of the Dandy starter for Ford automobiles and other automobile accessories, with an authorized capital stock of \$10,000, of which amount \$5,020 has been subscribed and \$1,000 paid in in cash and \$30 paid in in property.

Status of the Two Cracker Companies.

The National Biscuit Company in its annual report displays a justifiable pride in its list of shareholders. It now has 8,898 shareholders, of whom 4,407 are women, as against 1,300 all told when the company began business eighteen years ago. The company employs no person under 16 years of age, and provides meals for employes at cost, or an average of 11 cents. President Green says it has been his ambition to make the

corporation an ideal one industrially and he believes the year's record justifies claims that it ranks high in that direction. The company's balance sheet shows assets of over \$69,000,000, \$4,158,417 in cash on hand and earnings for twelve months ended January 31 of \$4,129,791. This was \$400,000 less than in the year previous. The sum of \$3,782,835 was paid in dividends and the balance and the previous surplus made a total of \$14,722,795.

The Loose-Wiles Co., rival of the National Biscuit, showed a decrease in net earnings of \$250,000 for the year and after paying the first preferred dividend there was a deficit of more than \$21,000 compared with a small surplus one year previous. The tremendous advance in all cereals and flour prices, the rise in sugar and a score or more ingredients entering into the manufacture of the company's goods, cut into earnings severely, especially as the company elected to follow the policy of keeping prices down and making no advances anywhere. This was wise, as a great deal of business might have been lost permanently by a contrary policy. The common and preferred stocks are down sharply from last year's early prices and have little market.

The Trading Stamp Decision Kicks Back.

While the grocers are crowing over their great victory against the trading stamp evil—and justly so if their persistence is any occasion for congratulation and the helplessness against the insidious appeal of stamps justified it all—the voice of the catalogue house is not heard repining; whatever may be said of the trading stamp companies. This is especially true of such concerns as Larkins, which gives premiums direct for large orders.

An expert on the problem of coupons and stamps, incidentally a strong champion of them, suggests to the writer that the seeming victory in the Federal Supreme Court really plays directly into the hands of such concerns as Larkins. Their premiums are not given in the state where the purchaser resides, save in the case of their own state and so long as their transactions are clearly interstate, it would appear that state laws would not hit them. With the elimination of trading stamps and coupons, therefore, by state laws, it looks as though the premium catalogue house would have the field largely to itself. Therefore, why not chuckle about it?—N. Y. Journal of Commerce.

William Judson, President of the Judson Grocer Company, is on his way home from Ormand, Florida, where he spent a couple of weeks with his long-time partner in the wholesale grocery business, Charles E. Olney. He also visited his brother, Charles T. Judson, the Big Rapids hardware dealer, at Jacksonville.

A. Goldfarb has moved from 652 Stocking avenue to 420 Bridge street. He is engaged in the dry goods and furnishings business.

Gabby Gleanings From Grand Rapids.

Grand Rapids, March 13—The March meeting of the Bagmen of Bagdad was held Saturday evening, March 11, in the U. C. T. Council room. The prospective candidates were unable to attend, but a most amusing stunt in the form of a court martial was pulled off. Very few of those present were in on the deal and it proved interesting for the spectators and caused a certain amount of nervousness on the part of the accused. After the prosecution, defense, cross examination, etc., was over, the honorable court deliberated a few moments on the case and finally found the accused guilty as charged and imposed a fine of one box of cigars. The next Bagman meeting will be held April 8 and will be the annual. Announcements of the programme will follow later. We have one assurance, however, and that is the fact that the ways and means committee have something novel and entertaining up their sleeves.

Don't forget that March 18 is the date of the next U. C. T. dancing party. Get your boosting suit on and dig in. It will be permissible to wear your March 17 ties.

My wife gave a reception the other day and I played a practical joke on her. I got in line when she was receiving and, before she knew it, she was smiling and saying she was glad to see me.

Two things to avoid: Tax assessor and the undertaker.

William Druke, who has covered city trade the past seven years for the Worden Grocer Company, has resigned to devote his entire time to the Quinn Stationery Co., 131 Ottawa avenue, which he has owned for the past two years. He has formed a copartnership with Albert G. Dickinson and the business will hereafter be conducted under the style of Druke & Co. The wholesale department will be continued at the present location and a retail store will be opened on Monroe avenue as soon as a suitable location can be secured. Mr. Druke enters his new enterprise with all the good wishes of his former business associates and friends. He is a young man of sterling qualities and will, no doubt, build up a successful business enterprise. Mr. Druke's successor will be Arie Donker, a young man who has been in the office for a number of years and one of the Worden Grocer Company's most promising employes. His many friends are glad to see him get the promotion and sincerely hope his success will be great.

Doc Ferguson isn't made of dough, but we understand he has his hands full occasionally. We claim Doc is some "mixer."

Our genial Council member, J. I. Wernette, who has been enjoying an increasing business for several years in the various lines which he sells, together with the sale of the steam governor which he recently invented, has opened a down-town office in the Empress Theater building.

William E. Sawyer, who purchased an interest in the Otsego Power and Manufacturing Co., of Otsego, a short time ago, has been elected Secretary of the corporation. Mr. Sawyer speaks very optimistically of the prospects for manufacturing concerns for the coming year; in fact, for several years. His concern manufactures filing devices and office furniture, also furnishes power to other concerns of that place. W. E. is a member of Grand Rapids Council and Absal Guild, A. M. O. B. Although the outlook in his new venture is bright, he will still continue to peddle prunes for the Worden Grocer Company. His many friends extend their best wishes for his success in his new venture.

H. L. Byers, Michigan representative for Eli Lilly & Co., of Indianapolis, Ind., has been transferred to Southern Indiana territory, with headquarters in Indianapolis. Mr. Byers

doesn't like to leave the many friends and acquaintances he has made in Michigan, but as Indiana is his home, he will be back among his old associates.

M. Steiner, of Muskegon, says it isn't any cinch to be snowbound for four hours with only the image of one's face in a mirror.

Harry Winchester, of the Worden Grocer Company has returned from California, where he spent the winter months. He came back very much improved in health and his smiling countenance may again be seen behind his desk.

Harry Wood, representing the Rudy Furnace Co., of Dowagiac, in Iowa, Nebraska and the Dakotas, spent Sunday in the city.

R. J. Ellwanger has plans drawn for a new residence to be erected in the spring. This, no doubt, is occasioned by the increase in creameries throughout the State.

George Clarke, who has been a successful hardware merchant in Allen for a number of years and who recently formed a partnership with a Mr. Brockway, has sold his interest to T. M. Smith and the business will be continued under the firm name of Brockway & Smith. Mr. Clark will retire from active business. The community unites in wishing the new firm success.

Variety is the spice of trade. A Big Rapids merchant's sign reads: "Millinery, Jewelry and Undertaking." Might be interpreted as Finery, extravagance and dire necessity.

The Lindquist mail order clothing house, located in the Clark building, at the corner of Ionia avenue and Island street, is doing business with a big auger. Its retail department will be opened about March 18.

The Consumers Power Co. will move to new quarters soon, as its present location on Monroe avenue will be wrecked to make way for a new store building to be erected by the Friedman Co. in the spring.

The Quality Tailors have leased the store in the City Banks building, on the corner of Pearl street and Campau square. The Collins Ice Co. has taken the other store fronting on Pearl street.

The Metal Office Furniture Co., on South Division avenue, is building a brick addition to its plant. The increase of the business has been such that the old quarters were not large enough to accommodate the growth.

Grand Counselor W. S. Lawton attended the annual meeting of Cadillac Council, Detroit, Saturday and reports a very enthusiastic meeting. Supreme Counselor Ganiard and Supreme Auditor Manly J. Hemmens were in attendance. About 160 attended the banquet given at the Board of Commerce. Grand Counselor Lawton secured the promise of Supreme Auditor Hemmens to attend the Grand Council meeting to be held in Traverse City in June.

The Midnight Club was entertained at a 6 o'clock dinner Saturday evening by Mr. and Mrs. A. T. Heinzelman. The dinner was very elaborate and was in keeping with St. Patrick's day, although the 17th was in the distance. The menu, it is reported, would make the Waldorf-Astoria back up into a corner and shout for help. The cuisine was in charge of Mary O'Connell and when the Irish fall down on a menu, you will find his Satanic Majesty throwing snowballs at his imps. After doing justice to the appetizing menu, the club indulged in the popular game of 500. The recipients of the first prize were Mrs. Harry Hydorn and A. T. Heinzelman, and the consolation prize, Mrs. A. N. Borden and John Olney. The party broke up at the witching hour of midnight and everyone hied himself homeward with the feeling that Mr. and Mrs. Otto Heinzelman possess a decided ability for entertaining. The next meeting will be held at the home of Mr. and Mrs. John Olney.

March 13 will long be a memorable one for Dr. G. W. Ferguson. As one

grows older, the spirit of fun does not lessen and in some cases it is even more marked than in youth. Doc, of course, is a good feeder at all times, but his wonderment grew and grew as he saw his good wife making elaborate preparations for a feed. He even helped in the decorations, but still things seemed to mystify him as the dining room grew beautiful and more beautiful under the deft and swift working hands of his helpmate. Green and purple was lavishly used in creating the desired effect. Shamrocks were very much in evidence and the Irish scheme was carried out to the utmost which goes to show that the "Wearin' of the Green" is accepted by all nationalities as neutral. Potted cinerarias and violets were also used in the color scheme. When everything was in readiness, a party of his friends walked in, announcing that they had come to help devour the carefully prepared viands and enjoy the Irish scenery. Those present were Mr. and Mrs. John J. Dooley, Mr. and Mrs. W. S. Lawton, Mr. and Mrs. Wm. Francke and Mr. and Mrs. G. W. Ferguson. After comparing notes John Dooley was found to be the only son of Erin present. Dr. Ferguson was presented with an unmentionable article, but the way vitreous ware is advancing, he no doubt will keep the same for speculation. Doc's many friends wish him many happy returns of the day.

R. J. Ellwanger spent part of last week at the Detroit office of his house.

Homer Bradfield spent Sunday far from home and loved ones. He partook of Petoskey's hospitality.

O. A. Wolbrink, of Ganges, has purchased a new Chevrolet car.

Hens have to scratch for a living, but that is no reason why a match scratches.

An old darkey in Richmond was

desirous of joining a fashionable city church and the ministers, knowing it was hardly the thing to do and not wanting to hurt the old darkey's feelings, told him to go home and pray over it. In a few days the darkey came back. "Well, what do you think of it by this time?" asked the preacher. "Well, suh," replied the darkey, "I prayed an' prayed an' de good Lawd, He says to me, Richard, I wouldn't bother mah head about dat no mo; I've been tryin' to get into dat church mah se'f for de las' twenty yehans an' ain't had no luck at all."

Patrol drills for the members of the Bagman Patrol will be held from 6:30 until 7:30 on the evening of the U. C. T. and Bagman meetings. All members are requested to be present as the patrol must have practice before going to Traverse City in June. Every member please turn out and let us get together and put something across.

Remember that Perkie wants to see a big turnout at the dancing party Saturday evening, March 18.

Yours truly will be absent from the city Sunday, so please help Arthur N. Borden collect some news for these columns. L. V. Pilkington.

Potatoes Wanted

We will want 5 to 10 cars before June 1st, what will you have to offer? Also buy Beans, Butter, Eggs and all kinds of produce.

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UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, March 13—Thomas Mattern, considered one of the best meat cutters of the Soo, has accepted a position with Brown & Turnbull, Newberry, as manager of their meat department.

James B. Melody, Swift & Company's well-known salesman, who with his family has made the Soo his home for the past year, has moved his family to Jackson, where he will reside in the future, making that his headquarters on account of being more centrally located in his territory. The family have during their stay at the Soo made many warm friends who regret their departure. Mr. Melody was a general favorite with the trade and in society. He was also active in church circles and will be greatly missed. He will still retain the Soo territory and will be a regular caller in the U. P.

The Ishcabelle Hotel, at Shelldrake, is to have a new manager. Mrs. S. L. Peterson, former proprietress of the well-known Engadine Inn, at Engadine, will be the new proprietress at shelldrake. Mrs. Peterson is too well known by the traveling public to need any special recommendation to the traveling fraternity, as she has the reputation of running a place where there are good things to eat and every comfort for the traveling public. This will be pleasing news to the traveling fraternity who make Shell-drake. Mrs. Peterson also expects to enjoy a large transit trade during the summer months, as Shelldrake is beautifully situated on Lake Superior and an ideal spot for tourists.

R. Munroe, one of DeTour's leading business men, was a visitor here last week. This was his first visit during the winter and he reports the roads in fairly good condition, considering the enormous snow fall during the past week. The fences en-

route are not visible in many places and in some spots you can hang your hat on the telephone poles. Mr. Munroe says that business has been fairly good at DeTour the past season and predicts next season will be even better.

The hockey fans have had their fill here at the Soo this season and it was greatly regretted that the cup should go to St. Paul, but we had the satisfaction of knowing that it had one of the narrowest escapes in the history of hockey of not being landed at the Soo.

Ludlow Seaman, one of Drummond's prominent merchants, was a business visitor here last week, having made the trip overland. Mr. Seaman reports the usual activity at Drummond during the winter and considerable lumbering operations being carried on. Mr. Seaman was accompanied by his son and both left on their return trip with a load of merchandise Saturday afternoon.

Mrs. Hultquist is the new proprietress of the Engadine Hotel, having taken possession last Monday. Mrs. Hultquist comes well recommended and assures the traveling public that the excellent reputation of this well-known hotel will be maintained.

The severe snow storm at Mackinac Island caused quite a blockade and City Marshall Lapine was obliged to put on a large force of men shoveling snow from the sidewalks. The old saying still hold good, "It's an ill wind that blows no one some good."

The lumbermen operating around Cloverland report a very successful season in their operations this winter, and no man has a kick to offer on the weather all during the entire winter. They are now ready for the break up and satisfied with their winter's cut.

Bert Sweet, of St. Ignace, has entered into partnership with his brother, Howard, under the name of Sweet Brothers, contractors. They will make their headquarters at Grand Forks, N. D. Howard has been in the contract-

ing business for the past six years and has had many of the largest elevator jobs given out. Bert has been with the Golden Rule livery for the past five years and is well known by the traveling fraternity throughout Cloverland.

Jack R. O'Neil, one of the best known pioneer Knights of the Grip and celebrated as the best French dialect story teller in Cloverland, has accepted a position as chief clerk in the Newberry Hotel, at Newberry, where he will be glad to meet his old friends. Mr. O'Neil has been off the road for some time, but still retains a wide acquaintance among the traveling public and will be a great asset to the new hotel.

W. C. McKee, the well-known proprietor of the general store at Parkerville, was a Soo visitor this week calling for a load of provision.

Our new postmaster, James McKenna, has received his commission from President Wilson and will assume charge on Tuesday, March 14.

The D., S. S. & A. Railway depot at Wetmore was completely destroyed by fire last Saturday night. This will make it hard for the travelers who have to wait there for trains, but it is likely that it will be rebuilt in the near future.

L. Wise has again opened a confectionery store at Pickford.

Harry Freidman left last week for Detroit, South Bend and Chicago to procure decorations for the Elk convention to be held here next June. The Elks are sparing no money or pains in making this the greatest ever.

R. G. Stradley, our well known abstract man, accompanied by Mrs. Stradley, left last week for a six week's tour in the Southern states.

R. K. Stack, the millionaire lumberman of Escanaba, was a business visitor here last Wednesday in the interests of the company.

At a meeting of the stockholders of the Escanaba Dealers' Credit and Delivery System, held last week, a re-

port covering the year's work up to Feb. 1 was read. It showed the most prosperous year the company has yet had and was most favorable in every respect. That the System has been a big factor in advertising the city was shown by the report of the number of enquiries received by the men in charge of the System from outside sources. A number of men have traveled to the city to inspect the System.

D. P. Aldrich, well-known manager of the Pickford department store, at Pickford, was a business visitor here last week.

The investigating committee are looking for Charles Haase, President of the Traveling Men's Association, to ascertain the cause of his not turning in any news items last week. It seems that Charley must have sent them into Grand Rapids with his orders, instead of delivering them here. Of course, Charley is a very busy man and such a thing could happen, but we trust that the news items will be ready for the next issue.

William G. Tapert.

Change of Ownership.

William E. Sawyer and William MacDougal have purchased the interests of L. L. Skillman and Walter Clark in the Otsego Power & Manufacturing Co. At a meeting of the directors, held on March 8, officers of the reconstructed corporation were elected as follows:

President—F. A. Sawyer,
Vice-President—Wm. MacDougal,
Secretary—William E. Sawyer,
Treasurer—Hugh MacDougal.

The corporation owns the dam and water power at Otsego and the factory formerly occupied by the Ross Cabinet Co. The company is manufacturing sectional filing devices and office furniture.



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

Barney says—

By Golly! when I look back to doing business in the old three story building, and now to think we occupy over 80,000 square feet filled with goods, I realize that this Company's business has grown very fast, and I believe our GOOD GOODS, PROMPT SHIPMENTS and FAIR TREATMENT, have made this possible.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS



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E. A. STOWE, Editor.

March 15, 1916.

THE ALIEN HEART.

Are we never to have an end of these "Americans" who delight in telling us that their fathers (or themselves) were born in this foreign country or that—for example, Germany—that they or their father or some cousin fought in one or more of our wars and did a thousand other patriotic and useful things, and who then proceed to demonstrate by their attitude of mind that they should now be on the other side fighting for their beloved Fatherland instead of in free and peaceful America? It does not make friends for their alien cause to tell us the great things done by some one in the past. What we want to know is whether these persons are now and always Americans, and we don't care much what their fathers were. Their way of boasting about what their ancestors did for this country and then using this as an argument for their own un-Americanism is rather distasteful to Americans; besides, it doesn't impress us with either the justice or the good sense of their present course. Of course, all intelligent Americans know that there were a good many Germans and Irish in the Union armies during our great Civil War, that these have always been as ready—not more so—to fight for their homes as have others. What does not please us is that some of them are now trying to fight the battles of alien lands on our peaceful soil.

Many of the Germans and Irish who were in our Civil War had lately escaped from intolerable conditions in their own land, and came to America because they found here a better opportunity to enjoy freedom and prosperity. Many of them, being of warrior races—and the pay being attractive to them at a time when they were in need of it—were glad of the opportunity of entering the army. They were no better and no worse than the multitudes of other foreigners who fought here because fighting gave them something to do. There were numbers of these Germans and Irish in the Confederate armies also, fewer than on the Northern side, because fewer of them, escaping from their home-lands, landed in the South or went there after landing. With many of these foreigners who fought

in our wars there was no question of patriotism: they were not Americans, and some of them never became Americans any more than their sons and grandsons are now Americans.

Of course, nothing of this is said in depreciation of any race or people, for America owes much to all European stocks, and all Americans are descendants of Europeans. But let no foreigner think that because his ancestors served America, whether through patriotism or as a means of serving themselves, this is an excuse for his own alien heart.

THE MEXICAN PROBLEM.

A foolish man can do more mischief in an hour than a hundred wise men can undo in a lifetime.

At this crisis in the Nation's life when the President has worries enough in dealing with the shifty and crafty Kaiser to make any ordinary man crazy, any needless complication of the Mexican affair must be especially exasperating.

Just when our Pan-American friends from Brazil, Argentine, and Chile are having their suspicions aroused and the President is pledging the word of the country that we have no designs on the territory or sovereignty of Mexico, and that our invasion is solely for the purpose of punishing a thief and murderer who came into the United States to kill and rob our people, a Senator from Arizona openly suggests that we should take advantage of the peculiar situation to rectify the international boundary. Nothing could be more ill-timed. It justifies the doubts and suspicions of all Spanish-Americans.

In the same moment the cupidity of Americans is appealed to by describing the country he proposes to take as "fine fertile land." It is nothing of the sort. It is unproductive, arid and repellent, except in the very limited area that may be irrigated. This falsehood is put forward to excite greed and develop the spirit of conquest.

The Mexican situation is bad enough, but not altogether hopeless if skilfully handled by men with an honest desire for peace.

Despite all the recent exhortations to think internationally, it is doubtful if many people in this country have sought to understand the Mexican state of mind. Americans have for years expressed their dislike and contempt for the Mexicans; yet we feel it a strange thing that they do not love and trust us. As a matter of fact, suspicion and dread of the United States have long been an active force in Mexican public life. The memory of 1846 persists. Mexicans cannot be blamed for remembering how our professions of friendship were followed by a dismembering of their country. Even the too patient forbearance shown by the United States Government during the past four years has not sufficed to wipe out the old jealousy and uneasiness. This is what makes Carranza's position so difficult to-day. If he were to acquiesce without stipulation or protest in the movement of American troops into Sonora or Chihuahua, he would at once be

accused of having betrayed Mexico to the Yankees. If such a conviction were to spread, his hold on power would be much more insecure than it is already. Hence the need of showing him and his de-facto government scrupulous respect. Our rulers and army commanders ought to proceed on the understanding that we have to deal not only with a punctilious and obstinate Mexican President, but behind him with a people sensitive, proud and militarily vainglorious. They may be preposterous in their attitude from the American point of view, but there their attitude stands, unquestionably a serious element in the problem set us to solve. In accusing the Mexicans, in their pride and ignorance, of shutting their eyes to the facts, we must not shut our own eyes to the facts.

The Honorable John Lind, who stayed in Mexico so long and learned so little about the country and the people, has broken into print with the statement that Villa's raid on Columbus was "undoubtedly financed and inspired by interests on this side of the border"—so runs the news dispatch from Minneapolis.

If Mr. Lind knows this to be true he ought to expose the criminals who "financed and inspired" the sacking of Columbus and the murder of American citizens.

The Tradesman cannot forget that when Mr. Lind came back from his long and fruitless stay in Mexico he spoke in high eulogy of Villa and his character. When asked how he knew that his statement that Americans would be safe in territory controlled by Villa was true, he solemnly replied: "We have Villa's word for it." At that time the writer and many other people in the United States knew Villa to be just the monster he has proved himself. Torreón and Durango had already gone into history; since then we have had Santa Ysabel and Columbus.

It is distinctly a time for all concerned to walk warily. President Wilson cannot desire to undo in a day all that he has wrought at for three years—namely, the assuring of Mexico that we do not covet her lands and will never be guilty of aggressive attacks upon her; together with the building up of his policy of friendliness and confidence and co-operation for all the American republics. Accordingly, it is certain that he will do everything in his power to make it plain to Mexicans that with the capture of Villa and the extermination of his murderous bands, our arms will at once be withdrawn to our own soil. Much will depend upon the discretion and tact of the officers in command of our forces as they press into Mexico. Gen. Pershing has stressed the need of the most careful consideration for the feelings as well as the rights of the population where our troops pass Truly, it is an "anxious task" which our Government has undertaken; but with good will and good fortune it may be accomplished.

THE FINGER OF THE LAW.

The prosecution of successful men reaches the humoresque stage in the indictment of Elbert H. Gary by the

grand jury of Mahoning county, Ohio, for combining with others in an "unlawful trust," although Judge Gary appears not to appreciate the joke. This action grows out of the riot at Youngstown January 7, when a number of people were killed or crippled and property said to be worth \$1,500,000 was destroyed. The affair never has been satisfactorily explained, but the jury evidently thought it was the safe thing to go to the top. Other prominent men in the steel trade were not indicted, it is said, because their testimony was needed. Indictments however, were found against the United States Steel Corporation, Republic Iron and Steel, Youngstown Sheet and Tube, Youngstown Iron and Steel, Briar Hill Steel and Carnegie Steel Company. All these unfortunates are confronted by sixty-two counts, which it is said they will have to deal with a month hence or less. Judge Gary says there is no good ground for the jury's action. To be touched thus by the finger of the law was once considered a discredit to the individual, but in recent years there have been so many actions of the sort that nobody thinks the less of a prominent business man for being indicted. If Judge Gary has done anything wrong, of course he should be held to account, but in the minds of a discriminating public the indictment affords no presumption against him. It is a pity thus to have the authority of the Government trifled with and made to look like an unimportant thing. In this case the chances are that the present week will have proved to be the sensational time and that a further investigation of the case will result in its disappearance from public view.

THE DEATH RATTLE.

The result of the primary election in Grand Rapids yesterday plainly indicates the death rattle in the political career of our long-time Mayor. With five candidates in the field—an old game of our long-time Mayor, by the way—he managed to pull through with only 103 votes more than George P. Tilma, so that he will have a running mate in the April election who can probably relegate him to the obscurity he has so long deserved. Mr. Tilma is far superior in every respect to the crafty individual who has so long disgraced the city by the employment of methods akin to the questionable occupation in which Ellis accumulated an ample fortune to enable him to play the political game with satisfaction to himself and his henchmen.

Mr. Tilma has been an efficient public official and has done his best to rescue the city from the mire of mediocrity and mendacity which have prevailed during the Ellis regime. In the event of his election—and such an event is a foregone conclusion if the citizens of Grand Rapids do their duty at the polls—Mr. Tilma will smash the Ellis machine, thus giving the people of Grand Rapids such an insight into the advantages of good government that they will never again permit themselves to be cajoled and befuddled by a political trickster of the Ellis stripe.

THEN AND NOW.

Look at this picture and then at that!

At the Lansing convention of the Retail Grocers and General Merchants' Association, held at Lansing a year ago, F. D. Miller, of Battle Creek, was elected Secretary.

At the Battle Creek convention, held last month, J. M. Bothwell, of Cadillac, was elected Secretary.

The first thing Mr. Miller did when he was elected Secretary was to draft and mail a letter to the wholesale grocers of Michigan and the food manufacturers of the country, soliciting contributions ostensibly for the purpose of prosecuting the work of the organization, but really to enable Mr. Miller to pay himself a salary of \$200 per month, in addition to traveling and office expenses. The letters were couched in language which brought a sting of shame to the cheeks of many members of the Association, including several members of the Executive Committee.

The Tradesman publishes elsewhere in this week's paper the first official communication the new Secretary, Mr. Bothwell, has issued since he assumed the duties of the office. It is not addressed to the jobber and manufacturer, requesting or demanding money, but is addressed solely to the retail dealer, urging him to amplify and strengthen the organizations already in existence and to organize in towns which are not yet organized.

The Tradesman condemned the propaganda which was undertaken by Mr. Miller a year ago.

The Tradesman commends the campaign inaugurated by Mr. Bothwell this year.

It is very plain to read between the lines that a great change has been wrought in the Secretaryship of the Retail Grocers and General Merchants' Association of Michigan during the last twelve months.

Look at this picture and then at that!

Despite the fact that in everything, detection of crime included, there has been great progress and improvement during recent years, it is interesting to note that there as elsewhere there is frequently reversion to old methods which are being revived to good purpose. More than half a century ago bloodhounds were relied upon to track fugitives whom it was desired to capture. The wonderful scent of these animals enables them on remarkably slight provocation to run down their prey. When there was slavery in the Southern states the bloodhound was daily in evidence. Now their use is being revived and detective agencies are buying them and bringing them back into regular employment.

Enthusiasm is what you need. Unless you have it you are only marking time in the business world. Lack of progress is equivalent to loss of ground. No one stands still. He goes either forward or backward. Enthusiasm is the power that will send you over the steepest hills of discouragement.



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Safe, Sanitary, Sure. Catches 50,000,000,000 Flies Each Year



1916

IMPORTANT CHANGES

TANGLEFOOT



Improved Size—Handy Sealed Package

Retails 5 Double Sheets for 10c

Ask your Jobber or his Salesman for Particulars





You Miss It to Neglect the Notions.

Written for the Tradesman.

You can judge a store by its notion department. If thoroughgoing efficiency is found there, in all likelihood it will be found throughout the whole department. Why? Because this is a place where it is especially difficult to keep up the standard of efficiency.

We speak of "notion department" for convenience only. What is said here will apply even more to the smaller shop where strict departmentization does not exist, than to the big stores. The latter already know the importance of the line.

It is hard for most persons to take a keen and lively interest in buying the almost bewildering number of small items that go under the collective name of dry goods notions. Whether they are bought by sample from a traveling salesman, or purchased "in the house," or ordered by catalogue from a catalogue wholesaler, if proper care and discrimination are used in making the selection, it is a slow, tedious job to buy them. Even making the re-orders on stuff that is carried right along, takes time. Eternal vigilance is required to keep up the stock.

If it is hard to take an interest in buying all these little items, it is equally difficult or even more so to become enthusiastic over selling them. It is not in human nature to get into a high ardor of salesmanship over disposing of a roll of tape or a crochet needle.

Notions have other drawbacks. The stock, for the most part, can not easily be worked into displays that are especially beautiful or especially striking or noteworthy in any way. Much of the stock is rather hard to keep tidy and in order.

But because notions have these unpleasant features, it is a mistake to think that they are not worth while. It is a mistake to speak slightly of this line of goods, or to carry the impression with the help or to allow them to get the idea that it is of small importance. Because the notion trade is a big thing.

Bigger than many imagine. Probably the average woman, if asked how many dollars she spends in the course of a year for thread, spool silk, buttons, tapes, shoe ties, narrow ribbons, hooks and eyes, snap fasteners and so forth and so on, would not place the amount at half so large as it actually is. In a good-sized family there is an almost daily outgo for such items, and they count up. Just now with the craze for crocheting, the sale on crochet cottons alone is something amazing. There are many merchants

who do not know how many dollars worth of notions they now are selling, and who certainly do not realize how many more they might sell if they were to push them.

The fact that a masculine brain can not understand whatever a woman can want of all that little truck, or whatever she will do with it after she gets it, or why the kind or size or color of a little five-cent article can be a matter of such vital importance—all this should cut no figure. Yours not to reason why—yours only to supply the goods. The great merchants do not try to understand the ways of women, much less to change them. They simply cater to the womanly tastes and win out by so doing.

If there remains in the mind of any small dealer a single lingering doubt as to notions being worth while, let him go to the notion department of some city store and see what he sees. Very likely a good-sized show case filled entirely with pins—common, black, white and safety. Perhaps an equal amount of space is devoted to cotton trimming braids and as much more to buttons. While it would be impossible to apportion room as liberally to every one of the great number of other items, the total space given to notions almost always is large—indicating unmistakably the importance with which they are regarded by the big managements. Practically without exception the notion department is placed on the main floor where space is extremely valuable. It is not expected that a customer wanting a paper of needles or a ball of darning cotton will be willing to go to the second floor to make the purchase. The aggregate of all these trifling purchases must be very large, else notions could not be given the position they are in the big stores.

By the way, it is a good plan to look at the sale of notions in the aggregate—to consider, not the smallness of each five or ten-cent transaction, but the sum total of the whole.

If notions are profit-yielding—as they certainly must be—to the big stores, they are or can be made even more indispensable to the small shop. Take the village or country dealer, or the man who has a little "neighborhood" store out in a residence section of a city. The former is under heavy handicap from mail order house competition, and the latter from the nearness of the down-town stores. Many lines can not be handled by these small stores—the better grades of silks and wool dress goods, and of ready-made wearing apparel, for instance. It would require too large an investment. The trade will not

warrant it. But not so with staple notions. Most of these can be bought in small amounts, one or at most two or three dozen of a kind. The outlay for any one sort seldom need be more than a few dollars. With some items, less than one dollar will buy all that is needed for a start. With a notion, if there is any doubt as to its being a seller, it is easy to try it out in a very limited way. Then but little loss is involved if now and then an item does not prove a winner. When it comes to considering the amount of money tied up in a given line, an entire stock of notions very respectable in size for a small store costs no more than would a few bolts of expensive dress goods.

On notions the small storekeeper has a chance. Let him improve it.

It is easy for him to get and hold a trade on notions. The little things that are needed along from day to day are forgotten or omitted when the big shopping expedition is made. The busy housewives easily get the habit of running in to buy these where it is handy.

Keep up the stock. Sell at right prices. Use the best methods of display practicable under the circumstances. Spare no pains to get your full share of notion trade. You are missing it seriously if you neglect this important branch of your business.

In any store, the customer coming in to buy some small article, sees and purchases something else. The notion counter thus serves to draw trade on other goods. Fabrix.

White Goods

Predictions are that white goods will be in good demand this Spring and Summer. Now is the time to look up your requirements. It will pay you to see our big assortment in both the plain and fancy weaves, such as Flaxon, Plain and Fancy Voiles, Lace Cloth, Dimity Stripes and Checks, and a full line of Nainsooks, Long Cloth and India Linons.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Ha-Ka-Rac



We will be pleased to send you samples of Ha-Ka-Rac Knit Products, and let you see for yourself, at first hand, the advantages that these goods possess for you as quick turn-over merchandise, for your customers as superior, yet reasonably priced knit garments.

There is no charge if you are not convinced.

Our salesmen are out and will call on you during the season.

Perry Glove & Mitten Co.

PERRY, MICHIGAN

HAS THE RIGHT RING.

Initial Introduction and Address of Secretary Bothwell.

Cadillac, March 13—The eighteenth annual convention of the Retail Grocers and General Merchants' Association of Michigan, recently held at Battle Creek, has brought to mind the great benefits which are being derived by the retail trade by organizing locally.

You who are not yet organized should not rest until you have made the initial move in this direction. Once you make the start, you will have plenty of help to push the good work along.

The State Association, after eighteen years of active work, has assumed proportions that mean something in an educational way and it is working along lines which mean greater benefits to the retail merchant.

You have, no doubt, noticed the difference in the class of advertising, found in many of our daily, weekly and monthly publications. Do you know that your competitors who are members of merchants associations are bringing about such measures as—

- Truthful Advertising
- Honest Weight and Measure
- Regulating License of Peddlers and Transient Tradesmen
- Encouraging Home Trade
- Adopting More Uniform Time of Closing Stores

Regulating the Credit System, and many others which make it easier for you to get your money from slow pay customers. Yet these things are of minor importance, unless you get right into the band wagon and assist in correcting some of the greater abuses which are slowly but surely sapping the life blood of the small merchant.

There is a remedy for every evil and some one has said that "Harmony between man and man is the only remedy that will cure commercial evils."

This has been plainly demonstrated in some of the greater organizations. So long as the Republican party were united as one man and with a single purpose, things came their way. As soon as they became divided, both factions lost. So it is with merchants. If all pull together for the common good, they can get what they pull for, but if each pulls for himself, nothing of general good can be accomplished.

The Association is hoping this year to correct many of the evils which it has been fighting in the past, since it is laboring hand in hand with the National Association of Retail Merchants. Thirty-one state associations and 1,045 local associations are working for the common good of no less than 259,000 of our grocer friends in the retail business in the United States.

Mr. Grocer, why not be a member of the party? It is worth your while to get the bad and slow accounts on your books turned into cash and the amount carried to the right side of your bank book, instead of being on the wrong side of your ledger. If you would like this condition brought about in your own case, the Secretary of the Retail Grocers and General Merchants of Michigan is ready and willing to do the trick, if you will write and let him know where you are.

Mr. General Merchant, do you sometimes wonder why your neighbors are getting up clubs that buy out of town, cheerfully paying 5 cents straight for soap that you would gladly sell as good or better at six for a quarter? Why do they do it? If you co-operate with your competitor, you can correct the evil to a great extent. "Who is your greatest competitor, the one in town or the one out?" Think it over—know the facts—get busy. For eighteen years the State Association has been correcting minor evils through improved garnish-

ment laws, legislation on trading stamps, etc.

This year it is their purpose—to with your co-operation—to establish a plan to correct the credit evil and the out of town buying evil. Will you help? We need your help and co-operation. Our offices are equipped to handle your mail with as little delay as possible and all letters will be answered by expert credit men, experienced in the retail trade, who will give you the benefit of years of experience and apply it to your business.

Do you discount your bills? Five years ago in a certain town five merchants were able to take their discounts. To-day seventeen are doing so in that particular town. Why? Because the credit standing of the slow pay and delinquent class of customers has been elevated more than 50 per cent. How? The merchants had a get-together meeting, established a credit rating and collection system and, strange to say, John Roe and John Doe, although both in the grocery business, are good friends and are glad to help each other in collecting bad accounts.

All jobbers employ experienced credit men whose duty it is to investigate the credit standing of John Jones before shipping him a bill of goods. Their business is large enough to enable them to do this. Most retail merchants act as their own credit man. But you know when you want a good job done, you employ an experienced man. And it is just as fatal to employ an inexperienced credit man to safeguard the credit end of your business as it would be to place an inexperienced clerk in charge of your business.

The Retail Grocers and General Merchants' Association of Michigan has placed the services of J. M. Bothwell, of Cadillac, Michigan at your disposal for the current year. Mr. Bothwell has had twenty-five years' experience as a retail salesman. Fifteen years of this time has been given largely to the credit end of the work. He is fully qualified to give you the benefit of his experience.

Every time you give credit you are acting as a banker. Be sure your security is reasonably good and that you are getting a fair rate of interest.

If bad accounts and out-of-town buying are causing you worry, let us get together. Write me fully and frankly wherein you want help. I will respond quickly and, I trust satisfactorily. J. M. Bothwell, Sec'y.

John A. Lake, Pres.

We Make a Specialty of
Trimmed and Tailored Hats
For the Dry Goods Dept
\$12.00 to \$36.00 dozen
KIMMEL MILLINERY CO.
Grand Rapids, Mich.

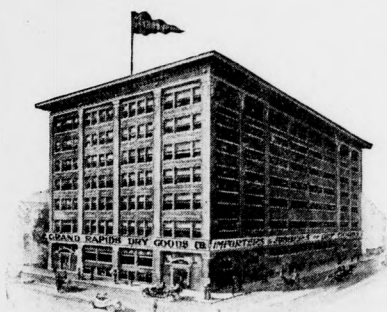
We are manufacturers of **TRIMMED AND UNTRIMMED HATS** for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.
CORL, KNOTT & CO., Ltd.
Corner Commerce Ave. and Island St.
Grand Rapids, Mich.

**Signs of the Times
Are
Electric Signs**

Progressive merchants and manufacturers now realize the value of *Electric Advertising*.
We furnish you with sketches, prices and operating cost for the asking.

THE POWER CO.

Bell M 797 Citizens 4261



**Which
Do You
Sell?**

- R. M. C. Article 65 Mercerized Crochet Cotton
- P. F. C. Eagle Mercerized Crochet Cotton
- O. N. T. Article B 4 Mercerized Crochet Cotton
- Silkine Article 20 Mercerized Crochet Cotton
- Columbia Article 200 Mercerized Crochet Cotton
- Coats Article A 4 Mercerized Crochet Cotton
- Peri Lusta Article 18 Mercerized Crochet Cotton
- O. N. T. 20 Gramme ball Pearl Cotton, sizes 3 and 5
- Columbia 50 Gramme ball Slipper Cotton, size 3
- Peri Lusta 50 Gramme ball Slipper Cotton, size 3
- Peri Lusta Article 28 Tattng Cotton
- Columbia Article 571 Tattng Cotton
- R. M. C. Article 33 Tattng Cotton

We solicit orders for the above brands. Our prices are right.

Grand Rapids Dry Goods Co

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.

LET US
**EXAMINE
YOUR
INSURANCE
POLICIES**

Many men think they have insurance
when they merely have a policy—

OUR SERVICE COSTS NO MORE
We Specialize on Insurance Coverage

J. S. CROSBY & Co

AGENCY ESTABLISHED 1858

INSURANCE IN ALL BRANCHES

GRAND RAPIDS, MICHIGAN



Importance of Maintaining the Purity of the Air.*

Scientists tell us that air consists of twenty-one parts oxygen and seventy-nine parts nitrogen, with a little bit of carbonic acid gas. It is without taste; we can not see it, but we know of its existence through our sense of feeling and our sense of hearing, and science has found out a great many things of interest about it in connection with our life and health. It has been weighed and a column of it as high as it reaches weighs about fifteen pounds to the square inch. Nobody has gone up far enough to see just how far the air reaches, but judging by the decrease in weight at altitudes where measurements have been made, it extends up perhaps forty-five miles. If it were uniform in density like that we are breathing, all the air there is would only reach up five miles or at the height of our highest mountains.

The effect of the air upon us at various altitudes is wonderfully interesting and it is astonishing how we can adapt ourselves to the different weights of air as we experience them in rising to various altitudes. Saussure, in telling of his experiences on Mount Blanc, indicated that he could scarcely exist because of the lightness of the air and his inability to breathe in enough to support life. On the other hand, the Peruvian girls at the same elevation will dance for hours without any apparent exhaustion. This is the result of adaptation of the human frame to the conditions.

In going over the mountains in California, I noticed that I took longer breaths to secure the same amount of air to support respiration and upon dropping down from the heights where the pressure of air was greater, I noticed the effect upon my drums and felt as if I were growing deaf. This knowledge of the effect of various densities of the air upon people, leads physicians to be very careful about allowing their patients who have weak hearts to make sudden changes in elevation.

One of the interesting things about the air at various altitudes is the change in the boiling point of water. While at the ordinary level water boils at 212 degrees, as we have less pressure of air at higher altitudes, it boils at a very much lower temperature and things have to be cooked a good deal longer in order to be a finished product for the table.

The influence of the weather upon us we all notice and this is largely connected with the conditions of the air. While pure air is odorless and

*Conversational address by Hon. Charles W. Garfield, before working force of Grand Rapids Savings Bank.

tasteless, we very rarely find the air absolutely pure. It carries various odors and germs and impurities which are detrimental to our health. When we breath in air, it is pure; and then expire it, there is a wonderful change in its constituents. We add to it from our bodies a considerable percentage of poisonous carbonic acid. What a merciful provision of Providence we have in the fact that plants breath in this carbonic acid and purify the air, giving out oxygen and thus the balance is preserved! Many people think that plants create an unhealthy condition in the house. This is not true in the way that people think, but there can be, on account of the expiration of moisture by the plant, an overplus of water in the atmosphere which possibly may be detrimental to health.

The lower stratum of air in the night is not as healthful as during the hours when sunshine reaches it. The sunshine produces a circulation which sets it in motion and releases the germs of infection, which in the night lay close to the earth, so that the feeling that sleeping rooms on the ground floor are not quite as healthy as those in the upper part of the house is based upon actual facts which have been established.

Disease and germs are spread by means of the air and it is very important that, in connection with caring for people who have been attacked by zymotic diseases, as much fresh air be given them as possible and that the air of the rooms in which they are confined be changed as rapidly as possible.

The seaside air is invigorating and some people have thought that this is due to the proximity to salt water and the consequent addition to the air of something of the saltness of the sea. This probably is an error. The amount of ozone in the air at the seaside is what makes it more stimulating and attractive to breathe. Ozone is a glorified form of oxygen and exists in very small quantities, varying with location and conditions.

It is quite important that we learn to breathe properly so as to get the largest measure of strength and vitality from the atmosphere. Ordinarily when we give no thought to it, our breaths are apparently short and the lungs are not fully inflated. The habit of deep breathing so as to expand the lungs fully and take in the largest amount of air we can is health giving and recommended by those who have studied the relationship of air to good health. One of the things we can do when we start out in the morning to walk to our places of business is to breathe deeply and

SAFETY STRENGTH SERVICE

The Trust Company offers these three essentials in the administration of your affairs whether as trustee under your will, administrator of your estate, guardian of your children, or simply as your agent.

As to cost—you will find the services of this company not more expensive than those of an individual although more highly specialized and competent.

GRAND RAPIDS TRUST COMPANY

MANAGED BY MEN YOU KNOW

Ottawa and Fountain

Both Phones 4391

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

The convenient banks for out of town people. Located at the very center of the city. Handy to the street cars—the interurbans—the hotels—the shopping district.

On account of our location—our large transit facilities—our safe deposit vaults and our complete service covering the entire field of banking, our institutions must be the ultimate choice of out of town bankers and individuals.

Combined Capital and Surplus.....	\$ 1,778,700.00
Combined Total Deposits.....	8,577,800.00
Combined Total Resources.....	11,503,300.00

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

strongly, inflating the lungs as fully as possible and getting as much oxygen into our bodies as we can before getting into the closer apartments of business.

Ventilation is a very important matter in connection with architecture. We, here in the bank, appreciate this every day and deplore the fact that we have such poor ventilation and that we have to breathe air that is contaminated by the decaying process going on in all of our bodies. It has been figured that in any ordinary church filled with people, unless the windows are open, the freshness of the air would be entirely exhausted in a minute and after that it would become very rapidly unwholesome. Good health hangs upon good ventilation and we should avoid as much as possible breathing contaminated air for any length of time. More colds arise from breathing of impure air than from any drafts of air blowing upon the body. I think I have suffered more from the impure air on a street car, when some oversensitive person could not bear a little draft coming through the ventilator, than from any other condition I meet in my daily routine.

In spite of all the knowledge we have of the importance of maintaining the purity of the air, our architects and builders have not yet been able to secure arrangements through which, economically, our school houses and churches can be properly and continuously ventilated. When I say economically, I do not forget the fact that it requires a good deal more fuel to heat foul air than it does to heat pure air, so that the economy is not really in the fuel, but in other things.

Winter air, it is said, contains about one-fifth more oxygen than summer air at the same height and under the same conditions, so that this accounts for the exhilaration we feel in going out of a winter's morning and breathing in the added oxygen in the air.

One of the most important things connected with our dwellings is to have a fireplace, which helps out wonderfully in purifying the air of the rooms and this accounts for the fact that in our forefather's day, when the only heat was from their fireplace, in spite of the fact that they were cold a good share of the time—at least the side of people away from the fireside was cold—there was better health, which really resulted from the purer air.

The two cheapest things we have are air and water. Good health depends so largely upon the purity of these two commodities that we should strive, when we get them so freely and at so little expense, to have them delivered to us in purity. Our health and mental vigor and the faithful work of the bodily functions depend largely upon breathing pure air. The spirit, the temper and the disposition are connected with good breathing and pure stuff to breathe. The correctness of our judgment and the brilliancy of our imagination depend directly upon pure air.

I wonder if you have ever thought of the peculiarity with regard to air

in motion that is illustrated when you hold your fingers close to your mouth and blow with a wide open mouth to warm them; take a cloth that you are wringing out, which is a little more than you can bear because of its heat and blow upon it to cool it, but with the lips nearly closed. The size of the aperture and rapidity of the air in motion makes the difference between blowing hot and blowing cold. The blowing through a small cavity as we do when we shut our mouths closely in expelling the air is illustrative of the air which comes through a small aperture and plays upon some part of the body and increases the liability, as we express it, to take cold. Someone has written a couplet which expresses this idea:

If cold air reaches you through a hole
Go make your will and mind your
soul.

A missionary in Northern Michigan married and took his wife to his Northern parish. It was in winter and he had not fully completed his primitive house. The first night upon reaching there a sudden call came from a distant parishioner who needed help and the missionary preacher had to leave his wife and attend to the obligation imposed by his calling. The wind came up in the night and seemed to enter through every crack and the wife built as good a fire as she could in the coal stove and putting pillows in the chair and plenty of blankets and a comforter around her, with the lamp near at hand, she concluded to spend the night as comfortably as possible, and to while away the time, picked up a recent magazine and opened it. The first article that attracted her attention was entitled "ventilation." She threw the magazine down and very appropriately under the circumstances remarked, "Shoot ventilation."

Speaking of the wealth or lack of it in the United States it is interesting to know that sixty-six out of every 100 people who die leave no estate whatever. Out of the thirty-four there are only nine whose estates are larger than \$5,000. Out of every 100 people in this country, at the age of 65, over ninety-seven are partly or wholly dependent upon relatives, friends or the public. A statistician who has gone into the subject declares that 98 per cent. of the American people are living from day to day on their wages and that if they all lost their jobs at once it would mean pauperism for all but the remaining 2 per cent. This is a pretty good argument for the thrift clubs.

It is an old adage that history repeats itself, but it does not do so at stated times or intervals. Some one recalls that 100 years ago there was what was called in 1816 "a year without a summer." It was phenomenal and unusual and has never since been duplicated. Some timorous soul suggests that perhaps there will be a centennial observance and that next summer will be like that of 100 years ago. There is no reason to believe, however, that the possibility will prevent anybody from laying in a stock of light clothes next spring.

North American Pulp and Paper Companies

COMMON STOCK

The salient features are summarized as follows:

1. The Company controls, through stockownership, some of the largest Pulp and Paper Mills and timber reserves in North America, as follows:
Chicoutimi Pulp Co., Province of Quebec, Canada.
St. Lawrence Pulp & Lumber Corporation, Quebec, Canada
Tidewater Paper Mills, Brooklyn, N. Y.
1,360,000 acres of spruce timber adjacent to the Companies Mills on tidewater and comprising over 60 years supply of pulpwood at present rate of consumption.
 2. The Net Physical Assets over all liabilities are equivalent to over \$20 per share on this stock.
 3. Large percentage of output sold under long time contracts insuring continuance of present earnings at the minimum.
 4. Owing to present advance in mechanical and sulphite pulp the Companies' surplus output is being sold at prices which will materially increase the net earnings and which must be reflected in the market value of the stock.
 5. The Company's policy is to enlarge its present plants and to construct additional paper mills to meet new long term contracts in hand for additional output, which will materially increase earnings applicable to Common Stock.
 6. Some of the strongest newspaper and financial interests in the United States and England are identified with the Company, which insures the permanency of market and increasing earnings.
 7. Application will be made for listing on the New York Stock Exchange, which assures a wide market for the stock.
- We offer a limited amount of the Common Stock at \$10 per share, subject to withdrawal and advance in price.

Circular on Application

GEORGE M. WEST & COMPANY

INVESTMENT BANKERS

Union Trust Bldg.

DETROIT

A Matter of Economy

It is more economical to appoint us as your Executor and Trustee. When an Individual buys and sells investments for an Estate he charges the Estate with brokers' commissions. When you name us as Executor and Trustee you are charged with no commissions either for the purchase or sale of the securities the law requires the funds of your Estate to be invested in. May we talk this matter over with you?

Send for blank form of Will and booklet on Descent and Distribution of Property.

THE MICHIGAN TRUST CO.

of Grand Rapids

Safe Deposit Boxes to Rent, \$3 to \$5 per year.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, Feb. 22—In the matter of Adrian Klaver, bankrupt, a special meeting of creditors was held. The first report and account of the trustee showing total receipts of \$561.27, disbursements for administration expense and preferred claims of \$64 and a balance on hand of \$497.27 was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. The special meeting was adjourned to March 8 for the purpose of the determination of certain contested claims and a first dividend to creditors.

Feb. 24—In the matter of Belle M. Soule, bankrupt, a special meeting of creditors and examination of the bankrupt was held this date. Claims were allowed and the bankrupt examined by the trustee and attorneys.

In the matter of Louis Goldman, bankrupt, Cadillac, the first dividend of 10 per cent. was this day mailed to creditors. Creditors to the number of 363 have proved their claims and an aggregate amount of \$37,113.04 in claims allowed. The first dividend therefore disburse \$3,711.30 and certain preferred claims and expenses. It is safe to say that this estate will pay an additional dividend of approximately 10 per cent.

Feb. 28—In the matter of Henry Elmer Moseley, bankrupt, Grand Rapids, a special meeting was this day held to consider the right of the bankrupt to a discharge. No cause being shown to the contrary, the referee made and filed with the clerk of the court certificate recommending the bankrupt's discharge. The final closing of the estate of this bankrupt is being delayed because of the probate proceedings of the wife of the bankrupt, against which estate this estate in bankruptcy has a valid claim. It is impossible to state when this estate may be closed.

March 3—In the matter of Jacob Beitz, bankrupt, Grand Rapids, an adjourned first meeting and examination of the bankrupt was held this date. The bankrupt is a member of the copartnership of Beitz & Julian, tailors, and the copartnership and the individual Julian have not been adjudged bankrupts, although the copartnership has given a trust mortgage. It is doubtful if any of the assets of the copartnership will come into this estate, as it is apparent that the copartnership is insolvent. It is possible that petition will be filed by the individual Julian and the copartnership, in which event all the affairs would be settled in the bankrupt court.

March 6—In the matter of Walter A. Savery, bankrupt, Cadillac, the first meeting of creditors was held this day. It appeared from the schedules of the bankrupt and from the examination of creditors that the estate contained no assets not claimed as exempt by the bankrupt and it was therefore determined that no trustee be appointed. The estate will be closed at the expiration of twenty days.

In the matter of William J. Fairbairn, bankrupt, Big Rapids, the first meeting of creditors was held this date. It appeared from the examination of the schedules and the bankrupt at the first meeting that the estate contained no assets not claimed as exempt and it was therefore determined that no trustee be appointed. The estate will be closed at the expiration of twenty days.

March 7—In the matter of Rensger & Vonk, bankrupts, Grand Rapids, the first meeting of creditors was held this date. Claims were allowed. A. K. Schank, of Grand Rapids, was elected trustee. The examination of the bankrupts was adjourned to March 14. The bankrupts were formerly engaged in the contracting business at Grand Rapids.

Gain W. Bangs, of Lowell, has filed his voluntary petition in bankruptcy, adjudication made and the matter referred to Referee Wicks. The first meeting of creditors has been called March 20, at which time creditors may appear, prove their claims and transact such other business as may properly come before such meeting. The schedules of the bankrupt show that the bankrupt has no assets and the following are listed as creditors:

Secured or Preferred.	
Village of Lowell, taxes	\$ 18.00
William T. Flynn, Lowell, labor	107.00
William Pullen, Lowell	250.00
Unsecured.	
Crown Paper Bag Co., Jackson	\$ 31.39
Armour & Co., Chicago	30.55
Bell, Conrad & Co., Chicago	60.00
Sweet Celery Co., Ross	6.50
Paden City Pottery Co., Paden City, West Va.	11.76
Battle Creek Candy Works, Battle Creek	24.30
Standard Oil Co., Grand Rapids	14.55
Christ Celery Co., Kalamazoo	15.36
Jonathan Hale & Sons, Ionia	26.32
Vinkemulder Co., Grand Rapids	160.00
S. C. Smith Co., Cleveland	40.04
Cornwall Beef Co., Saginaw	86.00
Star Paper Co., Kalamazoo	58.00
Rademaker, Dooge & Co., Grand Rapids	86.80
Northrop, Robertson & Carrier Co., Lansing	160.00
C. W. Mills Paper Co., Grand Rapids	8.07

W. C. Miller, Alton	11.00
C. W. Jennings Co., Grand Rapids	7.50
Heckman Biscuit Co., Grand Rapids	15.00
Dudley Paper Co., Lansing	19.70
Orleans Creamery Co., Orleans	50.33
F. W. Haskins, Ada	6.62
Freeport Milling Co., Freeport	70.00
Grand Rapids Oil Co., Grand Rapids	71.00
Acme Pub. Co., Detroit	8.00
Voigt Milling Co., Grand Rapids	15.00
George Ziegler Co., Milwaukee	15.90
Peter Finels, Lowell	20.00
Valley City Milling Co., Grand Rapids	33.00
National Cash Register Co., Dayton	190.00
Judson Grocer Company, Grand Rapids	1,204.00

The bankrupt's schedules show that the Judson Grocer Co., Grand Rapids, assignees of the mortgage given to William Pullen, foreclosed on the chattel mortgage on Feb. 3, 1916, and took possession of all of the assets of the bankrupt under said mortgage and sold the same to one John Kellogg, of Lowell, for \$700. The schedules further show that no renewal of the chattel mortgage was filed from March 17, 1913, to January 20, 1916, and it is possible that the creditors who extended credit to the bankrupt between these dates would have a right to accounting from the mortgagee.

St. Joseph.

St. Joseph, Feb. 28—In the matter of Charles M. Scherer, bankrupt, Benton Harbor, an order was made calling the first meeting of creditors at St. Joseph for the purpose of proving claims, the election of a trustee, the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

Feb. 29—In the matter of Adolph Speyer, bankrupt, Kalamazoo, a special meeting of creditors was held at the referee's office and a second dividend of 10 per cent. was declared and ordered paid on all unsecured claims filed to date. Certain expenses of administration were ordered paid and the meeting adjourned without day.

March 2—A Krolik & Co., Edson, Moore & Co., and Burnham, Stoepel & Co., of Detroit, filed an involuntary petition against Charles E. Gray, engaged in the retail clothing business at Kalamazoo, whereupon the alleged bankrupt filed a list of his creditors and offer of composition of 33 1/2 per cent. on all unsecured claims. The matter was referred to Referee Banyon for the purpose of calling a special meeting of creditors to consider the offer of composition. The following are listed as creditors:

American Suit Case Co., N. Y.	\$ 47.95
Burnham Stoepel Co., Detroit	184.64
Blanchard Bros., Detroit	17.50
Crown Chemical Co., Whitehall	5.00
Cluett, Peabody & Co., Chicago	164.44
Cutler & Crosssett, Chicago	359.56
A. Cooperman, Chicago	58.60
Cohen Bros., Chicago	300.00
Dolan, Ferris & Co., Milwaukee	1,258.50
Jacob Davis Sons Co., New York	201.00
Edson, Moore & Co., Detroit	1,504.30
Emerson Cap Co., Toledo	31.88
Fybus Bros., New York	326.35
Grand Rapids Shoe & Rubber Co., Grand Rapids	88.50
Gerlach Barklow Co., Joliet	46.15
International Hdks. Mfg. Co., Chicago	9.75
Imperial Underwear Co., Piqua	131.48
A. Krolik & Co., Detroit	2,355.08
Kalamazoo Pant Co., Kalamazoo	110.23
Keith Bros., Chicago	1,046.95
Kalamazoo Paper Box Co., Kalamazoo	5.55
Jamm & Company, Chicago	209.85
Louer Bros., Chicago	63.00
Chas. Laner, New York	13.71
Marshall Field & Co., Chicago	798.98
Meyer Hess & Co., Chicago	1,369.39
Maver Bros., Chicago	1,247.32
National Garter Co., Cincinnati	32.00
New York Detroit Clothing Co., Detroit	135.50
Opner Cap Co., Cleveland	8.00
Richardson Garment Co., Kalamazoo	19.11
Reading Robe & Tanning Co., Reading	30.25
Superior Underwear Co., Piqua	466.75
Star Paper Co., Kalamazoo	88.08
Straus Mfg. Co., Erie	269.87
Spongeable Linen Collar Co., Cincinnati	61.75
Sweet, Orr & Co., New York	539.47
Supple, Reeves, Whiting Co., New York	2.25
Theisen Trunk Co., Detroit	51.10
U. S. Cap Co., Detroit	27.00
Phil. Walcott & Co., New York	94.00
Wachusett Shirt Co., Lemister, Mass.	152.43
Western Hosiery Co., Chicago	6.05
Woodbine Children's Clothing, Woodbine, N. J.	122.25
Zivig Bros., Cleveland	63.25
Guy C. Tyler, Kalamazoo	5,690.00
Telegraph-Press, Kalamazoo	118.28
Gazette, Kalamazoo	565.18
Dahm Printing Co., Kalamazoo	17.70
United Sales Co., Kalamazoo	87.00
A. L. Pratt, Kalamazoo	92.75
Philip Jones & Co., New York	100.00
\$21,811.14	

Assets.	
Cash on hand	\$ 333.42
Stock in trade	10,100.00
Household goods	300.00
Books	75.00
Horses, cows, etc.	523.00
Wagons, carriages, etc.	385.00

UNITED LIGHT & RAILWAYS CO.

Davenport. Chicago. Grand Rapids

PREFERRED STOCK DIVIDEND NO. 22

The Board of Directors have declared a dividend of One and One-Half Per Cent (1 1/2%) on the First Preferred Stock, payable out of the surplus earnings, on April 1, 1916, to stockholders of record at the close of business 12 M., March 18, 1916.

Stock transfer books will reopen for transfer of stock certificates at the opening of business, Monday morning, March 20, 1916.

L. H. HEINKE, Secretary.

March 1, 1916.

Ask us about opening City Account



Coupon Certificates of Deposit pay 3 1/2% interest

Coupons cashed each 6 months after one year

...MILL RUN ENVELOPES...

Give you banded packages free from dirt

SEWELL-CLAPP ENVELOPES

G. P. GAGE

113 Widdicomb Bldg. Grand Rapids, Michigan

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$580,000

WM. H. ANDERSON, President
L. Z. CAUKIN, Cashier

JOHN W. BLODGETT, Vice President
J. C. BISHOP, Assistant Cashier

We offer An Attractive Secured Investment

Due 1918

To yield 6%

Descriptive circular forwarded upon request

HOWE SNOW CORRIGAN & BERTLES

MICHIGAN TRUST BLDG GRAND RAPIDS MICHIGAN INVESTMENT BANKERS

Veit Manufacturing Co.

Manufacturer of

Bank, Library, Office and Public Building Furniture
Cabinet Work, High Grade Trim, Store Furniture
Bronze Work, Marble & Tile

Grand Rapids, Michigan

Use Tradesman Coupons

Farming tools	60.00
Other personal property	300.00
Debts due on open accounts	1,353.29
Policies of insurance	175.09

\$13,602.80

March 4—In the matter of the Denton Manufacturing Co., bankrupt, St. Joseph, schedules were filed showing the following liabilities and assets:

American Glue Co., Boston	\$46.80
American Chain Co., Bridgeport, Conn.	99.51
American Fanning Co., Knoxville	39.00
Arcadia Mir. Plate Co., Arcadia	31.08
C. T. Bailey & Co., Chicago	12.00
Benton Harbor Paper Co., Benton Harbor	4.28
B. H.-St. J. Ry. & Lt. Co., Benton Harbor	276.81
Berry Bros., Detroit	4.90
W. Bledsoe Coal Co., Chicago	56.93
A. F. Burch Co., Grand Rapids	36.81
Bridgeport Wood Fin. Co., Bridgeport	137.11
Cadillac Veneer Co., Cadillac	141.79
Central Loose Leaf Co., St. Joseph	3.55
H. Channon Co., Chicago	2.25
Clarkson Glue Co., Chicago	30.94
Cleveland Gal. Wks., Cleveland	176.20
Covel Mfg. Co., Benton Harbor	1.50
Compound Door Co., St. Joseph	101.79
C. E. Dickinson Co., St. Joseph	77.98
Dixie Cotton Mattress Co., Chicago	24.63
Fisher Ptg. Co., St. Joseph	3.55
Fur. Coml. Agency, Grand Rapids	40.20
Fay Fdy. Co., St. Joseph	4.39
Guarantee Electric Co., Chicago	13.74
Grand Rapids Supply Co., Grand Rapids	11.91
Grand Rapids Wood Fin. Co., Grand Rapids	96.55
Harrold Dray Co., St. Joseph	200.00
Hooton Hardwood Co., Terre Haute	1,176.42
H. G. Hughson, St. Joseph	10.00
W. A. Iden & Co., Chicago	10.56
Jackson Glass Works, Jackson	9.65
Kentucky Lumber Co., Louisville	268.61
R. J. Laas Co., Benton Harbor	77.25
Lamson & Sessions Co., Cleveland	15.98
Lockwy, Stouck Paper Co., Benton Harbor	9.72
Malleable Iron Works, Benton Harbor	20.32
Manning Paper Co., Troy, N. Y.	20.45
Marietta Pt. & Color Co., Marietta, Ohio	94.51
C. C. Mengel & Bro., Louisville Mich. St. Tele. Co., Benton Harbor	44.46
Marshall Field & Co., Chicago	8.15
Mullen Bros., St. Joseph	62.14
National Leather Co., Niles	17.96
National Lumber Co., Andalusia, Ala.	24.44
O'Brien Var. Co., So. Bend	298.30
Ohio & Mich. Coal Co., Detroit	9.36
F. L. Pixley, St. Joseph	88.08
Peerless Mfg. Co., Holland	34.30
Peter Cooper Glue Co., Gowanda, N. Y.	8.80
Fred Potter, St. Joseph	14.50
Richter & Acterberg, St. Joseph	30.43
John Shranhan, St. Joseph	32.56
Sherwin & Williams, Chicago	5.80
Sieber Oil Co., St. Joseph	38.50
Stadler Photo Co., Chicago	50.76
St. Joe Iron Works, St. Joseph	21.40
South Bend Supply Co., So. Bend	10.81
Lasky, White & Coolidge, Chicago	19.72
So. Saw Mill Co., New Orleans	1.33
Spencer & Barnes Co., Benton Harbor	51.12
Stiles Bros., Grand Rapids	612.10
St. Joe Dev. Co., St. Joseph	76.43
City St. Joe, Water, St. Joseph	425.00
Tannewitz Co., Grand Rapids	50.77
Tousey Varnish Co., Chicago	5.25
Twin City Boiler Works, Benton Harbor	77.63
Upson Nut Co., Chicago	3.25
Union Ice & Coal Co., St. Joseph	3.75
Vail Cooperage Co., Ft. Wayne	14.47
John Wallace & Sons, St. Joseph	392.91
Williams Bros., St. Joseph	279.87
Wagner Spring Bed Co., Warren, Pa.	1.73
Warren Veneer & Panel Co., Warren, Pa.	15.00
Wysong & Miles Co., Greensboro J. H. Garvelink, Holland	113.40
Baitinger & Kingsley, St. Joseph	6.70
W. J. Dohlke, St. Joseph	84.07
City Treasurer's office, St. Joseph	5.00
Brown Ice & Coal Co., St. Joseph	9.45
Mich. State Telephone Co., St. Joseph	52.91
Am. Wood Working Co., Rochester	20.00
Adams Express Co., St. Joe	8.15
C. W. Dulse, Grand Rapids	5.24
Glen Brown, Jamestown, N. Y.	1.13
Marsh Miller	37.25
Chas. F. Lay, Fremont, Ohio	12.80
L. M. Stem, Detroit	3.11
Notes	63.88
Union Banking Co., St. Joseph	22.08
Jack Kennedy, St. Joseph	200.00
Union Banking Co., St. Joseph	246.87
R. M. Baker, Benton Harbor	200.00
R. M. Baker, Benton Harbor	200.00
John Wallace & Sons, St. Joseph	200.00
Commercial National Bank, St. Joseph	200.00
Interest estimated	246.87
Total	\$10,512.83

Notes.

Union Banking Co., St. Joseph	\$1,450.00
Jack Kennedy, St. Joseph	400.00
Union Banking Co., St. Joseph	140.00
R. M. Baker, Benton Harbor	500.00
R. M. Baker, Benton Harbor	600.00
John Wallace & Sons, St. Joseph	300.00
Commercial National Bank, St. Joseph	200.00
Interest estimated	246.87
Total	\$2,991.87

Labor.

Herbert Denton, St. Joseph	\$211.02
R. Hummell, St. Joseph	30.00
C. Pohl, St. Joseph	50.00
Total	\$291.02

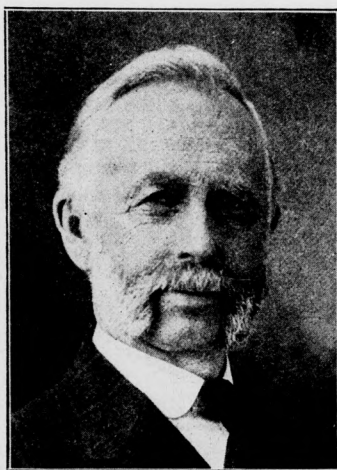
Assets.

Machinery, tools, etc.	\$6,000.00
Other personal property	2,000.00
Debts due on open accounts	83.15
Total	\$8,083.15

REPRESENTATIVE RETAILERS.

John Lubbers, General Dealer at East Saugatuck.

John Lubbers was born on a farm in Zeeland township, Ottawa county, Oct. 9, 1850. His antecedents were Holland. His father came to this country in 1848 and his mother came with the Van Raalte Colony in 1847. Most of his boyhood was spent on the farm. He received his education in the public school at Zeeland and Hope College. While at home he did a great deal of carpenter work. This line of work has always been a hobby of his and even now in his



John Lubbers.

line of business and at home he does a great deal of constructive work.

On February 28, 1876, he was married to Gertrude Sprick, of Vriesland, and they moved on a farm in East Saugatuck, Allegan county, where he has always taken prominent part in the development of its material, religious and political interests. He served as school officer from 1871 to 1913 and has served as Sunday School superintendent. He served as Township Treasurer during 1886 and 1887, was then elected Highway Commissioner for two years, after which he was elected Supervisor, which office he filled for twenty successive years, when in 1909 he was elected Register of Deeds of Allegan county, where he served the county for two terms. Because of ill health, Mr. Lubbers sold his farm in 1896 and bought a blacksmith shop and worked at this trade for a few years. This work has long since been taken up by his oldest son. In 1898 Mr. Lubbers was appointed Postmaster and, in connection with the postoffice, he put in a line of groceries. This was his first entrance into the mercantile world. Next he added shoes and rubbers and later dry goods and hardware. He owns a large general merchandise store.

Mr. Lubbers has a kindly nature and is courteous and painstaking in his business. He is quiet and conservative. A man of rare judgment and ability, he enjoys the confidence and friendship of the people in his community and the respect of the wholesalers and jobbers with whom he deals. Mr. Lubbers carries with

him an atmosphere of dependability.

Mr. and Mrs. Lubbers have three sons and three daughters: Gerrit John, the village blacksmith, who is married and has one daughter; Mrs. Ada Bouman, who lives on a fruit farm near Fennville; George; Andrew, who is married and has two daughters; Mary and Gertrude, who reside at home. The four last named are engaged in the business with their father.

Mr. and Mrs. Lubbers' brothers and sisters and a large number of their friends assisted them in the celebration of their fortieth wedding anniversary.

Mr. Lubbers has been a reader of the Michigan Tradesman ever since he first started in the mercantile business.

LOGAN & BRYAN
STOCKS, BONDS AND GRAIN

305 Godfrey Building
Citizens 5235 Bell Main 235
New York Stock Exchange
Boston Stock Exchange
Chicago Stock Exchange
New York Cotton Exchange
New York Coffee Exchange
New York Produce Exchange
New Orleans Cotton Exchange
Chicago Board of Trade
Minneapolis Chamber of Commerce
Winnipeg Grain Exchange
Kansas City Board of Trade
Private wires coast to coast
Correspondence solicited



177 MONROE AVE.

Complete Banking Service

- Travelers' Cheques
- Letters of Credit
- Foreign Drafts
- Safety Deposit Vaults
- Savings Department
- Commercial Department

Our 3 1/2 Per Cent
Savings Certificates are a desirable investment

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

3 1/2 Per Cent.

Paid on Certificates

Largest State and Savings Bank in Western Michigan

THIS IS WORTH HAVING

TAX EXEMPT 6 PER CENT PREFERRED STOCK OF COMPANY WHOSE NET EARNINGS ARE 100 TIMES DIVIDENDS ON PREFERRED.
THIS IS A BARGAIN.

ALLEN G. THURMAN & CO.

136 Michigan Trust Bldg.

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.

FICTION AND FRICTION

It Doesn't Take Much to Change One Into the Other—and That's as True in Business as in Anything Else, Mr. Grocer

FICTION is all right in story books, but it has no place in the dealings between a manufacturer and the men who are to pass his goods along to the consumers. Same way with FRICTION. It's a good thing to light matches with—in the right way and at the right time—but mighty bad in our business relations. It's 33 years, Mr. Grocer, since we've been co-operating with you to kindle light in the world, and we're rather proud to testify that we don't know much about either fiction or friction in our friendly relations with you. On the whole, it rather strikes us as a

SAFE MATCH

THE DIAMOND MATCH COMPANY

THE GREATEST MATCH MAKERS IN THE WORLD



Michigan Retail Hardware Association.
 President—Karl S. Judson, Grand Rapids.
 Vice-President—James W. Tyre, Detroit.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

Pointers on Holding the After Inventory Sale.

Written for the Tradesman.

The after inventory sale, following the completion of the annual stock-taking, accomplishes a double object. It clears out odd lots and dead stocks, and it adds to the takings of the normally dull winter months.

The great trouble with most sales is that they are too much alike. In the dry goods trade, where sales are a regular feature, and one sale follows another like a cat after a mouse, considerable ingenuity is displayed in thinking up little schemes to give each sale a touch of novelty. But after inventory sales in the hardware trade—an old traveler assures me—are all pretty much alike.

Now, a touch of novelty will serve a two fold purpose. First, it has its advertising value—it attracts attention. Second, it puts the customer in a receptive mood, where the salesman's arguments will be viewed with favor. The average man will say, of the ordinary sale, "Well, it's just like any other sale—fake price reductions, and all that sort of guff." But, give the customer something different—something distinctly appealing—and he'll say: "Well, I'd better get around to that sale before everything's cleared out."

The "giving up business" sale is pretty well played out. Advertise it, and people will wag their heads wisely and say, "Is he?" In many cases he isn't. And, while the "stock taking" or "after inventory" sale has fortunately its substratum of truth, it strikes in most minds a similar note of monotony.

Often a sale can be worked up from current local happenings. For instance, in the neighboring province of Ontario the municipal elections take place early in January. One of those hardware fellows who believes in early stock taking, starting right after Christmas day, a couple of years ago, advertised an election sale. The various offerings were "candidates" for municipal honors. Each day there was a live-wire talk in the local papers on how the departments were standing in the race. "If you want to cast your ballot for one of those 19c. triple thickness enamel pans, you'll have to hurry." And so forth. The idea was carried throughout the sale. In front of the store, on a board painted in ballot form, was a list of

the leading "candidates" for public favor. The idea took, because it was new at that time. An enterprising merchant had thought of something of which no other merchant—in that town at least—had ever thought before. And the sale got all the benefit of the free advertising given the election which immediately preceded it.

While the after inventory sale in Michigan can't be linked up with an election, still, the instance given illustrates the idea. Into the old, time-honored formula work some element of novelty, and you'll pull the crowd.

The 9-cent sale is a familiar form of merchandising. But combine the 9-cent sale with a 9-day sale, or a 9-hour sale, and you emphasize the idea. Every price should contain a 9. Thus, goods regularly marked 75 cents should be marked down to 69 cents; dollar goods at 99 or 89. On each day a particular article can be featured at 9 cents. For instance, one merchant sold coal oil at 9 cents a gallon for 99 minutes after 9 a. m. So marked was the reduction from ordinary prices that practically every family in town came to buy kerosene. Most of the purchasers lingered to buy other lines.

A variation of this is the "one cent sale." This is frequently adopted by drug stores; and can be adapted to the small hardware lines, the cheaper grade of household goods, etc. The plan is to offer to every purchaser of an article at the regular price an extra one of that article for one cent additional. Thus, the purchaser pays 15 cents for the first 15 cent piece of tinware; but he gets an extra for one cent additional, making 16 cents for the two. Grocers have adopted the same idea when they offer so many pounds of sugar for \$1 "with order." The customer has to buy some goods at a profit making price in order to get the bargain.

The one cent idea could be adapted to combinations of a different sort. Thus, two different articles could be "clubbed" at a combination price that would be quite attractive. In this way a lot of slow sellers can often be worked off. One dealer found himself full up with a small novelty. Instead of cutting the price on this, he offered a special price on a more attractive article to every customer buying one of the slow-selling article at the regular price. And people bought what they didn't exactly want in order to get the bargain on what they did want. The scheme has its objections, but it indicates the way in which the swift selling article can

HARNESS Our Own Make
 Hand or Machine Made
 Out of No. 1 Oak Leather. We guarantee them absolutely satisfactory. If your dealer does not handle them, write direct to us.
SHERWOOD HALL CO., LTD.
 Ionia and Louis St. Grand Rapids, Mich.

Safe Expert

W. L. Slocum, 1 N Ionia, Grand Rapids, guarantees to open any safe, also change combination.
 Wire, phone or write when in trouble.
 Citizens phone 61.037.

AGRICULTURAL LIME BUILDING LIME

Write for Prices
A. B. Knowlson Co.
 203-207 Powers' Theatre Bldg., Grand Rapids, Mich.

FREE

Cut This Out

and check opposite the listed items below what you are interested in and we will send you by return mail two beautiful felt pennants to hang up in your store.

Excelsior Mattresses	Coil Wire Springs
Cotton Felt Mattresses	Woven Wire Springs
Hair Mattresses	Wood or Steel Cots
Crib or Cot Pads	Steel Couches and
Sanitary Couch Pads	Bed Davenport
Mattress Protectors	Institution Beds
Bulk Feathers	Feather Pillows
Floss Cushions	Down Cushions

Made by the
Grand Rapids Bedding Company
 Established 1890
 Grand Rapids, Michigan

Foster, Stevens & Co.

Wholesale Hardware

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

Save 25% to 33 1/3% on the Cost of a High-Grade Computing Scale



You can now get an accurate, convenient, handsome Computing Scale at a big saving over former prices. You can bank the dollars you save by our specialized scale manufacture in large volume—our country-wide organization.

Fairbanks Computing Scales

Without doubt the biggest computing scale value offered to-day. Weighs your goods accurately and conveniently—tells you the correct value of each purchase at once. Has every quality feature you want—full 50 lbs. capacity, computes to 40 lbs. and to 60 cents a pound. No springs, racks or pinions—simple and dependable. Four-point suspension bearing platform: full jeweled agate bearings throughout—assures fine accuracy and long life. Low, convenient sanitary glass platform directly in front of chart. Handsomely finished in blue enamel with nickled trimmings.

Backed by Fairbanks Quality

FAIRBANKS, MORSE & CO.
 2247-68A

CHICAGO

be made to help its limping comrade over the stile.

A good idea and one often adopted in the selling of small wares is to advertise a special feature—a very attractive feature—for one hour only. Indeed, some stores have staged "one hour sales," with a different feature for each hour of the day. Or, a limited number of an article can be offered at the special price.

This idea of limiting the sale is important. I have known special sales that have been allowed to drag on and on for weeks. Now, the more definite a proposition is, the stronger its appeal. Limit it to a week, or nine days, or two weeks—but emphasize the fact that it ends by such and such a day. Feature that in every day's advertising. Drive it home at every opportunity. And, when you've reached the time limit, live up to it. You may make a few additional sales by allowing the sale to hang over the appointed time; but on the other hand you're apt to lose the confidence of a lot of customers.

The time limit, whatever it is dangled persistently before the customer's mind, is an impulsion to him to act, and to buy. Say: "You must come before Feb. 10th" and he's apt to come. Say merely "Special Stock-taking Sale"—mention no time limit—and the idea of urgency never enters his mind. He postpones and postpones, and eventually, you don't get his trade. To induce action on the customer's part is an essential of all good retail advertising.

It is worth while to rearrange the stock, to give the impression of a big upheaval. You have taken stock, you have decided to sell certain lines at a sacrifice—but does your store give the customer this impression if he finds everything arranged just as he has always found it? Bring the goods featured to the front—play them up prominently. For the "dead stock," set out sales tables, and mark every price in striking, unmistakable figures.

Put on displays that back up your newspaper advertising, and make the store—including the store front—look as if you were having a sale.

The newspaper advertising is important. A first essential, of course, is to get the element of novelty into your sale. "A Bird of a Sale" suggests price tickets with birds on them, a live parrot in the window to attract attention to the live bargains, cuts of birds in the newspaper advertising, and similar stunts. Get an idea—your own idea, if possible—and use it for all it is worth.

In your advertising, and in your window and interior display, use

prices liberally. Price is the essential feature of a special sale. It is the very corner stone. Play up your prices—quote specific details of value and specific figures—in your descriptions show the customer that you have the article he wants, and in your price prove to him that he can't afford to be without it.

William Edward Park.

Good behavior may be rather old-fashioned, but you never heard of its getting a man into trouble.

MODERN AWNINGS—ALL STYLES



Get our prices before buying
CHAS. A. COYE, INC. Grand Rapids, Mich.

**GEO. S. DRIGGS
MATTRESS & CUSHION CO.**

Manufacturers of

Driggs Mattress Protectors

Pure Hair and Felt Mattresses
Link and Box Springs
Boat, Chair and
Window Seat Cushions

Write for Prices

Citizens 4120 Grand Rapids

Sand Lime Brick

Nothing as Durable
Nothing as Fireproof
Makes Structures Beautiful
No Painting
No Cost for Repairs
Fire Proof
Weather Proof
Warm in Winter
Cool in Summer

Brick is Everlasting

Grande Brick Co., Grand Rapids
So. Mich. Brick Co., Kalamazoo
Saginaw Brick Co., Saginaw
Jackson-Lansing Brick Co., Rives Junction

**Make Out Your Bills
THE EASIEST WAY**

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

**OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS**

The Tisch-Hine Co.

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

**Automobile Tires and Tubes and
Auto Specialties**

PULLMAN
3,500 Mile Tires
PLAIN TREAD

NATIONAL REDWALL
5,000 Mile Tires
NON-SKID TREAD

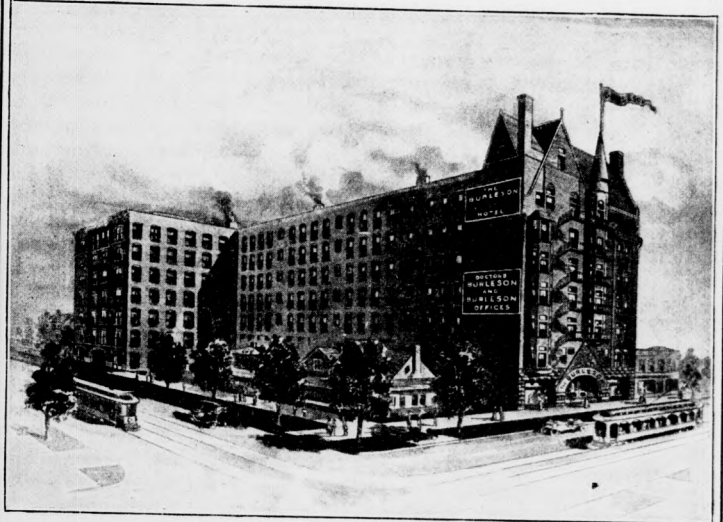
INNER TUBES

THICK, TOUGH, NON-DETERIORATING

Distributors for Michigan:

BROWN & SEHLER CO. Grand Rapids, Michigan

**Piles Cured WITHOUT
the Knife**



**The Largest Institution in the World
for the Treatment of Piles, Fistula
and all other Diseases of the Rec-
tum (Except Cancer)**

WE CURE PILES, FISTULA and all other DISEASES of the RECTUM (except cancer) by an original PAINLESS DISSOLVENT METHOD of our own WITHOUT CHLOROFORM OR KNIFE and with NO DANGER WHATEVER TO THE PATIENT. Our treatment has been so successful that we have built up the LARGEST PRACTICE IN THE WORLD in this line. Our treatment is NO EXPERIMENT but is the MOST SUCCESSFUL METHOD EVER DISCOVERED FOR THE TREATMENT OF DISEASES OF THE RECTUM. We have cured many cases where the knife failed and many desperate cases that had been given up to die. WE GUARANTEE A CURE IN EVERY CASE WE ACCEPT OR MAKE NO CHARGE FOR OUR SERVICES. We have cured thousands and thousands from all parts of the United States and Canada. We are receiving letters every day from the grateful people whom we have cured telling us how thankful they are for the wonderful relief. We have printed a book explaining our treatment and containing several hundred of these letters to show what those who have been cured by us think of our treatment. We would like to have you write us for this book as we know it will interest you and may be the means of RELIEVING YOUR AFFLICTION also. You may find the names of many of your friends in this book.

We are not extensive advertisers as we depend almost wholly upon the gratitude of the thousands whom we have cured for our advertising. You may never see our ad again so you better write for our book today before you lose our address.

DRS. BURLERSON & BURLERSON

RECTAL SPECIALISTS

150 East Fulton St.

GRAND RAPIDS, MICH.



Correct Way to Figure Profit on Shoes.

Profitable retailing has two sides to it. I would put first the profit there is in the esteem and respect in which the business fraternity and your fellow retailers hold you, which is the greatest value, and, second, the actual cash you clean up in your business to support this position.

We in the shoe business have been more or less poets and dreamers from St. Crispen's time to the present. St. Crispen, you know, is the Patron Saint of our trade. He was politically banished from Rome, and in his zeal for the poor people, went so far as to steal leather in order to make and cobble shoes for the poor at a very small price. His example, unfortunately, has been followed too long for the good of the craft in the United States. Everybody in America is well able to pay, and few are in the want in which St. Crispen found his people.

Now, let me make a strong plea for all shoe retailers in the State of Pennsylvania to turn over a new leaf; to hold your heads high; to stand for the dignity of your craft, and to get the proper returns for your time and the money you have invested, for it is high time we put shoe retailing on the level with the best trades in existence.

All this is general and perhaps you want to know something specific to bring about this standard. To start with, I am going to advise and urge upon you to forget the past and no longer remember the usual margins upon which shoes were sold, viz., \$2.25 for \$3, \$2.50 for \$3.50 and \$3 for \$4, and do what the common sense peddler does that makes his trade pay a profit. A peddler never makes a trade unless there is a profit, for he knows each day what it costs him to peddle and when the day is over he knows the profit he made on the merchandise sold.

The trouble with us has been that we usually look upon our gross profit as our net profit. Nine times out of ten this gross profit is used up in overhead and then at the end of the year we wonder why there is nothing left in the shape of real profit. The only way to get a real profit is to know what that overhead is—what it costs to do business, and how much that cost means on every pair of shoes, or what per cent. it eats up of your sales. When you have gotten these facts, then you have the fundamental principles upon which you can proceed, and not before.

If you do \$40,000 worth of business and it costs you \$10,000 to conduct your store (which should include the interest on your money, the rent of

the store, whether you own it or not, and the salary for your own services), then you know that it costs 25 per cent. on your sales to pay expenses. Twenty-five per cent. on your sales means adding one-third of the cost of the goods. If you traded on that basis you would break even and not make a dollar, in fact, you would lose money, since shrinkage and waste and the broken lines that must be cleaned up at least consume another 5 per cent. expense, so that at the end of the year a man who so marks his goods would be out 5 per cent. rather than show net profit. Mr. McGowin made the statement at the N. S. R. A. convention in New York, that anybody who cannot make a 10 per cent. net profit out of his business ought to get out of it. We will take this statement as coming from a good authority, for I do not think there is a better authority on this question than President McGowin.

Now what are our results: First 25 per cent. for expenses, 5 per cent. for mark-downs and 10 per cent. for net profit—total 40 per cent. Forty per cent. on the selling price of a shoe means marking the shoe up 66⅔ per cent. on the cost. Now those of you who are not mathematicians, please remember that 40 per cent. on the sale price of a shoe is identical with 66⅔ per cent. marked to the cost of the shoe.

To give a practical example: A shoe that costs \$3 should be marked up 66⅔ per cent. or two-thirds more. One-third of \$3 is \$1 and two-thirds would be \$2, therefore, a \$3 shoe would sell for \$5. Now let us apply the 40 per cent. rule. Forty per cent. on \$5 is \$2, deduct \$2 from \$5 and you again have the original cost—\$3, therefore, you can plainly see that 40 per cent. on the selling price of a \$5 shoe is \$2, and 66⅔ on the cost of that shoe, which is \$3, makes \$5. If you will carefully consider this simple mathematical problem, and apply it to your business, you may rest assured that when the year ends you will have a net profit.

Those of you who live in smaller towns, or have neighborhood stores, may be able to do your business at a cost of 15 or 20 per cent. on the selling price. If so, you can sell your shoes less. In short, if it costs a down-town store 25 to 30 per cent. to

"I Will Guarantee

All bills my son may purchase from you, and I do this freely, for you have the goods that have always given the satisfaction for the price. There are none better than your own make."



So reads part of a letter received from an old customer whose son was about to engage in business for himself.

Rouge Rex Shoes

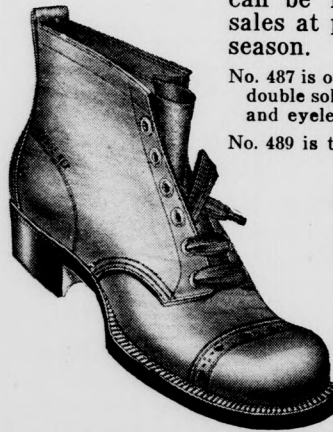
(OUR OWN MAKE)

"for the man who works"

can be relied upon for satisfactory sales at profitable prices season after season.

No. 487 is our Black Kip stock shoe, with ½ double sole, nailed, and with nickel hooks and eyelets.....\$2.50

No. 489 is the same in chocolate 2.50



HIRTH-KRAUSE COMPANY

Hide to Shoe

Tanners and Shoe Manufacturers

GRAND RAPIDS, MICH.

THINK OF IT!!

THOMAS H. LOGAN CO.'S

Men's, Boys', Youths' and Little Gents' Shoes

in Stock in Grand Rapids

at Factory Prices

for your convenience.

The larger shoe retailers are already grasping this wonderful opportunity to get one of the greatest specialty lines.

You get them quick, in Logan Boxes and with Logan Sole Stamps



447. This is the Men's Welt Blu at \$2.00
The Button is 448



Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

do business, and if it costs a neighborhood, or country, store 20 per cent. it is obvious that you can afford to sell shoes for 10 per cent. less. That is entirely up to you.

The principle, however, cannot be changed. It is as immutable as the laws of the universe, and let no one preach a different doctrine, for there is nothing that will ever make a profit for you except the mark-up on your shoes above your expenses. If you compute this matter by percentage you must divide the volume of your business into the expense of your store, which will give you the cost percentage of doing business. Using this percentage as a basis, allowing 5 per cent for mark-downs and 10 per cent. for profit, is bound to give you the result. Carrying out this proposition brings you to the retail price of your shoes, which I fear very few will have the courage to carry out. There is always a "give and take" policy observed in every store. Some shoes will carry a profit while others will not, so you must carefully consider this proposition; by all means do away with fixed prices. Fixed prices are not scientific—they are the tethers that bind your system into incompetency. When a shoe is well made, by a good manufacturer, and gives good results, do not disturb the quality; pay the legitimate, advanced price, but mark the shoe accordingly. In that way you do not lie or fool your customer. Figure your shoes at \$4.25, \$4.35, \$4.65, \$4.75, or any old price, as long as it is legitimate and honest as to the value you delivered.

Now, we come to the proposition of turnover. This too, is a very important subject, even quite as important as the first (that of making a profit), for if you learn how to mark your shoes, you still must know how to merchandise them. Unless you know how to merchandise them you will lose the profit that you show on the mark-up.

The fallacy of turnover and volume has created more trouble and busted more shoe retailers than anything I know of simply because its real value was not properly understood. Merchandising by itself never makes a profit, but it preserves profit. Please bear in mind that the first element in business is to make profit, and the second element is to preserve that profit.

You will naturally ask, "What does volume and turnover do if they don't make profit?" and I will answer this in the second part of my address.

First, we will take up volume. Volume is important in that it holds down your overhead. To make this plain, let me say that you run a store, stock it and man it, and we will say it costs you \$10,000 a year to run it. If you only did \$10,000 worth of business it would cost you 100 per cent. and you certainly cannot mark your shoes up on such a basis and compete for nobody would come and buy your shoes. In short, you would be retailing on too extravagant a basis, but if you can get your sales up to \$40,000 with a \$10,000 expense, you bring your expenses down to a 25 per cent. basis, which enables you to compete with

the shoe business as it stands to-day. I trust this is clear to you and that you understand the importance of the necessary volume in proportion to your expense.

In order to preserve profit you must make a proper turnover, which means to buy your shoes sanely, with good judgment as to quantity and as to style, for remember, your stock gets out of style very quickly and that when the season is over you must be rid of your goods; if you do not, the loss on the stock will counter-balance the profit, and all the nice mark-ups that you took in the beginning of the season will be lost in the mark-downs. Therefore, the turnover is an important element.

I will lay down as a good rule, one that is conservative and that everybody should carry out, that at inventory time let your stock be no larger than one-fourth of your entire sales. Some people can do better than this and others find it quite satisfactory to have one-third of their entire sales in stock at inventory time, but I would scarcely recommend anything less than three times. I believe there is such a thing as turning your stock too often, for you may be playing the game too close and lose out in not having the shoes when people want them.

Now, please get in your mind, and get it there good and solid, that no one ever made any money in business unless he made a profit above his expenses no matter how large his volume, or how often he turned his stock, or how well he kept his store. There must be a margin above the expenses, without which nobody ever made a cent in the world. Volume is necessary to reduce your expenses and turnover is an important element in preserving the profit you have marked on your shoes.

In closing, I want to discuss one last and important question for the shoe trade to consider, and that is you cannot ask the public to pay for your stupidity and your mistakes. You must go into business with clean and efficient hands. It is not fair to the public to expect it to pay the cost of a fool proposition in business. On the other hand, if you are efficient and conduct your business in a clean, straightforward way, the public must, and will, pay you a handsome profit. Every law in the land and every person in the world will uphold you in this position, and with each day's work done conscientiously and with efficiency, along the lines indicated, you will stand before men conscious and strong of having done your very best, and, as they say in the West, angels can do no more.

Do not mind what your neighbor does, let him play his game his way; pay little attention to the trickier merchant, let him work his game his way. Just attend to your own business and if you conduct it on the lines indicated in my address, you will win. You will have the store of your town, you will have the respect of your community, you will uphold the dignity of your craft, and you will enjoy all those things that go with a profitable life.

A. H. Geuting.

Shoes that sell Summer or Winter are a Mighty Profitable Line to handle.

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Shoe Line, is about the best
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Here is a line that is an ALL YEAR ROUND SELLER. With extra quality and extra value throughout.

We have always striven to make them the best that your money can buy, and our increasing business is proof of what we have accomplished.

Every pair has in it the best raw material, the best grade of findings, and is made by the most skilled labor obtainable.

For building up your trade and holding it you won't find a better value in shoes on the market. OTHER DEALERS ARE MAKING FRIENDS AND PROFIT WITH THESE SHOES—WHY NOT YOU?

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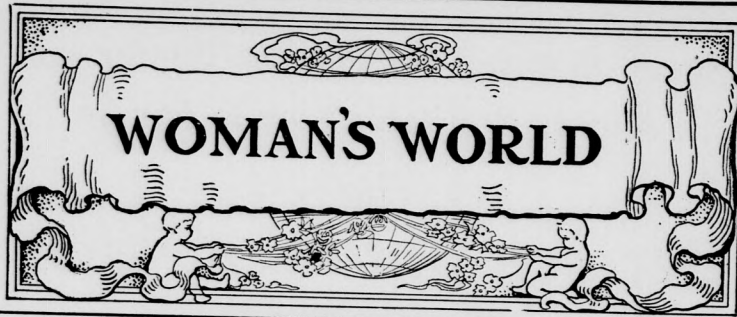
stand the hard knocks of every day wear.
Solve the boys' shoe problem by handling
this serviceable line.

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8391—Boys' Seamless Bal sizes 2½ to 5½
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8895—Little Gents' Seamless Bal sizes 8½ to 12

Rindge, Kalmbach, Logie Company

Grand Rapids, Mich.



Living Alone Considered as to Results.

Written for the Tradesman.

It is easy nowadays for a woman, whether a bachelor maid or a widow, to live alone. She who has abundant means can set up as large and fine an establishment as her taste and ambition dictate. She whose income is small or who has to work for every dollar she has, still may be able to indulge her liking for a little home all to herself. In the country or in a village she will have a cozy cottage, perhaps with a bit of lawn, a tree or two, and a flower bed. If in a city, for convenience she will take an apartment. Here in a tiny kitchenette she will get up meals in which her favorites figure prominently. Her main room—if she has to economize and so does not take a large apartment—may serve as a dining room and sitting room by day, and, with the aid of a disappearing bed, as a sleeping room by night.

In a well managed apartment building, housekeeping can be reduced to its simplest, easiest terms. Heating, lighting, taking care of the grounds if there are any, and all repairs are attended to by the management. Every so often a woman or a man hired to do the work comes in and cleans up. Cooking can be done on a little gas plate. If one wishes to cut labor to the minimum, many appetizing dishes can be bought ready-prepared at some near-by bakery or delicatessen. Living in this way is much more homelike and furnishes far ampler scope for individual taste and inclination than boarding-house life. Largely because of the ease with which housekeeping can be carried on therein, the small furnished apartment daily is becoming more and more popular with the family that consists of only one or two or three members. To a woman alone, an apartment house affords the protection and mental assurance of having people close by, and so is a safeguard against too entire isolation.

Living alone is not only easy in these days, it is getting to be so common as not to mark one as odd or eccentric. It arouses no comment and requires no explanation.

The woman of rather independent nature, who either has not married or is a widow, may have one of a dozen reasons for honestly preferring to live by herself. It may be that she wants "to live her own life," which generally means that she desires to do precisely as she pleases without interference. To a certain temperament it is almost unbearable to have any one else know all her

little affairs, to be expected to tell just where she is going when she leaves the house, or to tolerate any criticism of her friends or her clothes or her way of doing her hair.

In defense of this mental attitude, it must be said that many persons are most unpleasant in close and constant association, simply because they never have learned to mind their own business. Some who are entirely innocent of any intention to be meddlesome, still make themselves very obnoxious in this respect.

With the type of woman who is extremely orderly, the bugbear of having any one else about may be that she could not have everything exactly in its place as she can when alone. To one of this sort it is nothing short of painful to see a hat laid on a chair, or a newspaper tossed on the floor.

Some fastidious housekeepers become very set in their ways, even before middle life is reached. To such, just the methods of cooking and all the minutiae of doing work are matters of supreme importance. They can not endure seeing the simplest process done otherwise than just as they do it. Some years ago (this is a true story) there were two sisters, elderly women, living together, or at least in the same house. But each had her own stove and cooking utensils and did her own work in her own peerless way, one on one side of the kitchen (across which an imaginary line was drawn), and the other on the other.

With some other woman the reason for choosing a solitary life may be that through the strenuous pursuit of some calling which has thrown her much with people, or through living in a large family, she has become all tired out with folks. With another it may be just "nerves"—nerves that through too long-continued strain have become morbidly sensitive. There is a condition, far too common in these high-pressure days, in which the habitual presence of another person is felt to rasp and jar and irritate.

No one of the reasons that have been given is without a basis of reality and hard fact. Others equally valid might be mentioned. What seems trivial to one person may loom large and dreadful to another. And speaking entirely within bounds, most people—even good, nice, well-meaning people—are somewhat hard to get along with. The fine art of living is still in its infancy. As yet not many have achieved a personality that is always pleasant and restful to those who stand in closest association. Altogether it is not surprising that so many unmarried wom-

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And insures absolute protection to Flour from the Mill to the Home of the Consumer.

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**SAXOLIN
PAPER LINED
SANITARY SACK
DUST PROOF—DIRT PROOF
THE CA-BAG CO.
CLEVELAND**

The Sack that keeps the Flour **IN**—and the Dirt **OUT**—



THE CLEVELAND-AKRON BAG COMPANY, CLEVELAND

Seal Brand Salt (Morton Salt Company, Chicago) is packed in this sanitary moisture proof paper lined sack.

en think like this: Why go to all the strain and bother of trying to adjust my ways and my nature to others? Why not live alone and neither trouble anybody nor be myself troubled?

Over against the long array of reasons in favor of the kind of women we have described living alone, there is only one good reason against it. But that one is a big one. It is that living all alone is not the sanest, wisest, most natural and normal way to live, nor the way most conducive to an agreeable and well-balanced personality. With no one to interfere at all with her inclinations for a term of years, the overnice and particular housekeeper becomes more and more fastidious. The very orderly woman comes to make almost a religion of keeping things in their places. Nerves that are petted and indulged by solitude and quite, instead of growing strong and tranquil often become more irritable and exacting. The person given to untidiness becomes positively slovenly. Whatever the extreme or abnormal tendency is, given free rein it speedily becomes more unreasonable and excessive.

The long and short of it is that although we may not wholly enjoy it at all times, it is good for every one of us to live with some one. The control of tongue and of temper that we are obliged to exercise to get on smoothly with another, the daily and hourly concessions that have to be made to another's likings and preferences, constitute a wholesale discipline. They tend to maintain our mental and moral equilibrium, and go a long way to prevent our carrying some fad or hobby to absurd lengths.

While this is true of all, it applies with greatest force to the women who has an income sufficient that she does not have to make her living or any part of it. Such a one, if she lives alone, is likely to spend long hours in solitude, and is not under the necessity of making constant adjustment to the wishes of other people, as is the woman who earns.

The woman who is without matrimonial mooring would better, if practicable, make living arrangement with relatives or friends. If her parents are not alive, it may be possible to make a home with a brother or a sister, married or unmarried. Relatives are never perfect and seldom entirely congenial, but if there is not too sharp a clashing of wills and ways, it often is best to worry along with one's own kith and kin. The bond of blood is never to be ignored.

When, for any reason, living with relatives is out of the question, then some good friend may be the home mate. I am acquainted with two teachers, both holding positions in the schools of their city, who together purchased a lot and built a cottage where they have lived for years. I know two elderly women, entirely unrelated, who keep house together and are both far happier because of the mutual companionship. Such arrangements as these, entered into wisely and with the right sort of person, may be most pleasant and

profitable in every way. I even know two men, bachelors, who are very amicably keeping house together. While both are cranks in mild degree as it is, still there is no doubt that they modify each other and are far nearer normal than either would be alone.

The natural result of living alone is the growth of a lot of foolish and needless peculiarities and whims that no one else can live with. During youth and middle age, it is well to think occasionally of the time when the shadows will lengthen and when human care and companionship will be needed sorely. The logical outcome of developing a personality that can not get along with others is a bleak and lonely old age.

Quillo.

Balmy Breezes Blown Over From Port Huron.

Port Huron, March 13—As an indication of the heavy freight traffic on the Pere Marquette at this point, it is stated that its ferry service between here and Sarnia during the month of February exceeded the same month in 1915 by 1,335 cars. This increase would be still greater if it were not for the embargoes by the Eastern roads.

Col. M. M. Patrick, of the engineering corps of the War Department, in his report to the Secretary of War, has recommended a considerable increase in the width and depth of the channel in St. Clair River, fronting the city. This improvement is considered necessary by reason of the expansion of business of the elevators along the river front.

The R. & W. Shoe Co., on Water street, reports that its first anniversary here shows a well-established business, it being necessary to enlarge the quarters several times within the year. The company has stores in Detroit and Muskegon.

S. J. Watts, President of the Aikman Bakery Co. entertained the members of the Grocers & Butchers' Association at his residence, Wednesday evening, March 8. This was one of the regular weekly meetings of the Association. The routine affairs were followed by a light lunch and cigars.

A special committee of the Business Men's Association had a final conference with the officials of the Detroit, Bay City & Western Railroad March 8, at which time final negotiations were agreed upon as to the terms under which the company will extend its road from Peck, making Port Huron the Southern terminal. These terms have not yet been made public.

Port Huron Council elected the following officers for the ensuing year:

- Senior Counselor—R. H. Reed.
- Junior Counselor—L. W. Mallony.
- Conductor—W. H. Clark.
- Secretary-Treasurer—E. M. Marx.
- Past Counselor—J. E. Gray.
- Page—H. L. Coburn.
- Sentinel—W. H. Castle.

Much enthusiasm was in evidence and a large class will be initiated at a special meeting March 25.

W. J. Devereaux, Hamilton Irving and Joseph Dickson, Jr., were appointed a Committee to act with a similar Committee from the Port Huron Business Men's Association for the purpose of securing better railway service on the several railroads centering in Port Huron.

Observer.

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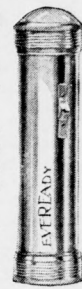
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There are few deals that cannot be handled via the Bell long distance lines. The telephone is the quickest way to results.

Michigan State Telephone Company

THE MEAT MARKET

Spotlessness in Restaurants, Groceries and Meat Markets.

Jackson, March 13—As soon as possible the scoring system—which in principle is the same as that used for dairies—will be extended to include meat markets and groceries. Just now Inspector Broughton is busy scoring restaurants under the auspices of the Public Health Department of Jackson.

The scoring system adopted is somewhat complicated and very inclusive. Absolute perfection is indicated by 100 points, but from a sanitary standpoint perfect cleanliness is unattainable for any public restaurant. Under a rigid system the best surgical operating room in which no one but attendants, clad in sterilized garments, may enter and in which all the apparatus is sterilized, would scarcely score 100. But of course such absolute cleanliness is unnecessary and unattainable for any business place. Bearing this in mind it will be understood that when it is stated the best restaurants in the city score around 80, the result is extremely satisfactory to the health department. The poorest restaurants so far inspected scored a little more than 50. After the system is in good working order, it is stated, restaurants scoring less than 70 will not be permitted to operate. It is realized that many proprietors do not understand the importance of cleanliness, and do not appreciate defects, and there is no disposition to be arbitrary, especially where the proprietor shows a disposition to meet reasonable requirements.

The scoring system, developed by Mr. Broughton after comparison with scoring systems in vogue in many cities is divided, 40 possible points being devoted to equipment and 60 to methods. Three of the forty points which can be scored for equipment are based on location and bear upon freedom from outside contamination, from garbage, dirt from streets, etc. Five points pertain to construction and include drainage, condition of floors, wall and ceilings. A soft wood floor, dirty and filled with cracks, will reduce the restaurant's score perceptibly. Two points can be gained by provision for light. A well lighted kitchen, with windows occupying 10 per cent. of the floor space, gets two points, while one with 5 per cent. gets but one point. Condition of window screens in the summer, the location of toilet and wash rooms are other points. Ultimately wash rooms and toilets directly connected with kitchens will not be permitted, but it is understood that time to bring about changes is essential.

The apparatus is judged according to the condition of the cooking utensils, appliances for cleaning them, condition of tables and shelves, condition of refrigerator, working suits of employes, and whether there are facilities for washing dishes in scalding hot water—whether this essential function is performed with luke-warm suds, which necessarily results in greasy, sticky plates and silverware, or whether the hot water sterilizes the dishes.

Under the head of "methods" the condition of the building, its freedom

from vermin, cleanliness of tables, of sinks and of refrigerators; the condition of the food, as to freedom from exposure, storage facilities and cleanliness, and facilities for handling the garbage, are each scored separately.

"We believe," said Mr. Broughton, "that when it is known that the inspection system is in the interest of everyone concerned, it will be appreciated both by restaurant patrons and proprietors. We are not at all disposed to be arbitrary. We realize we should often take circumstances into consideration. If we find a restaurant keeper, a grocer or a market proprietor who, because of conditions beyond his control, cannot do as well as might be desired, we shall not penalize him if we see he is doing what he can to improve conditions. But we do believe the careless chap—who, for instance, may have an immaculate dining room and a filthy kitchen—should not be able to compete on an equality with the proprietor who is more careful with his kitchen than with his dining room. We take the position that the customer of a restaurant cannot know how conditions are back of the swinging door which leads to the kitchen, or the customer of a grocer or butcher or baker know how things are in the back rooms or cellar. We say it is the business of the Health Department to keep the public informed, and we are trusting to natural competition to secure cleanliness. We hope to see the proprietors competing for good scores on their cards, and we expect that the public will appreciate what a good score means. A score less than 70 means that some things should be done. A score better than 70 means fair conditions. A score of 80 or better means that unusual efforts to attain cleanliness and wholesomeness are being made.

"We shall not be able to score groceries and meat markets for a few days yet but when this is done the same rules will apply there.

"Have we found conditions good or bad? Well, generally from fair to good. We found one bakery in which an employe was afflicted with communicable disease, of which the proprietor knew nothing. The man was dismissed instantly. Where such things are found the score is zero. We believe the work will be especially helpful to proprietors, through the suggestions we make looking toward improvements, and if they are carried out the score will improve. We are especially after the careless, sloppy men, who believe that filth is innocuous if it is hidden. We hope the public will understand that the score cards will be evidence of a thorough and careful inspection, and a guarantee of the character of the restaurant, grocery market or bakery."

The man who has money to burn seldom uses any of it to help enlighten the world.

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.

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Write us to-day for exclusive sale proposition covering your market for

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We mill strictly choice Michigan wheat, properly blended, to produce a satisfactory all purpose family flour.

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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.

PEACOCK BRAND Breakfast Appetites

can be encouraged and well satisfied with a nice rasher of bacon and fresh eggs. Go to your grocer's and get some of the famous Peacock mild cured bacon and fry it, pouring off the grease as quickly as it forms. This makes it crisp. Peacock Hams and Bacon are cured by a special process—brine is not used—so they are not salty. They are especially prepared by Cudahy Brothers Co., Packers, Cudahy, Wis., for those who want the best.

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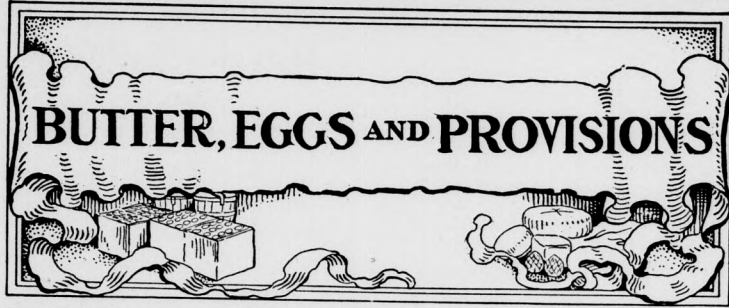
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Michigan Poultry, Butter and Egg Association.
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 Vice-President—Patrick Hurley, Detroit.
 Secretary and Treasurer—D. A. Bentley, Saginaw.
 Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

To Control Interstate Shipment of Adulterated Eggs.

The Department of Agriculture has had under consideration for some time the application of the Federal Food and Drugs Act to the shipment in interstate commerce of eggs in the shell, especially the two classes of eggs known in the trade as "current receipts" and as "rejects" from candling rooms. "Current receipts" contain at different seasons of the year varying proportions of eggs which are filthy, decomposed, or putrid. "Rejects" from candling rooms, as a rule, contain large proportions of eggs which are filthy, decomposed, or putrid, and very small proportions of eggs suitable for consumption.

Under the Federal Food and Drugs Act, eggs, in common with other articles of food, are adulterated if they consist wholly or in part of a filthy, decomposed, or putrid substance. Section 2 of the Act prohibits the shipment in interstate commerce of foods which are adulterated and it is plain that this prohibition applies to the shipment in interstate commerce of "current receipts" or of "rejects" from candling rooms or of any other grade of eggs in the shell unless the filthy, decomposed, or putrid eggs have been removed.

In the opinion of the Department, eggs which contain yolks stuck to the shell, moldy eggs, black spots, mixed rots, addled eggs, black rots, and any other eggs which consist wholly or in part of a filthy, decomposed, or putrid substance, are adulterated.

The investigations of the Department have shown that it is commercially practicable, by the method of candling, to eliminate from any given shipment most of the eggs of the kinds which the Department regards as adulterated. It is not the practice of the Department, however, to base proceedings under the Food and Drugs Act on shipments of eggs unless there are present larger percentages of bad eggs than are ordinarily present in recognized com-

mercial grades of candled eggs. The Department is informed that cases of eggs are not allowed to receive even the lowest candled egg grades if the cases contain more than one and one-half dozen or 5 per cent. of bad eggs. Country shippers who are not certain of the freshness of their eggs should candle them before shipping them in interstate commerce.

Eggs which are adulterated may be shipped in interstate or foreign commerce for use in tanning or other technical ways without violating the provisions of the Food and Drugs Act only if they are first denatured so as to render them incapable of being used for food. Since it is impracticable to denature eggs in the shell, adulterated shell eggs must be broken out and denatured prior to shipment. The views of the Department with respect to the denaturing of eggs are stated in Bureau of Chemistry Service and Regulatory Announcements No. 7, paragraph 19, and No. 12, opinion 102.

Anent the germless egg—evidently not necessarily the infertile kind, but the "antiseptically perfect" variety, a Pennsylvania paper says: "The feeling generally prevails that one egg is as wholesome and as clean as another. We may fret and worry about the possible germs that come to us in the ice. We properly take no end of precaution in favor of a pure milk supply. We insist on wrapped bread and germless oysters and a dozen other kinds of pure food. But we trust the hen. Few of us ever realize that any germ or uncleanness can penetrate the smooth surface of the egg shells. But that opinion just shows that we do not know it all when it comes to pure food. The very fact that eggs grow 'stale' is proof enough that trouble does penetrate the shell. For this staleness is produced by the presence of micro-organisms, which in growing produce poisonous productive of ptomaine poisoning. So, too, eggs laid by hens not hygienically cared for may be carriers of uncleanness."

You may be able to convince yourself that contentment is better than great riches—if you have both.

And when a man's down he thinks it is all up with him.

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 Grand Page—W. T. Ballamy, Bay City.
 Grand Sentinel—C. C. Starkweather,
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 Grand Chaplain—F. W. Wilson, Traverse
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**Arthur N. Borden, Senior Counselor
 Grand Rapids Council.**

Arthur N. Borden was born in Oswego, N. Y., Feb. 1, 1877. His antecedents were English on his father's side and French and German on his mother's side. When he was 3 years of age the family removed to Cleveland, where Arthur resided for about nineteen years. He attended the public schools as far as the eighth grade, when he completed a business course at the Spencerian Business College. He then entered the employ of Wm. Taylor, Son & Co., wholesale hardware dealers, with whom he remained about a year. He then engaged in the show business, becoming one of the North Brothers, comedians who covered many states from Ohio to the Pacific coast, including Winnipeg and the Canadian Northwest. He continued to pursue this profession for six years when he decided to leave it for a business career. His first employment after retiring from the show business was with John W. S. Pierson & Co., hardware dealers at Stanton. After three years behind the counter, he went on the road for D. M. Osborne & Co., who are now a constituent of the International Harvester Co. He remained with this house three years, covering Central Michigan in the mean time. During this period he was a member of the Carson City Distributing Co. Liking the hardware trade better than the implement business, he resigned his position with the Osborne Co. to take a position with John W. Hallett & Son, hardware dealers of Carson City. At the end of two years he conceived the idea of entering the profession of traveling salesman and secured employment with the Fletcher Hardware Co., of Detroit. He represented this house in Western Michigan for three and one-half years. Three years ago he changed over to the

Shapleigh Hardware Co., of St. Louis, which arrangement still continues. The house has five traveling representatives in Michigan and Mr. Borden covers the territory from Cadillac on the North to Charlotte on the South and from Lansing on the East to Lake Michigan on the West. He sees some of his trade every two weeks and some of his trade every four weeks.

Mr. Borden was married July 1, 1896, to Miss Cloe May Chapin, of Stanton. They have three boys, aged 17, 12 and 10, respectively, and one girl 8 years old. They reside at 907 Kalamazoo avenue.



Arthur N. Borden.

Mr. Borden attends the Plymouth Congregational church and sings tenor in the choir when he is in voice. He is a charter member of Malta Lodge, F. & A. M., and is also identified with the Modern Woodmen. He has no hobby except his liking for base ball. He has never played a game in his life but is one of the most enthusiastic fans in the city. He attributes his success to hard work, but those who know his methods of work insist that a delightful personality and a charming conversational capacity are quite as much to be attributed to his success as persistent effort.

Mr. Borden has never held any public office except that of constable at Stanton, to which he was unanimously elected. He joined the U. C. T. in 1910 and was elected Page the second year he was a member. He has since gone through all the offices up to that of Senior Counselor, which he will hold during the present year. He has large ambitions for Grand Rapids Council for the coming year, including the establishment of a free employment bureau for the benefit of

the members. He has a laudable ambition to make the Council the largest, in point of membership, it has ever been. Judging by the expressed determination of the members to co-operate with him in this regard his ambition in this direction seems likely to be realized.

As a story teller Mr. Borden is one of the best in the ranks of the fraternity. His varied experience on the stage gave him a vocabulary, a clear enunciation and a self possession which enable him to put over any clean story in such a way that it appeals to the hearer with telling force. On account of his ability to "think on his feet," his services are in constant demand, especially on the occasion of impromptu gatherings where it is necessary to assemble and present ideas quickly and effectively. It would be as easy to catch a weasel asleep as it would be to catch Mr. Borden at a time when he could not say something worth hearing in an exceedingly pleasing manner.

Worthy Hotel Conducted By Real Landlord.

Avilla, Ind., March 13—To all traveling salesmen working this territory I wish to recommend the St. James Hotel, at this place owned and conducted by Bob R. Platt, who purchased the house last December and has installed an up-to-date heating system, with hot and cold water in every room, good beds, excellent table and courteous treatment, with first-class horse and auto livery in connection. You may have no hesitancy in dropping off at Avilla day or night, as genial Bob will be there to give you the glad hand and deliver the goods, making you comfortable and feel perfectly at home. E. P. Monroe.

Bell Phone 860 Citiz. Phone 2713
Lynch Bros.
 Special Sale Conductors
 Expert Advertising—Expert Merchandising
 28 So. Ionia Ave. Grand Rapids, Mich.

Livingston Hotel
 Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

B. & S.
 Famous 5c Cigar

Long Filler

Order direct or
 through
 Worden Grocer Company

Barrett Cigar Co.
 MAKERS
 Ionia, Michigan

Hotel Charlevoix
 Detroit

EUROPEAN PLAN

Absolutely Fire Proof

Rates, \$1 for room without bath:
 \$1.50 and upwards with bath.

Grinnell Realty Co., Props.
 H. M. Kellogg, Manager

HOTEL CODY
 EUROPEAN
 GRAND RAPIDS, MICH.

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

Henry Smith
 FLORIST
 139-141 Monroe St.
 Both Phones
 GRAND RAPIDS, MICH.

The New Winter Inn
 GREENVILLE, MICH.

W. H. MILLS, Proprietor

European American
 50c, 75c, \$1.00 \$2.00 and up

Snyder's Restaurant

41 North Ionia Ave.

4 Doors North of Tradesman

Special Dinners and Suppers 25c

GRAND RAPIDS
MERTENS
 Rates \$1.00
 With Shower \$1.25
 Meals 50c
 WIRE for RESERVATION
 A Hotel to which a man
 may send his family

Park Place Hotel
 Traverse City, Mich.

The leading all the year 'round
 hotel in Northern Michigan. All
 conveniences.

All outside Rooms.

America's plan.

W. O. HOLDEN, Mgr.

The Hotel Geib
 Eaton Rapids, Mich.

L. F. GEIB, Propr.

AMERICAN PLAN

Artesian Water Steam Heat

\$2 Per Day

Sample Room in Connection

FREE HOTEL SITE

Will give site for a summer hotel to reliable parties, at an established resort near Traverse City on Grand Traverse Bay. About twenty-five cottages, fine bathing, fishing, motoring, golf and tennis facilities. Neahawanta Resort Association, Traverse City, Mich.

Sparks From the Electric City.

Muskegon, March 13—Herman Anderson and Bert Waalkes, of the Walker Candy Co., were seen in Muskegon proudly displaying their applications for licenses to run a Ford peace ship around the country. We honestly believe their request will be granted.

One of our local papers stated that there were no applications for the absent voter blank at the last primary. We think there will not be many applications at the election, either. Our lawmakers, in forming this law, were under the impression that a commercial traveler had loads of time on his hands and would turn a few somersaults to be able to cast his ballot. First you have to make application to your town clerk, then you must go before a notary public and swear you will be out of town the day of election. After that, a ballot is mailed to you and you must swear again at the time of balloting that you are yourself, also before a notary public. By that time you are either sweating under the collar or wishing you were where they play Home Sweet Home.

Mr. Daggett, of Daggett & Tweed, of Pentwater, was a Muskegon visitor last week.

Our Senior Counselor, Ernest Welton, attended the annual meeting of Grand Rapids Council and reports No. 131 showed all present a good time.

Next Saturday at 8 p. m. our annual meeting for the year will be held and we will be glad to see some of our out-of-town brothers present, as the entertainment committee reports something better than ever.

In answer to our brother scribe, L. M. Steward, of Saginaw, H. D. Ranney is all you say he is, but did you ever stop and realize that there are other good U. C. T. members besides Ranney who, perhaps, have worked as hard as he, if not harder, for the success of the order? Then let us remind you that Muskegon has never had representation in the Grand Council, whereas Saginaw has. At the present writing the Grand Past Counselor of the State of Michigan is a Saginaw man. We think it about time that Muskegon had a representative in the Grand body and any one having the pleasure of A. W. Stevenson's acquaintance will agree with the writer that the job of Grand Sentinel could not be filled by a better man than A. W.

Kardux & Kartsen, of Holland, have installed an auto delivery to take care of their increasing business.

John Sharp, the genial ambassador for the Home Grocer Co., has the misfortune of being locked up in the pest house at Big Rapids. He is afflicted with scarlet fever and last heard of was doing fine and expects to be out soon. Any one making Big Rapids should call John up, as he sure does like to hear how the outside world is getting on.

The next meeting of Muskegon Council will be our annual and will be called at 8 p. m. sharp and it is urged that all who can be present and be on the job early, as quite a lot of work has to be disposed of. We expect a class of at least five to start off the new year with, which will be followed by the election of officers and installation ceremonies. Our entertainment committee, Christ Follrath, Jay Lyons and H. Anderson, will then get busy and feed the hungry crowd at our own hall, which will be attended only by U. C. T. members who will do all the talking and you know when you get a bunch of travelers together, they can talk some. Some say they talk too much, but we should worry.

With this issue the writer has written for the Tradesman for two years and we take this means of thanking the editor for the kind manner we have been treated by him and his paper and wish him all the success

that is due a publication of such sterling character.

We wish also to thank our brother writers who have written for this paper and, no doubt, their trials are as bad as the writer's, if they have as hard a job to get news as the writer has had. We take this means of thanking them for their kind words to our members, town and Council and wish them all success and happiness in their undertakings for the coming year. After the next meeting a new scribe will be appointed by the Senior Counselor to write for Muskegon. We know he cannot be any worse than the writer, but we are going to ask all to help him as much as possible and give him all the news you can.

Milton Steindler.

Live Notes From a Live Town.

Owosso, March 13—The annual meeting and election of officers of Owosso Council was held last Saturday evening and resulted as follows: Senior Counselor—James J. Brown. Junior Counselor—J. C. Cook. Secretary and Treasurer—F. E. Evans.

Past Counselor—John J. McDonald.

Conductor—C. J. Hayes.

Page—L. M. Greany.

Sentinel—R. E. Tubbs.

Executive Committee (two years)—C. C. Wright and G. W. Haskell; one year to fill vacancy—J. McDonald.

Representative in Grand Lodge—John J. McDonald.

Alternate—Aug. Stevens.

W. W. Wool was initiated into the ranks. Bill is all right and is going to be a good one.

To the wives, daughters, cousins, mothers-in-law and sweethearts of the traveling men of Owosso.

If you have heart trouble, take a long breath, get a firm hold on the door jamb and unfold this carefully and you will discover that you are invited to a social evening, given exclusively to the ladies belonging to, related, or in any way attached to any commercial traveler in your approximate vicinity, to be held—not the man but the social time—at G. A. R. hall, Saturday evening, some time along after dark. Take time by the forelock, your husband—or somebody else's husband—by the foretop and be sure and come. For heaven's sake don't doll up. Wear your everyday duds and a smile and save your good clothes for Sunday. Don't fail to come and bring your appetite. If you like pickles, come. If you don't, come anyway.

On receipt of the above invitation, the ladies gathered at the U. C. T. hall—about fifty in number—last Saturday evening and everyone present had a good time. The evening was spent playing 500, after which a dainty luncheon was served by the committee on arrangements, consisting of John Detwiler, whose wife was out of the village, and William Bofisal, the candy kid. The lunch consisted of thirteen kinds of sandwiches, pickles, cheese, cold roast beef, cold corned beef and "Bofisal salad," made in a wash tub. Best feed the writer ever tackled (away from home). Every one voted a good time, with an amendment to have another soon.

Fred H. Chapell has moved his coffee shop from the opera house block to the Dummick store on West Exchange street—a much better location—where he will cheerfully and obligingly attend to the wants of his old customers and as many new ones as may casually drop in to watch the new electric apparatus manufacturing peanut butter while you wait.

E. D. Horne has put in a stock of dry goods and notions in the building next door to his grocery on Mulberry street. Dig in, Ed, and own the whole block. All that land is good for is to build stores on.

A. D. Chase has been confined at home several weeks with cold and grippe, but is now on the mend. Come on down town, Dell, and see how things look.

Charles E. Godfrey, undertaker

and furniture dealer of Bancroft, celebrated his fiftieth birthday last Sunday. Mr. Godfrey has been in the undertaking business thirty-one years. He has buried three times the number of the present population of the village. His mileage for funerals now foots up just three times the distance around the globe. In addition to his business, Mr. Godfrey has always been an active politician, holding several important township and county offices. Charles, here's hoping you can go around three times more.

The old Salisbury block, which has for years contained the only opera house of which our fair city could boast, is now being remodeled and enlarged into an up-to-date play house, where the Prince of Pilsen, the Forty Thieves, Uncle Tom's Cabin and other shows of like distinction of which we have often read and wondered what they are like, can be enjoyed by us back number inhabitants.

Fred Vandyne, who has for the last year or more been considerably absent from lodge, gave a reasonable excuse that he stayed home Saturday nights with the baby to give his good wife an opportunity to get down town with other ladies of the neighborhood. Now he comes to the front with another apology for non-attendance and says they have company. A young lady called last week for an indefinite visit. Her name is Helen Louise and she weighed eight pounds on her arrival. This entitles Fred to another leave of absence.

The long-looked-for event—the dedication of the new armory—is approaching and early in April the military ball will be pulled off with considerable rejoicing and eclat. This will be followed by the much-talked-of movie, entitled the Birth of a Nation, providing the outfit does not fall into the hands of Dr. Fritz before it gets here.

Honest Groceryman.

Pickings Picked Up In the Windy City.

Chicago, March 13—The loop of Chicago looked very much like a country town from 1 a. m. Sunday night until daylight Monday. Crossed wires darkened the entire loop.

Dr. H. J. Haiselden, of Baby Bollerger fame, again comes into the public notice, this time by recommending operating on the Cleveland baby, of Des Moines, Ia. We all change our minds.

Tables were turned in favor of the police last Monday when Frank McDonald shot down what he thought was a crook on Fulton street. Sometimes their guns do work.

On display in one of the Central drug stores, Sheridan Road and Wilson avenue, is a cabinet postage stamp machine. This machine will make change up to \$1; deliver any number of stamps (1c or 2c), keeping 1c for the profit, returning the balance. This is the first machine of its kind on the market and is attracting considerable attention in Chicago.

A great number of accidents occurred Monday in this city caused by ice sidewalks.

Police are now watching the laundries to find if the soup poisoner sends his laundry to get it washed. They expect to identify him by his initials. Initials sometimes tell tales.

Forty thousand women are going to parade during the Republican convention in June to make a showing for woman suffrage.

Walter Lagorlof, formerly representing a Chicago dry goods house in Michigan, has resigned his position and is conducting a very up-to-date and profitable delicatessen lunch establishment near the general offices of the Bell Telephone Co. Mr. Lagorlof will be glad to meet some of his Michigan friends.

Well, well—only forty-six criminal

cases in twenty-four hours—from Saturday night until Monday morning. This is near a record for Chicago.

South Chicago entertained recently on a Sunday a traveling saloon. The police arrested a man selling whisky from house to house. Twenty-five dollars and costs stopped his traveling.

Getting serious and down to business. All alleys in the loop of Chicago will be patrolled from 10 p. m. until 6 a. m. This will lessen crime in Chicago's loop. Chicago is surely preparing for Billy Sunday.

Mrs. Nellie Shaw, world's champion billiardist, died very suddenly in one of Chicago's public restaurants March 7.

Chicago is spending \$40,000 to get a line on what streets will answer the purpose of subways to improve transportation for Chicago people. Of course, the tax payers will hear about this later.

Building in the city is a criterion that good times are returning.

Competition is keen in Chicago with the merchants. Some of the largest stores will deliver to any part of the city as small as a 10c purchase.

A record: No reports of pocket picking in Chicago to the police department in the last forty-eight hours.

L. M. Steward, we in Chicago dodge so many autos—I mean Fords—that by going to Saginaw we would forget that the village had a few and get arrested for dodging the peace.

Carlson Bros., Dutch Master distributors in Chicago, have added to their equipment a new auto delivery truck.

It is with sincere regret that the writer receives word that one of our brothers, Thomas F. Harrison, has gone to Eternal City Council. Brother Harrison was a member of Cadillac Council's burial fund. This is the first benefit in the two years this fund has been in operation. The writer lives in hopes that it will be a long time before we will be obliged to pay another one, but this goes to convince us all that all of Cadillac's members should be members of the fund, as we do not know when it will fall to our lot to receive the benefit of it.

C. W. Reattoir.

Jaunty Jottings From Jovial Jackson.

Jackson, March 13—Frank Howard, of the Howard & Solon Co., is the new Senior Counselor of Jackson Council. O. F. Schmid, of the Schmid Chemical Co., is the new member of the executive committee and things look good for another big year.

Dan Reardon was being introduced to the trade last week as successor to Peryl Pfeister, for C. Elliott & Co. Mr. Pfeister's many friends with the trade dislike to see him leave, but will all like Dan, who is both well known and fully experienced as a grocery salesman. We hope Dan moves to Jackson.

Jackson factories are in full swing and Jackson merchants report that trade is good.

W. B. Pickell, local agent for F. W. Stock & Sons, of Hillsdale, submitted to an operation at Mercy hospital last week. His many friends will be glad to know that he is doing well and will soon be on the job again.

The question is, Where does the Tradesman get all this dope on sugar? Good dope it is, too, for when it says buy, buy is the thing to do. Look up the issue of three weeks ago and see.

The writer attended the annual meeting and banquet of Cadillac Council, Detroit, last Saturday afternoon and evening. It was the occasion of the official visit of Walter S. Lawton, Grand Counselor, and they gave him a big and enthusiastic meeting. C. S. Starkweather acted as toastmaster for the banquet and filled the position with much credit to himself and the Council.

Spurgeon.

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, March 13—Saginaw's pure food show will be held April 17 to 22. They changed the date, making it one week earlier in April. It is the first of its kind ever held here. Saginaw generally does things right and those who expect to secure booths had better get busy. They expect to have several noted speakers on hand, also an orchestra and a home talent play.

Editor Stowe and Editor Day both took a rap at the Battle Creek Grocers' convention, but we are still smiling. The old saying is, "all work and no play makes Jack a dull boy." The fact that little was accomplished in a business way was not the fault of those who entertained. Punctuality is the thing necessary for the Association to practice. For instance, meetings called at 9 a. m. usually go into session about 11 o'clock. Some one who got up too late for breakfast jumps up and asks for adjournment about 12 m. They recess until 1 o'clock and again its 2 o'clock when they call the afternoon meeting to order. We will admit there was a lot of entertaining done, but it must be admitted that probably no other town in the State has so many factories whose products are handled by every groceryman as those of Battle Creek. It was the first time the manufacturers ever had the honor of entertaining such a body of men and it may be years before they will again return to the city made famous by the cereal food manufacturers.

E. W. Jones, of Cass City, reported 100 per cent. of the membership of the Cass City Association at the convention. Fine, Mr. Jones, but with as good a town as you have and as many good merchants, why no local association? The writer on his last trip to your town was asked by two grocers what it cost to join the Association and what the dues were. Let us hope next year you will be on hand at Kalamazoo and have with you the other grocerymen and butchers of your town.

M. D. "Mike" Ryan, alias "Papa" Ryan, the jovial, hardworking representative of the National Grocer Co., of Bay City, making the Thumb territory, announces the arrival of Virginia Frances at his home. Both mother and baby are doing fine. Mike says he has to get better prices from now on. Evidently he is not a believer in preparedness or he would have started that long ago.

Owing to poor health, Robert J. Brown, sales manager for Symons Bros. & Co., expects to take a six months' lay off. We regret very much to hear this and sincerely hope he may find the health he seeks. To a great extent, the success of his house is due to his untiring efforts to help it grow bigger and bigger. Bob was always on the job and even to the last that smile was never lacking. Many of the factory representatives will be sorry to find Mr. Brown absent from his desk. Samuel Symons will take his place.

Lewis & Son, grocers at Flint, have sold their grocery to Detroit parties.

At last Port Huron can boast of a good restaurant. It is one of those eat shops commonly known as a saddle restaurant. It is on Huron street and is called Goldsmith's self serve. It is the first of its kind North of Detroit.

The Port Huron Grocers and Butchers' Association held its regular meeting last Tuesday night at the home of S. J. Watts. Members were met by automobiles and taken to Mr. Watts' home. After the business session, a light lunch was served and good cigars enjoyed. William Canham & Sons will entertain the members of the Association at their offices Tuesday evening of this week.

George L. Goodrich, former manager of the Parson-Holt department

store, at St. Charles, has accepted a road position with Symons Bros. & Co., of this city. He will cover the Thumb territory formerly made by Samuel Symons. Mr. Goodrich is a live wire and should prove a very valuable asset to the company he now represents. He expects to move to Saginaw shortly.

H. D. Ranney withdrawn from the Grand Sentinal race? I should say not. He never will.

John Ford, former manager of Dr. Clements Deep Spring Mineral bath house, Port Huron, has opened a Turkish bath house in the First National Bank building on Huron street, Port Huron. He has a good equipment and when it comes to service, Jack, as he is known, is in a class by himself. He has conducted some of the largest bath houses in the country. He was one time manager of the Central Y. M. C. A. Turkish bath house at Buffalo, N. Y.

The farmers at Linden have formed a co-operative Creamery Co. Prof. Hagadorn, formerly of the M. A. C., will have charge of the plant.

If business is poor with you, must be something wrong. Turn over a new leaf. Boost for a big 1916 and Michigan.

Martin's home bakery has moved into its new home at 221 Lapeer avenue. The new store is modern and up-to-date in every respect.

Another new industry for Flint has been started by Saginaw capital. It is known as the Flint Cornice & Roofing Co. A. B. Lewless, H. J. Hudson and A. N. J. Jacobi are the Saginaw men furnishing the capital.

One of the finest auto service stations in Michigan can now be found in Saginaw. It is operated by the Studebaker Corporation with J. O. Andrews in charge. It is located at 311 North Water street and is open day and night.

Saginaw has furnished another victim for the world's greatest war. Word was received by A. Harrison, 2103 Trutch street, that his son, Ernest, had been killed. He belonged to a Canadian regiment.

Saginaw Elks go to Alpena Tuesday for a big blow out. A large class to initiate. The work will be put on by Saginaw.

Thomas Perrin, one of Saginaw's pioneers, died last Thursday night at his home on Weadock avenue. He was at one time engaged in the lumber business in this city. He was 87 years old.

Bert Dunlop, an employe of the Rockford Sprinkler Co., of Chicago, was killed while installing a system in the new cold storage and warehouse being built by the Cornwell Company on Franklin street. He was caught in the elevator and his head severed from his body.

E. J. Whyth, grocer at Bay City and proprietor of a creamery at Linwood, is installing machinery doubling the output of his factory, owing to the great demand for his products. He had also installed machinery for the manufacture of cheese.

Port Huron is preparing for the greatest lake business in her history. Every boat available is being equipped for service. We hope all predictions are fulfilled.

The Saginaw-Bay City Floricultural Society will hold its annual meeting in Teutonia hall to-morrow. Representatives from Grand Rapids, Detroit, Lansing and other cities are expected to be in attendance. They are planning to organize a State society. The following speakers have been engaged for the occasion: Prof. Thomas Gunson, of the M. A. C.; President Frank Denzer, of the Detroit Florists' Club; Robert Rahohy, Treasurer of the Detroit Florist Club; Eli Cross, President Grand Rapids Florists' Club, and Harry Balsley, manufacturer of flower pots, Detroit.

The Michigan Sheet Metal Contractors' Association held its convention in Saginaw last week. It was at-

tended by 100 delegates. A. B. Lewless, President of the Saginaw Sheet Metal Works, was elected President for 1916 and J. A. Dart, of Port Huron, Vice-President; J. A. Shoulders, of Battle Creek, Treasurer; Adam T. Martin, manager of the firm of Bruno Martin, this city, was elected Secretary for the coming year. He has served as President and Secretary of the local Association in the past. Three cities have asked for the convention in 1917—Muskegon, Kalamazoo and Bay City. The selection will be left to the executive committee. It is understood that Kalamazoo is the favorite city.

Judge C. L. Collins, of Bay City, for the last ten years Judge of Bay County Court, is lying at the point of death at his home from hardening of the arteries. Judge Collins is a man whose character is above reproach and has always been considered one of the best men in the State in his profession. The news of his illness has cast a gloom over the entire county.

Saginaw Council will hold its annual election next Saturday afternoon and evening at Foresters temple. The afternoon meeting starts at 2:30 p. m. A side saddle lunch will be served at 6 bells. Initiation of candidates in the afternoon and a good class will be on hand. Come and enjoy the afternoon and evening with your fellow travelers. Mike Conaton says it is going to be a big affair.

L. M. Steward.

Boomlets From Bay City.

Bay City, March 13—H. Swaffield, one of Grayling's enterprising business men, was in the city Tuesday visiting with friends and transacting business.

The grocery stock of DeWaele & Son, Grayling, was damaged by fire Tuesday night, with a loss estimated at \$500, fully covered by insurance.

W. W. Billington, of this city, has purchased the business of the Winner Tile Co., of St. Louis, and has brought its plant to this city, where he will engage in the manufacture of machinery for the making of tile. He also conducts a general machine shop under the name of the Billington Company.

Articles of association have been filed by the F. H. Cash Co., of this city, with a capital stock of \$10,000. The officers of the new concern are Joseph Skorzewski, President; William Montgomery, Vice-President; A. R. Nelson, Secretary, and F. H. Cash, Treasurer. The purpose of the organization is the storing, buying, selling and preparing for sale, meats, poultry, fish and dairy products. It is located at the corner of Water and Fourteenth streets.

The annual banquet of the Bay City branch of the National Grocer Co. was held in Elk's hall last Friday evening. About fifty employes and officers were present. Manager Frank W. Atkins acted as toastmaster. All the

traveling salesmen responded to toasts. The occasion is one long to be remembered as the best ever held. At the annual meeting held by Bay Council Saturday night, the following officers were elected:

Senior Counselor—F. G. McCloy.
Junior Counselor—William Patenge.
Past Counselor—J. H. Belknap.
Secretary-Treasurer—Wm. Semp-

liner.
Conductor—John Sullivan.
Page—Glen Harris.

Sentinel—Walter Jones.
Executive Committee—M. C. Empey, R. S. Richards, John Riegel and E. Timm.

Representatives to Grand Council at Traverse City—Edward Timm, D. J. Buck, H. Zirwess.

Alternates—F. J. Fenske, M. C. Empey, F. L. Van Tyle.
W. T. Ballamy.

Benjamin Sterken has sold his shoe stock at 1973 Division avenue, South, to his brother, J. L. Sterken, who will continue the business at the same location.

The Positive Nut, Lock & Tie Co. has increased its capital stock from \$100,000 to \$200,000.

UNIVERSAL CLEANER

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

ORDER FROM YOUR JOBBER

Malt and Hop Tonic

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



Grand Rapids
BREWING CO.

For Sale by all Wholesale Druggists

Easter Novelties

We have a large line of Easter Novelties such as Japanese Feathered and Cotton Chickens, Rabbits, etc. Also chocolate covered Rabbits, Chickens, Eggs, etc., in sizes to retail for one cent to ten cents each.

Order now before our stock is exhausted.

Lowney's Chocolates
For Easter Trade

PUTNAM FACTORY
GRAND RAPIDS, MICHIGAN

Announcement to the Trade

BUSINESS OF CARPENTER-UEDELL CHEMICAL COMPANY WILL BE CONTINUED By Receiver

Write, call or telephone us for "IMPERIAL BRAND" LIME SULPHUR SOLUTION, PARIS GREEN, ARSENATE OF LEAD, NICOTINE SOLUTION, ETC.

Our salesmen now calling on the trade.

Our quotations on ARSENATE OF LEAD and LIME SULPHUR SOLUTION now lower than in 1915, but other manufacturers look for advance in prices of SPRAYING MATERIALS very soon.

On account of tremendous increases in cost of raw materials and resulting shortage in production of SPRAYING MATERIALS, you should place your order with us at once - by telephone or mail, if possible.

All inquiries given prompt attention. Quotations on request.

The Michigan Trust Company, Receiver CARPENTER-UEDELL CHEMICAL COMPANY Ann St. opposite Elizabeth Ave., N. W. GRAND RAPIDS, MICHIGAN Citizens Phone 1725 Bell Main 1145

Now is the Time to Consider

Spraying Materials Arsenate of Lead, Paris Green

Mixed Paints Stains and Varnishes

White Lead Linseed Oil, Turpentine

We are larger handlers of heavy stuff than ever before and solicit your inquiries as well as orders.

Hazeltine & Perkins Drug Co.

Wholesale Druggists Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

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

Table of drug prices categorized by Acids, Ammonia, Barks, Berries, Bismuth, Bismuth, Borax, Cassia, Chamomile, Flowers, Gums, Licorice, Powders, Seeds, Turpentine, Tinctures, etc.

It pays to buy Good Furniture from a GOOD firm

Klingman's

The Largest Furniture Store in America

Entrance Opposite Morton House Corner Ionia Ave. and Fountain St., Grand Rapids, Michigan

GROCERY PRICE CURRENT

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

Table with columns: ADVANCED, Lobsters, Sage, Tapioca, Fruit Jars, Sal Soda, Ground Pepper, Ground Cinnamon, Paper; and DECLINED, Cheese, Rolled Oats, Evaporated Apples, Prunes.

Index to Markets

By Columns

Table listing various grocery items and their prices, organized by column (A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z).

Table listing various grocery items and their prices, organized by column (1, 2, 3, 4, 5).

Table listing various grocery items and their prices, organized by column (CHEWING GUM, CHOCOLATE, CLOTHES LINE, COCOA, COCONUT, COFFEES ROASTED).

Table listing various grocery items and their prices, organized by column (McLaughlin's XXXX, Extracts, CONFECTIONERY, Specialties).

Table listing various grocery items and their prices, organized by column (Peanuts, CRACKERS, In-er-Seal Trade Mark Package Goods, Other Package Goods, Bulk Goods, Cans and boxes).

SPECIAL PRICE CURRENT

12

13

14

Table with 2 columns: Item Name and Price. Includes categories like Smoking, Rob Roy, Mop Sticks, and various household goods.

Table with 2 columns: Item Name and Price. Includes categories like Mop Sticks, Toothpicks, Traps, Washboards, Window Cleaners, Wood Bowls, and Wrapping Paper.

Table with 2 columns: Item Name and Price. Includes categories like Wax Butter, Yeast Cake, Cigars, and various food items.

15

16

17

AXLE GREASE



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

BAKING POWDER

10c. 4 doz. in case ... 85
15c. 4 doz. in case ... 1 25
25c. 4 doz. in case ... 2 00

Royal
10c size ... 90
1/4 lb cans 1 35
6 oz cans 1 90



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

FITZPATRICK BROTHERS' SOAP CHIPS
White City (Dish Washing) ... 210 lbs. ... 3c per lb.

The Only Five Cent Cleanser



Guaranteed to Equal the Best 10c Kinds
80 Cans ... \$2.90 Per Case
SHOWS A PROFIT OF 40%

COFFEE



Old Master Coffee ... 31
San Marto Coffee ...

Roasted



White House, 1 lb. ...
White House, 2 lb. ...
Excelstor, Blend, 1 lb. ...

SOAP
Lautz Bros. & Co.
[Apply to Michigan, Wisconsin and Duluth, only.]

BBLS
210 lbs. ... 3c per lb.
250 lbs. ... 4c per lb.

SEND FOR SAMPLES
Handled by All Jobbers
Place an order with your jobber. If goods are not satisfactory return same at our expense.—FITZPATRICK BROS.

Acorn, 120 cakes ... 2 40

Acorn, 120 cakes ... 2 40
Cotton Oil, 100 cakes 6 00
Cream Borax, 100 cks 3 90

Proctor & Gamble Co.
Lenox ... 3 20
Ivory, 6 oz. ... 4 00

Swift & Company
Swift's Pride ... 2 85
White Laundry ... 3 50

Tradesman Co.'s Brand
Black Hawk, one box 2 50
Black Hawk, five bxs 2 40

A. B. Wrisley
Good Cheer ... 4 00
Old Country ... 2 40

Scouring
Sapolio, gross lots ... 9 50
Sapolio, half gro. lots 4 85

Soap Compounds
Johnson's Fine, 48 2 3 25
Johnson's XXX 100 5c 4 00

WASHING POWDERS.
Lautz Bros. & Co.
[Apply to Michigan, Wisconsin and Duluth, only.]

Snow Boy
100 pkgs., 5c size ... 3 75
60 pkgs., 5c size ... 2 40

Naphtha
60 pkgs., 5c size ... 2 40
100 pkgs., 5c size ... 3 75

Gold Dust
24 large packages ... 4 30
100 small packages ... 3 85

GRAND RAPIDS SAFE CO.
Agent for the Celebrated YORK MANGANESE BANK SAFE
Taking an insurance rate of 50c per \$1,000 per year.

CHARCOAL
Car lots or local shipments,
bulk or sacked in paper or jute.
Poultry and stock charcoal.
M. O. DEWEY CO., Jackson, Mich.

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—Meat market located in Southern Michigan town of 1,600 population. Market fully equipped, refrigerator plant, etc. Address No. 929, care Michigan Tradesman. 929

For Sale—Building and bakery equipment complete in new, growing town. Address Home Bakery, Zephyrhills, Florida. 930

For Sale—Several rich copper mines, now in operation. Also claims located in Arizona. Good reason for selling. Address P. O. Box 560, Kansas City, Missouri. 931

Typewriter Wanted—I will trade for a good second hand typewriter. Fred Westall, Sumner, Illinois. 932

Floor Shirt Case Wanted—I will trade for a good second hand floor case for shirts. W. E. Spencer, Newton, Illinois. 933

For Sale—Retail lumber yard. Planing mill and machinery in city of 15,000 population. Good territory, four railroads, good shipping facilities. Address H. T. Robins, Chillicothe, Ohio. 934

Wanted—Steel range riveters and mounters, pattern filers; also stove plate molders, floor bench and squeezer; steady work; no trouble; good wages. Fox Furnace Co., Elyria, Ohio. 935

Drug Store For Sale—In good Southern Michigan town. Good stock, good fixtures, \$1,500 or invoice. Address M. care Tradesman. 941

Hustling retail shoe salesman and buyer wants to combine his capital and ability with those of a progressive man in the same business. Free to leave city. Address F. L. Perdon, 615 Paris Ave., Grand Rapids, Michigan. 943

For Sale—Bakery and grocery in fast growing town in new country recently opened to settlement. County seat and U. S. Land Office. Trading center for large territory. Fine country. No competition. No. 3 Middleby oven. Box 95, Timber Lake, So. Dakota. 945

Use Rickert's Bill Collectors—Every merchant should know these bright bill collectors. They are cheery pictures, sticker form, with timely appeals to delinquents for the money due. Stick one to invoice or statement and your money comes. They beat dunning letters to a frazzle. Users say "one of these pictures is worth a thousand bare words in a dunning letter." Entirely new. Best business men use it. Twenty-five designs. Ten cents for sample package. 1,000 for \$1. Wilson E. Rickert, Allentown, Pennsylvania. 946

For Sale—Clean up-to-date stock of men's furnishings, shoes and store fixtures located in good factory town of 2,000. Town is just starting boom. New factory just moving in. Stock invoices \$3,300. Reason for selling death of partner. Address Lock Box 150, Sparta, Michigan. 936

Grocery and Bakery—Have business in lively town of 3,000, about 20 miles from Detroit. Annual business \$30,000. Two buildings leased. Stock, ovens and all appurtenances, \$8,000. Whitehead and Standart Co., Telephone Bldg., Birmingham, Michigan. 937

For Sale—A nice clean stock of groceries and a small stock of shoes and men's furnishings. Inventories \$3,200. Must be sold at once. Address C. C. Messenger, Trustee, Stanton, Mich. 938

For Rent—Retail store. One of best locations in Dayton. Address United Brethren Publishing House, Dayton, Ohio. 939

For Sale or Exchange—Stock general merchandise, fixtures; store buildings with living rooms above, hall 34 x 50; all free and clear. Cash value approximately \$5,000. Will take duplex in Grand Rapids or farm of same value. I can show you one of the best buys in Western Michigan. Am in poor health. C. R. Watson, Irving, Michigan. 942

Wanted—Hardware stock town 600 to 2,000 population. Must show good paying business. Send all particulars first letter. Address No. 948, care Tradesman. 948

For Sale—Good paying drug business in Southern Michigan city of 40,000. Average daily sales \$45. Will take \$3,500 down and give time on balance to right party. If interested in a good proposition will pay you to investigate. Address No. 949, care Tradesman. 949

For Sale—Bakery, No. 3 Middleby oven. Read reversible mixer. Nicest window in town, best location. Invoice at cost \$1,500 or \$1,900. \$1,200 cash takes it. Poor health; must quit business. R. T. Davidson, Perrysburg, Ohio. 950

Prosperous shoe business for sale in Three Mile Circle, Detroit, Michigan. Write 726 Campbell Avenue. 951

If you want to know how \$11 wisely invested in Oklahoma oil land may make you a fortune, address, Frank P. Cleveland, 1100 Adams Express Bldg., Chicago, Illinois. 952

Wanted—To hear from owner of good business for sale. State cash price and particulars. D. F. Bush, Minneapolis, Minnesota. 898

For Sale—Grocery near factory in town of 7,000. Every thing clean and first-class. Invoice about \$1,000. Sickness reason for selling. Address No. 926, care Tradesman. 926

For Sale—First-class stock of shoes and groceries in live town of 2,500, doing good business. Good reasons for selling. A. W. Hay & Son, Fenton, Mich. 908

Sales Manager Wanted—Competent to take charge of business management of manufacturing corporation with unlimited prospects, now operating successfully. Modest investment desirable. Address "Opportunities," 600 Free Press Bldg., Detroit, Michigan. 909

For Sale—Store building in town twenty miles from Grand Rapids on steam and interurban railroads. Splendid location for hustling business man. For terms address E. E. Heazlit, 6025 French St., New Orleans, Louisiana. 910

For Sale—Stock of groceries and dry goods inventorying about \$2,800. Well located on main thoroughfare on West side Grand Rapids. Rheumatism reason for selling. Address No. 911, care Michigan Tradesman. 911

For Rent—A fine new store building, solid brick, large plate front, 28 x 80 with balcony in city of 1,500, county seat, two railroads. Trade is established. William Roberts, Sandusky, Michigan. 912

For Sale—Account physical ailment must sell business, Zagelmeyer system, cement blocks, sole right Owosso and vicinity, large lot, building, kiln, mixer, gas engine, steam boiler, six 30-block cars; other molds. Cheap for cash, or exchange for Detroit or Port Huron suburban property. Owosso Cast Stone Plant, Owosso, Michigan. 913

For Sale—Good clean stock general merchandise small country town. Owner wishes to retire. Good opportunity for right party. Address Postmaster, Riverside, Berrien Co., Michigan. 921

Must Sell At Once—New cement store and stock of merchandise vacant lot and house and barn. Address P. H. Jago, Bennington, Michigan. 922

Bought nine stocks the past year on my famous 30 to 90 days time plan. Merchants wishing to retire, and ready to sell cheap, write stating full particulars. A. E. Greene, Jackson, Michigan. 924

For Sale—A good conservative manufacturing business making good money. \$1,000 cash required, balance \$2,000 in payments. Universal demand for product and business will grow big if pushed. Best of reason for selling. No time for triflers. Better come and see it. Wire me before you start to see if sold as this is going to sell quick. Fred Galaher, Sabina, Ohio. 915

Wanted—A drug store in a prospering Michigan town. Box 6, Byron, Michigan. 916

For Sale—Good well equipped bakery in a live town. Triumph mixer, sanitary racks, No. 2 Middleby portable oven and everything to make it a first-class bakery. On account of my health will let it go for the first \$1,600. C. R. Zempel, Lambert, Minnesota. 917

An opportunity for some one wishing to go into business in a good town and a good country around. None better. My stock of general merchandise for sale. Stock and fixtures about \$3,000. Address Box 234, Coopersville, Michigan. 919

Pure Maple Syrup—Direct from producer. Made in the Western Reserve. New crop, finest quality. Customers will come for more. Prices low. Ransom Farms, Chagrin Falls, Ohio. 905

For Sale—Owing to a dissolution of partnership we offer our \$3,500 stock of hardware in one of the most progressive new railroad towns in the Thumb district. This is an exceptional opportunity. Grimes & Waterman, Peck, Mich. 894

Wanted For Cash—Clothing, shoes, or a general stock. Ralph W. Johnson, Fort Pierre, South Dakota. 893

Cash Registers—All makes, bought, sold, exchanged and repaired. Leeds Show Case & Fixture Works, Kansas City, Missouri. 895

Be Quick—Hardware stock in town of 600. Business of \$15,000 to \$20,000 per year. Price right and terms right. Michigan Farm Land Co., Gregory, Mich. 889

Auto Hearse For Sale—Combination hearse and casket vehicle. Address No. 886, care Michigan Tradesman. 886

The best home and three lots and barn in one of the best locations in the city to trade for a farm. Address Doctor, care Tradesman. 900

For Sale—Five-drawer National cabinet cash register. Good as new. Cost \$525, will sell for \$250. W. O. Ephlin, 429 Worden St., S. E., Grand Rapids. 901

Jewelry, Book, Stationery and Wall Paper Store—For Sale—Doing a fine business in the best town of its size in Wisconsin. Hanscom Co. & H. S. Hurlbut & Co., Mineral Point, Wis. 851

For Sale—Grocery stock and fixtures on account other business. Situated in Cedar Springs, Michigan. Excellent location; stock clean and new. Will inventory about \$1,000. Address Box 147, Cedar Springs, Michigan. 852

For Sale—Soda fountain and complete outfit very cheap. Excellent reasons for selling. Address, J. J. Theisen, Mt. Pleasant, Michigan. 903

For Sale—Creamery in good live hustling town, surrounded by excellent farm and dairying country. Up-to-date plant for sale cheap. Write A. W. Orr, Blanchard, Michigan. 868

For Sale—Remnant shoe stock of about 125 pairs. Address Box 347, Saranac, Michigan. 881

Will trade you general merchandise for store fixtures. What have you? A. L. Redman, Olney, Illinois. 883

To Exchange—For stock general merchandise, 107-acre Illinois farm, brand new improvements, well located. A. L. Redman, Olney, Illinois. 884

For Sale—\$12,000 stock of general merchandise. One of the best located stores in East Detroit. Modern corner store, 40 x 60. Long lease and low rent. Will consider real estate or liberal terms on good security. Can reduce stock to suit purchaser. W. B. Fishbeck, 2470-2472 East Jefferson Ave., Detroit, Mich. 874

For Sale—First-class dry goods and grocery store. Reason for selling is sickness. Apply to John F. Lawler, Box 235, Frackville, Pennsylvania. 875

For Sale—Stock of groceries, good college town in Northern Michigan about \$1,500. Other business. Address No. 876, care Michigan Tradesman. 876

For Sale—Only bakery in town. Fine opportunity. Good location. Right price. Address No. 879, care Tradesman. 879

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

For Sale—Cafe and grill room, first-class, in the heart of the city of Akron, Ohio. Owner wishes to retire. For full particulars enquire of Wm. C. Marlot, 408 Hamilton Bldg., Akron, Ohio. 814

Auctioneer: Merchandise and real estate auctioneering is my specialty. Magnus Wangen, Hartland, Minnesota. 809

For Sale—In Centreville, Michigan, county seat of St. Joseph county, stock groceries and notions \$7,500. Business established 38 years. Modern building 26 x 80; warehouse 20 x 40. Good school, 4 churches, knitting mill, electric light and water works. A going business and a money maker. Am selling out because have been 50 years behind the counter and want a rest. Pay anybody's expenses both ways if don't find as represented. H. J. Hampson, Centreville, St. Joseph County, Michigan. 803

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

A. W. Thomas, Merchandise Auctioneer—Stocks closed out entirely or reduced. For terms and dates, address A. W. Thomas, 14 No. Sacramento Ave., Chicago, Illinois. Established 1891. 835

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

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

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

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

For Sale Cheap—Sheet metal works in town of 5,000. No competition. Top prices for work. Investigation cheerfully invited. Located twenty miles east of Tampa, Florida, in heart of good farming community. Address Plant City Tin and Sheet Metal Works, Plant City, Florida. 670

Safes Opened—W. L. Slocum, safe expert and locksmith, 1 Ionia Ave. N. W., Grand Rapids, Michigan. 104

Shoes—We are stock buyers of all kinds of shoes, large or small, parts of or any kind of merchandise. Largest prices paid. Write at once. Perry Mercantile Co., 524 Gratiot avenue, Detroit, Michigan. 517

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

I pay cash for stocks or part stocks of merchandise. Must be cheap. H. Buyer, Milwaukee, Wisconsin. 925

HELP WANTED.

Wanted—Harness maker. One capable of doing shoe repairing. E. J. Merrifield, Bloomington, Michigan. 947

Wanted—All round plumber, single man preferred. M. W. Gee Co., Lowell, Michigan. 914

POSITION WANTED.

Position Wanted—By live retail shoe salesman of neat appearance and good address. Experienced in all departments including buying. Age 33 years. Address Number 944, care Tradesman. 944

Position Wanted—Young married man, with five years' experience in the general merchandise business, desires a position with retail or wholesale house. Can furnish A1 references. Address Freeman Mapes, Evart, Michigan. 918

Wanted—Position as buyer or manager of grocery department or general merchandise stock. Ten years' experience with people who will give best of recommendations. Sales, care Michigan Tradesman. 904

EMPRESS

NOW PLAYING

Keith Vaudeville

7—STAR ACTS—7

ALWAYS A GREAT SHOW

DAILY 7:30 and 8:15 10c - 20c - 25c - 30c - 50c

The Grocery Market.

Sugar — Three weeks ago the Tradesman predicted that refined sugar would advance to a 7c basis for granulated on or before April 1. It was then selling at 6.10c. The next week it advanced to 6½c. Last week it advanced to 6¾c. Yesterday the market was again marked up another ¼c to 6¾c, with every indication that the 7c price will be reached before the end of another week. Those merchants who availed themselves of the Tradesman's advice—and they can be numbered by the hundreds—have already made more money on their purchases than they will pay the Tradesman for lifetime subscriptions. It is currently believed that with refiners sold up for about two months to come, Europe will continue to pay the piper in the shape of a good profit. Local interests feel that they are entitled to a larger margin over raws, in view of the extra cost of production, last year being none too good for refiners, despite the prevailing high prices. The reopening of the reserve Franklin refinery is a sign of the times, this plant having been idle for eighteen years, the extraordinary demand in 1897 incidental to the tariff change then explaining the activity. The arrangement for refining 50,000 tons for the British Commission may be only the forerunner of further similar deals, as England and France, despite the curtailment of consumption, will be compelled to eke out their deficiency in cane meltings and beet production. The domestic situation is also considered strong, for although distributors and manufacturers for the most part are contracted through April, the refiners are one to four weeks behind in delivery, and consequently the country has no accumulation of sugar to speak of. Stress is laid on the fact that consignment points have not been supplied, due to the active demand from abroad, so that the entire burden falls on the refineries. There is no relief to be expected from the beet factories, as they are largely sold up and offer very sparingly in favorable territory at 10 points differential.

Tea—Sentiment is confident because of the primary situation and the moderate warehouse supplies here. It is felt that with the advent of spring the country will resume buying operations on a larger scale. In the meantime the routine purchases keep prices well maintained. Advices during the past week have been favorable to sellers. Colombo sent a sharp advance of about 2c in our money, teas there being now above the local parity. London is also firmer and no pressure from that source is likely. The arrivals here are readily taken, so that supplies on the spot do not accumulate. Other black teas are sympathizing with India-Ceylons, Formosas and Congous attracting more attention during the week, with some invoice sales. It is figured that the surplus will be badly needed before the new teas arrive next summer.

Coffee—The market is firm and active. No actual change can be quoted in Rio or Santos, but the market is

firm and particularly the option, or speculative, market has shown several slight advances during the week. The feeling is undoubtedly strong. Milds are unchanged, but comparatively high. Mocha is a shade weaker and Java is firm and quiet.

Canned Fruits—California canned fruits are moving freely, with no change in prices, but firmly held at former quotations. All lines of Baltimore canned goods are in seasonable demand, with no change in prices.

Canned Vegetables—Future tomatoes, in spite of the irregular feeling prevailing in 1915 pack supplies, continue to be held with a very strong tendency in all quarters. Buying is not so active, purchasers having secured stocks in fairly heavy quantity during the closing weeks of last month, but small trading is in evidence, and packers are displaying no indication that prices will be lowered for any of the remaining stocks of the coming season's pack. Western packers as well as Southern packers are showing a strong feeling for all stocks of 1916 tomatoes, and many of the packers who sold heavily the first part of the year have withdrawn from the market and are unwilling to dispose of any further stocks at the prevailing prices. Brokers report that there has been a heavier sale of future tomatoes this year than ever before, and that even under the pressure of the extended buying there has never been an indication that prices would be reduced. The statistical position of 1916 pack tomatoes is very strong, as it is almost the unanimous opinion that the present supplies will be practically cleaned up before the first shipments of the next year's pack enter the market. Corn and peas are very firm on spot. There is more attention being shown to peas than to corn, and for some of the better standard quality of the former stocks there is a moderate demand in progress. Prices for the medium-sized pack peas are inclined to advance a trifle, although there is very little actual change in quotations. Future dealing in both peas and corn has been very dull in the trade,

Canned Fish—A steadily growing strength characterizes the market for all grades of 1915 pack salmon. Both on the Coast and on spot prices are advanced for pinks, and, with stocks available only in very small supply in any quarter, further advances are said to be pending. Pink salmon, which has been held with a firm feeling, although with no quotable change, since the close of last year, made its first advance last week, and operators are now asking 90c for spot stocks of pinks. On the Coast several of the prominent packers, according to telegraphic advices have advanced their prices to 80c for the few remaining stocks that are available. The Coast advance places stocks of pinks at a basis 5c higher than the opening price and marks the first advance above that price since the naming of quotations last fall. Future salmon is being discussed, but with packers not inclined to encourage booking for 1916 pack

stocks, there has been very little business done. The strong statistical position in which the Coast packers find themselves with a probable clean-up of the 1915 pack by the time that next year's stocks are ready for the market and a heavy foreign demand again anticipated for the coming season, there is no incentive at the present time to force orders for supplies. Domestic sardines advanced again last week and higher prices are expected to be made again within a short time, according to large packing interests. Future sardines have begun to be talked about, and high prices are generally expected to rule for the 1916 pack.

Dried Fruits—The market is rather unsettled, owing to the reported prohibition of shipments to England, but without feature or change in price.

Rice—Prices are firm in the South and seem to be tending upward. The stimulating factor is the export enquiry, which accounts for a good movement of rice where the shipping is available.

Cheese—The market is quiet at unchanged prices, with a fair consumptive demand. The stocks are reported to be light. The market is in a healthy condition, but not likely to change.

Provisions—The provision markets have maintained a very firm undertone throughout the week, indicating a strong speculative support. Packers have been conspicuous on the buying side and there are rumors of heavy export sales, although this business is restricted by the limited amount of freight room offering. Domestic cash trade shows a good improvement. Hogs are very firm.

Salt Fish—There has been no particular change in mackerel during the week. Prices remain very high, with Norway Nos. 3, 4 and 5 almost out of the market. No particular demand has sprung up as yet on account of Lent. Stocks are still very light. Cod, hake and haddock are selling still at slight advance.

Honks From Auto City Council.

Lansing, March 13—Extensive preparations are being made for the pure food show which will open in our city on Wednesday of this week.

F. H. Hastings is recovering from a week's illness, which for a time looked serious. The symptoms resembled pneumonia, but the strenuous treatment administered is thought to have overcome this dreaded disease and he is now well on the road to recovery.

John Newton (Evans & Graves Candy Co.), for several years a member of our Council, has been granted a transfer card to join Battle Creek Council. Sorry to lose you, John.

George Hungerford has purchased the grocery stock of J. W. Skelton, on East Kalamazoo street, and will continue the business. Mr. Hungerford formerly conducted a grocery on East Michigan avenue, which he sold four years ago and has since been South and West. He now returns to Lansing, which he considers the best place in the United States for business and health combined.

Word from St. Johns this morning announces the sudden death of L. E. Zacharias, for several years a member of our Council, and salesman for O. P. DeWitt & Son, wholesale grocers. Funeral will be held at St. Johns Thursday at 2 p. m. The deepest sympathy of our entire Council is ex-

tended to the bereaved family.

Our Senior Counselor, E. P. Oviatt, is somewhere in the upper part of the State rounding up stove dealers and waiting for stormbound trains. Reports indicate that he is meeting with his usual success in selling stoves, but an unusual amount of time is required to get from place to place, owing to the weather conditions.

A prominent member of Jackson Council, familiarly known as Wild Bill, the man who is more or less responsible for the popularity of B. E. P. cigars, is lugging around a troubled conscience because of a 14 cent fare which a certain P. M. conductor didn't get. Shortly after boarding the Northbound train at Ionia the other evening with a ticket for Belding, Bill was coaxed (?) into a game of rummy with several fellow travelers and became so deeply interested in winning—that he later declared to be almost enough to buy his supper—that he forgot all about getting off at Belding until the train was pulling into Greenville. Then he couldn't find the conductor.

Ed. Danby (Perry Barker Candy Co.) was over at Freeport last Thursday. When several miles out on his last drive for the day, the liveryman's auto broke down. Another was called, but just before it reached the stranded peddler of sweet goods it also went wrong. Then while the storm was at its worst all the telephones in that vicinity went out of commission and he was unable to summon another ford until the last train had gone. That evening, as he sat in the hotel, believing himself the victim of all the unfortunate circumstances imaginable, came the word which changed his sadness into joy which knew no bounds. The message read, "A nine pound girl. Mother and child doing well." H. D. Bullen.

Connolly As an Actor.

Frank B. Connolly, President of the National Retail Grocers' Association, has blossomed forth as a playwright. At a theater party tendered the Retail Grocer's Association of San Francisco on March 2, the attraction was a three-act musical comedy written by Mr. Connolly and entitled The Follies of the Grocer. It was presented at the Savoy Theater and involved a cast of about forty, not to mention a large and sprightly chorus with all the flavor of Broadway. Mr. Connolly himself held the center of the stage in the role of "C. A. Bacon," the grocer in the case, and the play not only showed up the multitudinous troubles of a typical retail grocer, but also pointed many a valuable lesson for the grocer as well as his customer. Speaking of Connolly as a thespian, the San Francisco Chronicle says: "In the character of C. H. Bacon, Connolly owned the grocery. He spoke his own lines with surprising uncton and sang and danced with unexpected skill." It is said that every seat was sold and that the net proceeds of the performance will be not far from \$650.

E. W. Hall succeeds Peter Hamstra in the grocery business at 924 West Fulton street.

Holland—Joe Pino has opened a bakery at his home, 17 West Seventh street.

Spoiled children and foolish parents are often found in the same house.

BUSINESS CHANCES.

For Sale—One Landis harness machine in good condition with both foot power and power attachments. \$110. J. E. Esch, Honor, Michigan.



THE FRANKLIN CARTON WAY and the HARD WAY of Selling Sugar

When you get your container of FRANKLIN CARTON SUGAR, you can open it with a pen knife, and there are the ready-to-sell cartons, ready for you to lift out and place on your shelf or put into orders or hand to the customer. No weighing, no tying, no bother, no loss by overweight. Just the most convenient way for you to handle sugar. The original containers are easy to handle, carry, or place neatly in any part of the store, their contents being 24, 48, 60 and 120 pounds of all grades bought by housekeepers. Grocers who *once* start to handle FRANKLIN CARTON SUGAR never go back to the barrel and bother with weighing, tying and risking loss by overweight.

FRANKLIN CARTON SUGAR is GUARANTEED FULL
WEIGHT and made from Sugar Cane

THE FRANKLIN SUGAR REFINING CO.
Philadelphia

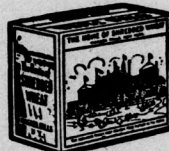
In Every Basket

Greater than any possible profit to the up-to-date grocer is the satisfaction of selling a good article.

Shredded Wheat

brings to the grocer both profit and satisfaction. Shredded Wheat in every basket that goes out means satisfied customers. It is always the same high quality—the one universal, staple breakfast cereal. It is ready-cooked and ready-to-serve.

The Biscuit is packed in odorless spruce wood cases which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.



Made only by

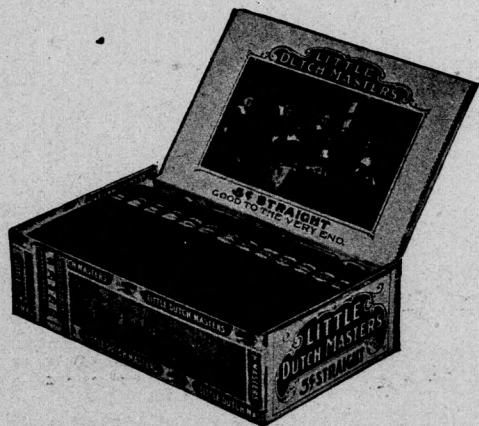
The
Shredded Wheat Co.

Niagara Falls, N. Y.



LITTLE DUTCH MASTERS CIGARS

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



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

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



THE BEST

piece of goods
any dealer
can hand over
the counter.

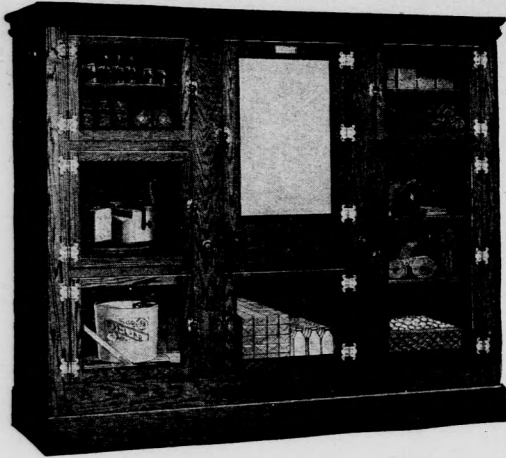
KC BAKING POWDER

The best at any price.

Free from adulteration.

It will pay you to push K C

Jaques Mfg. Co., Chicago



BIGGER GROCERY PROFITS

Your perishable stock is your biggest source of loss through waste and quality deterioration. Yet it can be made the biggest source of profit through proper preservation. This means that your refrigerator and display cases must be scientifically correct. You can stop that waste through spoilage and deterioration—minimize ice charges and turn loss into profit when you install

McCray Grocers' Refrigerators

Their construction is scientific. It provides for a constant, rapid circulation of cold dry air through every compartment. All impurities and odors are carried off through the water sealed drain pipe.

McCray Refrigerators are used and preferred in the country's finest and best groceries. Their supremacy has been maintained for over 30 years.

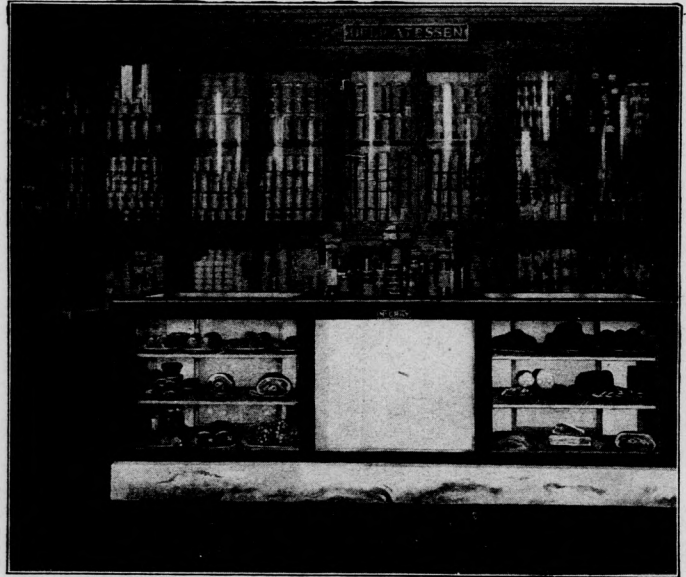
We make an extensive range of styles and sizes of grocer display refrigerators and cases which are already built, arranged for either ice or mechanical refrigerators. Or, if you desire our expert draughtsman will design a refrigerator to meet your exact needs and to conform to any store arrangements.

Write To-day for Catalog

No. 70—For Grocers and Delicatessens
No. 92—For Residences

No. 61—For Meat Markets and General Storage
No. 50—For Hotels and Restaurants

McCray Refrigerator Co., 644 Lake St., Kendallville, Ind.
Detroit Salesrooms, 239 Michigan Ave.
Agencies in all principal cities



Store of A. M. & J. Solary, New Orleans, Louisiana

American Sugar Refining Company

Keep your sugar stock uniform and up to a quality standard by filling all of your needs from our great line, which includes nearly fifty different varieties and grades of cane sugar.

Our Domino Cane Sugars in tablet, granulated, confectioners and powdered forms, conveniently packed in packages, are especially desirable and in strong demand.

American Sugar Refining Company

New York

The Most Complete Line of Sugar in the World