

MICHIGAN TRADESMAN

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Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, MARCH 22, 1916

Number 1696

☛ Cheering Some One On ☚

Don't you mind about the triumphs,
Don't you worry after fame;
Don't you grieve about succeeding,
Let the future guard your name,
All the best in life's the simplest,
Love will last when wealth is gone;
Just be glad that you are living,
And keep cheering some one on.

Let your neighbors have the blossoms,
Let your comrades wear the crown;
Never mind the little set-backs
Nor the blows that knock you down.
You'll be here when they're forgotten,
You'll be glad with youth and dawn,
If you just forget your troubles
And keep cheering some one on.

There's a lot of sorrow round you,
Lots of lonesomeness and tears;
Lots of heartache and of worry
Through the shadows of the years,
And the world needs more than triumphs;
More than all the swords we've drawn,
It is hungering for the fellow
Who keeps cheering others on.

Let the wind around you whistle,
And the storms around you play;
You'll be here with brawn and gristle
When the conquerers decay.
You'll be here in memories sweetened
In the souls you've saved from pawn
If you put aside the victories
And keep cheering some one on.

"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

Piper Ice Cream Co.

All inquiries receive prompt attention

Kalamazoo, Michigan



RESCENT

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from a GOOD firm

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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.

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For Easter Trade

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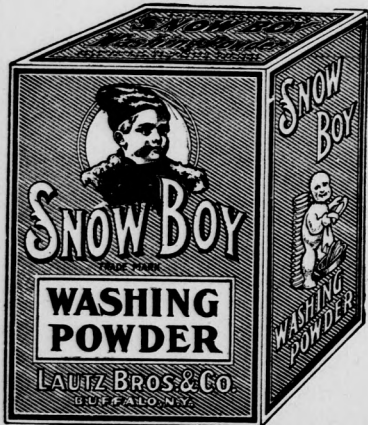


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Bread

It's Good
for You

The Best Bread is
made with

Fleischmann's Yeast



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MORE PROFIT

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

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THE REVIVAL OF TRADE.

In the season now beginning, prospects for business throughout all sections of the Middle West are as good as have ever been known. There are those who say that the "war spirit" has created a speculative impulse, which is promoting activity; but, in point of fact, the Central West as a whole never felt more cheerful over the business outlook than it does at present, and this is certainly due in the main to the good prices secured for all farm products these past two years, to the big crops and to the boom in steel. The fact that iron and steel are the traditional business barometer has decided effect on sentiment.

Rise in prices, partly because of scarcity of raw materials, is another important factor in creating confidence as to good business from now on. With the progressive advance in steel during nearly twelve months, and the steel mills oversold for eight months ahead, it is natural that business in all other lines should feel the stimulus. How long it will last and what its ramifications will be are not so easy to forecast, especially when it is impossible to tell the duration of the war in Europe or how we are to come out with Mexico. Still, it has been the rule for other industries to follow steel.

If we harvest even average crops this year, there is every indication of continued activity in general business. As yet, in the business community, one does not hear much as to the influence of the coming season's harvests. As a matter of fact, it is not wholly easy to judge of that. Prospects for winter wheat vary widely in different sections. Taking all existing conditions together, it will not be possible for the winter wheat states to raise another crop of the size of the two previous years—655,000,000 bushels last year and 685,000,000 in 1914—each of which was fully 25 per cent. above all other years. The 11½ per cent. decrease in planted acreage this season will in any case prevent that. With a crop condition even the same as in 1915, the yield could not reach 600,000,000 bushels. What the spring wheat yield may be, it is impossible to guess; it is too early for seeding, or to even estimate the planted acreage. But it is perfectly safe to say that the United States will be fortunate if it raises as

large a crop as the 891,000,000 bushels of 1914. On general principles, it should be considerably less.

What will this mean to the economic situation, one may ask? Well, one not unreasonable answer is that the country may be better off without another nine hundred million or thousand million bushels in its wheat crop of 1916. Present indications are that exports of wheat from the United States, in the four remaining months of this crop year, will do well to reach 80,000,000 bushels. If so, and with average consumption and seeding requirements, there will be the largest amount carried over in July, that has been known in years.

There are those who estimate 150,000,000 to 200,000,000 bushels, the latter being the extreme. This will make up for a very considerable decrease in the coming season's harvest. It is well to consider that wheat is still selling 10 to 20 cents a bushel over the price of ordinary times. This fact has been overlooked by many people in the grain trade, when they talk of the adverse influence of the recent decline in wheat.

IT IS UP TO YOU.

Do you give your trade paper a fair chance or is it consigned to the waste basket only half read, with the verdict that you have no time for reading or that it is not worth the subscription price? Not very long ago it was our privilege to examine a set of most excellent books for teachers which included among the leading testimonials one to the effect that they were worth to the teacher only what he or she was willing to get out of them. They are valuable or worthless, all depending upon the reader!

It is the same with the trade paper. Only as its ideas are incorporated into the work, does a subscription prove profitable. One reader of the Tradesman during the past year voluntarily stated that it made him between \$400 and \$500 on a single purchase of sugar. He watched its columns closely from week to week, confident in the belief that it was in touch with inside information which was worth hundreds of dollars to him, and so it proved. The value was received only through systematic watchfulness and the application promptly of the knowledge obtained.

Have you really been fair with your trade paper? Have you obtained the best that was available from its columns? Have you given it the fair show which you would extend to the personal friend in whom you had sufficient faith to invest even a small sum for counsel? If you can really take a single copy of the paper and not find something which will give you broader ideas regarding your work, which will render you

more efficient, which will suggest some plan for betterment in some way—by all means cease taking the paper, because you know more about merchandising than the editor and his hundreds of contributors and correspondents. Only as you make a practice of looking for and adapting the advice you receive in the trade paper to your own work can you expect to make your trade paper profitable. But until you do this be honest enough to place condemnation, not with the paper, but where it rightfully belongs.

LENTEN DAYS.

These may prove puzzling to the housewife; and as her time is usually fully occupied, she does not like puzzles and will appreciate any easy solution which you can furnish. Why not specialize, both in local advertising and in your window display, upon lenten products, making on certain days special prices upon a portion of them. Those who have depended largely upon meat may have fallen into the rut of sameness; and now that they are jostled out of this groove, they will even more readily fall into another with perhaps even less of variety. Although meats are eliminated, there are still many nourishing foods which may be substituted at moderate price. All that is needed is a systematic reminder.

Fish has been the general substitute. With some it may be cod; with others, mackerel. And outside of one or two standard sorts, there is seeming forgetfulness of the fact that these are but a small part of the stock on hand at reasonable prices. When there is a call for smoked halibut, suggest finnan haddie as a pleasing change. The chances are that it may prove a novelty, and a pleasing one. Again, give the tip for variety in serving. Frying, even the deep frying which gives to every piece the rich golden brown and keeps each piece intact, will become tiresome unless interspersed with planked fish, fish croquettes, etc.

There are the various cheese combinations, each hearty, and affording an economical way of supplying protein. In connection with them, one may easily bring the macaroni and spaghetti combinations to the front; and with these will come the call for tomato sauce. Again, there are eggs, useful in so many ways, and sure to be reasonable in price at this season. All in all, a grouping of lenten goods will prove a time-saver to the buyer, and a profitable bunch to you.

But it's impossible for the average man to account for his neighbor's success.

A dollar unjustly gained cannot be justly kept.

PRICES AND THE FARMER.

At the present, as at all times, the thoughts of the farmer turn to the future of the prices of his products. He is invariably a "bull" in this regard; not so much because of circumstances and probabilities, as that his own wishes and desires point that way. This year the stars in their courses seem to the farmer to fight for him, and he believes he can see nothing ahead but high prices for all grains so long as the European war continues and the Dardanelles remain closed. His belief that the wheat yield of this year will be below that of 1915 strengthens that conviction.

It is true that the farmer always over-stays his market, and that once having set his face like a flint towards high figures for his products, nothing but months of yielding prices will alter the drift of his intent and thought. Nevertheless, few things are so significant of the changed spirit of the Middle West in the farming communities as the gradual disappearance of that discontent, and that sense of injustice upon existing conditions, which marked that unhappy period from 1893 to within very recent years. Instead, there has been slowly growing a sense of responsibility, and a realization of latent power and present opportunity, that will enable the farmers to work out their own salvation.

Belief that the American flag is disappearing from the Pacific is not borne out by recent reports. The Pacific Mail has bought from the Royal Dutch West India Mail Company three of its largest liners, the Venezuela, Colombia and Ecuador, and is to build two sister ships, all to be operated from San Francisco. They are of 5,700 tons and are expected to get their share of West Coast and Caribbean trade. It has also been announced that most of the eighteen vessels of the Gaston, Williams & Wigmore Steamship Company, formed in New York, will be used in the trans-Pacific service. Portland reports the capitalization at \$5,000,000 of the Oriental Alliance Steamship Company, to run eleven or more vessels between that city and the Orient. The Union yards of San Francisco and others have been enlarged, and new ones built, under the stimulus of a business from Australia four times as great as a year and a half ago, and with China, Japan, and Siberia three times as great. Competition with the cheaply-manned Oriental vessels is severe; but with hope of a more liberal seamen's law, our Pacific shipping may be greatly expanded.

If you recommend a man for a position and he acts badly it is doughnuts to fudge that you will be blamed for it all the rest of your days.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, March 20—Learn one thing each week about Detroit: If you wish to know what is making Detroit one of the greatest cities in the country, count the number of advertising pages that are used in the Saturday Evening Post and other of the leading National magazines. It pays to advertise.

A new building has been erected by the Puritan Machine Co., directly opposite the present main plant, at Lafayette and Tenth, and will be ready for occupancy by April 1.

An outsider might be led to believe that President Wilson was against preparedness when he selected a lawyer-politician as Secretary of War.

Joseph A. Martin became the proud father of a lively baby girl March 14. Mr. Martin is auditor of the Peoples Outfitting Co. and lives at 119 Belmont avenue.

At the annual election of officers of Detroit Council, held at the hall last Saturday night, the following officers were elected:

Senior Counselor—Elmer Brevitz.
Junior Counselor—S. J. Hitchings.
Past Senior Counselor—C. C. Welker.

Conductor—James Jonas.
Page—I. P. Newton.
Sentinel—I. W. Grether.

Executive Committee (two years)—F. J. Moutier and S. J. Rindskoff.
Delegates to the Grand Council—Elmer Brevitz, C. C. Welker, and S. J. Rindskoff.

Alternate delegates to Grand Council—J. A. Murray, H. A. Marks and H. D. Murray.

Tributes were paid Harry A. Marks for the high state of efficiency which he maintained in the office of Secretary-Treasurer. All of the praise did not emanate from Detroit Council either. The Supreme Auditor was quoted as having passed complimentary remarks as to the conduct of Mr. Marks' office. As a further mark of appreciation the Council presented the Secretary with a check for \$25. With the addition of many new and young faces in the officers' chairs the members are optimistic over the outlook for the ensuing year.

Mr. Parker, of Culver & Parker, general merchants was in Detroit last week on a business trip.

A large sum is being offered for Villa's head, but, contrary to the belief of many, it was not offered by a button factory.

Frank L. O'Neil, formerly with Buhl Sons Co., representing them as special iron and steel salesman, has joined the sales force of Sinclair & Couls, 420 Dime Bank building.

James, better known as "Jimmie" Essex, one of Detroit's well-known athletes, and formerly connected with the sporting goods department of the T. B. Rayl hardware store, has been appointed manager of the sporting goods department of the H. C. Weber & Co. store.

Ray Gearing, city salesman for Burnham, Stoepel & Co. and Mrs. F. E. Phipper were united in marriage March 17 at the home of the bride's parents. Mr. and Mrs. Gearing are very popular and have hosts of friends in the city. For the past few years the bride has conducted a dry goods store at 2235 Gratiot avenue, one of the most modern and up-to-date in that section of the city. Detonations, joining with the many friends of the happy couple, extend the wish for a long and happy life of wedded bliss.

Another Cunningham drug store will be added to the chain already in operation in this city. The latest is to be opened at the corner of Congress street and Woodward avenue.

P. C. Miles, of Amy, was in Detroit last week, looking after the interest of his general store.

Arthur Reiche, for a number of

years in the jewelry business at 774 Kercheval avenue, has leased the store at 321 Kercheval and expects to be in the new location about April 1.

A high mark of honor was conferred on Michael G. Howarn last week when he received an invitation from Supreme Counselor Ganiard, inviting him to accompany Mr. Ganiard on an official visit to Minneapolis Council next Saturday night. Minneapolis Council is the largest in the United States, leading Columbus by 145 members. St. Paul, which is directly across the river from Minneapolis, is the third largest council in the country, with a membership of 1035. Perhaps when Mr. Howarn returns from his trip he may be able to enlighten his own Council as to the methods employed by the councils in the Twin Cities. Detroit, with a population larger than that of the two cities combined and a membership less than half, surely is in need of enlightenment.

What puzzles the old Michigan



Elmer Brevitz.

friends of C. W. Reattoir is how he appears so well acquainted with the "dicks and bulls" in Chicago, having claimed residence there but one short year.

A new scribe for Grand Rapids this week. Detonations runs on forever.

A. N. Borden's ambition is to make Grand Rapids Council the largest in the State. At least the other councils can not say they were not warned.

Our letter this week reminds us of the hotels that charge 5 cents for a penny paper—decidedly small.

A Buffalo man was arrested for beating his wife with a rolling pin. Reciprocal suffrage.

Admiral von Tirpitz has retired. Well, the Admiral has caused many others to drop from sight.

The Fairview Hardware Co., 2526 Jefferson avenue, East, will open another store at 2400 Jefferson avenue.

The Odell Furniture Co. has moved into the store at 908 Kercheval avenue. Mr. Odell was formerly a member of the firm of Odell & Mattler, 374 to 380 Michigan avenue.

V. G. Kemp, who has been associated with H. T. Schneider & Co. for some time, has engaged in the jewelry business at 3150 Jefferson avenue, East.

Arthur Cobey, florist, 695 Kercheval avenue, has opened another store at 414 Hurlbut.

Baum & Co. have opened a furniture store at 2395-97 Jefferson avenue, East. M. Mohr, a man of many years experience in the business, has been appointed manager.

"A man is not without honor save in his own country" is an axiom that applies to William Alden Smith, where he is better known.

All the railroads ask is what is fare and that the fare be 3 cents a mile.

March seems to forget it was only to come in that way.

We can't help thinking that Villa stood a better chance of living longer if he hadn't done it.

The Muskegon scribe thanked his brother scribes for their many kind (and otherwise) words of the past year. We for one are willing to accept his apology.

James M. Goldstein.

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, March 20—Saginaw Council held her annual election last Saturday in Forester's Temple. It was an afternoon and evening affair. Never in her history has she had such a turnout and made such a brilliant showing as at that time. The afternoon was spent in initiating candidates. There were thirty-one applications presented, but only seventeen were initiated, which is probably the second largest class she has enjoyed for many years. The following knights—all residents of this city—were admitted and royally entertained: P. W. Pidd, representative of the Schust Co.; Edward Schust, representing the Schust Co.; J. C. Ahrens, representing the Wolverine Cigar Co.; H. E. Prine, representing Firestone Tire & Rubber Co.; Z. D. Ells, representing Morley Bros.; Frederick J. Lee, representing the U. S. Graphite Co.; G. E. Gollwitzer, representing Buhl Bros.; J. B. Hanchett, representing Lee & Cady.; V. J. Byerlein, representing Lee & Cady.; Alphonso Rochland, representing A. T. Ferrell & Co.; L. A. Pickard, representing the Carey Co.; B. B. Jenkins, representing the Booth & Boyd Lumber Co.; H. B. Woods, representing Washburn-Crosby Co.; W. E. Choate, representing Hammond, Standish & Co.; J. F. Sharkey, representing Parker-Eddy-Mershon Co. John Blackney, manager of the Blackney Cigar Co., of this city, was reinstated. The total membership of Saginaw Council is now 288 and it is safe to say she has made the greatest gain of any council in the State, which will entitle her to the prize offered by the Grand Council to any subordinate council making the greatest percentage of gain in membership. Special mention must be made of the local branch of Lee & Cady, with the initiation of two of their salesmen last Saturday. Every man traveling for this house now belongs to the U. C. T. It is a record of which we are proud and one of which they should feel exceedingly proud. A word of praise is due the degree team for the excellent manner in which they handled the work. At 6 o'clock a call came from the banquet room, to which 240 people answered. To say that the old entertainment committee had charge of this affair is enough. The Council was called to order again at 7:30 p. m. for the election of officers. The following officers were elected and installed:

Past Senior Counselor—W. B. McGregor.

Senior Counselor—Wm. Moeller.

Junior Counselor—Ed. Putnam.

Conductor—Mike Conaton, Jr.

Page—Frank Bremer.

Secretary and Treasurer—B. N. Mercer.

Sentinel—George A. Pitts.

Executive Committee for two years—Horace Fox, Ora Lynch.

Delegates to attend the Grand Council meeting in Traverse City—W. B. McGregor, M. V. Foley, William Moeller and Thomas Watson.

Alternates—O. D. Gilbert, Herman Vasold, A. R. Guider and Mark Brown.

Probably the most interesting event during the evening was the race for Secretary, which was between Ben Mercer and George A. Pitts, Mr. Mercer being elected. Five candidates were up for Sentinel, with Mr.

Pitts as winner. Mr. Pitts represents the Saginaw Milling Co., selling Samico flour. He has been one of the live wires of the Council for a number of years and much credit must be given him for the vast growth of No. 43. Herman Vasold, twelve times elected Secretary of this Council, was presented upon his retirement from office, as a token of respect, a handsome silk umbrella, the handle of which is of wild boar's tusk highly polished, with silver mountings. He was forced to give up his position, owing to his age. With the retirement of the grand old man, it can be said, "Well done, thou good and faithful servant." Through the courtesy of Mr. Mertz, proprietor of the new Mertz Hotel, the boys all smoked 10 cent cigars during the afternoon and evening sessions. The following out-of-town visitors were present: F. J. Hanifan, chairman of the Railway and Transportation Committee of the Grand Council; J. J. McDonald, Gratz Cook, F. E. Evans, A. Stephan, W. W. Wool, Roy Aberel, John Detwiler, J. W. Tubbs, Wm. Bofisil and Mr. McIntosh, all of Owosso; J. S. Carscadden, Flint, and Grand Page W. T. Ballamy, Bay City. The new officers elected were installed by Past Grand Counselor M. S. Brown. During the business session in the evening the ladies were entertained with cards in the ladies' parlor.

A. E. Young, Griswold street grocer, Port Huron, has closed his shoe store on Tenth street. He expects to open a drug store in the same building in a very short time.

Ora J. Lynch, of Saginaw, has secured a position with J. T. Wing & Co., of Detroit, selling the Wing high speed babbitt metal. O. J. has a host of friends who wish him the best of luck in his new field.

April 5 is the day set for the Saginaw county horse show. It is an annual event and it always creates great interest among farmers and horsemen throughout the country. One of the features of the show is the big horse parade.

The Saginaw-Bay City Railway Co. has issued new tickets to be used on city lines. The same company owns the lines in both Saginaw and Bay City and the same ticket can be used in either town. The order was issued by General Manager Cleveland.

L. F. Yearn, chief clerk for Parker & Co., of Port Huron, for the past five years, has severed his connection with the above concern and is now conducting an up-to-date grocery at 2070 Military avenue. With Mr. Yearn's experience, personality and wide acquaintanceship of the consuming trade, he will in a very short time work up a very good business. His chief clerk is Edward Newton. Automobile service will be installed shortly. The opening stock was furnished by Sprague, Warner & Co., of Chicago, the National Grocer Co., of Port Huron, and the Widler Co., of Cleveland.

The Wizard Auto Parts Manufacturing Co., capitalized at \$30,000, has been launched in Saginaw. It was incorporated by local men and will manufacture automobile parts under patents which are owned by L. J. Weatherwax. It expects to specialize on a steering apparatus for ford cars. The following officers have been elected:

President—L. J. Weatherwax.

Vice-President—H. F. Willis.

Secretary-Treasurer—E. A. Patterson.

St. Patrick's day was the coldest recorded in this city for sixteen years. The Irish had reason to use plenty of hot toddies.

The Saginaw Mirror Works, of which W. M. Guider is general manager, announces that it is installing new machinery for the manufacture of glass flour. The same was purchased from a Pittsburg manufacturer,

Owing to the increased demand for this product, it is forced to double its output.

The retail grocers of Port Huron held a most interesting session last week at the offices of Wm. Canham & Sons. In attendance and quality of programme, it was the best held for many months. The chief speaker of the evening was W. E. Roach, manager for the Port Huron branch of the National Grocer Co. He gave his ideas of a good grocer, dwelling upon the condition of a man's store, the buying, collections and the treatment that each grocer should accord the traveling men. He also gave a short talk on the broken case habit, which is one of the curses in the wholesale business, especially on staple and Nationally advertised goods. The position he holds and has held for many years enabled him to hand out a line of advice that every grocer in the State of Michigan should have heard. The other speaker of the evening was F. C. Wood, proprietor of the Tunnel Grocery, Port Huron. He spoke on the two priced grocers, handling the subject in such a way that it brought out many points of interest and caused a great deal of discussion. S. J. Watts, manager of the Aikman Baking Co., also gave an interesting talk. The Association voted to send a signed endorsement of the Stevens bill to their congressman at Washington. Said bill gives the manufacturer the right to stamp the retail selling price on his packages. The chairman was authorized to secure a hall as a regular meeting place.

Dumb brutes vs. human beings: A horse must travel possibly three miles to win a \$500 or a \$1,000 race event. Our county officers sit in easy cushion chairs smoking black cigars and pull down from \$5,000 to \$10,000 in four years. Even the marriage license clerk is in on it.

We note by the Daily News that

\$1,000 has been subscribed by the Board of Trade and automobile owners of the county for the purpose of placing 480 railroad and danger signs throughout the county. This will add considerably to the comfort of ford owners, as many times possibly they couldn't hear the danger signal.

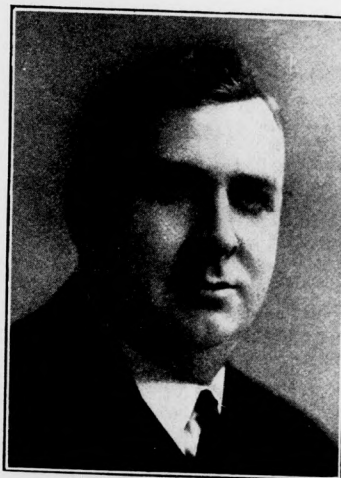
The Saginaw-Bay City Floricultural Society held a most interesting session at Teutonia hall last Tuesday afternoon and evening. The annual business meeting and election of officers was postponed until the next regular session, which will be April 3 at which time they will meet in the Boehringer store as guests of John Irvine, of Bay City.

Information wanted: Any one owning a short-shaven, long-eared donkey, wishing to dispose of same, please get into communication with Frank Bremer, Page Saginaw Council. It is really not necessary that he be saddle broken.

The Goeschel-Brater Co., of this city, opened its new shoe store on Jefferson avenue last Saturday. It is without question one of the finest equipped shoe stores in this part of the State. The interior wood finish is of silver gray. The side walls are decorated in green, dotted here and there with twenty-two large gold monogram letters, G. B. The floor is gray tile. The opera chairs with which the store is equipped, forty-eight in number, are also of silver gray finish, with leather seats. The rear of the store is equipped with a ladies' rest room. The show windows are of the very latest design with silver gray and old ivory finish. The windows are equipped with panel doors, so that any shoe can be taken out of the window without disturbing any part of the display. This is one of the oldest shoe stores in the city, having run under the same name of E. Goeschel & Sons since 1864.

This concern burned out late last fall and it was at this fire that the late Chief Wallis was killed. The new member of the present concern is George W. Brater, who represents the Wise & Cooper Co., of Auburn, Maine. He intends spending six months in the store and the other six months on the road.

Ben N. Mercer was born in Belfast, Ireland, October 2, 1871. He came to this country in July, 1882, and re-



B. N. Mercer.

ceived a common school education. At the age of 15 years he entered the employ of the Bank of Downingtown, Sanilac county. He remained with the Bank until May 1, 1895. He decided at that time he wanted to see a little of the world, consequently he started traveling for the Plano Manufacturing Co., of Chicago. He was with that corporation a short time when he was offered a position

with the Warder, Bushnell & Glessner Co., of Chicago. The latter company transferred him to Indiana in 1901. Later, through the influence of friends and the boys of Saginaw Council, of which he was a member, he was persuaded to come back to Saginaw. It was about this time that Mr. Mercer let his light shine as a remarkable base ball pitcher. (I believe the boys of Grand Rapids will gladly verify this.) After coming back to Saginaw, he represented the Iroquois Cigar Co. about sixteen months. About this time, through influential friends and the record he had made for himself as a salesman, he secured the Eastern Michigan agency of the Gale Manufacturing Co., of Albion, manufacturer of agricultural implements. It is doubtful if there is another man traveling in Eastern Michigan as well known and as highly respected as Ben—not alone by the traveling fraternity, but by every one with whom he comes in contact, be it porter or the proprietor, the delivery boy or the merchant. They know Ben and Ben always knows them. He is an Elk and a Mason and a member of Saginaw Council. To the latter he has given his heart and hands to help make a bigger and grander council for Saginaw. He has passed through all the chairs, was a member of the executive committee and just completed one of the hardest years of his life in making the local Council what she is to-day, the best in the State. At the annual meeting last Saturday, he was elected Secretary and Treasurer. With more such men, what noble work could be accomplished by the grandest order of commercial travelers in existence. Mr. Mercer is just recovering from a very severe illness and expects to spend the next few weeks in the Southern states. I voice the sentiment of the entire Council in wishing him a happy trip and a safe return. L. M. Steward.

ROYAL BAKING POWDER

Absolutely Pure

Women know ROYAL BAKING POWDER so well that they'll buy it and buy five or six other articles in the time it would take you to convince them that some other baking powder is as "good as Royal."

Fully Guaranteed

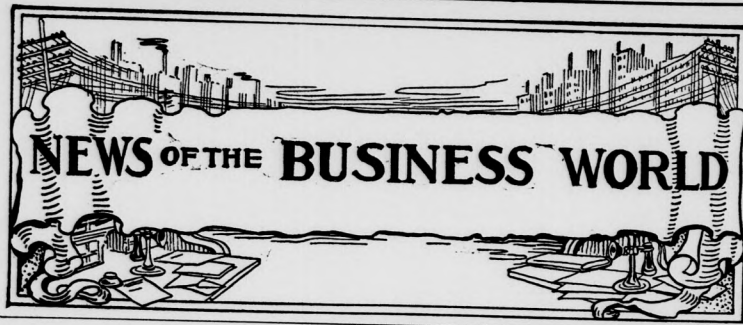


Push the sale of ROYAL BAKING POWDER because it's *easy to sell* and *sure to please* and pays greater and surer profits than inferior brands.

Contains No Alum

ROYAL BAKING POWDER CO.
NEW YORK





Movements of Merchants.

Vermontville—Mrs. George McWha has opened a millinery store.

Manistee—Eshern Jorgensen has opened a confectionery and cigar store here.

Alpena—The Hankow Coffee Ranch has been opened at 328 North Second avenue.

Tecumseh—S. Nevison, of Adrian, succeeds H. D. Gill in the bakery business.

Lapeer—B. F. Middleditch succeeds Middleditch & Cummings in the plumbing business.

Harbor Springs—Guy W. Melson succeeds Henry Stewart in the grocery business.

Willis—John Thorn has sold his meat stock to George Howell, who has taken possession.

Horton—P. M. Brady has sold his stock of groceries to Erie Fowler who will take possession April 1.

Alto—Sterzick Bros. have purchased the harness stock of John Keiser and removed it to their garage.

Grand Haven—Frank J. King succeeds Henry Verhoeks in the meat, produce and vegetable business.

Cedar Springs—Harold E. Andrus has purchased the R. B. Cawthorpe drug stock and will continue the business.

Vicksburg—C. Z. Robinson & Co., dealers in dry goods, notions, etc., has changed its principal office to Owosso.

Jackson—The Hugo Beiswenger Co. has opened a clothing and men's furnishing goods store at 114 West Main street.

Burnips—M. J. Kreiser has sold his store building and hardware stock to Lee Gibson, who has taken possession.

Onaway—J. Berlin has engaged in the dry goods, clothing and shoe business in the store recently vacated by J. Barnett.

Onaway—J. Barnett has removed his stock of dry goods and clothing to Van Wert, Ohio, where he will continue the business.

Belleville—Mrs. Viola Mandt has sold her stock of confectionery to A. J. Sprague, who will continue the business.

Napoleon—G. W. Butler has sold his stock of general merchandise to Ralph Smith, who will continue the business.

Detroit—R. F. Fyfe & Co., dealer in boots, shoes and rubbers, has increased its capital stock from \$175,000 to \$300,000.

Dowagiac—Owing to ill health, Earl Crowley has closed his meat market until he can make a sale of the stock.

Athens—Fire destroyed the W. F. Wolfe grain elevator and contents, with a loss estimated at \$10,000, March 15.

Traverse City—E. C. Brown has purchased the Klassen Clothing Co. stock and changed its from a credit to a cash basis.

White Pigeon—Fire destroyed the Charles Preston feed mill and contents March 18, entailing a loss of over \$2,500. Insurance, \$600.

Kalamazoo—The J. R. Jones Sons & Co., dealer in dry goods, has increased its capital stock from \$60,000, to \$125,000.

St. Louis—D. E. Leonard lost his store building and grocery stock by fire March 18. Mr. Leonard will erect a new store at once.

Willis—Fire destroyed the Bert Youngs grain elevator and warehouse March 15. The loss was partially covered by insurance.

Lansing—Abe Millstein has engaged in general trade at 519 East Michigan avenue under the style of the East Side Economy store.

Onaway—The D. & D. Mahoney Co. has taken over the Arthur E. Starks grain elevator and contents and will continue the business.

Muskegon Heights—C. R. Carlson is erecting a store building on Peck street which he will occupy with a stock of groceries about May 15.

Dowagiac—Lisle Jones has leased the Blackmond building, on Commercial street, and will occupy it April 1 with a stock of clothing and men's furnishing goods.

Portage—Harlan & Gould are erecting a double store building which they will occupy with a stock of groceries, meat, wall paper, paints and hardware, about April 1.

Allegan—A. H. Foster, lumber and implement dealer, has purchased the Dugan & Eldred implement stock of the creditors and will consolidate it with his own.

Gobeleville—L. O. Graham & Son have sold their hardware stock to Jesse V. Wise and David Rich who have formed a copartnership and will take possession about March 30.

St. Clair—George J. Ward, dealer in drugs, stationery and photograph supplies, died in his store March 20, following an attack of heart trouble. He was 73 years of age.

Charlevoix—The Blanchard Hardware Co. has been incorporated with an authorized capitalization of \$15,000, all of which has been subscribed and paid in in property.

Royal Oak—The Liston Dry Goods Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Olivet—W. W. Cronk has purchased the interest of his partner, Charles Montague, in the grocery stock of

Cronk & Montague and will continue the business under his own name.

Detroit—The Michigan Dock & Transfer Co. has been organized with an authorized capital stock of \$15,000, of which amount \$7,500 has been subscribed and \$1,500 paid in in cash.

Detroit—The Roberts-Huck Co. has engaged in the coffee, tea and spice business with an authorized capitalization of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Big Rapids—J. P. Huling has sold his furniture and undertaking stock to I. E. Wagner and O. C. Lehman, of Three Rivers, who will continue the business under the style of Wagner & Lehman.

Royal Oak—William Smith has removed his jewelry stock from Utica to this place and admitted W. F. Palmer to partnership. The business will be continued under the style of Smith & Palmer.

Bangor—W. E. Nicholas, of Arlington, has leased the Broadwell store building and will occupy it with a stock of groceries April 1 under the style of Nicholas & Son, having admitted to partnership his son, Roy.

Battle Creek—The Queen City Lumber Co. has engaged in business with an authorized capitalization of \$12,000, of which \$6,000 has been subscribed, \$4,800 paid in in cash and \$1,200 paid in in property.

Detroit—The Cordon-Rinke-Incorporated has engaged in the merchant tailoring business, with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,000 paid in in cash.

Cheboygan—Adelore Lafrinere has sold his store building and stock of confectionery and ice cream to William Schwartz, of the Cheboygan Glove Co., who will continue the business under the management of his sister, Mrs. Joseph Doe.

Ann Arbor—The Mills Co., retail clothier has merged the business into a stock company under the same style, with an authorized capital stock of \$12,000, all of which has been subscribed, \$1,000 paid in in cash and \$10,000 paid in in property.

Jackson—W. H. Maloney, who has conducted a furniture and house furnishing store on South Mechanic for the past twenty years, has outgrown his quarters and will erect a large brick and stone store building at the corner of East Main and Perine streets.

Charlevoix—L. J. McCann, proprietor of McCann's bakery is having the corner store building, formerly occupied by the Blanchard Hardware Co., remodeled for his bakery which he expects to occupy about April 1. He will put in new fixtures and some new equipment which will greatly add to the efficiency of the business.

Saginaw—Hart Bros. have purchased the property at the corner of Cass and Niagara streets from Charles Mohnk and will erect a large warehouse, 65 x 95 feet. The structure will be three stories and will be built of brick. Hart Bros. have handled a few lines of groceries for some time in connection with their canning, hay and other interests, and with the erection of the new warehouse

plan to enter the wholesale grocery business on a large scale.

Wexford—Conine & Son, a copartnership composed of Johanna and Edward F. Conine, have uttered a trust mortgage on their general stocks at this place and Interlochen and also on the Bank of Wexford to secure merchandise creditors to the amount of \$12,500 and depositors of the Bank to the amount of \$15,000. The junior partner, who is the active member of the firm, insists that the assets are ample to meet all obligations. He claims that the property of the firm is worth nearly \$50,000. An inventory of the merchandise and an appraisal of the Bank loans is now being made by the creditors.

Manufacturing Matters.

Detroit—The Detroit Axle Co. has increased its capital stock from \$50,000 to \$100,000.

Detroit—Crowley, Milner & Co. has increased its capital stock from \$2,000,000 to \$2,500,000.

Detroit—The Hennepin Iron Co. has been organized with an authorized capital stock of \$500,000.

Detroit—The Standard Screw Products Co. has increased its capital stock from \$50,000 to \$100,000.

Muskegon Heights—The Campbell, Wyant & Cannon Foundry Co. has increased its capital stock from \$150,000 to \$400,000.

Ionia—The Ionia Floor Board Co. has been incorporated with an authorized capitalization of \$10,000, of which amount \$7,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Hilke Baking Co. has engaged in business with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and \$7,600 paid in in property.

Kalamazoo—The Kazoo Go-Bang Co. has engaged in the manufacture of toys, with an authorized capitalization of \$1,000, all of which has been subscribed and paid in in cash.

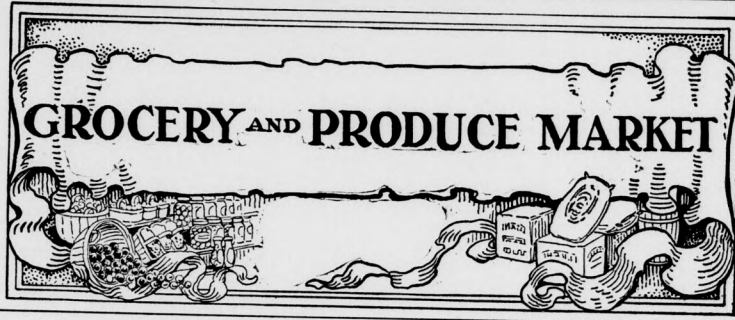
Detroit—The Gas Oil Stove Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and paid in in property.

Cadillac—The Cadillac Machine Co., engaged in the general foundry business and the manufacture of structural iron work, has increased its capital stock from \$80,000 to \$110,000.

Detroit—The Colonial Brick Co. has engaged in the manufacturer of brick and other building materials with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$5,000 paid in in cash.

Benton Harbor—The Benton Harbor Laundry Machine Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$3,310 has been subscribed, \$156 paid in in cash and \$1,750 paid in in property.

Detroit—The New York Carburetor Corporation has engaged in the manufacture of carburetors and other automobile accessories, with an authorized capital stock of \$60,000, of which amount \$32,900 has been subscribed, \$2,850 paid in in cash and \$30,000 paid in in property.



The Grocery Market.

Sugar—The onward march toward a higher level predicted by the Tradesman for several months past and definitely stated in our issue of February 23 continues. New York refiners have marked up granulated 15 points during the past week—from 63½c to 6.90c, with every indication of the 7c level being reached very soon. The heavy demand for export is the main factor in the present high price. If that should fall off, the markets in this country would almost certainly react. The scarcity of shipping has complicated the situation so much that refiners have only about a week and a half's supply for meltings, which are on a very heavy basis. It is pointed out that last year on May 1 there were 306,000 tons at the ports, but an increase of 200,000 tons between now and that date seems improbable, under existing conditions. Exports of granulated since the first of the year exceed the same period of 1915 by 147,000 tons, and since meltings are only 56,000 tons larger it is figured that 92,000 tons less were distributed in the domestic trade. The active demand from the country, despite successive advances, rather bears out this commentary. Distributors and manufacturers have had orders on refiners' books for weeks that have not been shipped and are crying for the sugar. The absence of stock at consignment points is keenly felt, the demand being thrown on New York, with the consequent delay, congestion on the railroads adding to the difficulties. There is probably six weeks to two months' supply contracted, but the summer demand must yet be provided, so that brokers await a continued demand. Refiners, however, are discouraging all speculation, turning down orders from those with open contracts on their books. Only limited quantities are taken at best, and as a result there is business going on even at the last advance to 6.90c. Undoubtedly the large export business done this year has filled up refiners so that they have every incentive in keeping the domestic movement down to a consuming basis. The past week, it is estimated, 25,000 tons were done, including private deals, between refiners and the British Commission. There is considerable swapping of raws for granulated, the refiner making the sugar on a percentage basis and thus eliminating the uncertainty involved in the direct purchase of raws. As high as 5.90c in bond was paid, equal to 7.15c for the domestic trade.

Tea—The feeling is more cheerful than for some time, the present volume of business being of satisfactory proportions. This improvement is due in large part to the revival of duty talk, although this at present is based only on the probable defi-

ciency in revenue incidental to the military operations in Mexico. There is no surplus stock in warehouses and this makes an advance in prices less difficult, especially for black teas. Formosas, forming the bulk of the available supplies, is meeting more attention, sales during the week being on a good scale and quotations tending upward. India-Ceylons are firm and in light supply. The consumption is supplied from arrivals which are readily absorbed. Strength in Colombo and London were the stimulating features during the week, the Russians buying in the former market.

Coffee—Of late the primary markets have been steady, with stocks showing a fair decrease. Receipts, however, are moderate and below last year. The question arises as to whether the shutting off of Germany from its imports via Scandinavia will affect Brazil adversely and make it more dependent upon the United States to the detriment of prices. Cost and freight offers Saturday were rather easier, especially for Rio 7s, which were off 10 points. Milds are firm with Bogotas and Maracaibos comparatively high. Java and Mocha grades are unchanged and quite.

Canned Fruits—There has been very little interest shown in any line for some time. Prices are held on a fairly low basis, although generally with a firm feeling in sympathy with the Coast markets.

Canned Vegetables—An almost total lack of interest on the part of local buyers for all lines of spot tomatoes has held the tone with a dull tendency during the course of the week that has just passed. Only occasional sales are reported, most of the buying apparently being done to satisfy immediate requirements. Spot stocks of peas and corn are very quiet, with little buying being done locally in any quarter. Prices, however, with only small stocks reported to be available in the packers' hands, are held with a fairly firm tendency, and there does not appear to be the inclination to shade prices as was the case for tomatoes.

Canned Fish—After a lull of several months all lines of canned salmon appear to be developing a strength that has long been expected by local operators. For weeks talk has been heard in the trade that in view of such a strong statistical position it was only a matter of time before prices would be forced to move upwards for the remaining stocks of 1915 pack salmon. Apparently the time has arrived, according to opinions expressed by reliably informed brokers, for during the past week

quotations, especially on the cheaper grades of salmon, have been advanced by the operators and the demand has shown more activity than for a long time. Although not as active at the present time as the cheaper grades of fish, the better quality pack is displaying unmistakable signs of renewed activity. Alaska red salmon is held on spot with a much stronger tendency than for some time, and Coast prices are also reported to be maintained with a decidedly firm feeling. While spot prices have shown no quotable change for several months, there has been apparent during the past few months an inclination to advance quotations slightly above the general range that has ruled almost since the first of the year. Domestic sardines are very strong, with prices for all grades inclined to be advanced by the larger packers. Many lines are said to be practically exhausted and the larger packers are only quoting limited lines of any grade.

Dried Fruits—Although there is very little material change in the spot prices which are asked for California prunes, prices are inclined to be governed by an easier tendency in practically all quarters, probably in sympathy with the lower prices that are existing on the Coast for additional stocks of 1915 pack fruit. The prices for medium-sized prunes on spot, however, declined slightly about the middle of last week. Peaches and apricots are unchanged and quiet. Raisins show no change for the week. Thompson seedless are growing very scarce. The consumptive demand for raisins is fair. Currants have shown a sharp advance for the week, due to a jump in Greece. The quotation in New York in a large way in barrels has risen to 11 cents per pound, which is very high. Further advances have been made by the date importers, Hallowees going up another ¼ cent at the close of last week, fancy standard brands being quoted at 7 cents a pound. Khadrawees remained unchanged, being ¼ cent a pound below the quotations ruling for Hallowees, and at the lower price are said by operators to be in fair demand. The summer keeping qualities of Khadrawees make them especially attractive, with the warm season approaching, and more active buying is expected in a few weeks. Citron and peels have advanced. The operators explained the advance by reporting that the cost of manufacture has sharply increased, and that local quotations have been forced to a higher level to keep pace with the manufacturer's demand.

Rice—There is a moderate local demand, covering requirements for the trade, who are fairly well supplied for the present. The embargo in the South, however, will check arrivals and improvement is expected later on. There is a good export enquiry, although not so active as some time ago. Shipping facilities are still a source of trouble. In the South the mills are closing down and cleaned rice is firmly held.

Cheese—The market is firm at prices ranging about ¼c above a

week ago, with an increased consumptive demand. Stocks are lighter than usual, owing to considerable cheese being sent abroad. The market is in a healthy condition on the present basis of quotation, and if there is any change it is likely to be a slight advance.

Provisions—The consumptive demand for smoked meats is normal for the season. The prices are about a ½ cent per pound higher than last week. Pure lard and compound are steady with a fair consumptive demand at the recent advance. No change of any consequence in price is expected. Barreled pork is steady at unchanged prices with a light demand. Canned meats and dried beef are unchanged with a seasonable demand.

Salt Fish—Mackerel continues scarce and high with occasional fluctuations, depending upon the disposition of the holders to sell. The demand is light on account of the very high prices. Cod, hake and haddock are unchanged and dull.

New Drug Company Organized.

Articles of incorporation have been filed at Lansing by the Grand Rapids Drug Co. The company is capitalized at \$10,000. This entire amount has been paid in. The officers of the company are as follows:

President—George F. Fairman, of Big Rapids.

Vice-President—D. G. Look, of Lowell.

Secretary-Treasurer—J. A. Buckema, Grand Rapids.

Stockholders of the company are drug men from various towns in Michigan.

This company will do a general wholesale drug business on a co-operative plan, only one drug store representing the company in each town and is open to Rexall dealers exclusively.

Business transactions with the concern will be on a strictly cash basis, although a stockholder is allowed credit to the limit of his holdings.

The building formerly occupied by the Peck-Johnson Co., on Library street, near Division, has been rented by the company and all arrangements for opening will be completed within two weeks. However all business will be transacted by Mr. Buckema at the office of Peck Bros. Drug Co., for the present.

South Haven—C. A. Herriman & Son, engaged in the general manufacturing business, has merged the business into a stock company under the style of the Herriman Manufacturing Co., with an authorized capital stock of \$50,000, of which amount \$26,000 has been subscribed and paid in in property.

Henry Lamb & Co., hardware dealers at 661 Bridge street, have sold their stock to John Kamp, formerly a contractor.

F. A. Burlington has re-engaged in the grocery business at Wayland, the Worden Grocer Company furnishing the stock.

M. E. Rawson has engaged in the grocery business at Bannister, the Worden Grocer Company furnishing the stock.

Gabby Gleanings From Grand Rapids.

Grand Rapids, March 20—C. E. Curtiss, a member of No. 131, who was severely injured March 8 by slipping on the hotel steps at Boyne City, expects to resume his trip March 20. We are pleased to know that he was given the best of treatment by the hotel management and the local people. The visits of the commercial men were many and the majority wore the emblem of the U. C. T.

An Indian, name unknown, was fatally slashed by a Kentuckian in one of Stearns' lumber camps in Kalkaska county last week. The Kentuckians in this region are known as regulars "cut ups."

It is to be America first if we are to make America last.

W. E. Neeland, a prominent business man of Mancelona, died March 1 as the result of bright's disease at the age of 44 years. Mr. Neeland had conducted a coal yard and a plumbing and heating establishment for the past ten years. As a business man he was noted for fair dealings and straightforwardness built of the sterling qualities which built of the sterling qualities which caused all who knew him to hold him up as a model. He was on the village council for several years and his associates will miss his presence and wise counsel at their gatherings. He is survived by a widow and two sons, aged 12 and 3 years. The body was taken to Ohio for burial.

There is no doubt one will be able to engage in a snow ball fight July 4 up in the region of Petoskey. Going from Petoskey to Grand Rapids is like going from Michigan to Florida, expense excepted.

The candy men are reporting a good business in the North end of the State. George Clark was recently seen using an adding machine to count up his week's work.

Fife Lake is supposed to be a dry town but you quite frequently see a man there who has a "fire whistle jag" on—the kind that makes them screech—as it were. L. V. Pilkington.

Grand Rapids, March 20—On account of our official scribe being unable to contribute his full quota this week, I will do my best to mix up the dose for you this week. It may be that some think this is a small job, but for a fellow who has never had the experience, it starts him to thinking. I have worked overtime on this small amount of news. Studying our ritual and writing these items I have been exceptionally busy. Of course, like all scribes, I must start out with a piece of traveling men's poetry, which Mr. Stowe so dearly loves:

Here's to the hand of friendship, sincere, twice-tried and true, that smiles in the hour of triumph and laughs at its joys with you, yet stands in the night of sorrow close by when the shadows fall, and never turns the picture of an old friend to the wall.

H. L. Proper, who has been manager of the grocery department of the Ira M. Smith store and before that time for several years had charge of the general store of the R. G. Peters Salt & Lumber Co., at East Lake, has accepted a position as special salesman for Burnham, Stoepel & Co., dry goods jobbers at Detroit. He will sell underwear and hosiery and will have his sample room in connection with Fred Larrett, in the Ashton building, where Mr. Larrett carries a complete line of samples for the convenience of his customers in the city and those who come in from outside territory to buy his line.

Van's Inn, at Fremont, is the name of the small hotel where the bus stops on the way up town. It is a little out of the way, boys, but we assure you if you will just try a sample of their meals and beds, that they will have you for a steady customer.

Harry L. Wood, who is one of the old members of No. 131, and who is now Secretary and also traveling representative for the Rudy Furnace Co.,

at Dowagiac, is at home for a few days after a six weeks' trip through Nebraska. Harry reports business fine and things coming along nicely at the new plant.

Our old friend Jim will be inclined to take a back seat when he reads the Gabby Gabbings from my pen this week. By the way, we met Jim this week and he wishes to announce, not unlike all the famous actors who like to be coaxed to come again, that this is positively his last appearance out on the territory, as the boss down at the house decided that he had better have Sunny Jim where he can keep a little closer tab on him.

All members of No. 131 should remember that Ed. J. MacMillan is our Junior Counselor and that it is his duty to call upon and comfort the sick and distressed members and their families, so if you have any reports to make, kindly call up Mr. MacMillan on citizens phone 34,033.

George V. McConnell reports himself as being much better after his severe sickness which has kept him off the job for a few weeks and says if nothing happens he will start out again Monday. We are all more than glad to see you with us again, George.

Now, let's all get together and fool that new S. C. and have a big attendance at our next meeting to be held Saturday, April 1, at 7 p. m. A lot of business to transact and, as usual, a few candidates to mull up.

Any specialty man who wants a good special item to sell to grocers on commission, ask me about it.

Dig up all the loose jobs you can and put them down in your note book and make a report at the next meeting. If any of our boys are out of work, let us give them the help we can to get them a job, for when the boys are out of jobs, we sometimes lose their membership, and we need all our members. We must reach 500 by March, 1917.

William E. Wallace, who represents Burnham, Stoepel & Co., Detroit, has moved his headquarters to Traverse City. We all wish Mr. Wallace the best of success.

Will Brummeler, who is now sales manager for the Grand Rapids Bedding Co., is building a fine new home on Worden street, near Madison avenue. Will now lives at Lake Odessa, but expects to move his family here as soon as his home is ready. Welcome to our city, Bill.

They say, "Everything comes to him who waits"—sometimes even a Franklin street car—if he waits long enough.

Pullman porter: Shall I brush you off, Sah?

Traveler: No, thanks, I'll get off in the usual way.

Mrs. LaDue, who formerly conducted the Phoenix House, at Edmore, is now back at her old home, the Hotel Shelby, at Shelby. She is giving the house a thorough renovating and putting in a nice lot of new furniture. Mrs. LaDue has always been a good landlady and the boys all know that they will be well taken care of when they stop at her house. Don't forget to give her a share of your business.

We dropped in on the new manager of the Crathmore Hotel, at Grand Rapids, the other day and, like all residents of the city, was certainly surprised when our good friend, Walter Lypps, took us through from cellar to garret and showed us what they had. They have about 100 nice rooms, fitted up with private tubs and shower baths, the best of furniture, mattresses and springs, and the price is \$1 per room, European plan. They are about to add three more stories to the new part as soon as the weather warms up. This will give them about 100 more rooms of the same kind. They have in connection a very fine dining room and also a quick lunch which fronts on the street, where they are serving a very fine business men's luncheon at noon for 25 cents and quick lunches at all hours at very moderate prices.

In reading over the Tradesman it has come to our notice that very few hotels are advertising in this paper. I wonder if the hotel men realize the vast number of traveling salesmen and merchants who patronize these hotels who might be influenced to give them some of their business by seeing an attractive card in the Tradesman. This paper has a much larger circulation than any railroad guide or any other paper in which the hotel men might advertise.

Our old friend and brother, Orlie Jennings, was in town last week calling on the trade, getting them lined up on that good old reliable line of Garland stoves, ranges and furnaces.

Mr. and Mrs. Harry L. Wood entertained a party of friends at their home Tuesday evening, March 14. Everybody had a good old-fashioned heart to heart visit and a few games of cards were played and they all finished off with filling themselves with a dainty luncheon of chop suey and other goodies. All pronounced Bessie and Harry among the top notchers when it comes to entertainment and feed.

Happy Joe Donahue was one of the first in Grand Rapids to get decked out with his green ribbon last Friday morning. Joe is manager of the cigar stand at the union depot and he is always on the job with a pleasant smile and a kind word for his patrons.

The Christian traveling men's organization of Gideons will hold a bible dedication and demonstration Thursday, March 24, at 7 p. m. at the City Rescue Mission. This meeting is for the purpose of dedicating about 700 new bibles which will be placed in the rooms of the Pantlind Hotel and other hotels in the city. There will be several very interesting talks by well known men, among them Dr. Elliott, of Mt. Clemens, and M. M. Sanderson, of Buffalo. These men are both well known throughout the country as very able speakers and this meeting should be well attended. All members of the U. C. T. and all traveling salesmen are cordially invited to attend. Let us all attend who can and show our appreciation of the work these boys are doing throughout the whole country.

C. E. Brechtel, druggist at Shelby, was a caller at several business houses in the city last week.

Pete Anderson and his dear little wife started to go to the matinee last Saturday, but Bertie said they had to pass it up because it took Pete all the afternoon to buy a pair of shoes.

William Burdick, better known among the traveling fraternity as Bull's Eye Bill, is certainly walking in the straight and narrow path.

Wake up, boys. Don't forget that spring is nearly here and it will soon be ideal weather to ride around in that new Oakland six. We need the money, so hurry and sell the remainder of your tickets.

Another one of the series of pleasant dancing parties given by Grand Rapids Council was pulled off last Saturday night. We were very glad to see the large number of strangers who attended and, judging from the smiles on all the faces, we believe everybody had a dandy time. Don't forget that next Saturday night we will hold the last regular dancing party and we must all turn out good and strong and bring our friends and show the committee who has done so handsomely all the year that we appreciate their efforts.

Just wait until we pull off that leap year party. We will then see whether it is the men or the ladies who are bashful.

John J. Berg has been sick for about two weeks and just let us know about it last Saturday. He is reported as some better. John lives at 1014 Caulfield avenue and says that he would be more than pleased to have any of the brothers call and see him. We all hope that you will soon be out again, John.

Grand Counselor Walter S. Lawton received a telegram last Saturday announcing the very sudden death of L.

D. Woodworth, who was Secretary-Treasurer of Hillsdale Council. The family and friends of the deceased have the sympathy of all U. C. T. boys.

Dr. G. W. Ferguson, who is our newly-elected Sentinel, spent last Sunday at the Soo.

Walter Schantz has been under the care of the doctor for about two weeks and had an operation at one of the hospitals. He is now at home, 41 Quigley boulevard, and is reported as doing as nicely as could be expected. Don't forget to call on Walter and give him a few words of goods cheer.

A. N. Shook and Mrs. Shook, who are in one of the old established general stores at Coral, have returned from a very pleasant trip through California and have arrived home just in time to get a little taste of those beautiful March winds which reddens our complexions and save the ladies buying artificial make-up. Abe says there was one continuous round of pleasure, but it is also a pleasure to get back on the job and ready to fight it out with those commercial tourists who call each day to get the nice big orders Abe is so fond of handing out.

Harry Harwood, the Pop Corn King, reports business at its best and says there is some danger that if the orders keep rolling in for his vendors he is afraid he will sell himself out of a job. Well, Harry, they can't keep a good man down.

"Bob" is the abbreviated handle by which the new representative of the John Deere Plow Co. in this territory is called. He is Mr. Roberts and he and his new wife have just settled down out at Burton Heights. We welcome you to our city, Roberts, and were more than glad to see you and the wife at the party last Saturday night. We hope you will come some more and don't forget about that application for membership.

Ed. MacMillan is some Junior Counselor. He is right busy calling to see the sick and attending to the duties of his office most handsomely.

Boys, we should all feel more than proud of our Grand Counselor, Walter S. Lawton. The Michigan jurisdiction has never, to my knowledge, had a Grand Counselor who has made so many visits to other councils and had so many nice things said about him, nor have we ever had one who has worked any more earnestly for the good of the order than he. We like you, Walter, and feel proud of you and we appreciate the excellent record you are making for yourself, the local Council and the Grand Council.

We understand there were 400,000 hair pins imported into this country last year. Still we can't keep the red hairs out of the butter.

The Tradesman is now in its thirty-third successful year, having the distinction of being the only trade paper that has ever been financially successful in this part of the country. Drop in and get acquainted with the editor and his associates and you won't have to ask why?

The ladies of the U. C. T. will give a leap year dancing party on the evening of April 29. The ladies must buy the tickets and bring as many gentlemen friends as their pocket books will stand. This is to be the best party of the year, so don't miss it. The committee on arrangements who have tickets for sale are Mrs. A. T. Heinzelman, chairman, Mrs. Harry Hydorn, Mrs. Harvey Mann, Mrs. Allen Rockwell, Mrs. Pete Anderson and Mrs. Ira Gordon. Music by Tuller's orchestra. Don't forget the date, Saturday, April 29.

Mr. and Mrs. George Clark have moved into their new home on Pleasant street.

Will Sawyer was seen last Saturday driving down Monroe avenue in his new Chevrolet touring car which he bought during the auto show. Some class to Bill!

Ed. Kraai, who has been confined

to the house for the past seven months with a severe attack of rheumatism, has been over to Mt. Clemens taking the baths. He has just returned and is feeling so much better that he is out calling on his trade. The boys and the customers will all be glad to know that Ed. is well again.

The annual meeting, round up, ceremonial session and election of officers of Absal Guild, Mystic Order of Bagmen of Bagdad, has been postponed for two weeks and will be held on Saturday, April 22, at 2 p. m. at the Council chamber. The officers and members are looking forward to a very large attendance, so don't forget the date and be sure to be on hand, as there will be a lot of important and interesting business, besides the initiation of several candidates.

Mrs. Allen F. Rockwell is nursing a very bad sore throat and is unable to get out. We missed Mr. and Mrs. Rockwell at the party Saturday evening and we were very sorry to hear that this sickness was the cause of their absence. Here's hoping you get well quick, Mrs. R.

Little Gordon Ellwanger, son of Bob Ellwanger, is at U. B. A. hospital. He had an operation Saturday and is reported as doing nicely.

Arthur N. Borden.

Who Can Help Mr. Barlow?

Grand Rapids, March 20—Your little page March 15 reminds me of a little thing I saw about three years ago in an advertisement of a new book and I've been trying ever since to ascertain the name of the book and its publisher, as it is, in my opinion, splendid and did it contain nothing else would be worth buying. It ran very near like this:

If yesterday would come to-morrow
There'd be but very little sorrow,
We'd keep the best and leave the worst
If all the days came hind end first
We'd turn the merry face to sorrow
If yesterday would come to-morrow.

If you ever find it, let me know.
Heman G. Barlow.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, March 20—The De-Mar Electrical Windmill Manufacturing Co. has decided to build a factory for the manufacture of windmill electrical plants. Mr. DeMar believes he has solved the problem of cheap current for the farmers, resorts and residents of smaller towns. The product will be primarily a windmill, but with apparatus which will generate and store electrical power. Farmers will soon be able to have electric lights in their houses and barns with practically no cost, using the windmill as developing power and there is nothing so cheap as air at the present time, cold or hot. The plant consists of a tower high enough to clear all nearby buildings and trees with a sixteen foot wheel which is regulated automatically. This wheel should develop sufficient electricity to run a seventy-five or 100 light, 16 candle power, plant and do all the necessary work around the house or barn.

Ed. Mosher, the general store manager of the H. C. Johnson Co., Johnstown, was a business visitor in the Soo last week, accompanied by his brother. Ed. is considered one of the best retail clerks in Cloverland and has full charge of this large company's store at Johnstown. He is making a record which would be hard to beat.

The Soo Hardware Co., one of the largest in Cloverland, has taken in D. M. Hackney, son-in-law of R. G. Ferguson, President, as Secretary and Treasurer. Mr. Hackney has been for a number of years in the builders' supply business in Winnipeg, but expects to make the Soo his future home, having moved his family here. Mr. Hackney is a young man of sterling ability and he will be a valuable asset to the local house.

The many friends of R. T. White, the popular manager for the Michigan State Telephone Co. for the past few years,

are sorry to learn that he is about to leave us, but pleased to note that he has received a promotion as manager of the Grand Rapids exchange. Mr. White, while with us only a short time, has proven himself an efficient and progressive citizen, being a member of the Booster Club and a campaign worker in the future development of the Soo. He has also brought up the service of the telephone company to the highest standard. To show that he was appreciated by our citizens, the Soo Club gave a farewell dinner in his honor. Mr. White will be succeeded by Charles H. Alder, formerly manager of the Lenawee County Telephone Co., in Adrian. Mr. Alder comes highly recommended and will be well received here.

Dr. J. F. Deadman and Ed. Campbell, mention of whom was made in these columns a few weeks ago as touring Cloverland on official business, recently met an interesting experience in company with Mr. Ret, a well-known hunter and trapper of Gould City. They discovered wolf tracks in the woods near Gould City, and those who know Doc, will naturally know what happened. It was a long chase, but two of the wolves were found sleeping behind a pile of brush and one of the wolves got it in the neck, while the other got off with a broken leg, but was finally shot and the pelts brought to the Soo.

A. D. Kinsey, manager of the Western Union Telegraph Co., has developed into quite an orator and has been selected as a speaker for one of the Soo Club dinners, the subject to be the "History of the Telegraph." Mr. Kinsey will also address the Algonquin Club next week and the Soo high school students in the near future. He will also illustrate many points by means of stereopticon views.

Ex-Postmaster C. H. Scott was presented with a gold watch as a mark of appreciation by the employes of the office. The gift is highly appreciated by Mr. Scott.

Twenty-five years ago last Wednes-

day A. H. Eddy sent in his resignation to the Soo Line Railway as brakeman to take a change in the grocery business. That his ambition was fully realized has been demonstrated, as success has crowned his efforts during the twenty-five years and he is now a merchant prince and the proprietor of one of the finest food emporiums in the State. Mr. Eddy was succeeded by Dave Lee, also one of the best known men in Cloverland. Dave, however, is still brakeman, but he likes his job too well to quit, although he is qualified to fill any position in public life, his hobby being a booster of unusual success and a public spirited citizen who can always be depended upon to help out on anything pertaining to his home town. Dave is responsible for much of the success that has been achieved in the line of celebrations, lodge work and boosting the Soo and one would think that Dave's railroading was a sideline, although there are very few records of his ever having missed a trip in all his long years of faithful service.

The Soo has had more of the beautiful this year than in any year on record and in some places it is almost impossible to see the top of the street cars. Severe as the weather has been, very few trips have been missed by the street car company during the entire winter, which speaks well for our local system.

The Canadian Soo now has one of the largest and best equipped 5 and 10 cent stores in the dominion. It is one of the many stores conducted by the Woolworth Co. It is mentioned, that the store in the Canadian Soo is of the very latest type. It will, undoubtedly, be a big success. William G. Tapert.

Perhaps the ordinary man might be out of the ordinary if he had the money.

It matters but little what you think of a man provided you do not think aloud.



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

Barney says—

I didn't think much about the coffee business when we put in that first Roaster, but it is certainly a very big department now, with two big Roasters going all the time.

While the management is very cranky about the way we roast and handle our coffee, I guess that is the reason why our coffee business is growing so fast.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

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(Unlike any other paper.)

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

March 22, 1916.

CONCEIVED IN CROOKEDNESS.

The insincerity of the present mayor of Grand Rapids and his penchant to play to the grand stand is no where more clearly shown than in his juggling with the subject of fire insurance rates. A couple of years ago Ellis gave the rating bureau many sleepless nights in order to get Grand Rapids into a lower classification through the expenditure of \$300,000 in improving the efficiency of our fire department. The bureau yielded to public clamor and the insidious arguments of our crafty mayor. When the new anti-discrimination law went into effect last fall, rates generally were increased to a point which enabled the companies to more than recoup themselves on the reductions they had been compelled to make to meet the demands of the city officials. Where rates are lowered it is found the reductions are to be attributed to the change in class and not to the new law, which is one of the most infamous measures ever enacted by a state legislature. Ellis now masquerades as the champion of the new law, notwithstanding it is a matter of common knowledge that it was conceived in chicanery and crookedness and enacted in ignorance of its results and also of the ulterior motives of its clandestine promoters. The Tradesman has come into possession of some inside information on this subject which it proposes to present to its readers in the near future.

COULD NOT BE BETTER.

Careful perusal of the recent decisions of the United States Supreme Court in the trading stamp cases appealed from Washington and Florida lead to the belief that the decisions are much more far reaching than was at first thought possible. The fact that the highest tribunal in the land has declared that the states have the power to practically tax out of existence coupon and trading stamp concerns is the vital issue that has now been definitely and conclusively decided.

The claim of those who opposed the laws was that such taxes were prohibitive and unconstitutional, that they discriminated between merchants in some lines of business who advertise in a certain manner and those who advertise in another way, and, further, that

the tax was not upon the business or occupation of the merchant, but upon mere incidents thereof and constituted an unreasonable and illegal interference with the methods and manner of conducting a business.

All of their claims were brushed aside by the court.

The trading stamp interests contended, furthermore, that their business was of an interstate nature, in that the coupons were packed in the goods outside the state and likewise were redeemed by premiums from without the state. For this reason they were not subject to court regulation.

The Supreme Court held, however, that the actual sale of the article containing the coupon was consummated within the state, and that, therefore, it was an intrastate transaction and subject to the laws of the state. Justice McKenna, who wrote the decision, said in denying this argument:

All of the schemes have their influence and effect within the state, nor is such influence and effect changed or lessened by the redemption of the tokens outside of the state.

The transactions, therefore, are not in interstate commerce. They are essentially local sales, and it is upon them and on account of their effect that the statute has imposed its license tax and not upon the shipment into the state nor their disposition in the packages of importation.

Another contention of the defendant companies was that coupons and trading stamps were but a form of advertising. In considering this point Justice McKenna paid his respects to the business in the following emphatic words:

The schemes of complainants have no such directness and effect. They rely upon something else than the article sold. They tempt by a promise of a value greater than that article, and apparently not represented in its price, and it hence may be thought that thus, by an appeal to cupidity, lure to improvidence. This may not be called in an exact sense a "lottery," may not be called "gaming;" it may, however, be considered as having the seduction and evil of such, and whether it has may be a matter of enquiry and of judgment that it is finally within the power of the legislature to make.

The decision opens the way for every state to enact drastic laws either regulating, licensing or prohibiting the use of trading stamps within their borders.

The decision is further expected to have a decidedly beneficent influence on the attempts that are being made to enact a Federal law taxing premium coupons, prize tickets and similar devices.

A measure is now before the House Ways and Means Committee to "levy a tax upon the issuance of coupons, prize tickets and other devices, and on the redemption or exchange of such tokens." This provides a practically prohibitive tax on all premium coupons and trading stamps.

Nothing pleases some people more than to hear disagreeable things about other people whom they don't like.

PEACE IN SIGHT.

Facts are stubborn things, but one fact stands out clear—the German government is preparing for what must come when the fighting ceases. It knows now that Germany cannot impose her will on Europe. It knows that the Germans must plan to live and trade and have a few friends left in the world after the war is over. We need not literally accept all the reports that come about the intervention of German shipping and manufacturing interests to persuade the Kaiser that the Von Tirpitz policy would be suicidal. But the general inference from what is happening is unavoidable. Let no one think that Germany is soon going to sue for peace. But she not only longs for it; she is getting ready for it. Carefully considered, the speech of the Finance Minister, Dr. Helfferich, in the Reichstag last week, bears out this conclusion. His assured and imperious tone of last August is gone. He no longer boasts of being able to finance the war without new taxes. Not a word has he now to say of indemnities from Germany's enemies to pay Germany's huge debts. By so much, the German Finance Minister is in agreement with the French, M. Ribot, that the end of the war is in sight.

We need not take the reports of panic in Constantinople at their face value in order to recognize the significance of the Allied advance in Asia Minor. Half of Armenia, a matter of 30,000 square miles, is in Russian hands. From western Persia the Russian forces are pressing westward towards the Tigris and Bagdad. Lower Mesopotamia, as far as Kut-el-Amara, is held by the British. A combined advance in strength against Bagdad is among the probabilities of the future. But for the moment the strategic situation may be dismissed. What the men at Constantinople must contemplate is the establishment of Russia and Great Britain in Turkish provinces of which there is little likelihood that they will ever let go, short of the capture of Paris by the Kaiser. What will become of Russian Poland is doubtful. But even the erection of an independent Poland will be small comfort to the Turks for the loss of Armenia and the coastland of the Persian Gulf. And at Berlin itself that roseate land-empire which was to compensate for England's mastery of the seas has faded to a dream. Even if the Allies in Asia go no further, the Bagdad railway is left hanging in the air. And the chances are good for the Allies going much further.

Provided, therefore, the Allies have the men to spare from their lines in the west, the diversion of French and British troops to the Balkans and Asia Minor is not a waste of effort. That the Allies are confident of having enough men is attested by the very fact of their embarking on distant expeditions. We cannot imagine Joffre's sending away army divisions to Salonica if he were afraid of the situation in France. From Armenia, the Tigris, Salonica and soon perhaps from Egypt, Allied pressure is being exerted upon the weakest member of the Teuton confederacy. When it comes to the matching of gains at the end of the war, Turkey will be the one to meet the heaviest account. At Constantinople the question

must now be whether Turkey will not have to pay a price incommensurate with the benefits she has derived from her Imperial allies.

SENSE AND CENSORS.

The editors of the penny dreadfuls may be inclined to grumble occasionally; perhaps some of the American war correspondents will feel under restraint, and it is very likely that Constant Reader will consider himself at times handicapped by a lack of real knowledge of the situation, but nevertheless and just the same, the censorship programme of the United States Army authorities as far as the Mexican situation is concerned, is a long step forward in real preparedness. It has been said that foreign powers need no secret agents in America because subscription to twenty-five leading daily papers is much cheaper, and very reliable. As a matter of fact the business of the United States Army and Navy has been everybody's business too long. That is not saying that all the legitimate secrets of both arms of the service are bulletined daily, but it is a well known fact that the American newspapers are allowed more liberty than those of any other country. Perhaps that is why the American newspapers do not abuse confidences very often.

But the censorship that is to be imposed on the correspondents who will handle the Mexican situation for the big press associations and dailies of the country is a good thing, and none know it better than do the American war correspondents who have seen many years of service in other countries. It is not a very long tick from the United States to Mexico, and indiscriminate information concerning the progress of the punitive columns would mean that Villa could keep out of danger much longer than he will be able to with a careful censorship imposed. While the press of the United States should not be in any sense throttled, and never will be, all right minded persons should be willing to let National safety come before a column of war news hastily read at the breakfast table.

NO TRADE WITH MEXICO.

Trouble with Mexico, even if it should grow into actual war, is not likely to affect our trade with that country to any extent. Merchants and manufacturers in the Middle West have been doing no business of consequence with that country since the revolution of several years ago. Some of the houses which did business with merchants there, prior to the revolution, have never secured their pay for the goods they then sent, and until the civil conflict is effectually quelled, there is no desire to cultivate extensive relations south of the Rio Grande.

Staple business simply cannot exist until there is a government based on the soundest of principles. When that time comes, as it should after a while, expectations are that a large business will result.

What this country needs is less enactment of laws and more enforcement.

After some men start they are too lazy to stop.

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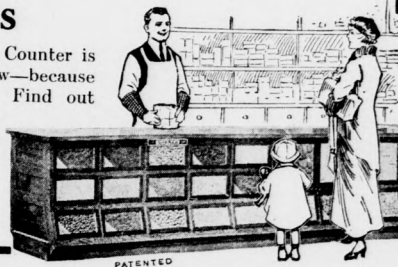
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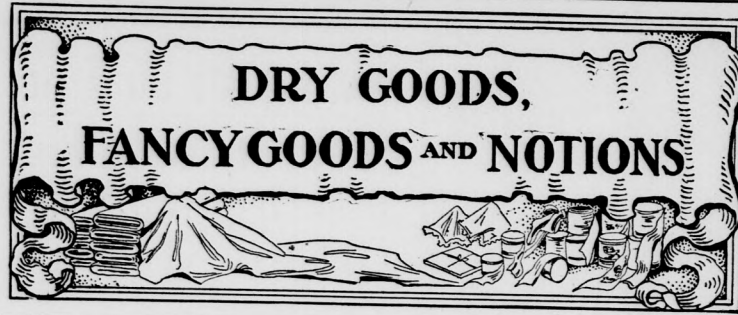
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GRAND RAPIDS, MICH.



Correcting the Faults of the Store Worker.

Written for the Tradesman.

It is nothing short of a fine art to do this nicely. All who are really good at training help, consciously or unconsciously rely far more on positive measures than on negative. It is "Do this way," rather than "Don't do that way." Commendation is employed more freely than correction. And a hundred things are taught without any talk at all. The very atmosphere of the store should inspire efficiency. The example of the proprietors and of the older employes should be a constant tuition to those who recently have been taken on. A bright young person observes the ways of doing that those more experienced are practicing, and of his own accord amends failings that at first were noticeable. It would needlessly dishearten the beginner to tell him all his shortcomings. Better trust that by the process of evolution he will shed most of them. Always it should be the aim of a manager to enlist each new helper in an earnest effort at self-improvement—developing his own powers and finding out for himself his failings and correcting them.

Every store whose employes number half a dozen or more should hold frequent meetings at which store matters are discussed. At these the faults that are seen in all inexperienced store workers may be brought up, as also any shortcomings that are observable in any three or four of the helpers. If this is done tactfully and in a kind of impersonal way, great improvement will result and no one will feel that he or she is being singled out for reproof and criticism.

But sometimes it is necessary to point out a fault directly and individually. When it becomes clear that this should be done, it is foolish to put it off and allow the objectionable trait or peculiarity to become a confirmed habit. A manager never should stand in fear of his help, nor have a dread of making a necessary correction. But this does not alter the great fact that every correction gets the best results only when made with feeling and consideration. The offender must be brought to see and recognize his fault as such, but he never should be wounded needlessly.

The one aim should be to eliminate the failing. Indulging personal dislike or spite, or being out of temper about something else, taking it out by reproving a worker—such atrocities as these are entirely beneath a right-minded manager.

Some faithful and conscientious workers are very sensitive under cor-

rection. Such of these as have a streak of obstinacy in their composition may stubbornly take the position that the fault is not a fault. Parents and friends may most unwisely back them up. This makes a most unfortunate situation, but one that will not often occur if the manager is strong and firm and at the same time of the genial, loyalty-inspiring sort that makes every helper desire his approval.

No manager ever should do so cruel and at the same time so senseless a thing as to correct or reprimand an employe in the presence of others. Reproof so given is sure to antagonize, and never accomplishes its proper end. Whatever may be the failing, it is due the worker that he receive his correction or rebuke in private.

This should be made an invariable rule. There is another good reason for this besides sparing the feelings of the employe—a reason perhaps not so high ethically, but one that is sound and worth giving heed to. This is that a correction made before others is "bad for business." While it hardly can fail to offend the worker, it is almost as sure to offend any customers who may overhear the unpleasant affair.

"I avoid going into Mr. Anthony's store," said one woman to another. "I never darken his doors unless it's to get that I can't obtain elsewhere. I really prefer never to spend a dollar of my money there. And yet he always has been politeness itself to me, and I know of no dealer in town who will put himself out more to accommodate a customer. But one day I heard him call down a salesman harshly, for no greater reason than because the man, who it seems had been in the store only a short time, did not know that a certain kind of underwear was carried in stock, and came near losing a sale in consequence. The man was not a smart aleck, but middle-aged and evidently trying to do his level best. I could see no possible excuse for Mr. Anthony's rudeness. The salesman might have lost the sale of one or two gar-

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For the Dry Goods Dept'
\$12.00 to \$36.00 dozen
KIMMEL MILLINERY CO.
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We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

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Women, Misses
and Girls find

"Ha-Ka-Rac" Sweater Coats

the best in style,
in finish, in service
—in every way

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

**Perry Glove &
Mitten Co.**
PERRY, MICHIGAN



No. 1710

"Lincoln Mills" HOSIERY and UNDERWEAR

A Word to the Wise

Jobbers are unable to get duplicate orders filled on a great many numbers in their lines, with some numbers and entire lines fast disappearing from the market. We believe you will be exercising good judgment in stocking up on those strong selling numbers upon which your Big Business is done. We have a good stock of staples in "Lincoln Mills" Hosiery and Underwear, in which lines we feel confident we can please you. Place a trial order and be convinced.

Grand Rapids Dry Goods Co

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.

ments, but the proprietor lost a customer by his unjust reprimand, for I used to buy a good deal there."

A few days ago a friend of mine was much annoyed in another store by what she called "the officious interference" of a floor-walker. She went in to buy some hosiery. It was at the lunch hour and it happened there was only one salesgirl in the department. My friend told something what she wanted and the girl got out several kinds, and then asked very courteously, "Would you mind looking these over, and excuse me for two or three minutes to fill an order which just came in over the telephone? The telephone customer is in a hurry for the goods, and I know the delivery wagon starts very soon."

My friend very cheerfully excused her, and was comparing the different kinds of hose, when a floorwalker abruptly called the girl's attention to "her customer."

"It wasn't so much his reminding her that there was some one to wait on (which it happened she already knew)," says my friend, "as his insolent way of doing it. He was so anxious to show his authority, I got the impression—and I believe I am right about it—that the management there is hard and unfeeling."

A store can ill afford to have a customer form such an opinion as this. The average person sees the side of the employe more clearly than the side of the management—perhaps only faintly realizes that the management has any trials and annoyances. The worker is considered entitled to sympathy as the under dog in the fight. And many are far more ready to overlook a little inattention or some error in speech or manner on the part of a young and inexperienced salesperson, than they are to excuse the far greater blunder on the part of a manager or floorwalker, of publicly humiliating a defenseless worker. Fabrix.

Wafted Down From Grand Traverse Bay.

Traverse City, March 20—Your correspondent visited Upper Peninsula Council, at Marquette, Saturday night. They have a good live Council and that man Wheeler is surely the original Joker of the North.

John Starr, of Harbor Springs, has sold his grocery store to Smith & Lake, of Petoskey, who will take charge of same in a few days.

Percy Blaisdell has sold his garage at Harbor Springs to some parties from Indiana.

Mr. Harmer, who ran the Tustin House, at Tustin, for several years, will again go into the hotel business, having bought out the Compton House, at Tustin. Mr. Harmer says that he will clean out the basement and run a hotel and leave poultry raising to the farmers. The boys are pleased to hear of this change, as we know Mr. Harmer and believe he will give us a real hotel.

Mrs. A. L. Gleason, of Copemish, died at her home after a lingering illness of three years. Her devoted husband, a leading merchant of Copemish, had done everything that money could do to save her. She had been in the hospital at Manistee twice and at Detroit twice, undergoing the surgeon's knife each time, but to no avail. Her constant suffering was ended last Monday night. Funeral services were held at Copemish Thursday and her body taken to Man-

istee, her old home, for burial. Through all of these years of suffering she never complained or seemed discouraged. While the members of the family were downcast, cheering words always came from her smiling lips and her sweet white face seemed like a mirror to reflect her true Christian spirit, her soul and the loveliest disposition only found in this true type of a real good woman. She was loved by all who knew her and her very presence seemed to fill the air with brightness and make one think of the higher things of life. She was a devoted wife and her advice and encouragement have always been a great help to her husband in times of business adversity. She also leaves a son who has been in Detroit for some time and two daughters who have been her constant companions, catering to her every want during her sickness. When the ambitious son and these two lovely daughters look upon their mother's face for the last time, they should thank God for a mother who exemplified the highest ideal in Christian womanhood.

Traverse City Chamber of Commerce had a good lively session Friday night and things are looking very bright for the Queen City of the North.

We are sorry that our Muskegon correspondent is so grieved over the absent voter's law and believe that if he would take an hour off and read this law, he would not find it such a burden to vote under the privilege given us. Your correspondent thinks that this is one of the simplest and most up-to-date laws passed by the last Legislature. There is nothing complicated about it and any one who cannot go before a notary once and swear to his ballot is not very much interested in public affairs. We know of several travelers who have crossed the State at great expense and loss of time to exercise their right of franchise at the polls. Now all we have to do is to ask the clerk to mail us a ballot any where we will be between ten and two days before election, mark it to suit ourselves, swear to it before a notary, and mail it in a self addressed return envelope and go on about our business. Perhaps fifteen minutes' time is consumed and a small notary charge involved. How many of us have lost twice that time waiting in line for our turn to get into our local booth?

James Cameron returned home from Kapaskasing River, Canada, to visit his mother at Atlanta. Mr. Cameron is engaged by the Canadian government as a civilian foreman over a bunch of war prisoners at Chochrane, Ontario. There are about 1,200 prisoners there and another camp of 1,500 prisoners three miles from there. The government has a tract of 1,800 acres of wild land which it is clearing for a government farm and the prisoners are doing the work. In this camp they have 132 Turks, seventy-five Bulgarians and the remainder are mostly Austrians. They pay these prisoners 25 cents per day, with board and clothes. They do not pay this salary until they are discharged or transferred. In addition to the 25 cents per day, they are issued a \$3 canteen coupon each month, with which they can buy tobacco, fruits or anything else on sale at the government store. They do not have any trouble with any of the prisoners but the Turks. Last week twenty-five of the Austrians were transferred to the Canadian Soo to work in the paper mills. The other camp has forty prisoners with their families and they all seem very contented, as they fare much better than they would back in their own countries fighting.

F. W. Wilson.

Actions usually speak louder than words. The wasp can't talk but he has a forcible way of expressing himself that renders words superfluous.

BUTTONS

Buttons will be used very extensively this Spring for trimming purposes. We believe we are showing a line that is second to none in the State.

Assorted colors and shapes in Ivory—Crystal and Pearls—Ocean—Iridescent and Fresh Water Pearls in a great variety of odd and fancy shapes.

These all come packed in assorted sizes, colors and shapes in attractive display cartons.

Our traveling salesmen are showing the complete line.



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Wholesale Dry Goods

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Turn to your telephone and settle the matter in hand quickly and satisfactorily by direct conversation over Bell long distance lines.

Michigan State Telephone Company



Some Civic Duties We Ought to Observe.*

Coming down to the Bank by Jefferson avenue one morning, I saw a milk man stop and take a bottle from the wagon to deliver and through some mismove the bottle dropped from his hand and cracked, so that the milk oozed out. Wishing to express his indignation, he picked up the bottle and slammed it down on the stone curb and broke it into a hundred pieces, at the same time using language that to him seemed appropriate, but to me very unattractive.

I waited a moment to see if he would leave the glass and I saw him go on, not having in mind at all his responsibility to those who should come after him. Driving home at the noon hour, a little boy on a bicycle came by this mass of broken glass, turned his wheel quickly to avoid it, stopped, set his wheel against the curb, came back and with a little piece of shingle he found, scraped carefully the bits of glass, so that they would be right close to the curb and not in the way of rubber tires or horse hoofs. Is there any question as which of these two was the better citizen?

In Pasadena last winter I noticed the boys who received the Los Angeles papers for distribution had them delivered on certain corners and it was their habit to tear open the bundles, leaving the strings and the paper envelopes lying in the street to be caught up by every passing breeze and carried along, not only making an untidy condition, but creating a menace to people who were driving a horse, for many horses are mortally afraid of flying paper. They have a commission form of government and I found who was the commissioner in charge of streets and I communicated with him and explained the situation. Immediately the nuisance was abated. Of course, this is one method of bringing home to people their civic duty through the arm of the law, but we ought in our system of education, to have these duties made as prominent as any other things which are taught.

One time last summer a building was being wrecked and the lumber was drawn for a number of blocks on Hall street. One load was made up largely of small pieces with the nails still in them and every rod or two a board would drop off and the nails were in evidence and were a source of danger to any passing auto or horse. I watched the driver upon his return, after he had delivered his

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

load, to see if he would be thoughtful enough, after he had noted the fact that many pieces had dropped from his load, to pick them up, but, although they were sufficiently in evidence that he could not help but see them, he did not evidently feel it his duty to pick them up until the obligation was brought home to him by the Highway Commissioner.

When they were excavating for our new bank building, a great deal of the dirt was drawn down Ionia avenue from our corner and from the wagons a considerable amount dropped off and was scattered along the street for a block or two. This dirt, when it was wet made mud and when it was perfectly dry produced dust which was blown into the stores and the faces of pedestrians. I queried whether those doing the work were really good citizens to impose thus upon the public.

As you go about the streets of the city and note the condition of the alleys, you will find that almost everywhere rubbish of all sorts is thrown into the alley, making a very untidy and unwholesome condition. This is the kind of an imposition which people who are called very good citizens are in the habit of practicing. Do you think it is an evidence of good citizenship?

One day a few weeks ago the wife of a prominent physician of our city called me up and said, "On Franklin avenue a horse from a delivery wagon has peeled the bark off from one side of a beautiful maple tree standing in the street. With whom can I com-



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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
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An individual may possess integrity, responsibility, good judgment, knowledge and executive ability, but he lacks the continuous existence which assures the uninterrupted management so necessary to the welfare of an estate. This Company being a corporation, never dies and is always in its office.

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.

municate at once who will by proper methods save the tree and possibly bring home to the one who is responsible for this vandalism some penalty for his wrong doing?" I answered that the City Forester, in the employ of the Board of Park Commissioners, I thought would attend to it. She thanked me and called up the proper officer and the tree was bandaged in the proper way to restore it as quickly as possible to health. What a strong contrast between this lady and the driver of the delivery wagon in connection with civic responsibility!

We have no right to maintain, even on our own premises, a condition that grates on the sensibility of our neighbors and other people. The law recognizes this and holds people responsible for nuisances, but people ought not to be so careless and thoughtless as to be compelled by law to do their duty in this regard. We are any of us liable to misdemeanors of this kind in a small way and we should put a guard upon our habits, always having in mind the obligation to our fellows and the maintenance of good citizenship.

As we go out of the city on a railroad leading South, just in a bend of a beautiful stream of water, beyond which is a delightful vista of woods and accompanying shrubs, an advertising firm has erected a great board which actually obscures from the vision of the people on the train this delightful bit of landscape. Has this firm a right to thus impose upon the public in the interests of commercialism?

As we build up the city more closely the open spaces are less in evidence and the place for children to play grow more and more scarce and in the method of cutting up ground, houses are built so closely together that there is no room about the houses for children to play and when they go into the street they are in danger not only of being injured or caught by passing vehicles, but of being driven off the street by a policeman. We have children always with us and we want them to grow up to be good men and women, to be useful citizens. Can we afford to hamper them in this manner? Have we a right to impose upon childhood in this way? In our housing ordinance we have tried to bring home to people this obligation, but because they want to make money, they utterly disregard children's rights.

We send our children to school and are very ready to find fault with all sorts of conditions which do not meet our approbation and still how few of us feel it an obligation to attend school occasionally and see for ourselves how things are conducted. This is a civic duty very greatly neglected. We would watch our horses, our cows and our dogs and cats with reference to whether they were well housed and taken care of, but when it comes to the children, we turn them over to others for six hours in the day at the most impressionable stage of their life and in the interests of our business or household affairs neglect to become acquainted with the conditions

in which they live and the methods of tuition employed.

Men are elected to office in the city and have rooms assigned to them in the city hall and they are supposed to be the servants of the public, but how few of them appreciate the duty imposed upon them by the position which they hold and how few of us, when we know they are not living up to their official duties, take it upon ourselves to try to change the conditions and bring home to them their responsibility?

I question whether officials are more derelict than we are in duties. We ought to have upon our minds and hearts constantly the fact that we can not live apart from our fellows. We are gregarious animals. We love to be with people we love and respect and because of the close relationships we make in life, we have imposed upon us a certain duty which brings home to us the fact that we can not live just for ourselves. We must live largely for others and we should so carry ourselves in life as to be a help and not a hindrance. This means we must look after the little things that may be distasteful to our associates and while we can not appreciate just what habits of ours or methods of living bring unhappiness to others, it is an obligation that we should be thoughtful of these things and keep our eyes open and see that we move along in life in a way to produce the least friction possible.

I wish that in our schools as well as our homes civic obligations were brought home to children and young people when the educating influence will be the strongest. These things are well connected with life and our whole object in education, it seems to me, should be to promote right and sweet living. When all of these obligations are brought home to us, perhaps we sometimes feel like exclaiming with the small boy, "Darn duty," but we do well to remember that darning duties does not mend matters.

Have you ever noticed that the chap who boasts is always waiting for some one to give him a boast?

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Have You Made a Will?

Do you realize that if you do not dispose of your property by will your estate may be disposed of very differently from the way you would wish?

Unless a will is made, the law can take no account of the special personal needs of any heir.

When your will is made, why not insure efficient and economical management of your estate by appointing this company executor and trustee?

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BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, March 7—In the matter of Renger & Vonk, bankrupts, Grand Rapids, the first meeting of creditors was held this date. Claims were allowed. Archer H. Shank, Grand Rapids, was elected trustee of the estate of the bankrupts. Appraisers were appointed and the meeting adjourned to March 14 for examination of the bankrupts. The bankrupts formerly were in the contracting and building business at Grand Rapids and the assets for the most part are covered by mechanics liens.

Albert A. Nichol, of Ionia, has this day filed his voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks, who has also been appointed receiver. R. A. Colwell, Ionia, is in charge as custodian. The first meeting of creditors has been called for March 21, at which time creditors may appear, prove their claim, elect a trustee and transact such other business as may properly come before such meeting. The schedules of the bankrupt reveal assets listed at the sum of \$944.53, not including household exemptions, and the liability at \$2,094.82, with the following shown as creditors:

Ionia Water Power Elect. Co., Ionia	\$ 42.86
Foote & Jenks, Jackson	16.70
C. W. Mills Co., Grand Rapids	6.88
Woodhouse Co., Grand Rapids	28.91
J. Spitzley, Ionia	11.90
Bunte Bros., Chicago	38.74
Ionia Gas Co., Ionia	26.40
Kuppenheimer Cigar Co., Grand Rapids	5.40
H. D. Foss Co., Boston	18.15
Beich Candy Co., Chicago	13.20
W. A. Harter, Ionia	9.90
O. P. De Witt & Son, St. Johns	86.00
Lotus Choc. Cream Co., Chicago	15.25
Ionia Hardware Co., Ionia	10.15
T. Gottman & Sons, Chicago	29.29
J. O. Gilbert, Jackson	83.50
Jennings Extract Co., Grand Rapids	15.00
Mansfield Hoag & Co., Ionia	57.50
Otto Ziegler, Lansing	110.00
Payette Walsh Co., Detroit	8.75
Perry Barker Candy Co., Lansing	27.39
Harry Watson Co., Flint	69.74
T. J. Woodhouse Co., Detroit	65.00
H. A. Rich, Ionia	21.97
Curtis & Sons, Ionia	7.25
W. G. Longe & Son, Ionia	10.80
Casiabianca & Co., Grand Rapids	9.73
Dr. R. L. Barnes, Chicago	65.00
Dr. R. R. Smith, Grand Rapids	15.00
A. E. Brooks Co., Grand Rapids	92.25
R. C. Page, Ionia	75.00
W. C. Page-Wirtz Co., Ionia	57.00
Wm. Barratt, Ionia	245.00
State Savings Bank, Ionia	350.00
John Nichol, Ionia	325.00
T. R. Buck, Ionia	11.75

March 2—In the matter of George W. Roup, bankrupt, Comstock Park, the special meeting of creditors was held this date. The first report and account of the trustee, showing total receipts of \$451, disbursements for administration expenses and bankrupt's exemptions of \$180.66 and a balance on hand of \$270.34 was considered and allowed and a first dividend of 5 per cent. declared and ordered paid.

March 8—In the matter of Roi-All Fluid Co., bankrupts, Grand Rapids, a special meeting of creditors was held this day. The first report and account of the trustee, showing total receipts of \$2,074.56, disbursements of \$190.10, and a balance on hand of \$1,884.46, was considered and the same appearing proper for allowance and there being no objection thereto, was approved and allowed. Order was entered for the payment of administration expenses and a first dividend of 15 per cent. to the general creditors. This estate may be expected to pay a further dividend of about 10 per cent. at the expiration of three months from this date.

March 9—In the matter of Adriam Klaver, bankrupt, Holland, the special meeting of creditors was held this date. Claims were allowed. The first report and account of the trustee, showing total receipts of \$561.27, disbursements of \$64 and a balance on hand of \$497.27 was considered and the same appearing proper for allowance and there being no objection was approved and allowed. Administration expense and a first dividend of 10 per cent. was declared and ordered paid.

In the matter of Ralph L. Myers, bankrupt, Anson, the trustee's report showing sale of the assets for \$551 was approved and confirmed this date. There are still on hand certain accounts and bills receivable to be collected. Trustee has been directed to file first report and account and a first dividend will be declared shortly in the matter.

March 10—Harry B. Wisner, of Grand Rapids, conducting a hotel and boarding house at that place, declared voluntary bankrupt this date and the matter referred to Referee Wicks. The first meeting of creditors has not been called. The schedules of the bankrupt show assets estimated at the sum of \$1,914.76, of very doubtful value, being for the most part uncertain and old accounts receivable, and the liability is listed at the sum of

\$1,270.78, with the following shown as creditors of the bankrupt:

City of Grand Rapids	\$ 33.71
Mrs. Adelia D. Wisner, Grand Rapids, chattel mortgage	\$223.00
Bertch Market, Grand Rapids	\$ 32.00
A. J. Barnes, Grand Rapids	29.17
Dr. L. H. Chamberlain, Grand Rapids	29.75
Dierdorf Cigar Co., Grand Rapids	12.25
Hydraulic Water Co., Grand Rapids	25.45
G. R. Cigar Co., Grand Rapids	2.50
Himes Coal Co., Grand Rapids	15.00
L. & L. Jenison, Jenison	11.30
Libby, McNeil & Libby, Chicago	13.00
Jennings Extract Co., Grand Rapids	1.60
Kuppenheimer Cigar Co., Grand Rapids	18.75
Christenson Ice Co., Grand Rapids	2.65
G. H. Seymour Co., Grand Rapids	4.95
Vanden Berge Cigar Co., Grand Rapids	21.70
A. B. Wilmlink, Grand Rapids	25.00
T. D. Wisner, Grand Rapids	95.00
Peoples Supply Co., Grand Rapids	8.00
Hunderman & Son, Grand Rapids	6.00
D. W. Boyes, Grand Rapids	600.00
Shipman Coal Co., Grand Rapids	18.00
Young & Chaffee, Grand Rapids	7.50
G. R. Gas Co., Grand Rapids	32.00
Meyer H. Fishman, Grand Rapids	2.50

In the matter of Charles E. Norton Co., Grand Rapids, the final meeting of creditors was held this date. Claims were allowed. The final report and account of the trustee, showing total receipts, as shown by the first report and account, \$19,200, additional receipts of \$42.74, total, \$19,242.74; disbursements as follows: Preferred claims, \$536.21; first dividend 10 per cent., \$8,149.25; administration expenses, \$573.37, total, \$9,258.83, and a balance on hand of \$9,983.91, to which is to be added interest on deposits, was considered, and the same appearing proper for allowance and there being no objection thereto was approved and allowed. Certain administration expenses, attorneys fees, etc., will be ordered paid and a final dividend to creditors paid within the next ten days. A final dividend of about 10 per cent. can safely be expected. This estate has heretofore paid one dividend of 10 per cent.

March 11—Clarence R. French, of Summit township, near Ludington, has filed his voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks, who has also been appointed as receiver. Clarence E. Kistler, R. F. D., Ludington, is in charge as custodian. The first meeting of creditors has been called for March 27, at which time creditors may appear, prove their claims and transact such other business as may come before such meeting. The schedules of the bankrupt show assets listed at \$2,130.09, liabilities at \$12,459.29, and the following are shown as creditors:

Summit township	\$200 16
Morris Bluenstock, Ludington, real estate mortgage	\$3,220.00
Mary J. Rose, Ludington, real estate mortgage	4,520.00
Mary J. Rose, Ludington, chattel mortgage	600.00
Detroit Automatic Scale Co., contract note	12.00
T. D. Smith, Scottville	\$ 2.50
Arbuckle Bros., Chicago	9.93
H. C. Hansen & Son	15.35
W. Warner Co., Philadelphia	42.15
Goll Fran Co., Milwaukee	46.69
Greening & Sons, Ludington	11.10
Industrial Iron Works, Ludington	15.80
Brown & Schler, Grand Rapids	5.07
G. Zeigler & Sons, Milwaukee	95.00
A. J. Brown Seed Co., Grand Rapids	12.03
Goodyear Rubber Co., Milwaukee	7.69
J. Hoffmans Sons, Milwaukee	16.71
Imperial Candy Co., Milwaukee	20.88
Flint & Walling, Kendallville, Ind.	93.65
Central Broom Co., St. Joseph, Mo.	19.25
Ludington Lumber Co.	20.85
H. K. Hansen, Ludington	44.20
H. Niedecken Co., Milwaukee	27.59
H. C. Shrink & Sons, Ludington	7.00
Hume Grocery Co., Muskegon	214.03
E. Kanouse, Ludington	30.98
Cartier Sons Co., Ludington	16.84
Boomer & Boschart, Syracuse	16.40
Butcher's Friend Saw Co., Pentwater	21.20
F. W. Andre, Ludington	6.45
Busy Big Store, Ludington	11.85
Robert Peterson, Ludington	4.85
R. A. Johnston Co., Milwaukee	76.19
Foster, Stevens & Co., Grand Rapids	104.51
Worden Grocer Company, Grand Rapids	215.14
Michigan Garment Co., Grand Rapids	21.88
Ideal Clothing Co., Grand Rapids	38.44
L. Perrigo, Allegan	22.25
Krosen Hardware Co., Ludington	22.38
Standard Oil Co., Grand Rapids	182.22
John Swicher Co., Ludington	4.40
National Grocer Co., Grand Rapids	435.80
A. J. Kasper Co., Chicago	24.06
Cartier Auto Co., Ludington	2.70
Stearns Light & Power Co., Ludington	227.38
R. J. Anderson, Ludington	3.00

Wallace & Cartier, Ludington	24.75
United Home Tel. Co., Ludington	4.00
Ludington Produce Co., Scottville	18.32

St. Joseph.

St. Joseph, March 6—In the matter of Charles E. Gray, alleged bankrupt of Kalamazoo, an order was made by the referee calling a special meeting of creditors before adjudication to consider the bankrupt's offer of composition at his office on March 21; also for the allowance of claims, the examination of the bankrupt, the preservation and conduct of his estate and the transaction of such other business as may properly come before the meeting.

In the matter of the Denton Manufacturing Co., bankrupt, St. Joseph, an order was entered calling the first meeting of creditors at the latter place for the purpose of proving claims, the examination of the officers of the bankrupt, the election of a trustee and the transaction of such other business as may properly come before the meeting.

March 7—In the matter of Jane Goozen, bankrupt, Dowagiac, the trustee filed his final report and account showing no assets found except the sum of \$52 advanced to pay administration expenses, whereupon an order was made calling the final meeting of creditors at the referee's office March 23 for the purpose of passing upon the trustee's final report and account, the payment of administration expenses, and the transaction of such other business as may come before the meeting. Creditors were directed to show cause why a certificate should not be made by the referee recommending the bankrupt's discharge.

March 8—In the matter of Lee M. Ransbottom, bankrupt, Dowagiac, the trustee filed his final report and account, showing total receipts of \$998.23 and disbursements of \$103.64, leaving a balance on hand of \$894.59, whereupon an order was made by the referee calling the final meeting of creditors at his office March 25 for the purpose of passing upon the trustee's final report and account, the payment of administration expenses and the payment of a first and final dividend of about 3 per cent. Creditors were directed to show cause why a certificate should not be made by the referee recommending the bankrupt's discharge.

March 9—In the matter of Lester Kittell, Milo Kittell and Kittell Brothers, a co-partnership, bankrupt, Riverside, the first meeting of creditors was held at St. Joseph and Ara Weldon, of Benton Harbor, was elected trustee, his bond being fixed at \$200. Arthur Baushke, Augusta Collier and Claude Elson were appointed appraisers. The bankrupts were sworn and examined by the referee and the meeting adjourned for thirty days.

In the matter of the Hickory Grove Distilling Co., bankrupt, Kalamazoo, the trustee filed his fourth report and account, whereupon an order was made calling a special meeting of creditors at his office March 21 for the purpose of passing upon the trustee's fourth report and account, the payment of administration expenses and the declaration and payment of a second dividend.

March 10—In the matter of Charles M. Scherer, bankrupt, the first meeting of

creditors was held at St. Joseph and William Poundstone, of Benton Harbor, was elected trustee, his bond being fixed at \$1,000. Loomis K. Preston, of St. Joseph, Herman Rapp and Spencer V. Van Horn, of Benton Harbor, were appointed appraisers. The bankrupt was sworn and examined and his examination continued for one week. The meeting was adjourned to March 17.

Real faith is needed before a man can buy a bottle of hair restorer of a bald headed druggist.

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New York Produce Exchange
New Orleans Cotton Exchange
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in
Our Own Building
Corner of
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and
Tuscola Sts.



Twenty Years
of
Good Merchandise
and
Prompt Service
Made This Building
Possible

"MICHIGAN'S PROGRESSIVE SHOE HOUSE"

Announces the Opening

OF THEIR NEW BUILDING, AT THE CORNER
OF WASHINGTON AND TUSCOLA STREETS

Wednesday, Thursday and Friday,
MARCH 29th - 30th - 31st

— AUTOMOBILE SHOW AT AUDITORIUM ON THESE SAME DATES —

We are entering our twenty-first year in business and have found it necessary to enlarge our quarters three times owing to our ever increasing trade. Having purchased the above building, consisting of four stories and basement, we now have double the floor space we formerly had which gives us ample room to care for our increasing trade and enables us to handle our orders with greater dispatch.

We want all of our customers and friends to visit us on any of these three days to inspect our new home and convince yourself that we are capable of taking care of your wants.

EXTRAORDINARY ANNOUNCEMENT

SOMETHING YOU SHOULD NOT MISS, MR. SHOEMAN

MR. PALMER, of the United States Rubber Co., will give two demonstrations of making rubbers, same as they are made at the factory, in our office, on two of these days, and we want all our friends to see this as you probably won't have the opportunity of seeing it again for some time. It will be well worth your time and mighty interesting as well as educational.

We will look for you and hope you can arrange to come as we will try to entertain you while in the city

Melze, Alderton Shoe Co.,

NEW ADDRESS
Washington and Tuscola Sts.
Saginaw, Mich.



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.

Discovery of a New Brand of Salesmanship.

It isn't often necessary to criticise a man's store or his methods of doing business, but in this case I believe that I am justified in doing so.

It was almost 4 o'clock when I entered a hardware store in a small town in Central Texas. I was very tired, as my previous day's work at the Texas hardware convention had been a very strenuous one. After finding my way through a mess of junk such as old steel, plows, harrows and cultivators which were scattered over the floor and piles of old empty boxes, waste paper, parts of wagons, a couple of horse collars and other articles too numerous to mention I stopped in front of an old counter where it seemed this man did his business. During this parade through this mess of what some people call hardware or implements I failed to see any one to wait on me. After standing around several minutes I finally heard a door click at the rear of the store and I was confronted with what I afterward found out was the proprietor.

He had a pipe in his mouth and was puffing away, raising more smoke than I sometimes see in Pittsburg. As he entered he let out a big splatter of spit on the floor that was big enough to drown a good-sized dog, and as he approached nearer I received the impression that digging ditches or some other such labor would have suited him better than being the proprietor of a hardware store. He shifted his pipe to one side of his mouth and said, "Well, stranger, what'll you have?"

I told him that I would like to look at some of his hand saws.

He asked me to follow him to the opposite side of the store, and as we wended our way over a pile of brooms, a few axe handles and a few pot covers scattered on the floor plus a lot of dust and dirt he had forgotten to remove, we stopped in front of a showcase that looked as though it had been resurrected from Noah's ark.

In this case I noticed a few saws that looked as though they had nothing to do but accumulate dust and rust spots, and I might say right here that had I really wanted to buy a saw I would have immediately been disgusted and driven out of the store. He slammed open the door of the case and threw out a couple of these

saws on the counter and said, "These are our best sellers; that small one will cost you 75 cents and the other one \$1.00."

I picked up one of the saws, turned it over once or twice, and also made an attempt to bend it when he grabbed my arm and said, "Don't do that, these saws are made to cut wood and not to play with."

I gently laid the saw back on the counter and was going to hand him a piece of my mind when he suddenly left me to wait on another man who had just come in. This afforded me a good opportunity to observe this man and his methods, and I, therefore, relate the conversation that took place between this merchant and this other customer.

Merchant: Hello, Bill. A fine day, isn't it?

Customer: Yes, it is fine; I believe it is going to rain this evening. Got a long drive home to-night, and I do hope I'll get there before I get wet.

Merchant: Well, Bill, what can I sell you to-day?

Customer: Oh, I don't know. I was thinking about getting a stove, but I guess I'll have to bring Mary in to look it over.

Merchant: Well, when do you expect to bring her in?

Customer: Oh, the next time I'm in town, I reckon it'll be in about two weeks.

Merchant: You don't want nothing else then to-day, do you Bill?

Customer: Can't say that I do.

Merchant: All right, Bill, good-bye.

Say, that was some salesmanship. If Bill comes in and brings his wife along he might buy a stove, but if Bill waits until this fellow sells it to him he'll have one long wait.

Now what do you think this man needs? For my part, I think he needs somebody to grab him by the slack

of the pants and throw him out of this place that he calls his store. This man's knowledge of the hardware business is so small that it would take a microscope to locate it, and what little he had was screwed down so tight that it would be necessary to put a pipe on the end of a wrench to loosen the tap.

After this customer had gone out he came back to me again and picked up the saw that I had looked at and said, "Well, do you want the saw or don't you want it? I haven't got all day to wait on you."

I thought it was about time I started something and I said to him, "My dear sir, I don't want to tell you how to run your business, and it's mighty little I care, but at the same time I will say this, that unless you change your methods and talk with a little more courtesy and hardware knowledge it won't be long until such fellows as you are will be a thing of the past. I came into this store to buy a saw and, besides, this is my first time in this place and I can assure you it will also be the last. Those saws are in such a condition that they are not fit to sell to a junk dealer let alone be palmed off on a customer as first quality articles. Another thing, I am not struck on the way you treat your customers, telling me that this saw was made to saw wood and not to play with. If you didn't want me to handle this saw why didn't you keep it in that case with the rest of your junk?"

I then handed him my card and explained that I didn't want to buy a

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saw but I did want to do something that would help him sell more goods in the future and if he would allow me fifteen minutes more of his valuable time I would endeavor to show him how he could do it.

I was never more surprised in my life than I was when he let loose. He said, "Young man, I have been in this store twenty-one years and you are the first one that has had the nerve to tell me how to conduct my business. I have sold enough saws to cut down all the timber within forty miles from here, and no man would ever dare dispute my word when I told him it was a good article. I have enough business to suit me and I don't care a rap whether it suits you or not. Last year I sold \$16,000 worth of goods and that's some business, and I am not going to let some young kid come in here and tell me how to display my saws and finger them around and then tell me he don't want any. You have wasted enough of my time to pay for a saw, and had I known what you wanted when you came in I would not have talked to you."

This was some pretty hard stuff to swallow, but as it was his store and I was the intruder I was just a little timid about making any further remarks, and I can assure you that about this stage my knees were having a rattling good time and I just felt that had I accepted Mr. Taylor's gun I would have felt just a little more secure. From appearance and the actions of this man I judged that he was a fellow who meant every word

he said, and having in mind that it was much nicer and more profitable to ride in an automobile than to ride in a hearse, I made a hurried attempt to conclude my interview. I extended my hand and said, "I am sorry that you feel this way about it. I don't want you to lose anything on my account. Here's a dollar which will pay you for the time you wasted, and I will leave this thought with you, that if you will go across the street and look at your store and then slowly walk over toward it as one of your customers would you will change your window display and you will also remove some of the obstructions that are hindering you from doing more business, and I feel certain that with a little time spent arranging these goods and having a smile on your face when a customer comes in that instead of doing \$16,000 of business you could do \$36,000 just as easy."

He took the dollar, listened to what I had to say and at the conclusion of my remarks didn't even say good-bye but walked back to the place he calls his office.—Phil. B. Heckler in Hardware Age.

Sometimes a man will do a mean thing because he has confidence in his ability to square himself by offering an apology.

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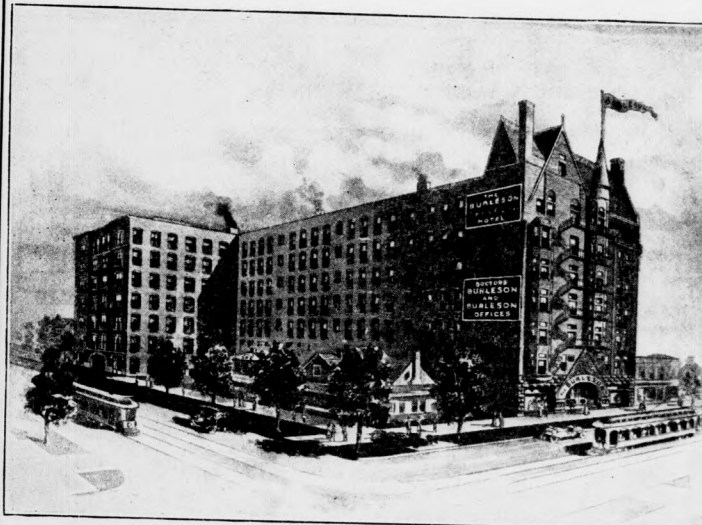
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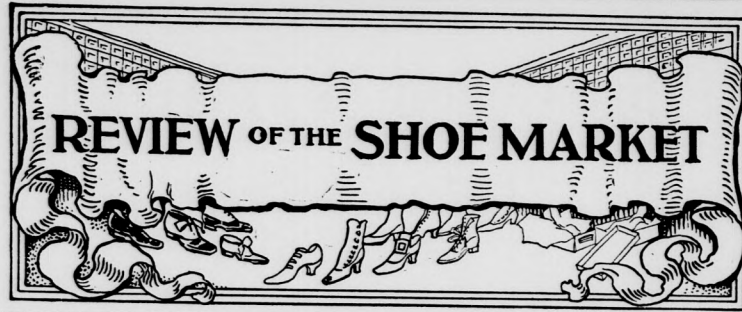
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Five Efficiency Points of Shoe Retailing.

First Paper.

Written for the Tradesman.

One almost feels as if he should apologize for using the word efficiency; and yet in spite of the fact that is it deplorably over-worked nowadays, I do not know of another term that fits my purpose quite so patly as this particular word.

And after all it must be a mighty good word, and uncommonly rich and full of meaning, to have made such a notable hit with the reading and thinking public.

To start out by observing that every retail shoe dealer in the business wants to make good, is, one may say, equivalent to committing an obvious remark. Only there is a vast lot of difference in the degree with which various retail shoe dealers entertain this desire for success. With some the wish amounts to almost an obsession; with others it is a very weak and watery sentiment—hardly worthy to be dignified by the name ambition.

Yet, by hypothesis, every merchant should be credited with having some sort of a desire to get on and make the most of his opportunities, otherwise he would retire from business. For his own health and happiness, he ought to have a real interest in the game. If he doesn't, the thing is going to pall on him.

This series of articles proceeds from the assumption that the desire for a larger success is, among retail shoe dealers, both general and legitimate. If it were thought worth while to gather statistics with which to bolster up such a proposition, I dare say facts and figures could be secured by means of which it might readily be made to appear that shoe merchants are just as ambitious as any other class of merchandisers; and that they are quite as anxious as any others to discover, and place themselves in harmony with, the rules and principles that everywhere make for success in the realm of retailing.

This series of articles is meant to be constructive. If at certain points it seems to be otherwise, the writer would respectfully urge the reader to view these points in the light of the general purpose of the discussion. Criticism is a perfectly legitimate function; and often where it is apparently most adverse and incisive, it may very well serve a valid function. Ground must be cleared of rubbish and debris before it can be utilized either for cultivation or for building. In other words, it is sometimes necessary to tear down before one can build up—to best advantage.

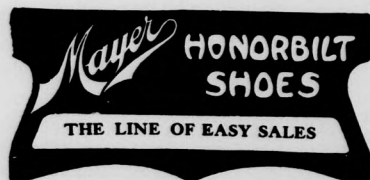
Furthermore may I add just this word: I am deeply interested in the problem of shoe distribution in this country—and have been for a number of years; and I have studied the matter from many different points of view. And I have a large sympathy for the retail shoe dealer. If I can help any of our readers by what I shall have to say on The Five Efficiency Points of Shoe Retailing, help him to sell more shoes and sell more shoes judiciously and as they ought to be sold—I shall feel that my time and pains have not been spent in vain.

The Wish for Larger Things.

The first efficiency point that I enumerate, is what I have phrased The Wish for Better Things. It is a plea for a larger vision, a higher ideal, an objective of a more appealing nature. By all of which I mean just this: the retailer shoe dealer who proposes to make good must, first of all, cultivate his imagination. He must project before his own mental vision a shoe business both larger and better and more profitable than that which he now enjoys. This is fundamental. Every definite forward step depends upon this ideal shoe store that lies pictured in the brain of the ambitious dealer.

It is not putting it too strongly, to say that the majority of shoe dealers who are not making actual progress to-day—getting more business season by season, and securing larger aggregate net returns from their business—is due primarily to the fact that they haven't got the wish for just this sort of development. Now wait a minute before you accuse me of making a ridiculous statement. I say they don't wish. And I mean by that that they don't wish it hard enough, and they don't back up the wish by practical measures looking to the fulfillment thereof.

Oh they may have what I have heretofore called a weak and watery sentiment. But the thing hasn't gripped them in any really vital way. They don't ponder upon it seriously. They don't meditate upon it by day and by night. They don't actually sit up with it—and go to it after the manner of a man who is going to fight a battle out to the finish. They just sort of wish, in a supine and nebulous fashion, and let it go at that.



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Manufacturers Serviceable Footwear

GRAND RAPIDS, MICH.

Isn't that the reason so many shoe store windows look pretty much like all other shoe store windows, and not especially different from shoe store windows since the time when the memory of man runneth not to the contrary? If not, what is it? Isn't that also the reason one shoe store newspaper announcement reads so much like another shoe store announcement? Isn't that the reason so many distinctive shoe stores are lacking in the distinctive note? Isn't that the reason so many shoe dealers appear personally deficient in pep? Isn't that the reason so many retail shoe salespeople impress you as a non-aspiring class, hopelessly doomed to mediocrity?

The cause of just these uninviting and regrettable things (and a good many more of similar import that might be instanced) is, as I have diagnosed the situation, fundamental. Capable and resourceful men—men who have it in them to build a bigger and a better business, if only they would wake up and harness their energies to the task—are simply running on low-gear, if not actually coasting. Now coasting is all right if you've made the stiff grade and stored up a lot of potential energy in your pull against gravity. In that event you are entitled to the luxury of a bit of coasting—but don't you try coasting on the dead-level. If you do your car will shortly come to a stop. And if you try it on the up-grade, a worse fate may befall you.

Machinery is well enough in its way, and some machinery is tremendously interesting; but don't forget that machinery is as dead as a door-nail until the power is applied. And always the question of dynamics beats mechanism forty ways from Sunday when it comes to interest. There are general ways and means of hitching up energy to some sort of a paying job, once you've located the energy and got it under control; but the finest factoryful of machinery ever turned out by machine tool producers is a losing proposition as long as it isn't connected up with the power that makes the wheels go round. Dynamics in some form you must have—gasoline power, steam power, or the electric juice—in order to make your equipment operative and therefore profitable.

And the analogy holds between the retail shoe store, its stock, equipment, salespeople etc. and the man behind the works. Somewhere—hidden away in brain-cells, beneath the dome (or domes) of the man (or men) higher up, there is (or should be) the requisite energy for running the business. And get this straight: I say running it. A business that is marking time isn't running. A business that's sliding along haphazard—or maybe backwards for aught anybody knows—isn't running. If it's really running it's running intelligently—that is moving out on a definite line of carefully-laid plans, towards the station of some far-off objective, goal or ideal.

The retail shoe dealer ought to have a great, big, definite, red-blooded wish. He must be there all the time with

the pep. He must get himself keyed up to the really productive pitch—and keep himself keyed up. He must play the game as if he loved it—and he must first of all learn to love it before he can so play it. Cid McKay.

Hardships of the Dutch.

Ithaca, N. Y., March 13—During the first six weeks of this year severe Eastern storms attacked the Northern part of Holland. The water of the ocean—the defensive weapon of the kingdom of the Netherlands—turned traitor. More than one hundred thousand acres of rich farming land were flooded, sixty thousand people were made homeless, and an immediate damage of over thirty million guilders was done.

Of course, the land is not lost. Within a few years it will be dry. Meanwhile, the biting salt water causes irreparable ruin to the entire region between Edam, Alkmaar and Volendam, while little has been left of the Island of Marken.

Under normal circumstances Dutch charity would have been able to take care of the sufferers. Normal circumstances, however, ceased on the thirty-first day of July of the year 1914. On that day every available man in Holland was called from his ordinary occupation and was sent to defend the frontier. At the present moment he is still there. During the autumn of the same year, Holland was able to give asylum to 1,200,000 Belgians, half a million of whom remain to-day and are provided for by the Dutch state.

Again, under normal conditions that expense, too, would have been carried most cheerfully. But the infamous military system of the Kaiser which allows the large nations to make war upon each other, at the expense of the small ones, has destroyed the industries of Holland as it has those of Belgium, Switzerland, and the Scandinavian states. Therefore (and only under the pressure of these extraordinary circumstances), the Dutch government, through the Netherlands Minister in Washington, has allowed this appeal for the benefit of the sixty thousand sufferers of the flooded districts around Amsterdam. Let there, however, be no misunderstanding. The people of Holland who are familiar with the work of the American Relief Committee in Belgium would be greatly disappointed if the funds meant for their Flemish neighbors should be used for their own benefit. Neither do they want to ask for any of the money which otherwise might go to the civilian population of the countries affected by the war. They fully understand that the need of these sufferers is the greatest. On the other hand, if there are descendants of Dutch families in this country or Hollanders who wish to contribute to relieve the distress in their former country, they are requested to forward their contributions to Messrs. Boissevain & Co., 24 Broad street, New York, who will have full charge of this "Dutch Inundation Fund." will acknowledge all receipts, and will forward the money to the Central Committee in Holland.

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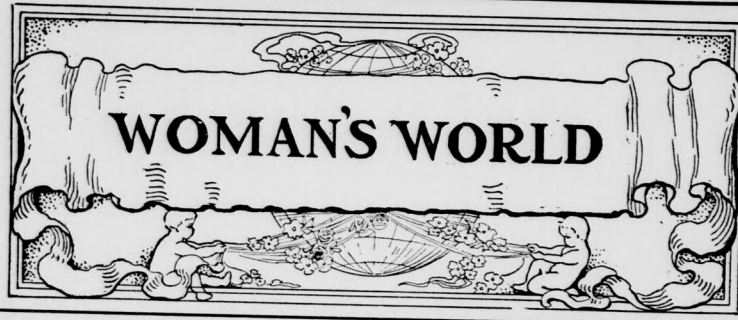
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 GRAND RAPIDS, MICH.





Keeping Silent When Tact and Discretion Demand.

Written for the Tradesman.

If you ever are asked to give a complete list of the traits, characteristics and abilities of the woman who is at once sagacious, well balanced and agreeable, on no account omit mentioning that she must be able to keep still. Just before and directly after this you will want to speak of some virtue or accomplishment that is right up to the minute in popular regard, for just plain keeping still seems so very trite and old-fashioned. Indeed the wisdom of silence has been so clearly perceived and so forcibly and persistently urged by the sages, ancient and modern, that one has a feeling of apology in calling attention to it at all. But a lot of good sisters haven't yet learned the lesson. This is evidenced by what happened recently at a cooking school.

The school, which was held each afternoon for a week, was well attended. It was conducted by a lady who is a good speaker as well as an expert practical cook. She showed very clearly how to prepare different dishes, of course doing the work before the class. And she gave talks and lectures on food values, the economical use of materials, healthful and unhealthful cooking, and the like. She was so interesting as a speaker and so well posted in her subject that many were anxious to hear every word she had to say.

But there were others who wanted to talk. No sooner would the instructor get well started than some woman would feel impelled to tell her own ideas on the subject to the woman who was sitting next to her. Another, a few feet away, would perhaps give (orally of course) her near companions a recipe which she had tried with great success. Others, one here and one there, would begin little conversations, very likely on topics wholly unrelated to the one supposed to be under consideration.

Sometimes only a little low buzz was audible; sometimes, in one or more groups, the talk would become so loud and animated that the instructor had difficulty in making herself heard. Always the lack of attention was distressing to her and prevented her being at her best and imparting in an entertaining way the knowledge she was so well qualified to give. And always, of those in attendance, a far greater number were being annoyed by all this random talk than were getting any pleasure out of it. The interrupters themselves were the only ones who enjoyed it in the least. The instructor a number of

times asked to have closer attention, but her requests would be heeded for only a few moments.

Now these women do not belong to some tribe of savages unused to the ways of civilization. They are not newly arrived immigrants unable to understand our language. Neither are they school girls so full of youthful spirits as obviously to require a firm hand to hold them down. Nothing of the kind. They are mostly matrons of from 30 to 50 years of age, they are counted among the best people in their city, and would hotly resent any insinuation that they are not perfectly refined and well bred.

It is simply a case that shows that many never have learned to keep still—that even so fundamental a principle of good manners as that at any public meeting where it will disturb entertainer and entertained alike, all necessary conversation is strictly taboo—even this principle has not been grasped. This cooking school was a somewhat informal gathering, and a few in attendance were disposed to "take advantage." How often at a lecture, play or concert is the pleasure of attentive hearers marred by those in the audience who will not keep still. Such offenders do not mean to spoil the evening for others. But they love to talk.

At the movies, since the show is seen and not heard, many seem to feel that all ban on talking is lifted. Some can not be happy unless explaining the picture or commenting audibly on each new situation, unconscious that other spectators in their immediate vicinity would like to see them choked.

Which all goes to show that talking overmuch or in inappropriate places is largely a habit—a habit of talking just to hear oneself, or as a relief to the feelings, or merely for one's own pleasure, and without thought as to whether it may give pleasure or the reverse to those who are compelled to hear.

While this homily is intended for women, it would be most unjust to lay the blame of all injudicious and ill-mannered talk upon them alone. There are men also who are sorry offenders in this respect.

To know how to keep still is often better than to have a college diploma. Wherever she is—in her own home, in the house of a friend, at a public entertainment—the woman who has the perception to know when talk would be tiresome or annoying to others and the self-restraint to be silent on such occasions, distinguishes herself as a superior sort of person. May the tribe increase!



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Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

The genuine Baker's Cocoa and Baker's Chocolate have this trade-mark on the package and are made only by

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A Franklin Carton Sugar for Every Purpose

Franklin Fine Granulated Sugar for preserving and general use; Franklin Dainty Lumps (Small Cubes) for sweetening Tea, Coffee and Cocoa at the table; Franklin Powdered or Pulverized Sugar for dusting over Pies, Berries, etc., Franklin Confectioners' XXXX Sugar for icing cakes—there's a Franklin Sugar in a neat, tightly sealed, ready-to-sell carton for every want of your customers. This complete line of sugars saves your time because there's nothing to do but reach the carton down off the shelf and hand it to the customer as if it was a can of soup—and you can depend on it pleasing your customers because FRANKLIN CARTON SUGAR is made from SUGAR CANE, by the most modern refining process, and the FULL WEIGHT is guaranteed by us.

Original containers hold 24, 48, 60 and 120 lbs.

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PHILADELPHIA

Good as it is to be able to keep still when conversation might vex or weary others, that other kind of keeping still, being silent when discretion and honor demand it, is even more essential.

Repeating what has been told one in confidence and so causing trouble among friends is contemptible. The girl who works in store or office should hold it entirely beneath her to indulge any knowledge of her firm's affairs. The wife who has her husband's confidence in business matters should safeguard his interests by absolute silence.

Women as individuals and in large numbers have risen to these heights. In the time of Gladstone's power, Mrs. Gladstone was trusted with all the great political secrets of England. The author of "The Clansman" pay a fine tribute to the discretion of Southern women. During the reconstruction period their skilled fingers fashioned thousands and thousands of Kuklux costumes, but not one of them ever betrayed a single secret of the order.

Quillo.

Psychological laboratories in universities are common, but Judge Olson, of the Municipal Court of Chicago, urges them for prisons as well. The murder of the wife of the warden

of the Illinois penitentiary by a prisoner, a year or two ago, was not an indictment of the honor system, which was supposed to have given him the fatal opportunity, but of the lack of separation of prisoners into normal and defective persons. Beside the judge should sit a physician. This step was hindered in Chicago by the coupling with the offer of a psychopathic laboratory of the condition that the political powers should designate the director. As the man they wished was a physician who hoped to qualify upon his service as a policeman and a diploma for eleven months in night school, those interested in the innovation preferred to wait a little longer. In the end, they were able to obtain and have appointed a man who has had training in the German clinics. But the laboratory is not the final step. What shall be done with defectives when they are found? Here the inadequacy of the old prison system is apparent. Not a prison so much as a farm colony is wanted for them. The problem is further complicated, in its present state, by such scantiness of compensation for alienists and psychologists as to make wide extension of the idea impracticable except by extraordinary means, such as private philanthropy.

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

GRAND RAPIDS OIL CO.
Jobber of
Illuminating and Lubricating
Oils and Gasoline
GRAND RAPIDS, MICHIGAN

IN every community there are many Motor Truck prospects to whom a sale can be made when factory requirements are not too rigid.

We will help dealers with prospects to make the sale; also, it may be a step toward establishing a permanent and profitable connection. You don't have to buy a "demonstrator."

The United Motor Truck
Company
Grand Rapids, Michigan

EVEREADY
FLASHLIGHTS

are quality goods made for service and guaranteed to give it by the largest manufacturers of flashlights in the world.



The dealer who sells EVEREADY'S is helping to build up confidence in his store through the satisfaction which these goods give.

We can make immediate deliveries of EVEREADY Flashlights, Batteries and Lamps; write us today for full information.

C. J. LITSCHER ELECTRIC COMPANY
Wholesale Distributors
41-43 S. Market St. Grand Rapids, Michigan

1916 IMPORTANT CHANGES
TANGLEFOOT



Improved Size—Handy Sealed Package
Retail 5 Double Sheets for 10c
Ask your Jobber or his Salesman for Particulars

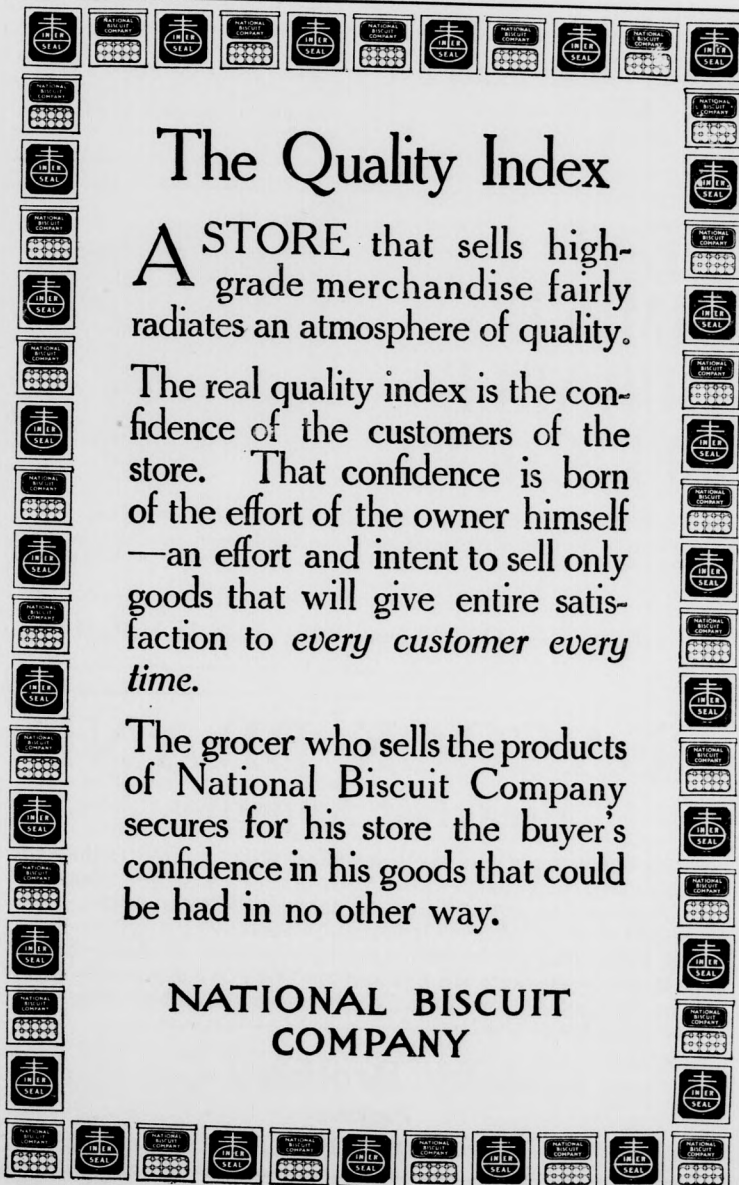
The Quality Index

A STORE that sells high-grade merchandise fairly radiates an atmosphere of quality.

The real quality index is the confidence of the customers of the store. That confidence is born of the effort of the owner himself—an effort and intent to sell only goods that will give entire satisfaction to every customer every time.

The grocer who sells the products of National Biscuit Company secures for his store the buyer's confidence in his goods that could be had in no other way.

NATIONAL BISCUIT
COMPANY



Join the Money Makers
In This Business

You Can Make More Money,
dollar for dollar, on your investment, and make it much easier, milling wheat than you can in most any other business you can get into. And we have the letters from these ten successful mills you see here, and hundreds of others to send you as proof that you can do it, as they are doing it, with our money-making mill wonder of the age, the

"Midget" Marvel
SELF-CONTAINED
FLOUR MILL

One Kentucky miller says his "Midget" Marvel cleared him \$4,025.00 in 7 mos.; one in Pennsylvania \$2,500.00 in 8 mos.; one in Michigan \$3,600.00 in 1 yr.; many others report as much or more. Soon pays for itself. You can do as well or better. And we'll help you do it with our confidential free sales service. This money-making mill wonder comes in 12 1/2, 25 and 50 bbls. a day capacities, finest roller flour. A complete roller flour mill system all in one small frame. No previous milling experience necessary—anybody can run it with any kind of power. Write for our free illustrated book, the "Story of a Wonderful Flour Mill," plans, estimates, 30-day trial offer, ironclad guarantee and the positive proof of the big profits the "Midget" Marvel will make for you every day in the year.

Anglo-American Mill Co., Inc.
1427 Fourth Street
OWENSBORO, KY.

30 Days Free Trial

THE MEAT MARKET

Cleaning Tripe.

The stomach, after being emptied of its contents and thorough washed, should be put in a small vat and scalded, the temperature being from 140 to 160 deg. F. After a few moments' immersion the inside lining of the stomach may be easily removed. When sufficiently scalded it is scraped, leaving a clean, white surface. After the scraping it is put into a boiling vat and boiled for about three hours, or until it is tender. It is then put into cold water and, after being chilled, the fat from the seams is all removed, and the finishing process begins by first scraping off all the fat with a sharp scraper and then remove the membrane on the inside of the stomach.

The tripe, after being cleaned, is ready for the pickling cellar. It should first be put into forty-five-gram white wine vinegar pickle for ten to fifteen hours. After it has been submitted to the first it is ready to put into barrels and should be held in a temperature of from 45 to 50 deg. F. There is a remarkable gain in tripe if it be properly handled. A barrel of tripe weighing 135 pounds at the end of three weeks will weigh out 200 pounds, and sometimes as high as 215 pounds. This is because the tripe absorbs the vinegar, and it is very essential to storing tripe that it be kept in a temperature where this absorption can take place. If it be too cool a temperature it will not take up the vinegar as it should, consequently the gain will not be found when the package is opened.

Stripping Beef Hams.

In preparing beef hams the rounds are cut off from the cattle by what is known as the packing house cut, which leaves a larger piece of meat from the rump as compared with the ordinary cut. This piece is what is known as the knuckle piece of rounds. Rounds cut this way are considered regular. When rounds are stripped that were cut for market they are known as short-knuckled rounds and are not accepted by the trade as regular.

From the knuckle of the round, before it is stripped, is removed the fell, or covering, this being skinned off, the seam of the knuckle being followed around by the knife, cutting clear to the bone. The round is then hung on a hook and an incision made just above the stifle joint and the knuckle piece peeled off from the bone. The round is then turned on the hook and opened clear to the bone, making what is known as the inside piece of the round.

In opening the round what is known as the kernel fat should be equally

divided. The round is then stripped off leaving the coarse meat on the shank. These three pieces are what is known as regular beef hams when packed in sets. When separated they are known as insides, outsides and knuckles.

Pork Sausage.

The quality of fresh pork sausage depends entirely upon the quality of the meat that you use in it. A good pork sausage is made by taking thirty pounds of pork trimmings that are absolutely fresh, chop fine and add one-half pound fine salt, two and one-half ounces pepper and about one tea cupful of powdered sage. This may be decreased or increased according to the taste of the trade to which you cater. Mix well together and stuff into casings, if so desired. This will make a good article.

Hothouse Lambs.

The term hothouse lambs refers to those produced early and marked before the general run of spring lambs starts to market, which is about May 20. Hothouse lambs are most in demand from Christmas to Easter. They must be fat and weigh between forty and fifty-five pounds.

Anyway, a man never sits down on the floor when he puts on his hosiery.

Dandelion Vegetable Butter Color

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

Manufactured by Wells & Richardson Co. Burlington, Vt.

MODERN AWNINGS—ALL STYLES



Get our prices before buying
CHAS. A. COYE, INC. 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

G. B. READER

Successor to MAAS BROS.

Wholesale Fish Dealer



SEA FOODS AND LAKE FISH
OF ALL KINDS

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

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Mr. Flour Merchant:

You can own and control your flour trade. Make each clerk a "salesman" instead of an "order taker."

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

Purity Patent Flour

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

GRAND RAPIDS GRAIN &
MILLING CO.,

Grand Rapids, Michigan

W. P. Granger

Wholesale
Fresh and Salt Meats
Poultry, Eggs and Oysters

Shipments of Hogs, Veal and Poultry
Solicited

Daily Remittances

Telephone 61,073

112 Louis St. Grand Rapids

Rea & Witzig

PRODUCE
COMMISSION
MERCHANTS

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

Established 1873

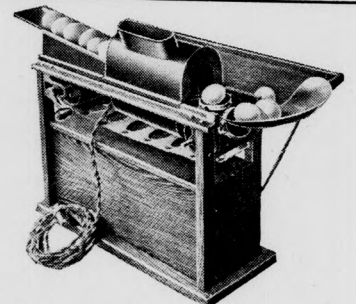
Live Poultry in excellent demand at market prices. Can handle large shipments to advantage. Fresh Eggs in good demand at market prices.

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

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

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

NEAT SIMPLE DURABLE EFFICIENT



THE ELECTRIC DAYLIGHT EGG TESTER is all of these adjectives in one.

The Electric Daylight Egg Tester will candle 300 dozen eggs an hour perfectly, and any reasonably intelligent person can operate it at this speed.

Bad eggs are not a business getter—be sure of yours.

Write today for our special discount on all orders received within the next 60 days.

A. E. JENNINGS CO., 529 Detroit St., ANN ARBOR, MICH.

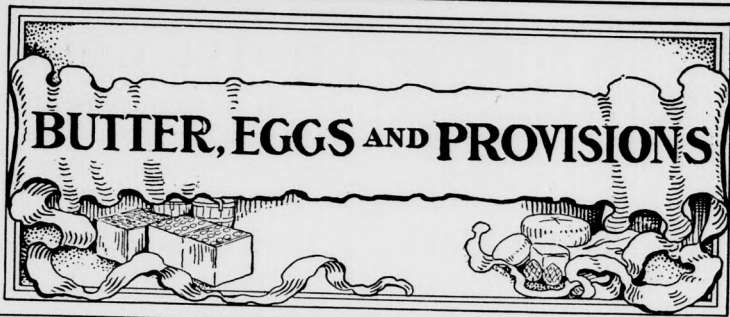
PEACOCK BRAND Breakfast Appetites

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.

Cudahy Brothers Co.

Packers

Cudahy, Wisconsin



Michigan Poultry, Butter and Egg Association.
 President—J. W. Lyons, Jackson.
 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.

minister who could keep a hen of his own if he could catch up with his salary before the end of the conference year. Some day a law will be passed putting the hen upon the retired list and providing a suitable pension with funeral benefits.

H. L. Rann.

Eloquent Tribute To the Hen.

The hen is a modest barnyard ornament whose mission in life is to lay eggs and get run over by red touring cars. The high price of eggs now prevailing in this country is due to so many hens getting on the right of way and dying with a loud and mournful squawk. One can hardly take a drive upon any of our main highways without flitting past the silent forms of a dozen prostrate hens, which had been stepped on by a 34 x 4 tire and taken out of this world at the very height of their usefulness.

There are many different varieties of hens, but all of them produce what is known as the cold storage egg. This egg is laid in the latter part of March and kept in the original package until December 1, when it is sold to New York people who have never met any other kind. This is not the fault of the hen, however, which keeps on laying until run down by frenzied tourists who mistake the Lincoln highway for the Wolverine Pavedway.

The hen is remarkable for many things. When it comes to making money, she crowds J. P. Morgan and the Chicago packers into the back row of the bread line. The prairies of this broad land are dotted with humble homes provided with all the comforts of life by one conscientious hen and a 100-egg incubator, working side by side and filling the home with song and kerosene soot. If it were not for the faithful and unremitting toil of the Plymouth Rock hen and the patient labor of a wife who is too proud to get a divorce, many a man would have to go out and look for some work that is located outside of the pool hall.

When a hen becomes so old that she is about to retire from active business pursuits and take life easy, she is beheaded by an ungrateful owner and fed to the pastor of the Methodist church. It is a sad sight to see an aged, uncomplaining hen which has paid the taxes and water rent for fifteen years led to the block to make a Roman holiday for some

Berry Crates Must Be Marked.

A recent service and regulatory announcement of the Bureau of Chemistry contains the following, which should be of interest to shippers of berries, peaches, and tomatoes when ordering their crates for next season's shipments:

The Department is of the opinion that berries, peaches, or tomatoes in small open containers which are packed in crates and arranged within the crates in layers or tiers, constitute food in package form within the meaning of the net-weight amendment, and that consequently the law requires that the crates shall be marked with a statement of the quantity of the contents. Each such statement should include the number of small containers and the quantity of the contents of each.

Pending a determination of the question whether the net-weight amendment applies to berries in small open containers (such as those which usually hold one quart or one pint each, and which are commonly placed, without covers, in crates, each crate holding a number of the small container), and unless public notice of not less than two months be given, the Department will not recommend any proceedings under the Federal Food and Drugs Act solely upon the ground that berries in such small containers, shipped in interstate commerce or otherwise brought within the jurisdiction of the Food and Drugs Act, bear no statement of the quantity of the contents upon each such container.

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.

GAMBLE - ROBINSON - SHAW CO.,
 Wholesale Distributors - Cold Storage
 SAULT STE. MARIE, MICH.

Mail us samples BROWN SWEDISH, RED KIDNEY, MARROWFAT or WHITE PEA BEANS you may wish to sell.

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

Watson-Higgins Milling Co.

Merchant Millers
 Grand Rapids, Michigan

Owned by Merchants

Products Sold Only
 by Merchants

Brands Recommended
 by Merchants

Standard Computing Scales

for grocers and butchers will outlast a business career. Made in Michigan, complying with the State Inspection laws in construction, and fully guaranteed for

Accuracy and Durability

Don't play a losing game with your old scale. Don't wait until the State Inspector condemns your scale. Ask for demonstration now. Write

W. J. KLING, Dis't Manager
 315 and 325 Shepard Bldg.
 Grand Rapids, Michigan

The Vinkemulder Company

Jobbers and Shippers of
 Everything in

Fruits and Produce

Grand Rapids, Mich.

E. P. MILLER, President F. H. HALLOCK, Vice Pres. FRANK T. MILLER, Sec & Treas

Miller Michigan Potato Co.

WHOLESALE PRODUCE SHIPPERS

Potatoes, Apples, Onions

Correspondence solicited

Let us hear from you if you can load good potatoes

Wm. Alden Smith Bldg. Grand Rapids, Mich.

The H. E. Moseley Co. is associated with us in this business

We Pay Cash

For Your Butter and Eggs—No Commission

Fill in your name and address in the following blank:

.....1916
 Without any obligation on my part place my name on your list for Weekly Quotations.
 Name

Address

Schiller Butter & Egg Co.

No. 14 Market St.

DETROIT



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

Balmy Breezes Blown Over From Port Huron.

Port Huron, March 20—A committee of the Business Men's Association met with local members of the United Commercial Travelers last Saturday afternoon for the purpose of discussing the present schedule of service on two branches of the Pere Marquette Railroad, leading into Port Huron. It was aptly pointed out by James Dickson, of the traveling men, that the service on these two branches could be improved not only to their benefit and to the benefit of the local merchants, but that the Pere Marquette itself is losing a considerable amount of traffic in competition with other lines by not giving better service to patrons on the Almont and Port Austin divisions of the Pere Marquette. Mr. Dickson dwelt upon the excellent present management of the Pere Marquette lines and their resultant improved condition in general. This rejuvenation is conceded by the officials of the road to be the result, in part at least, of a concerted booster movement in that direction by the commercial travelers throughout the State, inaugurated by the members of the Port Huron Council. He explained that the traveling men had no ulterior motive in expanding the city's interest but that their pride for their home town prompted them to offer their services in every manner possible. W. J. Devereaux, Hamilton Irving and R. H. Reed impressed the business men with their earnest desire to co-operate with the local commerce board. Mr. Devereaux, especially, asked the business men to consider the services of the fifty-five local traveling men at their disposal for the purpose of boosting the city. Altogether, this was a meeting of considerable benefit. The traveling men were told of the achievements of the Business Men's Association within the past year and were invited to make a tour of inspection of our various industries at the expense of the Association. A feeling of better understanding was apparent on all sides and the business men see a valuable ally in the local Council of the U. C. T.

At a later meeting the traveling men appointed Messrs. Devereaux, Irving and Dickson as a committee to act with the transportation committee of the Business Men's Association in endeavoring to improve the present train service.

A very fitting dedication of the new solarium for the Port Huron hospital

was observed March 14 by the trustees of the hospital and friends of the donor, Mrs. Estella Sherman, widow of the late Loren A. Sherman. This is a large two-story addition, extending along the South side of the hospital, and adds greatly to its present efficiency.

Prominent citizens of South Park, the factory district of Port Huron, have organized the Welfare Club. The purpose of this is to keep up the standard of environment in the residences in that section. The Club will petition the city commission to refuse any saloon licenses in South Park and will ask for a branch of the city library.

J. B. Sperry, of the department store of J. B. Sperry & Co., has leased one of the local theaters for March 22 and 23 for the purpose of displaying on living models the spring creations in ladies' garments and millinery.

The South Park Machine & Supply Co., has completed an addition to its plant. This is a fire-proof structure, 40 x 100, and is separate from the main plant. It will be used as a warehouse, store room and sales department. Observer.

Snyder's Restaurant

41 North Ionia Ave.
 4 Doors North of Tradesman
 Special Dinners and Suppers 25c



Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

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.

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

The New Winter Inn

GREENVILLE, MICH.

W. H. MILLS, Proprietor

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

The Hotel Geib

Eaton Rapids, Mich.

L. F. GEIB, Propr.

AMERICAN PLAN

Artesian Water Steam Heat

\$2 Per Day

Sample Room in Connection

HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

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

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.

PERE
 MARQUETTE

The Value of The Pere Marquette to Michigan

Did you ever stop to think what the Pere Marquette Railroad means to the State of Michigan—to this Community—to YOU?

Has it ever occurred to you what a factor the Pere Marquette is in the development of our State? This year it has brought into Michigan over a thousand families to settle on our undeveloped lands.

Do you realize how the Road connects up the cities and towns of Michigan, so that business between them is made easy and social intercourse possible—how, through its big gateways, Chicago, Toledo, Milwaukee and Buffalo, it puts us all into touch with every other city and town in the country?

DO YOU KNOW That it has 1800 miles of track in Michigan?

That it serves 45 Counties of the State with a population of more than two million people?

That the Pere Marquette runs nearly a hundred passenger trains a day?

That it carries more than five million passengers per year?

That it moves over twelve million tons of freight a year?

That it requires more than four hundred locomotives, nearly as many coaches, and more than sixteen thousand freight cars to do business every day?

That it employs more than ten thousand people?

That its payroll amounts to seven and a third million dollars a year?

That most of our people live in Michigan and most of their wages are spent in the State?

That it pays this commonwealth in taxes more than one half a million dollars a year?

That it is the **only** Railroad, that many Michigan communities have, and because it runs "**All Over Michigan**" it is the **most important** line into those towns and cities having more than one Railroad?

The Receivers are trying to pull it out of its difficulties and put it on to its feet for the benefit of the people of the whole State. Are you helping? Are you boosting? Are you giving it your patronage? If not, begin now. Every passenger fare counts, and so does every pound of freight. Give us the business to do, and we will give you the service.

James H. King

Operating Receiver,
 Pere Marquette Railroad.

Talk No. 3

Regular Meeting of Local Grocers and Meat Dealers.

Bad weather failed to prevent a good attendance at the regular meeting of the Grand Rapids Grocers and Meat Dealers' Protective Association last evening. Subjects of vital importance came before the meeting for discussion and action. The following names were presented as applicants for membership in the Association:

John Kapienia, 650 Seventh street, meat dealer.

Wm. Van Houten, 12 Burton street, meat dealer.

James Yeths, 2140 Division avenue, South, grocer.

These parties were accepted into the Association as full members.

The matter of present co-operation between the State Dairy and Food Inspector, W. J. Mickel, and the Association, was given special attention. Many compliments were given on the success of the past year on the way in which this department has been handled. This co-operation between the Pure Food Department and the Association has advanced the standards of the retail grocers and meat dealers. The Pure Food Department stands ready to assist in the advancement of these merchants in general. W. J. Mickel was accepted as a full member in the Association and has been assured that he will receive the support of the grocers and meat dealers at any and all times when it is for the support of this line of merchants.

A motion was adopted that Emmet G. Beeson, manager of the tea and coffee department of the National Grocer Co., be invited to speak before the Association at the next regular meeting, which will be held April 4.

A committee of four, consisting of Frank Kaminski, P. D. Mohrhardt, James Pollie and J. Friek, was appointed to furnish a speaker at the following meeting, which will be held April 18. They have plans in view which will ensure an interesting and instructive meeting. Every meat dealer should be present.

It was recommended that a change in the by-laws be made regarding the acceptance of new members in the Association. This matter was referred to the next regular business meeting, at which time it will be given due consideration.

Opening of the market at a later hour was thoroughly discussed and the grocers have decided that this idea of getting up at midnight and going to the market should be a thing of the past. It is entirely out of place and should be abolished. The time which seemed to be the consensus of opinion for the market to open is 5:30 a. m. This will give all grocers living anywhere in the city ample time to get back to their respective place of business and open their stores at the proper time. It was very plainly brought out that the grocer's hours must be shortened and that he must have more time for the management of his business, instead of spending so many hours going to the market in the early morning. This matter was referred to the next regular business meeting.

The next item which received plenty of hard knocks was that of the commission houses selling fruit to the department and dry goods stores. It

was stated that this is only another step taking from the grocer another line which pays him a fair profit.

The tea and coffee peddlers have taken a good share of the grocer's business and the grocer does not think the commission houses are justified in selling this line through the dry goods stores. This matter will be thoroughly discussed at the next meeting, April 4.

President Gaskill and Secretary Workman were appointed to represent the Association at the Association of Commerce meetings during the coming year.

Many interesting features are planned for the next regular business meeting April 4, and a good crowd should greet our speakers

William P. Workman, Sec'y.

Activities in Michigan Cities.

Written for the Tradesman.

Saginaw will undertake an adequate neighborhood playground system this year, in accord with plans of the Playground and Recreation Association of America. An item of \$600 has been placed in the budget by city commissioners to cover the cost of first steps.

The St. Joseph Development Co. and the St. Joseph Chamber of Commerce have joined forces, the directors of the former becoming the industrial committee of the latter organization.

Mt. Pleasant will add a motor truck to its fire fighting equipment.

Business at the Bay City postoffice still grows apace, the increase for February being nearly 38 per cent., as against 15 per cent. in Detroit. The Bay City postoffice led all other Michigan cities in 1915.

Reports from Menominee state that the Ann Arbor line boats to Frankfort will start running April 1, the earliest for many seasons, with prospects for the biggest shipping season on record. It is stated that no passengers will be allowed this year, on account of the drastic provisions of the seamen's bill.

Jackson will vote April 3 on bonding propositions that amount to \$266,390, the largest item being \$150,000 for a new city hospital.

Alma is prosperous and more houses are needed to take care of its people. At the recent tenth annual meeting of the Board of Trade the following officers were elected: President, C. F. Brown; Vice-President, C. G. Rhodes; Secretary, D. L. Johnson; Treasurer, C. H. Washburn.

Mrs. Marie Peel, visiting nurse, is Ann Arbor's first woman police officer, having recently been appointed a special officer with full authority of making arrests.

Retail merchants of Adrian were entertained at dinner March 10 by the Adrian Chamber of Commerce.

City Engineer Shoecraft, of Flint, in his annual report showed a net saving to taxpayers in the past year of \$43,836 on work done by the city on the day labor plan. Work was completed in shorter time, with less inconvenience to property owners, better work was done and the incentive to cheat was done away with.

Owosso will vote on two bond issues

in April. One is for \$30,000 to centralize the fire department and the other is for \$6,500 to purchase land adjacent to the armory site for city park purposes.

Traverse City will improve its water supply by installing liquid chlorine apparatus at the intake, the apparatus costing \$828.

The Board of Trade at Tawas City has been resuscitated after lying in a state of coma for the past eight years.

Retail merchants of St. Joseph are arranging for a Marketing Week, starting April 17, the week before Easter, as a trade stimulus. In this connection the Chamber of Commerce proposes to put on an industrial and educational exhibit of local products.

Pontiac has awarded the contract for collecting garbage and dead animals and hauling same to the city reduction plant, starting April 1. The price to households is 50 cents per month, cans to be emptied twice a week. This refuse has been hauled to farms in the vicinity during previous years.

City and village mayors and presidents of the Upper Peninsula have been invited to meet at Escanaba March 22 to form an Upper Peninsula League of Municipalities. The purpose is to get better acquainted, to exchange ideas on municipal affairs and to unite in boosting the country North of the Straits.

Pontiac will extend its boulevard lights on several streets in the business section, this spring. Almond Griffen.

Bankruptcy Proceedings in Southwestern Michigan.

St. Joseph, March 13—In the matter of John H. Udbye, bankrupt, Benton Harbor, the adjourned first meeting of creditors was held at the referee's office and the first report and account of the trustee approved and allowed. Expenses of administration to the amount of \$149.25 were allowed and ordered paid. A first dividend of 5 per cent. was declared and ordered paid on all unsecured claims. The trustee's report of exempted property was confirmed and the meeting adjourned for 90 days.

March 14—Abe Meyer, a meat cutter of Kalamazoo, filed a voluntary petition and was adjudicated bankrupt. The schedules show no assets above the statutory exemptions and the following liabilities:

Saginaw Beef Co., chattel mortgage	\$1,000.00
Swartzchild & Sulzberger, Chicago	300.00
Western Packing Co., Denver	1,200.00
Standard Meat & Live Stock Co., Denver	300.00
May She Clothing Co., Denver	190.00
Capital Meat & Live Stock Co., Denver	50.00
Redman & Hoffman, Denver	100.00
German American Trust Co., Denver	150.00
Redd, Stedger & Benson, Denver	1,200.00
German American Trust Co., Denver	4,000.00
W. N. Blayney, Denver	1,000.00
James Ryan and Anna J. Wallace, Denver	2,000.00
E. H. Mead, Denver	1,000.00
Sam Isaacson, Saginaw	1,000.00
Saginaw Beef Co., Saginaw	35.00
R. S. Johnson & Sons, Kalamazoo	400.00
Cudahy Packing Co., Milwaukee	50.00
Kalamazoo Nat'l Bank, Kalamazoo	225.00
Jack Noblet, Kalamazoo	10.00
P. B. Appledorn & Sons, Kalamazoo	10.00
Huller Livery, Kalamazoo	5.00
Claud Bidlack, Kalamazoo	250.00
Charles Wolff Packing Co., Topeka	30.00
William Hibbs, Kalamazoo	5.00
	\$14,510.00

In the matter of the Spencer & Barnes Co., a corporation, bankrupt, on the petition of William G. Newland to review the referee's order in reducing his claim from \$29,509 to \$13,806.46, an order was entered by the District Judge, affirming the referee's order and dismissing the petition for review. The first adjourned meeting of creditors was held at the referee's office and the trustee's second report considered.

March 15—In the matter of Irene German, bankrupt, South Haven, the first meeting of creditors was held at Paw Paw. An order was entered that no trustee be appointed and determining the bankrupt's exemptions as claimed.

The bankrupt was sworn and examined by the referee without a reporter, whereupon the meeting was adjourned without day.

In the matter of Charles E. Gray, alleged bankrupt, the proposed offer of composition was withdrawn, whereupon he was duly adjudicated bankrupt and the matter referred to Referee Banyon, who was appointed receiver. The referee made an order appointing George E. Foote, of Kalamazoo, custodian and also filed petition with the District Judge for authority to sell the assets of the bankrupt estate. Stephen G. Earl, W. W. Olin and Herbert Richardson, of Kalamazoo, were appointed appraisers.

March 16—In the matter of Charles M. Scherer, bankrupt, Benton Harbor, the adjourned first meeting of creditors was held at St. Joseph and the bankrupt examined for the purpose of discovering assets. Claims were allowed to the amount of \$1,500 and the meeting further adjourned for 30 days.

In the matter of George De Kam, bankrupt, Kalamazoo, the adjourned first meeting of creditors was held at the referee's office and the bankrupt's offer of composition considered. A majority of creditors in number and amount of claims having filed acceptances of the offer of composition, it was determined that the same be recommended to the District Judge for approval and confirmation.

March 17—In the matter of the Denton Manufacturing Co., bankrupt, St. Joseph, the first meeting of creditors was held at the latter place and Loomis K. Preston, of the same place, elected trustee, his bond being fixed at \$1,500. Frank Kelle and James Truscott, of St. Joseph, and Irvon Spencer, of Benton Harbor, were appointed appraisers. The officers of the bankrupt were sworn and examined and the meeting further adjourned for 30 days.

March 18—In the matter of Lester Kittell, Milo Kittell and Kittell Brothers, a copartnership, bankrupt, the inventory and report of appraisers was filed showing total assets of the appraised value of \$675.75, whereupon an order was entered by the referee directing the trustee to sell the entire assets of the bankrupt estate after giving ten days' notice to creditors.

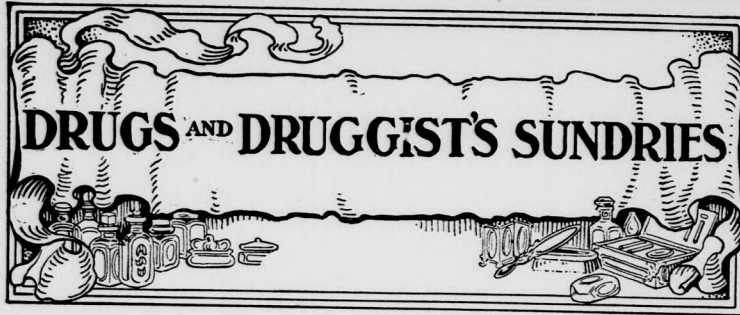
In the matter of Charles M. Scherer, bankrupt, Benton Harbor, the inventory and report of appraisers was filed showing assets of the appraised value of \$2,166.08. The referee entered an order directing the trustee to sell all the property of the bankrupt estate.

Blames the Members for Lack of Promptness.

Battle Creek, March 20—I want to say that L. M. Steward in last week's Tradesman hit the nail exactly in his write up about the Battle Creek convention and I do not think you should have rapped the Battle Creek Association for too much entertaining during convention week. As he says, the hours of meeting were called for 9 a. m. and 1 p. m. and they did not and could not get the convention together before 10:30 to 11 and 2 to 2:30, so the members were responsible for a loss of two and a half to three hours each day, which would have given plenty of time for the business of the convention had they met as proposed at 9 and 1 o'clock. But, gentlemen of the State convention, we think you did enjoy the time in Battle Creek and I know the local Association enjoyed having you here and hope some time to have the privilege of entertaining you again and believe if we do it will have a larger attendance than last.

L. L. Swank.

The European war discloses the fact that Germany has few friends in South America. Pro-Ally demonstrations have frequently occurred in Rio de Janeiro and an Argentine newspaper sums up the situation in that country as follows: "We regard Iberia as our motherland, England as our friend, France as our queen and Germany as our inveterate enemy. Why? Because we are a republic, which is repugnant to the tyrannical autocracy of Prussia. Germany never hesitates to show her hatred of democratic countries and free peoples." Similar sentiments are frequently given expression in the newspapers of Paraguay, Uruguay, Peru and Chile.



Michigan Board of Pharmacy.
 President—E. E. Faulkner, Delton.
 Secretary—Charles S. Koon, Muskegon.
 Treasurer—George F. Snyder, Grand Rapids.
 Other Members—Leonard A. Seltzer, Detroit; Edwin T. Boden, Bay City.
 Next Meetings—Grand Rapids, March 21, 22 and 23; Detroit, June 27, 28 and 29.

Michigan State Pharmaceutical Association.
 President—C. H. Jongejan, Grand Rapids.
 Secretary—D. D. Alton, Fremont.
 Treasurer—John G. Steketee, Grand Rapids.
 Next Annual Meeting—Detroit, June 20, 21 and 22, 1916.

Michigan Pharmaceutical Travelers' Association.
 President—W. H. Martin, 165 Rhode Island avenue, Detroit.
 Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

To Remove Tattoo-Marks.

The removal of tattoo-marks may be accomplished by one of two methods, namely, by the application of nitric acid, or by digestion with papain. The nitric acid is applied in its pure state by means of a glass rod, the parts being somewhat freely moistened with it. When the acid has penetrated the trueskin, which will be known by the crusted appearance which supervenes, the part should be washed with water. The action of the acid results at the end of a few days in the formation of a scab and this scab, which contains the tattoo-marks, should be removed. If inflammation sets in a poultice should be applied and the part afterwards bathed in warm water. In removing tattoo-marks with papain the part should be rendered anaesthetic by means either of an ethyle chloride spray, kelene or cocaine; glycerole of papain is then tattooed into the colored part and this is followed by a dressing of glycerole of papain, antiseptic gauze and adhesive plaster. After the application has remained on for three days it is removed and adhesive plaster applied. When the scab which forms drops off it is supposed to carry with it the offending marks. These methods have been recommended at different times in medical and pharmaceutical journals, but we confess to having doubts as to their real value.

This Will Win You Steady Customers

The druggist is building his business on a permanent basis who emphasizes that 100 per cent. pure satisfaction is the aim of his store. The druggist who handles good merchandise, featuring those articles advertised in trade papers will have merchandise which gives perfect satisfaction as nearly as it can be given. Absolute perfection can

never be attained, so it is evident that there will always be cases where the customer is not pleased when he or she opens the package containing the purchase. The feeling against your store generated at such times can be ameliorated through the use of a simple label stating: "If you are not satisfied in every particular with this purchase, you can exchange it at our store." Small gummed labels printed with such wording and put up in rolls, convenient for use can be obtained by your local printer from any gummed label manufacturer at a cost of from \$2 to \$4 for 5,000 labels. The labels should be kept at the wrapping counter where they can be quickly pasted to packages.

Boomlets From Bay City.

Bay City, March 20—W. C. Patenge, for several years salesman for the Jennison Hardware Co., has resigned and accepted a position as salesman with the Bay City Tire & Supply Co., of this city. Mr. Patenge is Junior Counselor of Bay Council.

Ora Lynch, formerly with the Alert Pipe & Supply Co., of this city, is now representing J. T. Wing & Co., of Detroit, dealers in mill supplies, covering the North half of Michigan.

I. N. Baker, with the Standard Oil Company, has been confined to his bed the past week suffering from a severe attack of laryngitis.

The business of H. W. Zirwess, Symons Bros. & Co.'s hustling salesman, is growing so fast that his house has furnished him with a new Overland car to enable Harry to keep up with his rapidly increasing trade.

Dr. Roy O. Woodruff, former Congressman from this district, has announced himself as a candidate for Congress to succeed Congressman G. A. Loud. This means a lively fight for the Republican nomination.

A new automobile firm, Van Popelen & Miller, has been organized in the city. This concern has secured the county agency for the Alter car, which is manufactured in Plymouth, Mich.

The Bay City Board of Commerce, in their campaign for new members, succeeded in securing 100 new names last week. The Board secured several new industries last year and the prospects are bright for greater success this year.

Saginaw Council held its annual meeting Saturday night. The writer had the pleasure of attending and he enjoyed it immensely. I would like very much to say a few things in regard to what took place, but will leave it for Correspondent Steward to tell you all about it.

W. T. Ballamy.

A Bargain.

"How much was dose collars?"
 "Two for a quarter."
 "How much for vun?"
 "Fifteen cents."
 "Giff me de odder vun."

Pickings Picked Up in the Windy City.

Chicago, March 20—The first all-night church in the world will shortly be established in Chicago. Workers and others in the night life of the loop are soon to have a church of their own. It will have pastors, deacons and deaconesses on all night duty. Its doors will remain open from sundown to sundawn. It will be more than a mission, for its aim will be to administer to its members in every respect essayed by the orthodox churches. The new branch is an outgrowth of the Midnight Mission which was established August, 1904. Rev. Ernest A. Bell, of the Midnight Mission, will be pastor and Rev. Bryon E. Adams, former pastor of the First Baptist, will be his associate.

Five hundred Chicago society women have volunteered as nurses and are waiting the word from the Red Cross for Mexican service.

Over 3,000 mothers taxed the eleventh floor of the Boston Store with their babies one day last week. One had a chance to see here all kinds of mother's darlings. Some sight!

Chicago is now boiling over with enthusiasm. This is caused by talk of the Mexican war. All you can hear is, "Give me a gun and show me the border."

Miss Anna Frazer, the popular young cashier of the Morrison Hotel drug store, has resigned. She has promised to become an April bride.

O. E. Schaefer, for the past five years manager of the cigar department of the La Salle Hotel, has brought this department up to such a figure that the vault carries at all times close to one half million cigars. The class of goods carried is of the very best and mostly imported. One can get a good idea by knowing that the hotel serves from five to ten banquets each night. Mr. Schaefer has in his department ten clerks, who are busy most of the time wrapping cigar bundles for banquets.

Chicago is now figuring on erecting a municipal building that will seat 31,000 people. It will accommodate any convention ever called in Chicago.

At the coliseum this week is the exhibit of railroad appliances, both steam and electrical.

Green had the right of way last Friday, celebrating St. Patrick's day, and all employes of the city hall took a day off.

Marshall Field & Co., of Chicago, is one house that will not sell, buy or give away any article of merchandise that carries a coupon with it. This is a standing rule of the store and the department buyers and managers are instructed, to discontinue handling any article sold with prizes or premiums.

A Brooklyn man, it is said, had his life saved by a 5 cent piece when fired upon by another man. I would call this a jitney to the rescue.

The crusade against immoral dressing is meeting with opposition from the majority of women. In the meanwhile we men are looking on with interest.

It is predicted that after the war women will be a drug on the market. Well, the men acquire the drug habit easily.

China is buying American clocks. Wouldn't it look funny to see a Chinaman wear a wrist watch?

A few weeks ago the writer noticed a write-up in the Detroit News regarding a railroad guide published by the United Commercial Travelers of America. This guide at that time had had no publicity and, of course, was not understood by the Detroit newspaper. This matter has been looked into by the writer and found to be correct. This guide has been published to cover the states of Illinois, Wisconsin, Indiana, Missouri, Iowa and Michigan, not only includ-

ing the railroads of these states, but the electric lines, boat lines, leading hotels, bus and auto bus connections and the leading automobile roads. It has the endorsement of the Supreme Council, with the privilege of using the emblem of the order on the book. The editor of the Tradesman is now in possession of some correspondence pertaining to this guide the writer recently received.

C. W. Reattoir.

Opportunity To Make Boat Trip To Convention.

St. Louis, Mo., March 20—I believe your readers would be interested in the boat trip which I am arranging to the National Convention of Retail Grocers which will leave St. Louis May 3 by the steamer Peoria, a new boat in commission but nine months and recognized as the fastest and most modern steamer plying the Mississippi River. Such a trip is a decided novelty for delegates and their wives attending the National convention. The entire trip from St. Louis to New Orleans and return will consume about fifteen days and will only cost \$60 for the round trip, main deck, and \$50 for the upper deck.

This includes meals, transportation and stateroom for the entire time as well as meals and sleeping accommodations while in port at New Orleans, where the boat will be conveniently wharfed within five minutes' walk of the leading hotels. The New Orleans feature alone for sleeping accommodations is ideal in that it will give the delegates the benefit of the river breezes, as it is quite hot in New Orleans at that time of the year.

The excursion will be a family affair run along family lines. There will be dancing, music, card parties and other social events for the ladies and gentlemen and, in addition, a brief short course each morning and afternoon, consisting of an address on some subject pertaining to the grocery business. The idea is to have something doing all the time and through practical talks and the decided novelty of a river trip with its attractions of Southern plantations, etc., the intention is to make it profitable to mind and body.

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

"Makes the bone and muscle
 That makes you want to hustle"



Grand Rapids
 BREWING CO.
 For Sale by all Wholesale Druggists

The Peoria has accommodations for 140 people. Already 25 per cent. of the reservations have been contracted for and from the outlook everything will be taken at least two weeks before the departure. I believe that some of your readers would be interested in this trip, hence I give you this information if you want to use it in your publication as a news article. Applications for space should be made to me, accompanied by a check for \$25, made payable to the Eagle Packet Co., which owns the steamer Peoria. George J. Schulte, Editor Interstate Grocer.

Those Dear Girls.

Alice—I take half an hour's beauty sleep every afternoon.

Marie—You should make it much longer, dear.

Race prejudice keeps many a dollar out of the bookmaker's hands.

**B. & S.
Famous 5c Cigar**

Long Filler

**Especially Adapted to the
Discriminating Taste
of the Drug Trade**

Send for Sample Shipment.

**Barrett Cigar Co.
MAKER
Ionia, Michigan**

Announcement to the Trade

**BUSINESS OF CARPENTER-UDELL 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-UDELL 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

Acetic 7 @ 10	Mustard, true, oz. @ 2 00	Ipecac @ 75
Boric 15 @ 20	Mustard, artifil. oz. @ 1 75	Iron, clo. @ 60
Carbolic 1 61 @ 1 85	Nutsfoot 85 @ 95	Kino @ 80
Citric 80 @ 85	Olive, pure 2 50 @ 3 50	Myrrh @ 1 05
Muriatic 5 @ 8	Olive, Malaga,	Nux Vomica @ 70
Nitric 11 @ 15	yellow 1 60 @ 1 75	Opium @ 3 50
Oxalic 80 @ 85	Olive, Malaga,	Opium, Capmh. @ 90
Sulphuric 5 @ 8	green 1 60 @ 1 75	Opium, Deodor'd @ 75
Tartaric 75 @ 85	Orange Sweet .. 3 00 @ 3 25	Rhubarb @ 70
	Organum, pure .. @ 2 50	
	Organum, com'l @ 75	
Ammonia	Pennyroyal 2 25 @ 2 50	Paints
Water, 26 deg. ... 7 @ 12	Peppermint 3 00 @ 3 25	Lead, red dry .. 10 @ 10 1/2
Water, 18 deg. ... 5 @ 9	Rose, pure 12 00 @ 14 00	Lead, white dry 10 @ 10 1/2
Water, 14 deg. ... 4 @ 8	Rosemary Flows 1 50 @ 1 75	Ochre, white oil 10 @ 10 1/2
Carbonate 13 @ 16	Sandalwood, E.	Ochre, yellow bbl. 1 @ 1 1/2
Chloride 10 @ 25	I. 9 50 @ 9 75	Putty 2 1/2 @ 5
	Sassafras, true 1 25 @ 1 45	Red Venet'n bbl. 1 @ 1 1/2
Balsams	Sassafras, artifil 50 @ 60	Red Venet'n less 2 @ 1 1/2
Copaiba 1 00 @ 1 40	Spearmint 2 75 @ 3 00	Vermillion, Amer. 15 @ 20
Fir (Canada) ... 1 25 @ 1 50	Sperm 95 @ 1 05	Whiting, bbl. @ 1 1/4
Fir (Oregon) ... 40 @ 50	Tansy 4 00 @ 4 25	Whiting 2 @ 5
Peru 6 25 @ 6 50	Tar, USP 30 @ 40	L. H. P. Prepd. 1 45 @ 1 55
Tolu 75 @ 1 00	Turpentine, bbls. @ 5 1/2	
	Turpentine, less 63 @ 65	
Berries	Wintergreen, tr. 5 50 @ 5 75	
Cubeb 70 @ 75	Wintergreen, sweet	
Fish 15 @ 20	birch 4 50 @ 4 75	
Juniper 8 @ 15	Wintergreen, art 4 50 @ 4 75	
Prickley Ash ... @ 50	Wormseed 3 50 @ 4 00	
	Wormwood 4 00 @ 4 25	
	Potassium	
Barks	Bicarbonate 1 80 @ 2 00	Insecticides
Cassia (ordinary) 25 @ 30	Bichromate 95 @ 1 00	Arsenic 8 @ 15
Cassia (Saigon) 90 @ 1 00	Bromide @ 6 50	Blue Vitriol, bbl. @ 24
Elm (powd. 35c) 32 @ 35	Carbonate 1 95 @ 2 05	Blue Vitriol, less 25 @ 30
Sassafras (pow. 30c) @ 25	Chlorate, xtal and	Bordeaux Mix Pst 8 @ 10
Soap Cut (powd.) 35c 23 @ 25	powdered 95 @ 1 00	Hellebore, White
	Chlorate, gran'l 1 00 @ 1 05	powdered 50 @ 55
Extracts	Cyanide 40 @ 50	Insect Powder .. 30 @ 50
Licorice 38 @ 40	Iodide 5 10 @ 5 20	Lead Arsenate .. 8 1/2 @ 16
Licorice powdered 40 @ 45	Permananganate 2 40 @ 2 50	Lime and Sulphur
Flowers	Prussiate, yellow 2 25 @ 2 50	Solution, gal. .. 15 @ 25
Arnica 95 @ 1 00	Prussiate, red @ 8 00	Paris Green 37 1/2 @ 43
Chamomile (Ger.) 95 @ 1 10	Sulphate @ 1 10	
Chamomile (Rom) 55 @ 60		
Gums	Roots	
Acacia, 1st 60 @ 65	Alkanet 90 @ 1 00	Borax xtal or
Acacia, 2nd 50 @ 55	Blood, powdered 20 @ 25	powdered 7 1/2 @ 12
Acacia, 3rd 45 @ 50	Calamus 75 @ 80	Cantharades, po 2 25 @ 7 00
Acacia, Sorts 35 @ 40	Camphane, pwd. 15 @ 20	Catamel 4 25 @ 4 40
Acacia, powdered 40 @ 45	Gentian, powd. 45 @ 50	Capsicum 30 @ 35
Aloe (Barb. Pow) 30 @ 40	Ginger, African,	Carmine 5 50 @ 7 5
Aloe (Cape Pow) 20 @ 25	powdered 20 @ 25	Cassia Buds 5 @ 40
Aloe (Soc. Pow.) 40 @ 50	Ginger, Jamaica	Cloves 30 @ 35
Asafoetida 1 00 @ 1 10	powdered 30 @ 35	Chalk Prepared 6 @ 8 1/2
Asafoetida, Powd.	Goldenseal pow. 6 50 @ 7 00	Chalk Precipitated 7 @ 10
Pure 1 15 @ 1 25	Ipecac, powd. 4 75 @ 5 00	Chloroform 85 @ 95
U. S. P. Powd. 1 30 @ 1 50	Licorice 30 @ 35	Chloral Hydrate 2 00 @ 2 25
Camphor 60 @ 67	Licorice, powd. 25 @ 30	Cocaine 5 25 @ 5 45
Guaiaac 50 @ 55	Orris, powdered 30 @ 35	Cocoa Butter 55 @ 65
Guaiaac, powdered 55 @ 60	Poke, powdered 20 @ 25	Corks, list, less 70% @ 1 1/2
Kino 70 @ 75	Rhubarb, powdered 20 @ 25	Copperas, bbls. @ 1 1/2
Kino, powdered 75 @ 80	Rhubarb, powd. 75 @ 1 00	Copperas, less 2 @ 6
Myrrh 7 @ 40	Rosinweed, powd. 25 @ 30	Copperas, powd. 4 @ 10
Myrrh, powdered 7 @ 50	Sarsaparilla, Hond.	Corrosive Sublim 3 95 @ 4 00
Opium 13 80 @ 14 00	ground 55 @ 60	Cream Tartar 51 @ 55
Opium, powd. 15 60 @ 15 80	Sarsaparilla Mexican,	Cuttlebone 45 @ 50
Opium, gran. 15 80 @ 16 00	ground 25 @ 30	Dextrine 7 @ 10
Shellac 31 @ 35	Squills 35 @ 40	Dover's Powder .. @ 2 50
Shellac, Bleached 35 @ 40	Squills, powdered 40 @ 60	Emery, all Nos. 6 @ 10
Tragacanth	Turmeric, powd. 13 @ 20	Emery, powdered 5 @ 8
No. 1 @ 3 00	Valerian, powd. 70 @ 75	Epsom Salts, bbls. 5 @ 4 1/2
Tragacanth pow 1 75 @ 2 00		Epsom Salts, less 5 @ 4 1/2
Turpentine 10 @ 15		Ergot 1 25 @ 1 50
		Ergot, powdered 2 75 @ 3 00
		Flake White 15 @ 20
		Formaldehyde lb 12 1/2 @ 17
		Gelatin 85 @ 90
		Gelatin 75 @ 85
		Glassware, full cases 80%
		Glassware, less 70 & 10%
		Glauber Salts bbl. @ 1 1/2
		Glauber Salts less 2 @ 5
		Glue, brown 13 @ 18
		Glue, brown grd. 12 @ 17
		Glue, white 15 @ 20
		Glue, white grd. 15 @ 20
		Glycerine 63 @ 75
		Hops 45 @ 60
		Hops 45 @ 60
		Iodine 5 68 @ 5 91
		Iodoform 6 18 @ 6 30
		Lead Acetate 18 @ 25
		Lycopodium 3 10 @ 3 25
		Mace 85 @ 90
		Mace, powdered 95 @ 1 00
		Menthol 4 50 @ 4 75
		Morphine 6 30 @ 6 55
		Nux Vomica 20 @ 25
		Nux Vomica pow. @ 20
		Pepper, black pow. @ 35
		Pepper, white @ 40
		Pitch, Burgundy .. @ 15
		Quassia 12 @ 15
		Quinine, 5 oz. cans @ 1 05
		Rochelle Salts 42 @ 45
		Saccharine 15 00 @ 16 00
		Salt Peter 46 @ 50
		Seidlitz Mixture 37 @ 40
		Soap, green 20 @ 25
		Soap, mott castile 12 @ 15
		Soap, white castile
		case @ 8 00
		Soap, white castile
		less, per bar @ 85
		Soda Ash 4 1/2 @ 10
		Soda Bicarbonate 1 1/2 @ 5
		Soda, Sal 13 @ 5
		Spirits Camphor @ 75
		Sulphur roll 2 1/2 @ 5
		Sulphur Subl. 3 @ 5
		Tamarinds 15 @ 20
		Tartar Emetic @ 80
		Turpentine Venice @ 1 50
		Vanilla Ex. pure 1 00 @ 1 50
		Witch Hazel 65 @ 1 00
		Zinc Sulphate 15 @ 20

GROCERY PRICE CURRENT

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

ADVANCED

- Cream Tartar
- Molasses
- Sardines
- Flour
- Confectionery
- Some Meats

DECLINED

Flour

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Wicking	13
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Wrapping Paper	14
Yeast Cake	14

AMMONIA	12 oz. ovals, 2 doz. box	1 60
AXLE GREASE	Frazer's	
	1lb. wood boxes, 4 doz.	3 00
	1lb. tin boxes, 3 doz.	2 35
	3 1/2 lb. tin boxes, 2 dz.	4 25
	10lb. pails, per doz.	6 00
	15lb. pails, per doz.	7 20
	25lb. pails, per doz.	12 00
BAKED BEANS	No. 1, per doz.	45@ 90
	No. 2, per doz.	75@ 1 40
	No. 3, per doz.	85@ 1 75
BATH BRICK	English	95
BLUING	Jennings'	
	Condensed Pearl Bluing	
	Small, 3 doz. box	1 80
	Large, 2 doz. box	2 00
Folger's	Summer Sky, 3 dz. cs.	1 40
	Summer Sky 10 dz bbl	4 50
BREAKFAST FOODS	Apetizo Biscuits	3 00
	Bear Food, Pettijohns	2 13
	Cracked Wheat, 24 2	2 00
	Cream of Rye, 24-2	3 00
	Quaker Puffed Rice	4 25
	Quaker Puffed Wheat	3 45
	Quaker Brkfat Biscuit	1 90
	Quaker Corn Flakes	1 75
	Victor Corn Flakes	2 20
	Washington Crisps	1 85
	Wheat Hearts	2 05
	Wheatena	4 50
	Evaporated Sugar Corn	90
	Grape Nuts	2 70
	Saxon Wheat Flakes	2 50
	Sugar Corn Flakes	2 50
	Hardy Wheat Food	3 20
	Holland Rusk	3 20
	Krinkle Corn Flakes	1 75
	Maple-Flake, Whole	
	Wheat	3 60
	Minn. Wheat Cereal	3 75
	Ralston Wheat Food	
	Large 18s	2 25
	Ralston Wht Food 18s	1 45
	Ross's Whole Wheat Biscuit	2 80
	Saxon Wheat Food	2 80
	Saxon Wheat Biscuit	3 60
	Triscuit, 18	1 80
	Pillsbury's Best, Cer'l	1 35
	Post Toasties, T-2	2 50
	Post Toasties, T-3	2 70
	Post Tavern Porridge	2 80
BROOMS	Fancy Parlor, 25 lb.	4 75
	Parlor, 5 String, 25 lb.	4 50
	Standard Parlor, 23 lb.	4 00
	Common, 23 lb.	3 75
	Special, 23 lb.	3 25
	Warehouse, 23 lb.	4 75
	Common, Whisk	1 10
	Fancy, Whisk	1 40
BRUSHES	Scrub	
	Solid Back, 8 in.	75
	Solid Back, 11 in.	95
	Pointed Ends	85
	Stove	
	No. 1	90
	No. 2	1 25
	No. 1	1 75
	Shoe	
	No. 1	1 00
	No. 7	1 80
	No. 4	1 70
	No. 3	1 90
BUTTER COLOR	Dandelion, 25c size	2 00
CANDLES	Paraffine, 6s	7
	Paraffine, 12s	7 1/2
	Wicking	20
CANNED GOODS	Apples	
	3 lb. Standards	90
	No. 10	92 7/8
	Blackberries	
	2 lb.	1 50@ 1 90
	Standard No. 10	95 2/3
	Beans	
	Baked	90@ 1 30
	Red Kidney	90@ 95
	String	1 00@ 1 75
	Wax	75@ 1 25
	Blueberries	
	Standard	1 40
	No. 10	6 50

Clams	Little Neck, 1 lb.	@ 1 25
Clam Bouillon	Burnham's 1/2 pt.	2 25
	Burnham's pts.	3 75
	Burnham's qts.	7 50
Corn	Fair	85@ 90
	Good	1 00@ 1 10
	Fancy	1 30
French Peas	Monbadon (Natural)	
	per doz.	1 75
Gooseberries	No. 2, Fair	1 35
	No. 2, Fancy	2 50
Hominy	Standard	85
Lobster	1/4 lb.	1 45
	1/2 lb.	2 40
	Picnic Flat	2 80
Mackerel	Mustard, 1 lb.	1 80
	Mustard, 2 lb.	2 80
	Soused, 1 1/2 lb.	1 60
	Soused, 2 lb.	2 75
	Tomato, 1 lb.	1 50
	Tomato, 2 lb.	2 80
Mushrooms	Buttons, 1/2s	@ 24
	Buttons, 1s	@ 37
	Hotels, 1s	@ 32
Oysters	Cove, 1 lb.	@ 75
	Cove, 2 lb.	@ 1 40
Plums		90@ 1 35
Pears in Syrup	No. 3 cans, per doz.	1 50
Peas	Marrowfat	90@ 1 00
	Early June	1 10@ 1 25
	Early June siftd	1 45@ 1 55
Peaches	Pie	1 00@ 1 25
	No. 10 size can pie	93 2/3
Pineapple	Grated	1 75@ 2 10
	Sliced	95@ 2 60
Pumpkin	Fair	80
	Good	90
	Fancy	1 00
	No. 10	2 40
Raspberries	Standard	90
Salmon	Warrens, 1 lb. Tall	2 30
	Warrens, 1 lb. Flat	2 45
	Red Alaska	1 80@ 1 90
	Med. Red Alaska	1 40@ 1 45
	Pink Alaska	@ 1 20
Sardines	Domestic, 1/4s	3 15
	Domestic, 1/2s	3 15
	Domestic, 3/4s	3 25
	French 1/4s	7@ 14
	French, 1/2s	13@ 23
Sauer Kraut	No. 3, cans	80
	No. 10, cans	2 30
Shrimps	Dunbar, 1/2 doz.	1 45
	Dunbar, 1 1/2 doz.	2 70
Succotash	Fair	90
	Good	1 20
	Fancy	1 25@ 1 40
Strawberries	Standard	95
	Fancy	2 25
Tomatoes	Good	1 20
	Fancy	1 50
	No. 10	3 75
Tuna	Case	
	1/4s, 4 doz. in case	2 60
	1/2s, 4 doz. in case	3 60
	1s, 4 doz. in case	5 60
CATSUP	Snider's pints	2 35
	Snider's 1/2 pints	1 35
CHEESE	Acme	@ 19 1/2
	Carson City	@ 19 1/2
	Brick	@ 19
	Leiden	@ 15
	Limburger	@ 19
	Pineapple	40
	Edam	@ 85
	Sap Sago	@ 27
	Swiss, Domestic	@ 20

CHEWING GUM	Adams Black Jack	62
	Adams Sappota	65
	Beeman's Pepsin	62
	Beechnut	62
	Chiclets	1 33
	Colgan Violet Chips	65
	Colgan Mint Chips	65
	Dentyne	62
	Doublemint	64
	Flag Spruce	59
	Juicy Fruit	59
	Red Robin	62
	Sterling Gum	62
	Sterling Gum Pep.	62
	Sterling 7-Point	62
	Spearmint, Wrigleys	64
	Spearmint, 5 box jars	3 20
	Spearmint, 6 box jars	3 85
	Trunk Spruce	59
	Yucatan	62
	Zeno	64
CHOCOLATE	Walter Baker & Co.	
	German's Sweet	23
	Premium	25
	Caracas	28
	Walter M. Lowney Co.	
	Premium, 1/4s	35
	Premium, 1/2s	35
CLOTHES LINE	Per doz.	
	No. 40 Twisted Cotton	95
	No. 50 Twisted Cotton	1 30
	No. 60 Twisted Cotton	1 70
	No. 80 Twisted Cotton	2 00
	No. 50 Braided Cotton	1 00
	No. 60 Braided Cotton	1 25
	No. 80 Braided Cotton	1 85
	No. 60 Braided Cotton	2 25
	No. 50 Sash Cord	1 75
	No. 60 Sash Cord	2 00
	No. 60 Jute	90
	No. 72 Jute	1 10
	No. 60 Sisal	1 00
Galvanized Wire	No. 20, each 100ft. long	1 90
	No. 19, each 100ft. long	2 10
	No. 20, each 100ft. long	1 00
	No. 19, each 100ft. long	2 10
COCOA	Baker's	39
	Cleveland	41
	Colonial, 1/4s	35
	Colonial, 1/2s	33
	Colonial, 3/4s	42
	Hershey's, 1/4s	32
	Hershey's, 1/2s	30
	Huyler	36
	Lowney, 1/4s	38
	Lowney, 1/2s	37
	Lowney, 3/4s	37
	Lowney, 5lb. cans	37
	Van Houten, 1/4s	12
	Van Houten, 1/2s	18
	Van Houten, 3/4s	26
	Van Houten, 1s	65
	Van-Eta	36
	Webb	33
	Wilber, 1/4s	33
	Wilber, 1/2s	33
COCOANUT	Dunham's per lb.	
	1/4s, 5lb. case	30
	1/2s, 5lb. case	29
	1/4s, 15 lb. case	29
	1/2s, 15 lb. case	28
	1s, 15lb. case	27
	1/4s & 1/2s 15lb. case	28
	Scalloped Gems	10
	1/4s & 1/2s pails	16
	Bulk, pails	15 1/2
	Bulk, barrels	14 1/2
	Baker's Brazil Shredded	10
	10 5c pkgs., per case	2 60
	26 10c pkgs., per case	3 60
	16 10c and 23 5c pkgs., per case	2 60
COFFEES ROASTED	Rio	
	Common	19
	Fair	19 1/2
	Choice	20
	Fancy	21
	Peaberry	23
	Santos	
	Common	20
	Fair	20 1/2
	Choice	21
	Fancy	22
	Peaberry	23
	Maracalibo	
	Fair	24
	Choice	25
	Mexican	
	Choice	25
	Fancy	26
	Guatemala	
	Fair	25
	Fancy	28
	Java	
	Private Growth	26@ 28
	Mandling	21@ 25
	Aukola	20@ 23
	Mocha	
	Short Bean	25@ 27
	Long Bean	24@ 25
	H. L. O. G.	26@ 28
	Bogota	
	Fair	24
	Fancy	26
	Exchange Market, Steady	
	Spot Market, Strong	
	Package	
	New York Basis	
	Arbuckle	17 50

McLaughlin's XXXX	McLaughlin's XXXX	package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago, Ill.
Extracts	Holland, 1/4 gro. bxs.	95
	Felix, 1/4 gro.	1 15
	Hummel's foll, 1/4 gro.	85
	Hummel's tin, 1/4 gro.	1 43
CONFECTIONERY	Stick Candy	Pails
	Horehound	10
	Standard	9 1/2
	Standard, small	9 1/2
	Twist, small	11
	Jumbo	10 1/2
	Jumbo, small	11
	Big Stick	10 1/2
	Boston Sugar Stick	14
Mixed Candy	Broken	10
	Cut Leaf	11
	French Cream	11
	Fancy	14
	Grocers	7 1/2
	Kindergarten	12
	Leader	10
	Majestic	11
	Monarch	10
	Novelty	11
	Paris Creams	12
	Premio Creams	16
	Royal	8 1/2
	Special	9
	Valley Creams	14
	X L O	8
Specialties	Auto Kisses (baskets)	13
	Bonnie Butter Bites	17
	Butter Cream Corn	15
	Caramel Bon Bons	14
	Caramel Dice	13
	Caramel Croquettes	14
	Cocconut Waffles	14
	Coffy Toffy	14
	National Mints 7 lb tin	16
	Empire Fudge	14
	Fudge, Pineapple	14
	Fudge, Walnut	14
	Fudge, Filbert	14
	Fudge, Choco. Peanut	14
	Fudge, Honey Moon	14
	Fudge, White Center	14
	Fudge, Cherry	14
	Fudge, Cocconut	14
	Honeysuckle Candy	16
	Iced Macaroons	15
	Iced Orange Jellies	13
	Italian Bon Bons	13
	Jelly Mello	13
	AA Licorice Drops	
	5 lb. box	1 15
	Lozenges, Pep.	12
	Lozenges, Pink	12
	Manchus	14
	Molasses Kisses, 10 lb. box	13
	Nut Butter Puffs	14
	Star Patties, Asst.	13
Chocolates	Assorted Choc.	16
	Amazon Caramels	16
	Champion	14
	Choc. Chips, Eureka	20
	Climax	15
	Eclipse, Assorted	15
	Ideal Chocolates	15
	Klondike Chocolates	19
	Nabobs	19
	Nibble Sticks	25
	Nut Wafers	19
	Ococo Choc Caramels	18
	Peanut Clusters	22
	Quintette	15
	Regina	13
	Star Chocolates	14
	Superior Choc. (light)	18
Pop Corn Goods	Cracker Jack with coupon	3 25
	Oh My 100s	3 50
	Cracker Jack, with Prize	3 50
	Hurrah, 100s	1 75
	Hurrah, 50s	1 75
	Hurrah, 24s	85
Cough Drops	Putnam Menthol	1 00
	Smith Bros.	1 25
NUTS—Whole	Almonds, Tarragona	18
	Almonds	

6

7

8

9

10

11

Sugar Fingers 12
Sugar Crimp 10
Vanilla Wafers 20
Butter Boxes
N B C Square 7
Seymour Round 7
Soda
Premium Sodas 8
Saratoga Flakes 13
Saltines 13
Oyster
Dandy Oysters 7
N B C Oysters Square 7
Shell 8

Specialties
Adora 1 00
Nabisco 1 00
Festino 1 50
Lorna Doone 1 00
Minerva Fruit Cake 3 00
Above quotations of National Biscuit Co., subject to change without notice.

CREAM TARTAR
Barrels or Drums 48
Square Cans 52
Boxes 49
Fancy Caddies 57
DRIED FRUITS
Apples
Evaporated Choice blk @08
Evaporated Fancy blk @09
Apricots
California 9 1/2 @ 1 1/4
Citron
Corsican 16 1/2
Currants
Imported, 1 lb. pkg. 12
Imported, bulk 11 1/2
Peaches
Mulrs—Choice, 25lb. 6 1/2
Mulrs—Fancy, 25lb. 7 1/2
Fancy, Peeled, 25lb. 12
Peel
Lemon, American 13 1/2
Orange, American 13 1/2
Raisins
Cluster, 20 cartons 2 25
Loose Muscatels, 4 Cr. 8 1/4
Loose Muscatels, 3 Cr. 8 1/4
L. M. Seeded, 1 lb. 8 3/4 @ 9
California Prunes
90-100 25 lb. boxes @ 6 1/2
80-90 25 lb. boxes @ 7
70-80 25 lb. boxes @ 7 1/4
60-70 25 lb. boxes @ 8 1/4
50-60 25 lb. boxes @ 8 3/4
40-50 25 lb. boxes @ 9 1/2

EVAPORATED MILK
Red Band Brand
Baby 2 40
Tall 3 50
5 case lots, 5c less; 10 case lots, 10c less.
FARINACEOUS GOODS
Beans
California Limas 6 1/2
Med. Hand Picked 3 75
Brown Holland 3 20
Farina
25 lb. packages 1 70
Bulk, per 100 lb. 4 50
Original Holland Rusk
Packed 12 rolls to container
3 containers (40) rolls 3 20
Hominy
Pearl, 100 lb. sack 2 50
Maccaroni and Vermicelli
Domestic, 10 lb. box 60
Imported, 25 lb. box 3 50
Pearl Barley
Chester 3 40
Portage 4 75
Peas
Green Wisconsin bu. 3 25
Split lb. 5 3/4
Sago
East India 7 1/2
German, sacks 8
German, broken pkg.
Tapioca
Flake, 100 lb. sacks 8
Pearl, 100 lb. sacks 8
Pearl, 36 pkgs. 2 50
Minute, 2 qts., per doz. 1 25
1/2 to 1 in. 6
1 1/4 to 2 in. 7
1 1/2 to 2 in. 9
2 in. 11
2 1/2 in. 15
3 in. 20
Cotton Lines
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20
Linen Lines
Small 26
Medium 20
Large 34
Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 65

FLAVORING EXTRACTS

Jennings D C Brand
Pure Vanilla
No. 1, 1/2 oz. 85
No. 2, 1/2 oz. 1 20
No. 4, 2 1/2 oz. 2 25
No. 3, 2 1/2 oz. Taper 2 00
2 oz. Flat 2 00
Terpeness
Pure Lemon
No. 1, 1/2 oz. Panel 75
No. 2, 1/2 oz. Panel 1 13
No. 4, 2 1/2 oz. Panel 2 00
No. 3, 2 1/2 oz. Taper 1 75
2 oz. Flat 1 75

FLOUR AND FEED
Grand Rapids Grain & Milling Co.
Winter Wheat
Purity Patent 6 00
Fancy Spring 6 75
Wizard Graham 5 90
Wizard Gran. Meal 4 80
Wizard Buckw't cwt. 3 50
Rye 6 00
Valley City Milling Co.
Lily White 6 10
Light Loaf 5 70
Graham 2 65
Granena Health 2 75
Gran. Meal 2 30
Bolted Meal 2 30

Voigt Milling Co.
Voigt's Crescent 6 10
Voigt's Royal 6 50
Voigt's Flourigt 6 10
Voigt's Hygienic Gra-ham 5 10
Watson-Higgins Milling Co.
Perfection 6 00
Tip Top Flour 5 50
Golden Sheaf Flour 5 10
Kern's Success 6 50
Marshall Best Flour 6 30
Worden Grocer Co.
Quaker, paper 6 00
Quaker, cloth 6 10

Kansas Hard Wheat
Voigt Milling Co.
Calla Lily 6 35
Worden Grocer Co.
American Eagle, 1/8s 6 25
American Eagle, 1/4s 6 15
American Eagle, 1/2s 6 05
Spring Wheat
Roy Baker
Mazzeppa 6 00
Golden Horn bakers 5 90
Wisconsin Rye 5 10
Bohemian Rye 5 35
Judson Grocer Co.
Ceresota, 1/8s 7 00
Ceresota, 1/4s 6 90
Ceresota, 1/2s 6 80
Columbian 6 35
Worden Grocer Co.
Wingold, 1/8s cloth 7 00
Wingold, 1/4s cloth 6 90
Wingold, 1/2s cloth 6 60
Wingold, 1/8s paper 6 80
Wingold, 1/4s paper 6 60

Meal
Bolted 4 60
Golden Granulated 4 80
Wheat
Red 1 05
White 1 00
Oats
Michigan carlots 48
Less than carlots 50
Corn
Carlots 78
Less than carlots 80
Hay
Carlots 16 00
Less than carlots 18 00
Feed
Street Car Feed 39 50
No. 1 Corn & Oat Fd 39 50
Cracked Corn 39 00
Coarse Corn Meal 39 00
FRUIT JARS
Mason, pts., per gro. 4 90
Mason, qts., per gro. 5 25
Mason, 1/2 gal. per gro. 7 60
Mason, can tops, gro. 2 25
GELATINE
Cox's, 1 doz. large 1 45
Cox's, 1 doz. small 90
Knox's Sparkling, doz. 1 25
Knox's Acidu'd, doz. 1 25
Minute, 2 qts., doz. 1 10
Minute, 2 qts., 3 doz. 3 25
Nelson's 1 50
Oxford 75
Plymouth Rock, Phos. 1 25
Plymouth Rock, Plain 90

GRAIN BAGS
Broad Gauge 18
Amoskeag 19
Herbs
Sage 15
Hops 15
Laurel Leaves 15
Senna Leaves 25
HIDES AND PELTS
Hides
Green, No. 1 15
Green, No. 2 14
Cured, No. 1 17
Cured, No. 2 16
Calfskin, green, No. 1 15
Calfskin, green, No. 2 13 1/2
Calfskin, cured, No. 1 17
Calfskin, cured, No. 2 15 1/2
Pelts
Old Wool 60 @ 1 25
Lambs 50 @ 1 00
Shearlings 30 @ 75

Tallow

No. 1 @ 5
No. 2 @ 4
Wool
Unwashed, med. @ 28
Unwashed, fine @ 23
HORSE RADISH
Per doz. 90
Jelly
5lb. palls, per doz. 2 30
15lb. palls, per pall 70
30lb. palls, per pall 1 25

ICE CREAM
Piper Ice Cream Co. Brands
Bulk, any flavor 60
Extra Fancy, any flavor 65
Brick, Plain 1 00
Brick, Fancy 1 20
JELLY GLASSES
1/2 pt. in bbls., per doz. 15
1/4 pt. in bbls., per doz. 16
8 oz. capped in bbls., per doz. 18
MAPLEINE
2 oz. bottles, per doz. 3 00
1 oz. bottles, per doz. 1 75
16 oz. bottles, per dz. 18 00
32 oz. bottles, per dz. 30 00
MINCE MEAT
Per case 2 85

MOLASSES
New Orleans
Fancy Open Kettle 45
Choice 38
Good 32
Stock 26
Half barrels 2c extra
Red Hen, No. 2 1/2 1 90
Red Hen, No. 5 1 85
Red Hen, No. 10 1 80

MUSTARD
1/2 lb. 6 lb. box 16
OLIVES
Bulk, 1 gal. kegs 1 10 @ 1 20
Bulk, 2 gal. kegs 1 05 @ 1 15
Bulk, 5 gal. kegs 1 00 @ 1 10
Stuffed, 5 oz. 90
Stuffed, 8 oz. 1 25
Stuffed, 14 oz. 2 25
Pitted (not stuffed) 2 25
Mazzeppa 8 oz. 90
Lunch, 10 oz. 1 35
Lunch, 16 oz. 2 25
Queen, Mammoth, 19 oz. 4 25
Queen, Mammoth, 28 oz. 5 75
Olive Chow, 2 doz. cs. per doz. 2 25

PEANUT BUTTER
Bel-Car-Mo Brand
24 lb. fibre palls 09 1/2
14 lb. fibre palls 10
23 oz. jars, 1 doz. 2 30
2 lb. in palls, 1 doz. 3 00
7 oz. jars, 2 doz. 1 80
PETROLEUM PRODUCTS
Iron Barrels
Perfection 8 5
Red Crown Gasoline 19
Gas Machine Gasoline 29 9
V. M. & P. Naphtha 18 5
Capitol Cylinder 31 9
Atlantic Red Engine 17 9
Summer Black 8 7
Polarine 32 9

PICKLES
Medium
Barrels, 1200 count 8 50
Half bbls., 600 count 4 75
5 gallon kegs 2 10
Small
Barrels 10 50
Half barrels 6 25
5 gallon kegs 2 40
Gherkins
Barrels 14 00
Half barrels 6 75
5 gallon kegs 2 70
Sweet Small
Barrels 17 00
Half barrels 9 00
5 gallon kegs 3 50
PIPES
Clay, No. 216, per box 1 75
Clay, T. D. full count 60
Cob 90
PLAYING CARDS
No. 90, Steamboat 75
No. 15, Rival assorted 1 25
No. 20, Rover, enam'd 1 50
No. 572, Special 1 75
No. 808, Golf, Satin fin. 2 00
No. 808, Bicycle 2 00
No. 632, Tourist, whist 2 25
POT SH
Babbitt's, 2 doz. 1 75

PROVISIONS
Barreled Pork
Short Cut Clr 23 00 @ 21 00
Bean 17 00 @ 18 00
Brisket, Clear 24 00 @ 25 00
Pig 26 00
Clear Family 26 00
Dry Salt Meats
S P Bellies 14 1/2 @ 15
Pure in tiers 12 1/2 @ 13
Compound Lard 11 1/2 @ 12
80 lb. tubs 1/2 advance 1/4
80 lb. tubs 1/4 advance 1/2
50 lb. tubs 1/2 advance 1/4
20 lb. palls 1/2 advance 3/4
10 lb. palls 1/2 advance 3/4
5 lb. palls 1/2 advance 1
3 lb. palls 1/2 advance 1

Smoked Meats

Hams, 14-16 lb. 16 1/2 @ 17
Hams, 16-18 lb. 17 @ 17 1/2
Hams, 18-20 lb. 17 @ 18
Ham, dried beef, sets 29 @ 30
California Hams 12 1/2 @ 13
Picnic Balled
Hams 19 1/2 @ 20
Balled Hams 27 1/2 @ 28
Minced Ham 12 @ 12 1/2
Bacon 18 @ 24

Sausages
Bologna 10 1/4 @ 11
Liver 9 1/4 @ 10
Frankfort 12 @ 12 1/2
Pork 11 @ 12
Veal 11
Tongue 11
Headcheese 10
Beef
Boneless 20 00 @ 20 50
Rump, new 24 50 @ 25 00
Pig's Feet
1/2 bbls. 1 00
3/4 bbls., 40 lbs. 2 00
1 bbl. 4 25
1 bbl. 8 50

Tripe
Kits, 15 lbs. 90
1/2 bbls., 40 lbs. 1 60
3/4 bbls., 80 lbs. 3 00
Casings
Hogs, per lb. 35
Beef, rounds, set 19 @ 20
Beef, middles, set 85 @ 90
Sheep 1 15 @ 1 35
Uncolored Butterine
Solid Dairy 12 1/2 @ 16 1/4
Country Rolls 13 @ 19 1/4

Canned Meats
Corned Beef, 2 lb. 4 50
Corned Beef, 1 lb. 2 40
Roast Beef, 2 lb. 4 50
Roast Beef, 1 lb. 2 40
Potted Meat, Ham
Flavor, 1/4s 48
Potted Meat, Ham
Flavor, 1/4s 90
Deviled Meat, Ham
Flavor, 1/4s 48
Deviled Meat, Ham
Flavor, 1/4s 90
Potted Tongue, 1/4s 90
Potted Tongue, 1/2s 90

RICE
Fancy 7 @ 7 1/2
Japan Style 5 @ 5 1/2
Broken 3 1/2 @ 4
ROLLED OATS
Rolled Avena, bbls. 6 00
Steel Cut, 100 lb. sks. 3 00
Monarch, bbls. 5 75
Monarch, 90 lb. sks. 2 75
Quaker, 18 Regular 1 45
Quaker, 20 Family 4 50

SALAD DRESSING
Columbia, 1/2 pint 2 25
Columbia, 1 pint 4 00
Durkee's, large, 1 doz. 4 50
Durkee's, small, 2 doz. 5 25
Snider's, large, 1 doz. 2 35
Snider's, small, 2 doz. 1 35
SALERATUS
Packed 60 lbs in box
Arm and Hammer 3 00
Wyandotte, 100 % 3 00

SAL SODA
Granulated, bbls. 1 75
Granulated, 100 lbs. cs. 1 85
Granulated, 36 pkgs. 1 50
SALT
Common Grades
100 3 lb. sacks 2 60
70 4 lb. sacks 2 40
60 5 lb. sacks 2 40
28 10 lb. sacks 2 25
56 lb. sacks 20
28 lb. sacks 20
Warsaw
56 lb. sacks 26
28 lb. dairy in drill bags 20
Solar Rock
56 lb. sacks 26
Common
Granulated, Fine 1 10
Medium, Fine 1 15

SALT FISH
Cod
Large, whole @ 8
Small, whole @ 7 1/2
Strips or bricks 9 @ 13
Pollock @ 5 1/2
Smoked Salmon
Strips
Halibut
Strips 38 @ 45
Chunks
Holland Herring
Y. M. wh. hoop bbls.
Y. M. wh. hoop 1/2 bbls.
Y. M. wh. hoop kegs
Y. M. wh. hoop Milchers kegs
Herring
Med. Fat Split, 200 lbs 8 00
Laborador Split 200 lb 10 00
Norway 4 K, 200 lbs 16 50
Special, 8 lb. palls 70
Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25
No. 1, 10 lbs. 99
No. 1, 2 lbs. 76

Mackerel

Mess, 100 lbs. 16 50
Mess, 40 lbs. 7 00
Mess, 10 lbs. 1 85
Mess, 8 lbs. 1 56
No. 1, 100 lbs. 15 50
No. 1, 40 lbs. 6 70
No. 1, 10 lbs. 1 75
Lake Herring
100 lbs. 4 00
40 lbs. 2 35
10 lbs. 58
8 lbs. 54

SEEDS
Anise 18
Canary, Smyrna 8
Caraway 18
Cardomon, Malabar 1 20
Celery 6
Hemp, Russian 6
Mixed Bird 9
Mustard, white 20
Poppy 36
Rape 10
SHOE BLACKING
Handy Box, large 3 dz. 3 50
Handy Box, small 1 25
Bixby's Royal Polish 85
Miller's Crown Polish 85
SNUFF
Scotch, in bladders 37
Maccaboy, in jars 35
French Rapple in jars 43

SODA
Boxes 5 1/2
Kegs, English 4 1/2
SPICES
Whole Spices
Allspice, Jamaica 9 @ 10
Allspice, lg Garden @ 11
Cloves, Zanzibar @ 24
Cassia, Canton 14 @ 15
Cassia, 5c pkg. dz. @ 35
Ginger, African @ 9 1/2
Ginger, Cochin @ 14 1/2
Mace, Penang @ 29
Mixed, No. 1 @ 27
Mixed, No. 2 @ 16
Mixed, 5c pkgs. dz. @ 45
Nutmegs, 70-80 @ 35
Nutmegs, 105-110 @ 30
Pepper, Black @ 22
Pepper, White @ 28
Pepper, Cayenne @ 22
Paprika, Hungarian
Pure Ground in Bulk
Allspice, Jamaica @ 12
Cloves, Zanzibar @ 28
Cassia, Canton @ 26
Ginger, African @ 18
Mace, Penang @ 1 00
Nutmegs @ 35
Pepper, Black @ 24
Pepper, White @ 32
Pepper, Cayenne @ 25
Paprika, Hungarian @ 45

STARCH
Corn
Kingsford, 40 lbs. 7 1/4
Muzzy, 20 lb. pkgs. 5 1/2
Kingsford
Silver Gloss, 40 lb. 7 1/4
Muzzy, 40 lb. pkgs. 5
Gloss
Argo, 24 5c pkgs. 90
Silver Gloss, 16 3lbs. 6 1/2
Silver Gloss, 12 6lbs. 8 1/4
Muzzy
48 lb. packages 5
16 3lb. packages 4 1/2
12 6lb. packages 6
50lb. boxes 3 1/2
SYRUPS
Corn
Barrels 28
Half barrels 30
Blue Karo, No. 1 1/4
4 doz. 3 45
Blue Karo, No. 2, 2 dz. 1 95
Blue Karo, No. 2 1/2
doz. 2 35
Blue Karo, No. 5, 1 dz. 2 30
Blue Karo, No. 10, 1/2 doz. 2 20
Red Karo, No. 1 1/4
doz. 3 80
Red Karo, No. 2, 2 dz. 2 30
Red Karo, No. 2 1/2, 2 dz. 2 75
Red Karo, No. 5, 1 dz. 2 70
Red Karo, No. 10 1/2 doz. 2 60
Pure Cane
Fair 16
Good 20
Choice 25
Folger's Grape Punch
Quarts, doz. case 6 00

TABLE SAUCES
Halford, large 3 75
Halford, small 2 25
TEA
Uncolored Japan
Medium 20 @ 25
Choice 28 @ 33
Fancy 38 @ 45
Basket-fired Med'm 28 @ 30
Basket-fired Choice 35 @ 37
Basket-fired Fancy 38 @ 45
No. 1 Nibs 30 @ 32
Siftings, bulk 9 @ 10
Siftings, 1 lb. pkgs. 12 @ 14
Gunpowder
Moyune, Medium 28 @ 33
Moyune, Choice 35 @ 40
Moyune, Fancy 50 @ 60
Ping Suey, Medium 25 @ 30
Ping Suey, Choice 35 @ 40
Ping Suey, Fancy 45 @ 50
Young Hyson
Choice 28 @ 30
Fancy 45 @ 54

Oleng

Formosa, Medium 25 @ 28
Formosa, Choice 32 @ 35
Formosa, Fancy 50 @ 50
English Breakfast
Congou, Medium 25 @ 30
Congou, Choice 30 @ 35
Congou, Fancy 40 @ 45
Congou, Ex. Fancy 60 @ 60
Ceylon
Pekoe, Medium 28 @ 30
Dr. Pekoe, Choice 30 @ 35
Flowery O. P. Fancy 40 @ 50

TOBACCO
Fine Cut
Blot 1 45
Bugle, 16 oz. 3 84
Bugle, 10c 11 90
Dan Patch, 8 and 16 oz. 82
Dan Patch, 4 oz. 11 52
Dan Patch, 2 oz. 5 74
Fast Mail, 16 oz. 7 80
Hiawatha, 16 oz. 60
Hiawatha, 5c 5 40
May Flower, 16 oz. 9 86
No Limit, 8 oz. 1 86
No Limit, 16 oz. 3 72
Ojibwa, 8 and 16 oz. 40
Ojibwa, 10c 11 10
Ojibwa, 5c 1 58
Petoskey Chief, 7 oz. 2 00
Petoskey Chief, 14 oz. 4 40
Peach and Honey, 5c 5 76
Red Bell, 16 oz. 3 84
Red Bell, 8 foll 1 92
Sterling, L & D 5c 5 76
Sweet Cuba, canister 9 16
Sweet Cuba, 5c 5 76
Sweet Cuba, 10c 9 56
Sweet Cuba, 1/2 lb. tin 4 50
Sweet Burley, 5c L&D 2 25
Sweet Burley, 1 lb. L&D 5 70
Sweet Burley, 8 oz. 2 48
Sweet Mist, 1/2 gro. 5 70
Sweet Mist, 8 oz. 11 19
Telegram, 5c 5 76
Tiger, 5c 6 00
Tiger, 25c cans 2 40
Uncle Daniel, 1 lb. 60
Uncle Daniel, 1 oz. 5 22

Am. Navy, Plug
Apple, 10 lb. butt 33
Drummond Nat. Leaf, 2 and 5 lb. 60
Drummond Nat. Leaf, per doz. 98
Battle Ax 36
Bracer, 6 and 12 lb. 32
Big Four, 6 and 16 lb. 30
Boot Jack, 2 lb. 90
Boot Jack, per doz. 96
Bullion, 16 oz. 48
Climax Golden Twins 48
Climax, 14 1/2 oz. 44
Climax, 7 oz. 47
Climax, 5c tins 6 00
Day's Work, 7 & 14 lb. 38
Crema de Menthe, lb. 62
Derby, 5 lb. boxes 28
5 Bros., 4 lb. 26
Four Roses, 10c 90
Gilt Edges, 2 lb. 50
Gold Rope, 6 and 12 lb. 58
Gold Rope, 4 and 8 lb. 58
G. O. P., 12 and 24 lb. 40
Granger Twist, 6 lb. 46
G. T. W., 10 and 21 lb. 36
Honey Shoe, 6 and 12 lb. 43
Honey Dip Twist, 5 and 10 lb. 45
Jolly Tar, 5 and 8 lb. 40
J. T., 5 1/2 and 11 lb. 40
Kentucky Navy, 12 lb. 32
Keystone Twist, 6 lb. 45
Kismet, 6 lb. 48
Maple Dip, 16 oz. 32
Merry Widow, 12 lb. 32
Nobby Spun Roll 6 & 8 58
Parrot, 12 lb. 82
Patterson's Nat. Leaf 93
Peachey, 6, 12 & 24 lb. 41
Pleite Twist, 5 lb. 45
Piper Heldsleck, 4 & 7 lb. 89
Piper Heldsleck, per dz. 96
Polo, 3 doz., per doz. 48
Red Cross 28
Scrapple, 2 and 4 doz. 45
Sherry Cobbler, 8 doz. 32
Spear Head, 12 oz. 44
Spear Head, 14 oz. 47
Spear Head, 7 oz. 44
Sq. Deal, 7, 14 & 28 lb. 30
Star, 6, 12 and 24 lb. 43
Standard Navy, 7 1/2, 15 and 30 lb. 34
Ten Penny, 6 and 12 lb. 35
Town Talk, 14 oz. 32
Yankee Girl, 12 & 24 lb. 31

SPECIAL PRICE CURRENT

15

16

17

12

13

14

Table with 2 columns: Item Name and Price. Includes categories like Smoking, Cigar Cuttings, and various tobacco products.

Table with 2 columns: Item Name and Price. Includes categories like Rob Roy, Buck Horn, and various cigars.

Table with 2 columns: Item Name and Price. Includes categories like Faucets, Mop Sticks, Pails, and various hardware items.

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

AXLE GREASE advertisement featuring an image of a MICA AXLE GREASE can and text: '1 lb. boxes, per gross 8 70 3 lb. boxes, per gross 23 10'.

BAKING POWDER advertisement with text: '10c, 4 doz. in case ... 85 15c, 4 doz. in case ... 1 25'.

White House COFFEE advertisement featuring an image of a White House Coffee can and text: 'White House, 1 lb. White House, 2 lb.'.

ROYAL SOAP advertisement featuring an image of a Royal Soap can and text: '10c size .. 90 1/4 lb cans 1 95'.

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

The Only Five Cent Cleanser advertisement with large text: 'The Only Five Cent Cleanser Guaranteed to Equal the Best 10c Kinds'.

FOOTE & JENKS' Killarney (BRAND REGISTERED) Ginger Ale advertisement with text: 'An Agreeable Beverage of the CORRECT Belfast Type. Supplied to Dealers, Hotels, Clubs and Families in Bottles Having Registered Trade-Mark Crowns'.

GRAND RAPIDS SAFE CO. advertisement with text: 'Agent for the Celebrated YORK MANGANESE BANK SAFE Taking an insurance rate of 50c per \$1,000 per year. What is your rate? Particulars mailed. Safe experts.'

COFFEE OLD MASTER COFFEE advertisement featuring an image of a coffee can and text: 'Old Master Coffee 31 San Marto Coffee'.

White House COFFEE advertisement featuring an image of a White House Coffee can and text: 'White House, 1 lb. White House, 2 lb.'.

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Gowans & Sons advertisement with text: 'Mystic White Borax 3 60 Oak Leaf, 100 cakes 2 75 Railroad, 120 cakes .. 2 25'.

Proctor & Gamble Co. advertisement with text: 'Lenox .. 3 20 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75'.

Soap Compounds advertisement with text: 'Johnson's Fine, 43 2 3 25 Johnson's XXXX 100 5c 4 00'.

WASHING POWDERS advertisement with text: 'Lautz Bros.' & Co. [Apply to Michigan, Wisconsin and Duluth, only]'.

White House COFFEE advertisement featuring an image of a White House Coffee can and text: 'White House, 1 lb. White House, 2 lb.'.

GRAND RAPIDS SAFE CO. advertisement with text: 'Agent for the Celebrated YORK MANGANESE BANK SAFE Taking an insurance rate of 50c per \$1,000 per year. What is your rate? Particulars mailed. Safe experts.'

TELFER'S ROAST COFFEE advertisement with text: 'TELFER'S ROAST COFFEE MADE IN DETROIT USA'.

Jamo, 1 lb. tin 31 Eden, 1 lb. tin 27 Belle Isle, 1 lb. pkg. 27'.

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.

Hardware For Sale—Excellent location, clean stock, good trade and excellent prospects for spring and summer. Good reasons for selling. 526 Allegan St., Lansing, Michigan. 964

For Sale—One 30-arm Best rug rack in good condition; arms 9 ft. long; holds 60 9 x 12 rugs. Price \$50 f. o. b. Uniontown, Pa., Wright-Metzler Co. 965

Special Sales Promoters. Stocks reduced or sold entirely. Green Sales Co., Jackson, Michigan. 967

Wanted To Exchange—For a farm, shoe store doing fine business in Western Michigan town, population 5,000, including stock, fixtures and two story brick building in good location. Valuation in exchange \$4,500. Prefer farm in Barry, Paton or Ingham counties, and near a larger town. Address No. 969, care Tradesman. 969

For Sale—Small jewelry stock. Nice town, fine country. No opposition. Reason for selling want of capital for suitable stock. Address No. 970, care Tradesman. 970

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 Freret St., New Orleans, Louisiana. 910

Wanted—Information regarding good store for sale. Send description and price. R. G. List, Minneapolis, Minn. 940

Patent For Sale—On small article used in every household. Sold to 5 and 10 cent stores, etc. Write Robert J. Schulz, 1820 Mackinaw St., Saginaw, Mich. 954

For Sale—One triplicate mirror good as new; reason for selling we put in cabinets and alcove mirrors. Five floor racks for suits, good shape. J. A. Roemer Company, Celina, Ohio. 955

Land For Sale Or Exchange—New land will exchange for groceries or any other goods that I can sell from my store. C. A. Sullivan, Alma, Mich. 956

Wanted—Small iceless soda fountain. Will H. Sewell, Perrinton, Mich. 958

Telephone System For Sale—Good business, fine condition. Excellent opportunity for development, sacrificing on account of ill health. Price \$11,000. If you haven't the means don't write. Address L. T. Heaton, Humansville, Missouri. 959

Grocery Stock and Fixtures For Sale—In one of the best cities in Michigan. Good stock, new fixtures. Will sell or rent building. I also have some land that I will sell or trade for any stock that I can sell from my store. C. A. Sullivan, Alma, Michigan. 957

For Sale—To close estate, two-story brick store. For quick sale price \$5,000. Central location. Exceptional business opening for laundry or any other line of business. No vacant buildings. In city of 10,000. Address S, care Michigan Tradesman. 960

For Sale—Stock of new, staple dry goods and fixtures, old established business, four years remaining of, cheap rental, in central location of thriving Michigan city of 25,000, where owner has made good and desires to retire. Inventory over \$30,000. Worth \$40,000 now. Will accept good offer. Address No. 961, care Michigan Tradesman. 961

For Sale Or Rent—One of the best located buildings in one of the best towns in Michigan, population 7,500. Owner recently died. Right price, right terms to responsible parties. No trades, no jobbers. Address Sale or Rent, care Tradesman. 962

To Exchange—Farm of 145 acres near a thriving town for stock of general merchandise or dry goods. Not a farmer but in the dry goods business. Address No. 963, care Tradesman. 963

Wanted—Partner with \$5,000 to take interest in clothing store, Flint, Michigan. Capital needed to enlarge the business. I have good location and long lease, also cheap rent. Investment guaranteed. Experience not necessary but must be good business head. Must have first-class reference. Write P. R., 403 Detroit St., Flint, Michigan. 972

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—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

Good opening for harness and shoemaker and repair shop at Dorr, Michigan. Address Dorr Business Men's Association. 971

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

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, \$1,800 or invoice. Address M., care Tradesman. 941

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

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

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

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

For Sale—Ward 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

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, Zageimeyer system, cement blocks, sole right Owosso and vicinity; large lot, building, kin, 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

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, Lambertton, Minnesota. 917

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

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

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

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

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 Wanger, Hartland, Minnesota. 809

For Sale—In Centerville, 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, Centerville, St. Joseph County, Michigan. 803

For Sale—One Landis harness machine in good condition with both foot power and power attachments. \$110. J. E. Esch, Honor, Michigan. 953

For Sale—A good paying soundly established painting and decorating business; low rentage; store right on main street; population, 3,700. For particulars apply to Box 433, Harvard, Illinois. 923

Stocks Wanted—If you are desirous of selling your stock, call 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

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

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.

Carpetmaker and Salesman. Wanted—A competent carpetmaker who has also had some experience as a carpet and rug salesman. Give references and experience. Quality Store, Ionia, Mich. 966

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

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

POSITION WANTED.

Wanted—A position as grocery clerk or stock-keeper in a general store. Several years' experience and can give reference. Will be at leisure after April 1. Address Box 235, Plainwell, Mich. 968

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

The 95,000 telephones in Detroit can be reached direct from your Citizens' phone



Use Citizens Service to Detroit

Copper Long Distance Lines provide connection with 750,000 telephones in Michigan, Indiana and Ohio

Citizens Telephone Company

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—There is a very active demand for all grades of butter at an advance of 1c per pound over last week on all grades. Storage butter is about cleaned up and the trade is being supplied mostly with fresh butter. No relief from the present conditions is expected for two or three weeks. Local dealers quote fancy creamery at 35c in tubs and 36c in prints. Local dealers pay 26c for No. 1 in tubs and 28c in prints, 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 as the season advances and with the very good consumptive demand the market is firm at prices prevailing about the same as a week ago. The quality arriving is average fancy and all eggs meet with ready sale on arrival. The market is firm on the present basis of quotations and there is not likely to be much change in the immediate future. Local dealers are paying 18c.

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, \$3.50 per box for choice, \$3.75 for fancy.

Lettuce—The market has declined to 9c 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.; walnuts, 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 \$2.25 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 stronger than a week ago, so that local jobbers are getting \$1 per bu. Country buyers have increased their paying prices to 80@85c.

Poultry—Receipts are away below market requirements and local jobbers pay 17@18c for shipment of mixed fowls. Turkeys are scarce at 22c, ducks at 16c and geese at 13c. Dressing 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—\$1.40 per hamper for kiln dried Jerseys; \$4 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.

Pertinent Hints on Mercantile Fire Insurance.

Pigeon, March 20—As per your request of March 18 we enclose you by registered mail three of our policies on fixtures, stock and the building, as a sample of each. We hope this will give you an outline. We would be pleased to have you go over our insurance forms and we would be pleased to accept your assistance in regard thereto. The building is our own. It is a brick building, two stories high. There is a small frame building on the east and at the back of the building there is a small alley about 20 feet wide. There are no buildings on the south and west, as it is on a corner. There are two small awnings on the front, one over each window. We have put in a heating plant which cost us nearly \$1,000. We have wired the building for electric lights at an expense of \$100.

A. Hirshberg & Son.

The Tradesman submitted this enquiry to one of the most progressive and experienced insurance men in Grand Rapids, who kindly prepared the following brief on the subject:

Grand Rapids, March 21—I am in receipt of your letter enclosing three policies issued for the account of A. Hirshberg & Son on account of property at Pigeon, also a letter from them bearing upon their insurance.

In the first place I desire to say that the insurance policies contained in your letter are in companies of good standing, both as to their ability to meet claims made upon them for losses and as to their integrity in the method of conducting their business. Two of these policies, namely Michigan No. 590 and Fidelity Phoenix No. 1273 cover \$2,000 each upon building and \$500 each upon furniture and fixtures therein, making a total of \$4,000 upon building and \$1,000 upon furniture and fixtures. These policies are written with lightning clause, gasoline lighting clause, electrical permit clause and 90 per cent. co-insurance clause, all attached. I am a little uncertain whether the gasoline lighting clause is now essential, inasmuch as I note in Mr. Hirshberg's letter of March 16 that they have recently wired the building for electricity; that, however, is an unimportant matter and as long as the gasoline lighting system is in, with any possibility of their using it, it should be retained upon the policy contracts. I question, however, whether the electrical permit is just such a one as should be used in a place like Pigeon, for the reason that there is a question in my mind whether they have any electrical inspection and unless the wiring was put in according to the National Code

or inspected by the Michigan Inspection Bureau, their installation would be in conflict with this printed clause attached to the policy. I would ask that you ascertain from Mr. Hirshberg regarding this and if they have neither an inspector there who issues certificates or inspections made through the office of the Inspection Bureau itself and with approval from them in this case, that this particular permit be detached by the agent from the policy, and one reading like this be attached: "Permission is hereby granted for use of electricity for lighting and power on premises described herein."

I notice that Mr. Hirshberg makes reference to his heating plant, also his electric wiring and to the awnings. The heating plant is covered in the first item of the policy inclusive with building. Electric wiring is also in that item and the awnings are in the second item of the policy covering upon office furniture and fixtures and so on,—the intention being to cover all the permanent fixtures with building and all the store furniture and fixtures with the furniture and fixtures item.

He has the 90 per cent. co-insurance clause only upon the policy covering building and furniture and fixtures. As you know, that becomes a warranty, upon his part, that he will carry insurance to the extent of 90 per cent. of the actual value of each one of these items. Assuming that he is carrying insurance to that amount, this would amount to a warranty on his part that the cash value of the building is not in excess of \$4,444.44 and the furniture and fixtures not in excess of \$1,111.11. You understand, of course, that the co-insurance clause is a warranty upon the part of the assured and he can, of course, carry insurance to the full amount of the property. Co-insurance does not apply in case of total loss to insurance. I am making this full explanation for the reason that we frequently find that merchants in the smaller towns do not grasp the meaning of the co-insurance clause. I would suggest that, in connection with the policies upon which this assured may carry co-insurance, he have his agent incorporate by endorsement under those policies what we call the 5 per cent. exemption clause and for which there is no charge. This relieves the assured oftentimes of considerable annoyance in small losses.

Fidelity Phoenix policy No. 1293 covering \$3,000 upon stock contains the clauses referred to, excepting the 90 per cent. co-insurance clause and the electrical permit clause. I would suggest the attachment of the electrical permit clause. The assured, evidently, does not wish to have his insurance on merchandise written with co-insurance. This policy on merchandise, in my opinion, covers his stock, although it is not quite the wording that we use here in Grand Rapids. I would suggest, however, that the wording after general merchandise in the typewritten form be changed to read, "Their own or held by them in trust or on commission or sold but not removed and for which they may be liable all while contained in the two-story gravel roof building or on or under sidewalks or platforms attached to or adjoining same."

In a general way, I think Mr. Hirshberg's insurance is pretty well drawn and he need have no anxiety as to the form in which it is written, although it would be well to suggest to him having his agents make the slight changes outlined above in order to give him a little better coverage. I assume that Mr. Hirshberg does not care to take up the matter of rate upon his property and possibly that has been thoroughly gone over. If he wishes to take up the matter of rate I would suggest that he sign the enclosed request for copy of the schedule make up on his property

and give it to his agent at Pigeon to send to the Inspection Bureau office at 204 Eddy building, Saginaw, or, if he prefers, he can send it to Inspector Moore direct and in that way he can ascertain from the schedule just what charges are made against his property and determine whether any of these charges can be removed by improvements on his part. I do not know what class Pigeon is in as regards fire protection and for that reason can not say what credit he gets for the use of co-insurance. James M. Crosby.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, March 22—Creamery butter, extras, 36@37c; first, 34@35c; common, 32@33c; dairy, common to choice 24@32c; poor 20@23c.

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

Eggs—Choice, new laid, 21 @22c; fancy, 23@25c.

Poultry (live)—Chicks per lb. 18@20c; 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; turkeys, 25@30c.

Beans—Medium, \$3.80; pea, \$3.75; Red Kidney, \$4.75@5; White Kidney, \$5; Marrow, \$4.75@5.

Potatoes—\$1.10@1.15 per bu.

Rea & Witzig.

While many hotels in Michigan, with an eye to the comfort and service of their patrons—which also means the success of their business—are presenting their guests with a morning paper without charge, it only enlarges on the petty grafting of those who charge 5 cents for a paper that at the most is valued at 2 cents. While few would ask for a free paper, yet many of the boys on the road most strenuously object to paying 10 to 15 cents a day for daily papers. To these hotel operators, we might enlighten them with the knowledge that hotels that courteously present their patrons with a paper each morning are among the few successful ones in the State. Strange as it may seem, those selling papers at 300 to 400 per cent. profit are in many cases those giving the least in return for the traveler's money.

BUSINESS CHANCES.

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

Position Wanted—As salesman and stock-keeper in clothing and shoes. Have had 30 years' experience. Understand business thoroughly. Can speak German and Polish. Can make friends and customers easily. Not afraid of work. At liberty to come at any time. Can furnish best of references. Address No. 973, care Michigan Tradesman, 973

Hotel For Sale—Park hotel, Algonac; good bar in connection; would consider \$3,000 in trade if right. M. E. Dickinson, Algonac, Michigan, 974

For Sale For Cash—\$10,000 stock dry goods and notions. With an established trade at 25 per cent. discount for quick action. Would either sell or lease building the best corner location in town. Located in one of the fastest growing county seat towns in the State and in the heart of the biggest lumber and naval stores manufacturing section of the State. Good schools, churches, water works, sewerage and cement sidewalks. Cheap freight rates by rail or boat. If interested and mean business, address, Box 108, Panama City, Florida, 975

For Sale—Stock of general merchandise consisting of clothing, shoes, dry goods, groceries, etc. Stock will invoice about \$18,000. Location, growing town in Wisconsin tributary to Minneapolis and St. Paul. Will give terms on part. For particulars address, The Minnesota Loan and Trust Company, Trust Dept., Minneapolis, Minnesota, 976

For Sale—One quick repair shoe outfit, or will sell separate. One combination harness and shoe Champion stitcher, also a good location for shoe shop. C. H. Tuffs, Dexter, Michigan, 977

Wanted—Clothing, shoe and general merchandise stocks, for good farms and Chicago improved real estate; must act quick. Hartford Mercantile Company, Hartford Building, Chicago, 978

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