

### Are You the Chap?

Someone's always feeling blue.

Are you the chap?

Someone don't know what to do.

Are you the chap?

Someone sees disaster pending;

Someone's trials are extending;

Someone's woes are never-ending.

Are you the chap?

Someone's always out of luck.

Are you the chap?

Someone lacks backbone and pluck.

Are you the chap?

Someone always is repining;

Someone all the time is whining;

Someone sees no bright sun shining.

Are you the chap?

Someone never gives a smile.

Are you the chap?

Someone's grouchy all the while.

Are you the chap?

Someone's always cross and sour;

Someone's grumpy every hour;

Someone doubts God's saving power.

Are you the chap?

Someone laughs the whole day long.

Are you the chap?

Someone's lips are wreathed in song.

Are you the chap?

Someone's heart binds ours the tighter.

Someone makes our burdens lighter.

Someone makes this old world brighter.

Are you the chap?

*E. A. Brininstool.*

"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

## Automobile Tires and Tubes and Auto Specialties

**PULLMAN**  
3,500 Mile Tires  
PLAIN TREAD

**NATIONAL REDWALL**  
5,000 Mile Tires  
NON-SKID TREAD

**INNER TUBES**

THICK, TOUGH, NON-DETERIORATING

Distributors for Michigan:

**BROWN & SEHLER CO.**

Grand Rapids, Michigan



"The End of Fire Waste"

COMPLETE APPROVED

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## Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

## FACTORY SITES

AND

## Locations for Industrial Enterprises in Michigan

The Pere Marquette Railroad runs through a territory peculiarly adapted by Accessibility excellent Shipping Facilities, Healthful Climate and Good Conditions for Home Life, for the LOCATION OF INDUSTRIAL ENTERPRISES.

First-class Factory Sites may be had at reasonable prices. Coal in the Saginaw Valley and Electrical Development in several parts of the State insure Cheap Power. Our Industrial Department invites correspondence with manufacturers and others seeking locations. All inquiries will receive painstaking and prompt attention and will be treated as confidential.

Address

**GEORGE C. CONN,**

Freight Traffic Manager,  
Detroit, Michigan

# EMPRESS

NOW PLAYING

## Keith Vaudeville 7—STAR ACTS—7

ALWAYS A GREAT SHOW

DAILY 2:30 and 8:15

10c - 20c - 25c - 30c - 50c

## Fancy Package Chocolates

For Spring Trade

Replenish your stock now with

## Putnam's "Double A" Chocolates and Lowney's Crest Chocolates

Arrange for a window trim

We will furnish the material for the asking

**National Candy Company, Inc.**  
GRAND RAPIDS, MICHIGAN

**Putnam Factory**

Distributors J. Hungerford Smith Co.'s Soda Fountain Fruits and Syrups

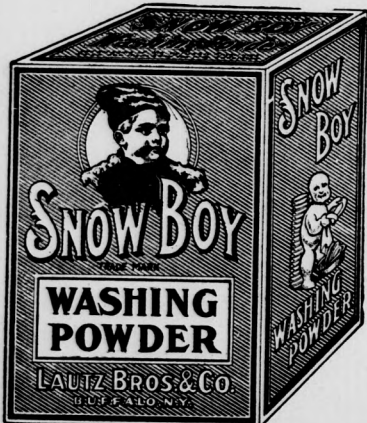


Eat Plenty of  
Bread

It's Good  
for You

The Best Bread is  
made with

## Fleischmann's Yeast



NEW DEAL

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

GRAND RAPIDS, WEDNESDAY, APRIL 26, 1916

Number 1701

## SPECIAL FEATURES.

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## WHOLESOME FOOD SUPPLY.

The food officials of many states are giving attention to the sanitary condition of country and city grocery stores, according to the officials engaged in the enforcement of the Federal Food and Drugs Act, who recently have investigated the matter. The country store is both a collecting and distributing agency of foods. It sells foods of many kinds to the farmers and at the same time buys from them for shipment to the city, butter, eggs, fruits, vegetables, poultry and other products of the farm. If the shelves and counters are laden with dust, if cobwebs hang in every nook and corner, if flies, bugs and vermin inhabit the place, the food products are certain to be more or less contaminated and likely to become dangerous to health. The reports from various state officials indicate that many stores have been found in the past to be in such a condition.

A clean, light, well ventilated store attracts customers, and the progressive merchant needs no other incentive to keep his floor, shelves, and counters spotlessly clean, which includes screening from flies and the elimination of all other insects. Some store-keepers, however, seem to require prodding from food and health officials to induce them to maintain that degree of cleanliness which will ensure that the food they handle will be free from contamination. Some of the states have very effective sanitary laws which require frequent inspection of all establishments where foodstuffs are put up, manufactured or kept for sale. Other states depend upon the general provisions of pure food laws which require that foods shall be free from contamination. A few of the states lack either a law that will reach the unclean store nuisance, or means for enforcing the law.

State food and health officials have used various means to control effectively the sanitary condition of places where foodstuffs are sold. One of the most effective means that has been employed is that of securing the co-operation of women's clubs and civic organizations. When a delegation of women customers call upon a merchant and suggest that he clean up, he is compelled to put his store in good condition and to keep it so. When the groceryman in a town

find that a large portion of the housekeepers are buying only from the cleanest stores, there arises a wholesome form of competition. A food inspector can, under even the best conditions, inspect a store but a few times during the year, because of the number he has to visit. The customers come every day, however, and when they act as unofficial sanitary inspectors, the merchant with the unclean store cannot escape detection and punishment in loss of trade.

Competition in cleanliness has been secured in one state by means of colored placards which the inspector gives the merchants who keep their stores in a sanitary condition. A store in excellent condition gets a large white placard, one in fine condition gets a blue placard, and one in good condition gets a red card; the store that falls below the latter grading gets no card. The proprietors are permitted to keep the placards posted in a conspicuous place as long as the store is kept in the condition represented. There is keen competition among the merchants to get and keep the best placards. The buying public knows what the different colored placards signify and are particularly partial to the white placard stores. Other states have adopted a score card system similar to that used in grading dairies. The inspector scores each store where foodstuffs are sold according to certain points indicated on an inspection card. The scores are made public through the local press or by means of bulletins or circulars.

The sanitary condition of stores is subject to state or local control. The Federal Food and Drugs Act has no jurisdiction over such matters, except as to foods and drugs sold in the District of Columbia, territories, and insular possessions, which are under the direct control of the Federal Government. However, if food becomes contaminated in an insanitary store or in any other manner and is afterward shipped into interstate commerce, the party responsible for the shipment may be prosecuted under the Federal law, and the contaminated food may be seized.

## Canned Abalone a New Food.

The California Abalone Company, of San Diego, now is selling canned abalone. Abalone is a deep sea shell fish obtained by divers armed with short hooks and net baskets. According to United States food experts, abalone is more nutritious than most other fish products. While oysters contain only 4 per cent. albumen, abalone contains 15 per cent. The canning process makes it tender and yet preserves the flavor.

The Grand Rapids Dental Supply Co. has changed its name to Michigan Dental Supply Co.

## FARMER AND BANKER.

A plan for something more nearly like a cash business has been formed by George A. Ranney, Secretary of the International Harvester Company, to be operative between the agents of that concern and the purchasers of its farm implements. The plan is simplicity itself and it dovetails in with the scheme of the Federal reserve law to perfection. At the present time the score between the vendor of agricultural implements and the purchasing farmer is kept in the form of book accounts. Commonly the farmer does not care to pay for his equipment except at those times when he is getting money for his crop, and the local dealer is willing to give him time. The method of keeping these accounts, however, has its disadvantages as the equipment of a country store for such purposes is not the best and moreover the dealer has to furnish his capital without compensation pending the payment of the debt. It is proposed now that the farmer shall give his note for each one of his purchases, that the dealer shall then discount the note at his local bank, that bank then availing itself of the rediscount privilege provided by the Federal reserve system. In cases where interest is charged to the farmer it would be 5 or 6 per cent., or in some localities even more, while the bank at which the notes would be placed would charge, we will say, 4 per cent. and there would be a small profit accruing to the merchant. Another advantage is in the discounts on the goods allowed to the dealer for cash. The great benefit all around is that the local community would have the facilities afforded by the National banking system. It would have its part in a money market on a lower level of rates than commonly prevails in a secluded community. The International Harvester Company has printed a supply of notes of such form as is thought to meet the requirements of this case. It is likely that the company will by this device improve the method of accounting and place the farmer in better touch with the business community.

## TWO-YEAR EXTENSION.

Labels bearing the serial number guarantee of the manufacturer may be used two years longer, according to a decision of the Federal authorities promulgated last Friday. Such labels as were printed prior to May 5, 1914, may be used until May 1, 1918, according to a decision reached by the Acting Secretary of the Treasury, the Secretary of Agriculture and the Acting Secretary of Commerce.

This decision was issued only after the Department of Agriculture had held a hearing to ascertain the number of labels bearing the guaranty legend and

serial number remaining unused in the hands of the food and drug industries. It was found that some manufacturers and dealers in food and drug products had removed the guaranty legend and the serial number from labels printed since the adoption of the amendment prohibiting their further use.

Some manufacturers, however, have on hand large numbers of labels, costing thousands of dollars, printed in good faith under previous regulations. The special board recommended that in view of the heavy losses which manufacturers would suffer if they were not allowed to use the labels printed prior to May 5, 1914, an extension of two years be granted.

## Late Banking Items.

The officers of the First State Bank of Milford are planning a new home for the institution. The site selected is the one next south of the Times building. The old building there will be sold as soon as possible and the work of building the Bank will be commenced this spring.

A new home for the Escanaba National Bank will be erected at a cost of \$60,000 and will be completed in eight months time, if no unexpected delays occur. The new building will probably be ready by Christmas. Plans and specifications furnished by the Bankers' Engineering Co., of New York, call for the erection of a two-story building, 50 feet wide and 90 feet long. It will be built of granite and blue Bedford stone, with a large column on either side of the entrance.

Fay Horton succeeds J. E. Jones as Cashier of the Manton State Bank. Mr. Jones retains his interest in the Bank and will continue to reside in Manton.

The Michigan State Bank of Detroit has been organized with a capital stock of \$250,000.

Thirty-two stockholders have subscribed \$20,000 capital to establish a State bank at Olivet. Bruce N. Keister, formerly Cashier of the Sparta State Bank, is the moving spirit in the new institution.

Miss Lena Murphy has been elected Assistant Cashier of the Lowell State Bank, taking the place of A. J. Nash, who recently resigned. Miss Murphy has been connected with the Bank six years.

Salt Fish—The mackerel market is dull and very high. No new shore mackerel will be available before May or June, and no new Norwegian mackerel, if any come at all before August. Cod, hake and haddock are dull and unchanged, the supply being very low.

Sikkenga & Timmer have engaged in the grocery business at Muskegon. The Worden Grocer Company furnishing the stock.

DETROIT'S GROWTH

Due to Discrimination Against Other Michigan Cities.

The marvelous growth of Detroit of late years is a matter of world-wide wonder and commendation. Some of this growth is due to the inherent genius of the Detroit people, but much of the wonderful expansion and development along manufacturing lines has been at the expense of the other cities of the State, due to the fact that Detroit enjoys a percentage freight rate which is equitable, while the other cities of the State are greatly discriminated against.

Saginaw, April 21—Some few weeks ago you had an editorial in the Michigan Tradesman entitled "What is the matter with Grand Rapids" and referred to the discrimination in freight rates as one of the conditions causing a handicap for your city.

I do not know whether your article started the movement or not, but you are undoubtedly aware of the fact that a number of Michigan cities are now asking for a readjustment of existing rates in order that they may be on the same footing so far as a mileage basis is concerned with other cities.

The article in question was immediately called to my attention by some of our leading merchants who are subscribers to your paper, all suggesting that the same condition as to freight rates applied to this city and that a correction of same be asked for immediately.

The entire matter is now under consideration and I would thank you to send me a dozen copies of the edition of the Tradesman that contained the article referred to.

W. S. Linton, President Saginaw Board of Trade.

The Reply.

Grand Rapids, April 22—I have published so much argument on the subject you refer to that I cannot decide offhand what particular issue you refer to. If you can give me the date you have in mind, I will undertake to send the papers, if they are available.

I began the agitation of this subject eight or nine years ago when I was President of the Grand Rapids Board of Trade—now the Association of Commerce. We held many open meetings and I recall at least one dinner at the Peninsular Club which was attended by Frank F. Kleinfeld, of Saginaw, who had accumulated considerable information on the subject. Altogether I have probably published a dozen or fifteen pages relative to the necessity of a radical reduction of Saginaw, Grand Rapids and other Michigan cities are not to be throttled in their growth as they have been in the past. I published verbatim the decision of the Interstate Commerce Commission, handed down June 8, 1909, denying the complaint filed by Saginaw on the ground that it was not sufficiently comprehensive; in other words, it did not include all the towns in the zone whose rate was attacked.

My own personal compilation of the exact situation is as follows:

	Rate	Proper Rate
Detroit .....	78	78
Grand Rapids .....	96	90
Saginaw .....	92	81
Bay City .....	92	82

Lansing .....	95	83
Jackson .....	92	83
Flint .....	92	79
Battle Creek .....	96	86
Kalamazoo .....	96	87
Cadillac .....	110	100
Traverse City .....	115	105
Petoskey .....	120	110

I presume you are aware that the appeals from Kalamazoo, Battle Creek and Jackson—heard by a special examiner of the I. C. C. last summer—will probably be decided within the next thirty days. I anticipate an adverse decision on the same grounds that the Saginaw decision was adverse—because the appeal for relief does not cover enough territory. It should include every town in Michigan, outside of Detroit and Pontiac.

I think the traffic managers of the various commercial bodies and the officers of the Michigan Manufacturers' Association, who are holding occasional conferences on this subject, are making a great mistake in not inviting the Michigan Railway Commission to take part in the discussions and conclusions. The Commission has an enormous fund of information on the subject on file which would thus be placed at the disposal of the conference.

Many of the railway managers conceded the justice of our contention eight or nine years, but opposed the agitation solely on the ground that it would cost \$10,000 to compile a reduced rate schedule.

Any assistance I can render my Saginaw friends in this matter in any way at any time will be cheerfully forthcoming.

E. A. Stowe.

Gabby Gleanings From Grand Rapids.

Grand Rapids, April 24—The second annual meeting of Absal Guild, A. M. O. B., was held Saturday afternoon, April 22, in the U. C. T. Council chamber. The meeting was called to order by Great Ruler W. S. Lawton, with all the regular officers occupying their stations. After the routine of business, officers for the ensuing year were elected as follows:

- Great Ruler—Homer R. Bradfield.
- Viceroy—William Francke.
- Prime Minister—John J. Dooley.
- Caliph—Claude R. Lawton.
- Master of Ceremonies—John Shoemaker.

- Chief of Guides—E. J. MacMillan.
- Captain of Guards—L. V. Pilkington.

- Keeper of Records and Revenues—J. Harvey Mann.

- Inside Gate Keeper—E. Stott.
- Outside Gate Keeper—C. M. Lee.

The newly-elected officers were installed by the retiring Viceroy, John D. Martin, and assumed their respective stations. After the meeting, the Bagmen and their wives assembled one hundred strong at the Crathmore Hotel, where a banquet was served, after which they went to the Empress Theater in a body and occupied the block of seats reserved for them. Clothed in the Bagmen regalia and wearing the regulation fez, they were the target for some original fun from the entertainers of the Empress. The close of the show brought to a very successful end the crowning social feature of the season for the Bagmen. The committee which has had the social functions in charge for the past year deserve a great deal of credit for the splendid work they have done.

A. N. Ryno, Wayland hardware and implement dealer, is about to erect a modern store and business building for his rapidly growing business.

Warren Shaull, Charlotte grocer, wife and daughter, Katherine, have returned from Florida, where they spent the winter. Mr. Shaull reports the bass fishing fine. During his absence the store was under the management of his efficient clerk, James Church.

Jay Herrick, with the Northrup & Robertson & Carrier Co., of Lansing,

will be out with his new Chevrolet roadster as soon as the roads dry up. Smith Bros., of Coats Grove, are remodeling their store and adding new fixtures. The store certainly looks fine.

Arthur Allen, progressive Vermontville grocer, according to the reports of the travelers calling there, has one of the most modern grocery stores in the State and a model for neatness.

J. F. Follmer, hardware and implement dealer of Vicksburg, has bought the stock of J. L. Barhite, of the same place, and consolidated it with his own. Mr. Follmer can supply his trade with everything from a box of tacks to a threshing machine, the tack customer getting the same courteous treatment as the threshing machine purchaser.

Sam Westgate, the popular oil salesman, has returned to 1745 Court avenue, Grand Rapids. This time to stay.

Al. Windt, of Widlar & Son, of Cleveland, while solving the mysteries of his new ford, ran out of gas on Monroe avenue and made the acquaintance of the traffic officer.

Will Bosman (Foster, Stevens & Co.) and wife drove to Lowell last Saturday to attend a ball game scheduled for next Saturday. Will says this ends his baseball enthusiasm for sure.

C. W. Bosworth and wife, from the King Hotel, at Reed City, attended the Bagman meeting Saturday. Don't forget Mr. Bosworth is one of us.

We overheard this remark on a train recently: "The Park Hotel, at Mt. Pleasant, is one of the cleanest and most wholesome hotels in the State." We second the motion, Harwood.

A special train of cars carrying 138 Buick autos passed through St. Louis going west, the past week.

H. L. Alschuler, of the Enterprise Paint Manufacturing Co., of Chicago, has returned as State representative, with temporary headquarters in Bay City, but expects to get back to Grand Rapids permanently.

Joseph Vandemeer has a few new steps in mind for the degree team and wishes sixteen members built on the Roy Clark order to report at 6:30 the evening of the May meeting to master them. "The Old Soldier," with the co-operation of the members, will have a surprise for us.

Mrs. H. Fred DeGraff, of Lane avenue, who has been quite ill at the home of her sister, at Luther, is much improved.

Don't forget your No. 131 dues. "Doc" Schoolcraft, of the Schoolcraft Hotel, Adrian, has returned from Florida, much improved in health. "Doc" is giving the boys their money's worth.

This is the last call for the leap year dance April 29. Don't be late.

One week ago C. C. Perkins laid the corner stone of his new garage with beautiful and impressive ceremonies. To-day Charlie offers his half of the structure for sale at \$4.98. The cause of this is that "Perkie" did not know where his line was and built most of the garage on his neighbor's lot.

Bro. Drake has been in Saginaw for the past week demonstrating Lily White flour at the pure food show.

Frank Thompson, of the Brown & Sehler Co., has a new Chevrolet car. It seems everybody is getting up in the world except the writer.

Any grocery salesman wishing a side line or any one caring for a specialty line, call Senior Counselor Borden for a good proposition.

Don't forget the May meeting, which is the last regular meeting before the Traverse City convention. Let's have a good attendance. We have a number of candidates for initiation, but bring along some more applications.

Mrs. Art Burr would like to know why it is necessary for a salesman to leave home Monday morning and not return until 11 p. m. Saturday.

The Erring Husband's Protection Society please answer.

P. Kromdyke & Son, Kalamazoo implement dealers, are erecting a modern store and display room building adjoining their present location and are going to handle a line of automobiles and accessories. E. R. Haight.

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, April 24—Saginaw can well feel proud of the pure food show held in the Auditorium last week. I voice the opinion of practically all exhibitors in saying it was the best show held in the State this year. There were forty-five exhibits and although the weather was bad most of the week, the crowds were large. Regardless of the weather, it proved a financial success to the local grocers association under whose auspices it was held. No show is complete without Messrs. Gamble and Spachman, who represent the coffee and tea department of the National Grocer Co. Be the crowd large or small you would find most of them crowding around their booth, watching Mr. Gamble perform with the many dirigible balloons and floating zephylins. On entering the large auditorium one would imagine he was facing a strong German fort, but after a little investigation would find it was only Harry's method of advertising Pathfinder coffee.

However, Mr. Spachman is of a more modest nature and contented himself by passing out samples of tea to the fairer sex with the accustomed smile he usually uses in closing big tea contracts with the retailer. Mrs. Moses, familiarly known to all food show rounders as Mother Moses, was kept busy baking sample biscuits and pies made from Pillsbury's flour. It was the opinion of all present that the most beautiful booth was that of the Genesee Pure Food Co., demonstrating Jello. It was in the center of the hall and attracted much attention. Probably the best and largest display of products was that of Swift & Co., Symons Bros. & Co. and Lee & Cady. All the local jobbers were represented. Even "Al" Alderton, salesmanager and buyer for G. A. Alderton & Co. was right on his tip toes all the time, begging every one to guess on that can of "beans," and as a coxer was passing out bechnut chewing gum. Then there was Uncle Jim Hill. He talked Diamond Crystal salt until great drops of sweat came streaming down his rosy cheeks. Of course, speaking of salt brings to mind that the Morton Salt Co. was there also. The head lady demonstrator (forget her name but every one knows her) was kept so busy she had to send for a helper. She was enclosed in the largest and most prominent booth in the hall and she had the little girl with her also. The little tot has lost all five senses, but is still able to sit up and do her duty. We noticed they had her pink dress laundered since last seeing her at Battle Creek. Most everyone was wondering why George Laugry, alias Mr. Freedy was not present. Hart Bros., local jobbers, had a man baking Parker House rolls from Lily white flour and he certainly proved to the ladies that it was not impossible for a man to do good baking. It is understood, he expects to form a gentleman's baking class, so in case the war breaks out in this country the women may go to the front and rest assured that their loved ones left behind will not starve for lack of good cooking. All in all, the show was a complete success and we can offer but one suggestion to the local committee in charge and that is this, at the next show try and arrange out of the exhibitors do not have to move out of the hall on Saturday night. The show lasted until 10 p. m. Saturday night, after a big day's work; then all exhibitors had to be out of the Auditorium before Sunday morning, owing to an entertainment being scheduled for Sunday. Many kicks were heard about this and it will have a tendency to keep some exhibitors away another year.

Another boom for Flint: The Chevrolet Motor Co. is planning to build a \$750,000 addition to its big factory. This means employment for 2,500 extra men and, when finished, will be one of the finest auto factories in the world.

Fred Frazee, member of the firm of Walter Frazee & Sons, undertakers, died last week from typhoid fever. He was one of Saginaw's promising young men, with a bright future before him. He was prominent, socially and fraternally.

Irwin Rohde, representing the Tryphosia Co. in the Saginaw Valley, has resigned his position to take up one with the Postum Cereal Co. Mr. Rohde is a promising young salesman and his many friends wish him well in his new field of labor.

Ottaway & Zimmerman, one of the old grocery and drug firms of Flint, have sold their grocery department to Goodin & Wilcox, who have located at 124 West Kearsley street. C. F. Goodin was clerk in Ottaway & Zimmerman's store for eleven years. Mr. Wilcox was representing the Pierce Candy Co., of Flint. Ottaway & Zimmerman are having their old quarters remodeled and expect to handle drugs exclusively.

Vincent Byerlein, city representative for Lee & Cady's Saginaw branch, is in the Women's hospital, recovering from the popular ailment, appendicitis.

H. M. McDougall has opened a meat market at the corner of Hoyt and Genesee streets in the store formerly occupied by Frank Neilski.

Did you have your new Easter suit rained on? I didn't. It's O. K. to be poor on a rainy day.

Word was received here last week that A. R. Guider has also formed the appendix squad. He was operated on in Harper hospital, Detroit. He is doing nicely.

John Greenburg, head clerk in the Jobson grocery store, Flint, has bought out O. J. Korf, grocer on Beach street. Mr. Greenburg was with Jobson five and a half years.

C. R. Sutliff, from near Elsie, has opened a grocery store at 1801 South Saginaw street, Flint.

William McKay, veteran representative for Lee & Cady, of this city, leaves this week for Asheville, N. C. He was in the South most all winter and recently came back only to find that he would have to return, owing to poor health.

Frank Dullam, Noth Saginaw street druggist, Flint, has opened a grocery and drug store at the corner of Eighth and Lapeer streets, Flint. The firm name is Dullam & Son, with H. Blue in charge of the grocery department. Mr. Blue was formerly a member of the firm of Butler & Blue and just recently sold his interests to Mr. Butler.

H. Newman, a Grand Rapids man, has bought the C. E. Friedle dry cleaning establishment in this city. The new concern will go under the name of the Reliable Dry Cleaners & Dyers, with offices at 126 South Washington avenue.

This is Trade week on the West Side. Merchants are holding a big carnival in connection with their big advertising week at Rust Park.

Two big spring opening events were pulled off here last week. The Popp & Wolf Hardware Co., on Genesee, and Marwinske & Loeblich, popular downtown druggists. Both concerns have had their stores remodeled and redecorated and are considered the best of their kind in Saginaw.

Floyd D. Burch, local traveling salesman, who for some time past has had poor health but is now able to go on the road again, has accepted a position with C. A. Berkey, wholesale jeweler of Detroit, working Detroit trade.

B. N. Mercer, local representative of the Gale Manufacturing Co., was in Albion and Detroit on business last week.

We were very much shocked to read in the local paper last week the head-

lines to an article saying John Quincy Adams was arrested on a charge of larceny. I was amazed and dumfounded that our Bro. U. C. T. of Battle Creek Council and star representative of the National Grocer Co., of Jackson, could be guilty of swiping an overcoat. Well, I finished the article and was made happy to find it was not our John, but a dusky Southern gentleman who was shivering for the lack of an outer garment and got it off the wrong hook.

Some of the big men who attended the pure food show: Mike Conaton, Jr., Tony Sansone and Tom Oliver.

The Cornwell Beef Co. held a salesmen's convention last Saturday. There were eighteen salesmen present. After a regular business session Mr. Cimmerer, of the Oakland Vinegar Co., gave an interesting lecture on the manufacture of vinegar. Leon Gemmill, Swift & Co.'s expert oleo man from Chicago, talked to the men on the manufacture of oleo. Salesmanship was the topic selected by Anthony Sansone to talk on at this meeting and he certainly handled the subject in fine form. He says salesmen are not born. They are made. The specialty man who features one certain article will be to a greater degree a bigger success than those who have to push ten articles at one time and do justice to none. Mr. Sansone is one of the successful representatives of the local branch of the Cornwell Co. One of the finest storage and commission houses in the State is being completed for this company, which will move into the new building about June 1. It is engaging in the produce business on a big scale, handling a complete line of fruits and vegetables.

I promised to tell you about something that somebody was going to do on or about May 6, but they don't want me to tell just yet. They said I could tell how much it would cost you in this week's issue, so you can get it in on your "swindle" sheet in time for the party that night. It is a big affair and it is going to cost you 50 cents a couple—not much, but just enough, you know, to keep away those free lunchers. I never miss anything like that myself. No chance this time if I wanted to, as the Mrs. made me buy a ticket from her as soon as she arrived home from the last meeting of the Ladies of the U. C. T. Told you only enough to get you excited and before I tell who is going to the party and dance and what they expect to do at the Foresters temple on the evening of May 6, I'll stop writing. That you may all know who is who and what is what and what Saginaw Council has to offer at the Grand Council meeting in June at Traverse City, I am furnishing the following letter sent out to all U. C. T. councils of the State:

Saginaw Council has a candidate for the office of Grand Sentinel at the Grand Council meeting to be held in Traverse City June 2-3, 1916. In presenting this candidate for your approval, we believe we have one worthy of your confidence. If elected, he will fill the office with dignity and will do honor to the organization. He has been through all the chairs of No. 43, has never missed a meeting, and is largely responsible for our growth from forty-five members to 277 members, March 31, 1916. He has not only given Saginaw his efforts and time, but has been a booster for every council in existence, for his energy is untiring. No traveling man in Michigan has any more friends, nor a cleaner record than our candidate, H. D. Ranney. In presenting his name we ask you to vote for a live one. Wm. Moeller, Senior Counselor; B. N. Mercer, Secretary and Treasurer. L. M. Steward.

**Wafted Down From Grand Traverse Bay.**

Traverse City, April 24—Titus Van Haitsma and Mart Van Haitsma, comprising the firm of Van Haitsma Bros., have purchased the hardware and part of the implement stock of Willison & Buttermore, at Falmouth, and will continue the business. Titus has been in the employ of Willison & Buttermore for nearly three years, has a good business education, is thoroughly familiar with the hardware business. His brother, Mart, has been a farmer from boyhood, is a man of good judgment and believe they will be a team that will make a success of business at Falmouth.

Petoskey Council, under the leadership of Senior Counselor Pat Behan, is taking on new life, and hustling for members.

Frank Welt, known to all the traveling men by his long service with the Germaine Bros Transfer Co., at Traverse City, as transfer agent on the trains, has purchased the Germaine Bros. interest and assumed management in his own name. Frank certainly knows how to get the busi-

ness and many of his friends will be glad of the change.

We notice several new Associated gasoline engines on the territory in different dealer's stores, as evidence that Charlie Van Riper, of Traverse City, is on the job again.

Wish some of the boys that know some harmless inexpensive method to relieve the agonies of snoring would kindly send them to O. E. Clemmone, the fertilizer man from McCords. Thursday night at the Hotel Charlevoix he snored so hard he jarred the plaster all off the ceiling of his bedroom, and when he dug himself out in the morning began kicking because they did not have steel ceilings in the bedroom.

Fred Flye, of Bellaire, made a trip to Saginaw to attend a meeting of the McClure traveling men.

Several of the boys made the first trip of the season to the Beaver Islands Sunday, and from all reports there should be plenty of fish this season, judging by the way they were fed by the boys that are more used to tin lizzies than boating.

L. P. Tompkins, of Jackson Council, and member of the Grand executive committee, paid Traverse City Council a visit Saturday night and gave us a very good talk on the good things of the U. C. T. Brother Tompkins is one of the best posted men in the State on U. C. T.ism and it is certainly a pleasure to have him with us at any time.

The churches of Petoskey held a union Easter service Easter Sunday on the large slooping lawn on the city hall square, which was greatly enjoyed by all. A shade tree on the lawn was decorated with beautiful flowers, several talks were made by prominent speakers and music was furnished by Petoskey city band. F. W. Wilson.

Kind acts are never stepping stones to misfortune.



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

**Barney says—**

*In the old days easy credits used to get the business, but now days it seems to be that people are looking for GOOD GOODS and PROMPT SERVICE.*

*I guess this is the reason why our business is more than six times as large as it was when the present management took hold.*

**WORDEN GROCER COMPANY**

**GRAND RAPIDS—KALAMAZOO**

**THE PROMPT SHIPPERS**



### Movements of Merchants.

Ypsilanti—Voelker & Santure, meat dealers, have suspended business.

Hopkins—Milhiem & Beary have engaged in the grocery business.

Freeport—Frank Walton succeeds Samuel Craig in the garage business.

Portland—William Stocum succeeds D. Kennedy in the hardware business.

Bellevue—The Cole Hardware Co. has changed its name to the Shaler Hardware Co.

Ovid—H. P. Boyd, of St. Johns, succeeds David Miller in the restaurant business.

Bronson—The Douglas Rudd Manufacturing Co. is building a large addition to its plant.

East Jordan—L. J. Gass & Co. have re-opened their meat market in the Madison building.

Big Rapids—R. C. Stewart succeeds William Batson in the monument and stone cutting business.

Birmingham—The Power Jones & Shepard Co. has changed its name to Power Jones Company.

Petoskey—The Petoskey Grocery Co. has increased its capital stock from \$100,000 to \$150,000.

Detroit—The Mathews-Tanzev Corporation has increased its capitalization from \$10,000 to \$12,000.

Rockford—Mart Stevens has sold his farm near here and engaged in the grocery business at Podunk.

Otsego—William Scoville, of Lansing, will engage in the furniture and undertaking business about May 1.

Shepherd—George D. Caplon has sold his general merchandise stock to D. R. Cuthbertson, who has taken possession.

Three River—Thieves entered the E. J. Buys clothing store April 22 and carried away stock amounting to over \$200.

Portland—E. A. Richards has purchased the J. M. Watters grocery stock and will consolidate it with his own.

Alpena—J. J. Potter, of the Potter Hardware Co. died at his home April 20 of pneumonia, following a ten day illness.

Wixom—The Wixom Co-Operative Association has been incorporated with an authorized capitalization of \$15,000.

Traverse City—The Grand Rapids Coeage Co. will open a branch here May 1 under the management of W. B. Hopkins.

Bay City—Frank A. Trombley, wholesale fish dealer, died at his home April 21, following an illness of several weeks.

Nashville—E. L. Cole has sold his hardware stock to William A. Phelps, recently of LeRoy, who has taken possession.

Grand Ledge—M. J. Dehn has sold his dry goods stock to W. B. Teman, who will continue the business under his own name.

Thompsonville—J. W. Edmondson, formerly of Bear Lake, has opened a harness and shoe repair shop in the Bowen building.

Lapeer—Frank and James Kinde have formed a copartnership and engaged in the meat business under the style of Kinde Bros.

Harbor Springs—The Carpenter Shoe Co. has been organized with an authorized capital stock of \$10,000 to conduct a retail store.

Zeeland—C. DeKoster and Milan Huyser have formed a copartnership and engaged in business under the style of the Riverside Produce Co.

Montague—Carl Frederick Cordes, who has conducted a bakery here for forty years, died at his home, following a severe illness of over a year.

Redford—A. E. Creith and C. E. Ramsey have formed a copartnership and will engage in the grocery business May 1 under the style of Ramsey & Creith.

Nashville—A. D. Olmstead, recently of Assyria, has been elected President of the Nashville Co-operative Creamery Co. and will manage the business.

Rockford—G. A. Porter has sold a half interest in his grocery stock to Clyde Weller and the business will be continued under the style of Porter & Weller.

Lansing—The Gately Co., of Saginaw, dealer in clothing and house furnishing goods on the installment plan, will open a branch store at 208 South Washington avenue June 1.

Williamsburg—U. B. Hobbs has purchased the Roudabush grocery stock and will continue it in connection with his hardware and implement business.

Big Rapids—West & Carlton, meat dealers, have dissolved partnership and the business will be continued by Leonard Carlton, who has taken over the interest of his partner.

Hamilton—Voorhorst & Ten Brink are erecting a two-story store building which they will occupy with a stock of furniture and undertaking goods about June 1.

Lansing—W. L. Andrews and J. B. Cavanaugh have formed a copartnership and will open an electrical and automobile supply store at 408 South Washington avenue May 1.

Conklin—Amos Stockhill has sold a half interest in his implement stock and grain elevator to Owen Emmons and the business will be continued under the style of Stockhill & Emmons.

St. Louis—The Slater Dry Goods Co., of Alma, has taken over the stock of the Tyroler Dry Goods Emporium and will continue the business under its own name as a branch store.

Detroit—The Quality Gasoline & Oil Co. has been incorporated with an authorized capital stock of \$1,500, of which amount \$900 has been subscribed and paid in in cash.

Battle Creek—William Korn has sold his interest in the Korn & Harris women's ready-to-wear clothing stock to his partner, who will continue the business under the style of La Vogue.

Saginaw—The Andrews Motor Sales Co. has engaged in business with an authorized capitalization of \$20,000, of which amount \$10,000 has been subscribed and paid in in cash.

Hancock—The Hancock Coal & Dock Co. has been incorporated with an authorized capital stock of \$100,000 of which amount \$80,000 has been subscribed and paid in in cash.

Ludington—E. M. Huston, who has conducted a furniture store here for the past twenty-two years, has sold his stock to Paul Block, who will continue the business under his own name.

Monroe—The K. & K. Ice & Coal Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed, \$500 paid in in cash and \$9,500 paid in in property.

Detroit—The Detroit branch of the Detroit Steel Products Co., heretofore located in the general offices of the company at 2250 East Grand boulevard, has taken new quarters at 1460 Penobscot building.

Ludington—Mrs. Adele Malliat and Julius Hansen have formed a copartnership and will engage in the confectionery, cigar and lunch business about May 1 under the style of Hansen & Malliat.

Powers—The Butler Co. has engaged in the general plumbing business with an authorized capital stock of \$6,000, all of which has been subscribed and \$635 paid in in cash, \$4,798 paid in in property.

Cheboygan—The C. A. Cobb Fruit & Produce Co. has been organized with an authorized capitalization of \$10,000, all of which has been subscribed, \$4,000 paid in in cash and \$6,000 paid in in property.

Detroit—The Macauley-Temple Co. has been incorporated to engage in the men's furnishings business with an authorized capital stock of \$3,000, of which amount \$1,500 has been subscribed and paid in in cash.

Nashville—The Nashville Co-Operative Co. has been incorporated to handle agricultural and dairy products with an authorized capital stock of \$500, all of which has been subscribed and \$250 paid in in cash.

Detroit—The C. P. Steinheiser Co. has been incorporated to deal in building materials and fuel of all kinds with an authorized capital stock of \$35,000, all of which has been subscribed, \$25,000 paid in in cash and \$10,000 paid in in property.

Kalamazoo—A. L. Blumentberg, for years one of Kalamazoo's best known business men, died Monday, after an illness of more than two

years. He was formerly a candy manufacturer, but recently he conducted one of the city's largest furniture houses.

Harbor Springs—Warren D. Carpenter has merged his boot and shoe business into a stock company under the style of the Carpenter Shoe Co., with an authorized capital stock of \$10,000, of which amount \$5,300 has been subscribed and \$2,000 paid in in property.

Fife Lake—Miller Hobbs, was arraigned before Justice Curtis for conducting a drug store without a registered pharmacist in charge. He pleaded guilty and paid a fine of \$75 and costs of \$2.95. The complaint was sworn out by E. T. Boden, of Bay City, member of the Michigan Board of Pharmacy, who made the investigation leading to the arrest. Upon presenting the facts to the Prosecuting Attorney a warrant was promptly issued.

Kalamazoo—The Hertzell Co., dealer in dry goods and ready-to-wear goods, has uttered a chattle mortgage to the credit man of Edson, Moore & Co. as trustee for the creditors. The business was established last June by Mr. Hertzell and Miss Shields, who were previously clerks in the department store of J. R. Jones Sons & Co. for several years, Miss Shields contributing the savings of a lifetime, \$6,000, to the capital stock.

Coldwater—H. J. Woodward, Coldwater's oldest dry goods merchant, died April 25 of grip at the age of 80. He had resided here sixty years and had begun business fifty-nine years ago. For years he was one of the leading dry goods merchants of Southern Michigan. He leaves one son. H. P. Woodward, the junior member of the firm, and two daughters, Mrs. Allen Pratt, of this city, and Miss Louella Woodward, a teacher in National Park seminary, Washington. A granddaughter, Miss Rebecca Woodward, is an assistant librarian in Detroit.

Boon—E. A. Losie has uttered a trust mortgage on his general stock to Vernor Blomquist, securing creditors to the amount of \$2,000. The stock and fixtures are valued at \$3,500. Mr. Losie recently made a conditional sale of the property and purchased a hotel at Lyons. The purchaser of the Boon property failed to make good, which threw it back on Mr. Losie's hands. As he had already closed for the Lyons property and had arranged to remove to that place, he took the course above stated to secure his Boon creditors against loss. Mr. Losie has been engaged in general trade here for six years. For four years previously he was Register of Deeds of Wexford county. For ten years previously he was manager of the J. Cornwell & Son general store at this place.

Rice—The distributors are inclined to go slow, owing to the uncertainty regarding the relations with Germany, although a break, it is pointed out, could have more than a temporary influence, as supplies at primary points are light, and the scarcity of tonnage operates against active shipments from the Far East. Blue Rose continues firm in the South, and the remainder stock is closely held by the mills.



### Review of the Grand Rapids Produce Market.

Apples—Baldwins and Starks command \$3.50 per bbl.; Northern Spys, \$5 @ 5.50 per bbl.

Asparagus—90c per doz. bunches.

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

Beans—Price range around \$3.60 for pea and \$4.25 for red kidney in carlots.

Beets—60c per bu. for old; 60c per doz. bunches for new.

Butter—Receipts are commencing to increase, and the consumptive demand is very good. The receipts cleaned up on arrival, but a further increase in production is likely, and a slight decline is probable as the season advances. Creamery grades are held at 33c in tubs and 34c in prints. Local dealers pay 26c for No. 1 in jars and 20c for packing stock.

Cabbage—60c per bu. or \$2 per bbl. for old; \$3.25 per crate for Mobile.

Carrots—60c per bu. for old; 60c per doz. bunches for new.

Celery—California, 75c for Jumbo and 90c for Extra Jumbo; Florida \$2.25 per case of either 4 or 6 doz.; \$2 per case of 8 doz.

Cocoanuts—\$6.50 per sack containing 100.

Cucumbers—\$1.50 per dozen for fancy hot house; \$1.75 for extra fancy.

Eggs—The market is unchanged. Receipts are increasing and large quantities are now going into cold storage. The quality continues to be the best of the year. No change seems likely as long as the storage demand continues. Local dealers are paying 20c, cases included.

Egg Plant—\$1.75 per dozen.

Fresh Pork—11½c for hogs up to 200 lbs.; larger hogs, 11c.

Grape Fruit—Florida and Cuba stock is steady at \$3@4 per box.

Green Onions—Shalotts, 50c per doz. bunches; Illinois Green, 15c per dozen.

Honey—19c per lb. for white clover and 16c for dark.

Lemons—California, \$3.50 per box for choice, \$3.75 for fancy.

Lettuce—12c per lb. for hot house leaf. Head lettuce, \$2.50 per bu.

Maple Sugar—17c per lb. for pure.

Maple Syrup—\$1.40 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—Texas Bermudas, \$2 for yellow and \$2.25 for white.

Oranges—California Navals, \$2.75 @ \$3.75.

Parsnips—60c per bu.

Peppers—Southern grown command \$2.75 per 6 basket crate.

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

Potatoes—The market is unchanged from a week ago. Country buyers are paying 65@70c. New, \$4 per bu.

Poultry—Receipts are not equal to market requirements and local jobbers pay 18@19c for shipment of mixed fowls. Turkeys are scarce at 22c, ducks at 20c and geese at 18c. Dressed fowls average 3c above these quotations.

Radishes—25c for round hot house.

Rhubarb—5c per lb.

Strawberries—\$1.75@2 per 24 pint case, Louisiana.

Sweet Potatoes—\$1.25 per hamper for kiln dried Jerseys; \$3.75 per bbl. for kiln dried Illinois.

Tomatoes—\$3.25 for 6 basket crate, Florida stock.

Turnips—60c per bu. for old; 60c per doz. bunches for new.

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

### The Grocery Market.

Sugar—A week ago to-day the New York refiners were quoting granulated at 7.25@7.30c. To-day the market is 7.40@7.50c, with strong indications that all of them will go to 7½c basis before the close of business. Local brokers are looking for an 8c market before the end of May. Sentiment in trade circles is optimistic, as a rule, it being expected that prices will go higher for raws and refined. The A. H. Lamborn Co. says along these lines: "While the outlook for peace is not bright, many in the United States have been of the opinion that the moment an armistice might be declared, immediately sugar prices would have a violent break. We do not share this view. There might be some small setback, but the recovery should be rapid, and even higher prices prevail thereafter. With the continued large requirements of Europe for both Cuban raw and American refined sugars, it is becoming more and more apparent that the Cuban crop, regardless of whether the outturn should be 3,000,000 or 3,200,000, will be far from sufficient to supply the export and American domestic trade, unless through materially higher prices than at present exist, consumption should be reduced. With Cuba exporting at the rate of not less than 90,000 tons weekly at present, henceforward (providing tonnage for this amount is available) the present stocks and the amount yet to be made, which we estimate to be in the neighborhood of 850,000 tons—should melt away rapidly, as Cuba has now passed the apex of her production, and the shutting down of mills will from now on come very rapidly and in large numbers."

Tea—The observance of the Easter holidays abroad has naturally had its

effect on the local tea market, business being confined to absolute requirements, although the tone was nevertheless good. Statistically the trade feels that the strength exhibited is justified, for there is not more than enough tea to go around until the movement of the new crop this summer. Hence sellers ask full prices for blacks and greens. Large transactions are hard to effect, as first hands have no big stocks to work on. On the other hand, the buyers are conservative as well, because of the high prices and will continue to go slow. The possibility of trouble with Germany is not lost sight of with the incidental temporary unsettlement in trade circles. It costs so much money to finance the necessary purchases of sugar and other staples by distributors that they are pursuing a hand-to-mouth policy in other lines. It is felt that the silver rise is bound to have an adverse effect on the new tea purchases in the Far East. This may amount to 20 per cent. over the level of last spring. Formosa and Japan will open soon and furnish a cue for the trade, the indications, needless to say, not being for lower prices.

Coffee—The market shows no change, so far as actual coffees are concerned. The German situation, which has depressed most stocks, has also depressed coffee options, but this has not affected actual coffees and prices are about the same on all grades of Rio and Santos as they were a week ago. The statistical position of Brazil coffees is strong, and many believe that if it were not for the depressing influence of the war prices would go higher. In fact, it is hard to see how they are not a safe purchase even now. Milds are firm and unchanged in price. Java and Mocha grades are quiet, with Javas very scarce and firm.

Canned Vegetables—The cleaning up of old stocks and renewed buying of futures is given as reasons for an advance of 5c a dozen over opening prices on 1916 pack Wisconsin peas announced by leading packers. An added reason is the fact that acreage this season is being curtailed from 25 to 50 per cent. while a number of the canners, according to common reports, will not open their plants at all. They claim they have made no money for the past several seasons and prefer to remain idle to working for the benefit of distributors without adequate return. Spot tomatoes are extremely strong and it will take little buying to force an advance. Local jobbers, however, do not seem to be inclined to furnish the required initiative, continuing to buy only as they need the goods, although compelled to come into the market frequently to keep such needs supplied.

Canned Fish—No increase in fish supplies reported from Maine sardine packing quarters and opening prices on the new season's pack are still withheld, the figures named in speculative quarters not being accepted as a basis for actual business. Nevertheless the consensus of opinion down East according to reports coming from there, is that the market should not open below the basis of \$3 Eastport for keyless quarter oils, owing not only to greatly increased packing costs on every item entering into the production of a can of sardines, but because of the assured pronounced quality

improvement to be shown by this season's output of nearly if not all factories. The reason assigned for this assurance is that practically every packer in Maine has become a member of the sardine section of the National Canners' Association, the primary object of which is to improve the quality of the pack and of factory sanitary conditions as well. In order to assist the attainment of this object a rigid inspection system has been established under which it will be impossible for any member of the sardine section to pack fish containing "red food," shrimp or any fish not strictly edible or in the best condition in every respect. The fishermen have been officially informed that packer members of the section will not pay for fish which shall afterwards be condemned by the inspectors or officials of the United States or Maine Governments. A firm but quiet market is all that can be said of salmon at present. With increased consuming demand, incident to the advent of warm weather, higher prices are confidently expected as the result of the unusually small supply of all grades in distributing markets and on the Coast.

Dried Fruits—The spot prune market for several days following the jump to 4¼c f. o. b. Coast basis on prompt shipment fruit was active and somewhat excited, advancing at the rate of a quarter of a cent a day until it stood firm at 8¼c@9c for 40s out of store, with other sizes held at proportionately high figures. Eastern markets have not responded to the strong reports coming from the Coast with reference to the situation in and outlook for cut fruits. The prices packers are naming on both apricots and peaches are too much out of line with buyers' present ideas to admit of business in 1916 crop goods. Quotations on future peaches are not general as yet and those made vary somewhat one from the other. The large business done here in future contracts for October shipment 1916 crop seeded raisins since they made opening prices a week or ten days ago and the continued buying since the first advance of a quarter of a cent has encouraged independent packers to again raise their quotations to 7¼c for fancy and 7c for choice in cartons f. o. b. Coast. Seeded raisins continue to move freely out of store on jobbing orders from all quarters and the firmness of the market is becoming more pronounced. Greek currants are higher. Buying is light and on the hand to mouth order as the prevailing high prices restrict consumption. Citron and peels have further advanced.

Cheese—The market for old is fair at unchanged prices, with a normal consumptive demand. New cheese is commencing to arrive, but the quality is only fair. New stock is meeting with a ready sale at 1 to 2c under the price of old cheese. The make will increase and new cheese will probably decline in the near future, while fancy old bids fair to be maintained.

Dorr Skeels, who was born and reared in this city and who is now Dean of the University of Montana Forestry School, has become Vice-President and General Manager of the Western Pacific Lumber Co., with headquarters at Rioridan, Arizona.

## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, April 24—Learn one thing each week about Detroit: There are four shops in this city which produce a large amount of high grade fraternal jewelry.

The S. S. Kresge Co. announces that it will build a nine-story building at the corner of State and Woodward to replace the six-story building now on the site. The Kresge company will occupy the lower two and three upper floors. The third to the sixth floors will be occupied by the S. L. Bird Co. as an extension of its clothing and furnishing goods store next door.

John Dietrich, of the G. J. Johnson Cigar Co., of Grand Rapids, was in Detroit recently on a trip in the interest of his house.

It is almost imperative that England stick to the United States. A great deal of the glue used by that country comes from Chicago.

Mr. Taylor, of Kingsley & Taylor, Romulus merchants, was in Detroit on a business visit last week.

John Ratcliffe, formerly in the furniture business at 2040-42 Gratiot avenue having disposed of his business, has joined the sales force of the Michigan Stove Co. and will hereafter represent that corporation as city salesman.

Twenty feet of frontage on Woodward avenue sold last week for \$240,000 or \$12,000 a foot.

O. S. Johnson, formerly a district manager for the Gibney Tire and Rubber Co., has been made manager of the Detroit sales and service department at 878 Woodward avenue.

The Detroit Copper and Brass Rolling Mill, Clark avenue and M. C. R. R., is building an extension to its plant.

Carl Kiefer, well known in this city where he was born and raised, was killed by a street car in Kansas City last week. He had been in the employ of Parke, Davis & Co. for a number of years and two years ago was transferred to the Kansas City branch. Monday, the day his body was brought back to Detroit, was his 27th birthday. Surviving are his mother, father, two brothers, one a twin, and a sister.

A. I. Maxwell, Onsted general merchant, was a Detroit business visitor last week. P. S. The ball season opened in this city last week.

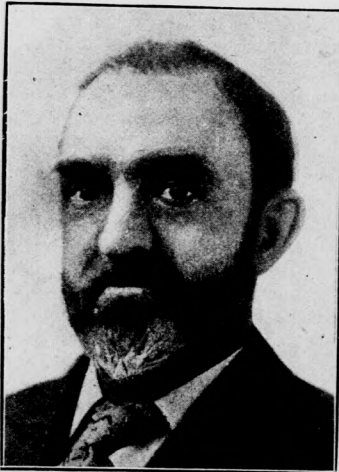
Did you, dear reader, ever stop to consider that it was on April 1 that Villa announced his death?

Harry Bump, genial manager of the J. L. Marcero Co., is the happy father of a baby girl who arrived at his home Friday, April 7. The youngster has the regulation lung power and is blessed with perfect health. In fact, the entire family are doing nicely.

The many friends of Fred H. Clarke will be grieved to hear of his serious illness in Detroit where he was stricken by an attack of apoplexy. Mr. Clarke is one of the pioneer traveling salesmen of this city, having traveled continuously for over thirty-five years, twenty-five years as representative for Walter Buhl & Co., jobbers of hats, caps, etc. When that firm liquidated a few years ago he affiliated himself with Shier & Co., of Cleveland, who carried the same lines as the Buhl Co. The territory covered by Mr. Clarke comprised the greater part of the Thumb district and the Saginaw Valley. His wife died about a year ago and since that time he has been spending much of his time in Battle Creek, where he had formerly resided. The day before he was stricken he had disposed of his property in this city and had planned on making Battle Creek his permanent home. He was an active member of the United Commercial Travelers and served in the all the offices of the Grand Lodge, Secretary and Treas-

urer excepted. He had served similarly for Detroit Council. When he moved to Battle Creek, several years ago, he was responsible for the organization of the U. C. T. Council in that city. He is being cared for at the home of a friend.

J. C. Goss was born in Devonshire, England, May 15, 1848. Thirteen years later he was apprenticed to some sail makers, serving them for seven years. He became a sailor in 1869, the first two years as a sail maker on a full rigged ship sailing from London to China and Japan via the Suez Canal and return; thence to Bristol, England, where he continued to follow the trade of sail making. Seeking new worlds to conquer, Mr. Goss in 1871 sailed for the United States, arriving in New York early in May and May 17 found him in Detroit with nothing but a robust constitution, boundless energy and a knowledge of a trade to which he had devoted the most of his young life.



J. C. Goss.

He found business in this city rather quiet on his arrival here, but he managed to find employment in some of the various sail lofts in the city for the following seven years. With an eye to the future, young Goss managed to lay away a portion of his savings and in 1882 became associated with T. W. Noble, a Baltimore man, locating at the corner of Griswold and Atwater streets, over the shop of Guy F. Hinchman, ship chandler. In 1882 the firm moved to the top floor of the Brady building, 11 Woodward avenue. One year later Mr. Goss disposed of his interests to his partner and purchased the sail making business of Captain Ed. Mayes. It was here that the manufacture of awnings, tents and flags was developed with the sail making business. In 1889 it was found expedient to take A. L. Beck into partnership. Mr. Beck was a very able man and had acted as foreman for Mr. Goss for six years. The business increased rapidly and in 1902 became incorporated. The officers are J. C. Goss, President; Albert L. Beck, First Vice-President; Joseph C. Goss, Second Vice-President; Charles L. Beck, Secretary; H. W. Ewing, Treasurer. The J. C. Goss Co. now occupies the four-story building at the corner of Woodbridge and Bates streets, less than two blocks from the original location of Noble & Goss. The building contains 40,000 square feet of floor space, the main floor being devoted to offices and sales rooms. The patrons of the company can be found in all parts of the globe. Its sails grace the sporting craft of South Africa, Helsingfors, Russia and the West Indies. Its flags will be found floating from ocean and lake going boats and from some of the tallest buildings in the country. Covers are made for draft horses and even the automobile has not escaped the vigilance of the

house, covers for radiators being made by them. J. C. Goss is known for his sterling honesty and loyalty. For a number of years he has traveled from coast to coast in the interest of his house and everywhere has he established loyal friends. He has been a member of Detroit Council, United Commercial Travelers, for over twenty years. He is also a member of the I. O. O. F., Scottish Rite Masons and Order of the Mystic Shrine, Board of Commerce and Builders & Traders Exchange. March 25, Mr. and Mrs. Goss celebrated the forty-fifth anniversary of their marriage, which occurred in Bristol, England. Before her marriage Mrs. Goss was Miss Mary Jane Allen. The marriage, an unusually happy one, was blessed with four children, three of whom are living, two sons and a daughter. A daughter, Claudia, died in 1896 at the age of 20 years. Mr. Goss has two hobbies, work and his family, and he never loses any time when through with the first named in getting to the latter. The family, too, are very proud of the husband and father and they have good reasons for their pride.

William Kasenow, 1444 Fort street, West, has remodeled his store throughout and has installed many new fixtures. Mr. Kasenow is one of the pioneer dry goods merchants of this city.

It was a remarkable coincidence that so many out-of-town merchants happened to be in the city last week simultaneously with the opening of the base ball season.

From the thriving village of Mears we learn that one C. A. Brubaker is in a serious dilemma over political prospects for fall. He is against both Roosevelt and Wilson for President and, as it will undoubtedly be one or the other who shall be honored with the four years of worry, we are afraid the Kronic Kicker has another gloomy four years of his young life to yearn away. Dismal prospects, indeed!

The new Highland Park Masonic home is rapidly nearing completion and to hundreds of traveling men who belong to the organization and reside in that section the news will be received with pleasure. This will fill a long felt want by them.

With candidates from Saginaw, Lansing and Muskegon aspiring to the same office in the Grand Council of the U. C. T., it will be hard for members from those cities to remain neutral.

Mule Brothers are erecting a store building in Detroit. If it should not be constructed properly they should be able to put up a good kick.

The hosts of friends of Herman Lieberman, for many years in the ticket office at the union depot, the last few years of his connection with the Pere Marquette in the capacity of city ticket agent, will be pleased to hear of his success since engaging in business about three years ago with Charles Coombs, also of this city, under the style of the Central Cigar Co. The company now controls six stores in various parts of the city, the main store being located at Gratiot avenue and Broadway. Mr. Coombs, who is associated with Mr. Lieberman, is considered as one of the most expert judges of cigars in the country. He was formerly engaged in the cigar business on Woodward avenue for twenty-two years. Cigar manufacturers consider the house an account worth selling, as their policy appears to be quality first, which, by the way, is far better than selling "price" as a method of building up a legitimate business. The happy combination of the two partners, combining all the requisites necessary to the operation of a business, is no doubt responsible for the success of the young firm. As ticket agent Herman Lieberman made friends of thousands who had occa-

sion to transact business with him in his official capacity—that's why so many will be pleased to hear of his success since entering the business world.

The Denby-Detroit Sales Co. has opened a sales room at 973 Woodward avenue.

J. L. Marcero, of the J. L. Marcero Co., has moved into a beautiful new home recently completed in Pontiac, where he makes his home.

W. W. Almond, general merchant of Dansville, was in Detroit last week on a business trip.

The Grand Rapids correspondent says business is good. Good!

Like the Detroit real estate the traveling men too are selling lots.

We're for severing all relations with the furnace. James M. Goldstein.

## Boomlets From Bay City.

Bay City, April 24—Charles E. Cook, aged 60, and for years active in Bay City business affairs, died April 13, at his home, 1700 Sixth street. His death was caused by paralysis, from which he had suffered for three years. About twenty years ago he, with others, organized the wholesale grocery firm of Gustin, Cook & Buckley, which continued business for several years and then merged with the National Grocer Co., Mr. Cook retaining an interest in the new corporation and taking an active part in the management of the local branch until illness compelled him to retire. His estate is estimated at \$70,000.

The Salzburg Business Men's Club recently closed a deal with the Cass City Grain Co. to erect a modern elevator in their part of the city. This company now owns seven elevators in the Thumb district. The new elevator will handle grain, hay, coal and building material. The plant when completed will cost about \$60,000. The plant will be managed by Joseph Frutchey, Secretary and Treasurer of the company.

Eugene D. Turgeon, aged 28 years, a member of the firm of Turgeon Bros., wholesale dealers in confectionery, died Saturday evening at the family residence. Mr. Turgeon was a member of Bay Council, U. C. T.

W. H. Mosher succeeds Mosher & Babbitt in the hay, grain and feed business in Grayling.

H. Fostin, Pine River, has sold his stock of general merchandise to Jesse Hamlin, of Standish, who has taken possession and will continue the business.

L. G. Wooley, of Saginaw, formerly with A. Robacheek, wholesale paper and stationery, Bay City, is now representing the Telfer Coffee Co., Detroit.

J. C. Price, of Saginaw, who recently resigned his position with the Lee & Cady branch of that city, has accepted a position with the Saginaw Woodmenware Co.

The Higgins Hotel, Vanderbilt, one of the old landmarks of Northern Michigan, burned Saturday night. Loss, about \$5,000.

The Bay City Home Building Co. was organized last week with a capital of \$50,000, but will have additional capital at its command if needed. The company will break ground the coming week on the first 100 new homes to be erected in the residence part of the city. These 100 new homes are the forerunner of the building of as many more as may be needed to furnish comfortable modern dwellings for the many high grade workmen who will come to Bay City within the next few months as employees of the Chevrolet Motor Co. The officers of the new company are O. E. Sovereign, President, George Kolb, Vice-President and D. L. Galbraith, Secretary and Treasurer. W. T. Ballamy.

The Rex Machine Co. has engaged in the manufacture of machinery and automobile accessories with an authorized capitalization of \$10,000, of which amount \$5,000 has been subscribed and \$2,500 paid in in cash.



# A CHOICE INVESTMENT FOR BUSINESS MEN

**\$75,000**

## Western Pacific Lumber Company

**CONVERTIBLE 6% CUMULATIVE PREFERRED STOCK**

Preferred as to both Assets and Earnings

**PAR VALUE OF SHARES \$10.00**

**NO BONDS, NOTES OR FLOATING INDEBTEDNESS**

Semi-annual dividend dates first days of April and October.

Redeemable at the option of the Company, on 90 days' notice, in whole or part, at \$11.00 a share, plus accrued dividend.

Sinking Fund provides for the purchase or ultimate redemption at \$11.00 a share.

Convertible into an equal amount in par value of Common Stock, at the option of the holder, at any time prior to January 1, 1918.

### CAPITALIZATION.

	Authorized.	To be presently Issued.
6% Cumulative Convertible Preferred Stock .....	\$ 75,000	\$ 75,000
Common Stock .....	400,000*	150,000

\*Of the total authorized issue of Common Stock, \$75,000 is reserved for the conversion of the Preferred Stock, and \$175,000 for the purchase of other valuable timber properties which are now being negotiated for.

### MANAGEMENT.

The Company has secured the services of Mr. Dorr Skeels as Vice-President and General Manager.

Mr. Skeels, a native of Michigan, and formerly State Forester of Michigan, is recognized as one of the leading U. S. Forestry experts, and is at present Dean of the University of Montana Forest School, having been loaned to that institution by the Government.

For details regarding this issue of Preferred Stock and the business of the Company we refer to the following extracts from official reports:

1. The Company has a fully equipped plant for the manufacture of lumber, located at Riordan, Arizona, on the Santa Fe Railroad.
2. The Company's business is unique from the standpoint that the demand for its product (White Pine), is constantly increasing, while the supply is rapidly becoming exhausted.
3. The Company has available for manufacturing purposes, a large supply of Arizona White Pine, which will be purchased from the U. S. Government Forestry Department, at a low stumpage rate.
4. The Company is not required to pay the full purchase price of the timber when contract is made. The usual terms require advance payments of from \$2,000.00 to \$5,000.00, which are renewed from time to time, as timber is cut.
5. The Company's available stumpage, if purchased outright, would require a cash investment involving a carrying charge of from \$18,000 to \$30,000 a year.
6. The Company operates under direct supervision of the United States Department of Agriculture Forest Service.
7. The Company has a Mill Capacity of 8,000,000 feet per annum.
8. The cost of manufacture, including stumpage, based on actual operations, is \$12.36 per 1,000 feet. The average selling price, based on present market, is \$18.50 per 1,000 feet, showing an average profit of \$6.14 per M, or in excess of \$48,000 per annum.
9. The normal net earning capacity of the Company is over ten (10) times the Preferred Dividend requirements, and over four (4) times the greatest annual Interest and Sinking Fund requirements.
10. The present financing will provide the Company with a sufficient working capital for all purposes, and enable it to make such mill improvements as will materially reduce the cost of production.
11. The Company's charter requires it to maintain quick assets over and above all liabilities which shall amount to not less than \$12.00 for each share Preferred Stock outstanding.

### TERMS OF SUBSCRIPTION.

The unsold portion of the above issue is offered for immediate subscription at par—\$10.00—a share. Carrying a 50% bonus of full-paid and non-assessable Common Stock. Terms: Cash in full with subscription, or MONTHLY PAYMENTS as follows: \$2.50 per share with subscription, the balance to be paid in five (5) equal monthly payments of \$1.50 per share.

Additional Information Cheerfully Furnished

## Western Pacific Lumber Company

McCormick Building

332 South Michigan Avenue

CHICAGO, ILLINOIS

# MICHIGAN TRADESMAN

(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY,**  
Grand Rapids, Mich.

### Subscription Price.

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

Five dollars for six years, payable in advance.

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Sample copies 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

April 26, 1916.

## UNFAIR FREIGHT RATES.

The present percentage of the Chicago rates, as a basis for fixing the rates from Atlantic coast territory to Michigan points, is unfair, unjust and clearly discriminative. The present schedule was adopted in 1877, when Detroit was on an 85 per cent. basis. In 1879 Detroit was reduced to 81½ and in 1883 to 78, which is still in effect. Saginaw was originally on a 100 per cent. basis, but was reduced to 92 in 1892, where it has since remained. Flint was reduced to 92 at the same time and that rate still remains. Toledo is on a 78 per cent. basis.

Under the present basis all Michigan cities except Detroit are clearly discriminated against, as will be noted by referring to the letter of the editor of the Tradesman to the President of the Saginaw Board of Trade, published elsewhere in this week's paper.

The basis on which this antiquated schedule was originally computed was as follows: The distance from New York to Chicago, 920 miles, was taken as the unit or 100 per cent. basis, and the rates to all points between the Atlantic sea coast and Chicago were fixed at a percentage of these rates. Instead of making each city a unit and figuring the rate to that city according to the exact mileage, arbitrary zones were established and all the cities in each zone were rated on the basis of the mileage of that town having the maximum mileage. Not content with the manifest unfairness and dishonesty of this arrangement, the railroads have not modified their rates so as to give the cities in Michigan, except Detroit, the benefit of the short lines which have been constructed since 1877 and which have materially reduced the mileage in the case of every city in Michigan. For instance, the 96 per cent. rate to Grand Rapids was based on the mileage of the New York Central from New York to Buffalo, the Lake Shore from Buffalo to White Pigeon and the branch line of the Lake Shore from White Pigeon to Grand Rapids, a total mileage of 873 miles, which was exactly 96 per cent. of the 920 miles from New York to Chicago. The construction of shorter lines through Canada and the completion of the Pere Marquette from Lansing to

Grand Rapids reduced the Grand Rapids mileage from 873 miles to 828 miles, which is exactly 90 per cent. of the Chicago rate. Grand Rapids is entitled to this reduction and the most important duty—indeed the paramount duty—which confronts the Grand Rapids Association of Commerce at the present time is to go about the work of securing this reduction with as little delay as possible. The same statement applies to every mercantile and manufacturing organization in the State, outside of Detroit. Every town in Michigan, with the exception of the metropolis, is being hampered in its growth and prosperity by the maintenance of this antiquated schedule which has been in effect since 1877—forty years next year! The Tradesman has pounded away at this abuse for seven or eight years, without result as yet. In the beginning it was thought that the railways would remedy the inequality without resort to the Interstate Commerce Commission, but this idea soon had to be abandoned. Railway officials conceded the unfairness of the present schedule, but protested against making a change unless the shippers of Michigan would contribute the \$10,000 it would cost them to rearrange their present rates along the lines of fairness and equity. The idea of subsidizing the railroads to be honest and do the right thing did not appeal to Michigan shippers, so resort was made to the highest tribunal by Saginaw in 1909. Instead of receiving the assistance of the railroads to equalize the schedule, the attorneys representing the Saginaw Board of Trade found themselves confronted by the attorneys of eleven railroads, who raised every possible legal quibble and succeeded in defeating the appeal for justice.

The experience of Saginaw shows how little can be accomplished by a single locality, acting single handed. The agitation must be State wide and include every city of any size in the State in order to secure serious consideration at the hands of the Interstate Commerce Commission.

The only course left open for the shippers of Michigan is to form an organization composed of the representative business organizations of every city in the State—outside of Detroit—and proceed to formulate plans to bring about the abolition of the obnoxious and iniquitous zone system and the re-establishment of a proper rate for every city in Michigan, based on its actual distance from New York. This can not be accomplished in a day or a month—possibly not in a year—because the railroads are now so thoroughly enjoying their ill gotten gains obtained through long years of chicanery and unfairness that they will fight to the last ditch every attempt to put the transportation business of Michigan on an honest basis, which will enable Michigan markets to compete on an even basis with Detroit, Toledo and other cities which enjoy equitable rates.

## THE CALL TO DUTY.

There are several avowed aspirants for the Republican nomination for President some of them conducting a personal canvass with industry and diligence. It has been said for weeks, and indeed for months, that either Root, Hughes or Roosevelt would be nominated, and for quite a time not one of them was himself a candidate. Since then, however, the Colonel has thrown his hat into the ring and through statements and speeches supplemented by the energetic efforts of close personal friends can be considered as looking for the preferment. Neither Root nor Hughes has raised a hand to help those who favor his nomination, and the most that can be said of either is that there has been no absolute refusal to accept if the honor were tendered with any very considerable unanimity. Neither can be said to be seeking it, and it is probably true that either would prefer not to have it.

The only possible way of nominating Mr. Hughes would be by making him the practically unanimous choice of his party in the convention, giving free expression to the opinion of the voters. It would be incompatible with the dignity of his position, which no one respects more highly than he, by word or deed to give any indication or even intimation of anxiety. He would be the last man in the world to drag the Supreme Court into politics, and whatever happens, no man can say that he ever did any such thing. He can not prevent people from talking about him in favorable and complimentary way, and he would not be human if he were not pleased and appreciative of these unsolicited comments. Should it so happen that the convention in Chicago should declare him the choice of the people through its representatives there assembled, no one could criticize his acceptance. On the other hand, as applied to Hughes and Root, the statement may be fairly made that should such a call of duty come to either of them neither as a patriotic citizen could afford to refuse. Both fully realize the responsibilities, the exactions and the work incident to the position, but neither has ever shown any disposition to shirk any duty plainly brought and presented in the right way. The unanimous selection for a presidential nomination by either of the great parties in this country is a call to duty which no man can fairly decline.

## KEEP COOL AND STAY QUIET.

Will there be a diplomatic break with Germany? If so, what will it involve? As bearing on the first question, we still have assurances from the German embassy in Washington, and many indications from Germany, that the German government will go a long way in the endeavor to satisfy the United States. We know the concessions which have been made before—concessions made apparently to be broken before the ink was dry on the signatures. We know that the thoughts of German statesmen are running forward to what is going to happen after the war; that they are apprehensive of a great im-

pairment of Germany's industrial and commercial strength, due to the fact that Germany will be regarded hereafter by every civilized nation in the world as an outlaw, whose word is not good and whose contract has no binding force; and that they would do anything which they thought in reason to remain friendly with the United States. Their motive would be not a fear of our being able to deal military blows at Germany, but dread of a financial injury which we might do the German cause both during and after the war. This is plain enough, and it surely would induce the German government to strain a point in order to keep on good terms with this country. But would it be sufficient to lead it to agree to a surrender, on pressure from the United States, of the position which it has held? For we must not forget that the note to Germany is couched in strong language and makes exigent demands. That the German authorities can bring themselves to concede everything which the President asks, must be gravely in doubt.

If, then, the threatened diplomatic breach is to follow, what will it signify? Strictly and legally, nothing but the sovereign displeasure of this Nation with the course towards it pursued by Germany. Because the breaking off of diplomatic relations is a frequent preliminary to war, some have inferred hastily that it always leads to war. This is a mistake. The books give many instances of the use of this diplomatic recourse as a means, short of war, to secure redress for national grievances. The act of breaking off relations is momentous; it is monitory; but it is not necessarily hostile. It is a way of serving notice solemnly that the course of the nation addressed has been deeply disappointing; that justice has been denied by it, or unendurably delayed; and that the offended country will decline to have anything to do with it until amends are offered and full satisfaction given.

Even as thus understood, the communication which our Government has address to Germany is of extreme gravity. What will come of it, no man can say. The mind cannot resist thinking of possible consequences. But for the present the National posture should not be that of panic or bluster or a mad running to and fro in ill-considered military extemporizations, but a calm awaiting of the issue of the next few days. President Wilson has spoken in the name of a mighty Nation. Its might can best be shown just now by keeping cool and staying quiet.

John T. Winship, State Fire Marshall, has ruled that the amount of dynamite dealers may keep on hand at any one time is now fifty pounds. The change from ten pounds was made because of the hardship worked on dealers who supply mining companies, quarries and farmers in districts where land is being cleared.

There is at least one thing women can do that men can't—and that is say "good-by" gracefully.

When a man gets blind drunk he sees a lot of things that are not there.

## Four Factories

are now required to supply the steadily increasing demand for

# Shredded Wheat

Two in Niagara Falls, N. Y.

One in Oakland, California

One in Niagara Falls, Ontario

all model, sanitary factories. The growth of Shredded Wheat is one of the industrial achievements of our time—no premiums, no bribes, no coupons—just the cleanest, purest, best cereal food made. You are in good company when you distribute this product.

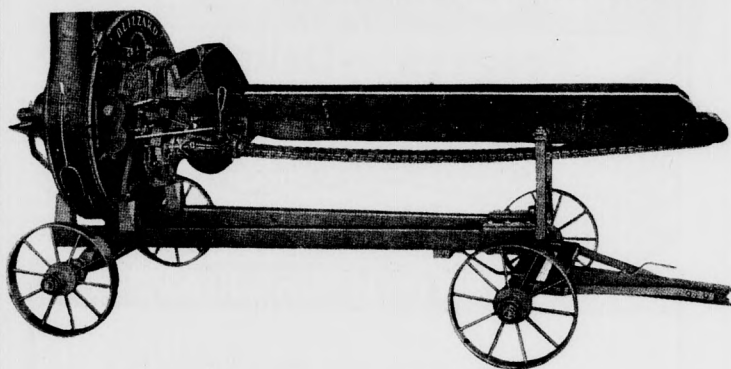
This Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.



Made only by  
The  
Shredded Wheat Co.



## The Genuine "DICK'S" "BLIZZARD" ENSILAGE CUTTERS



If the "BLIZZARD" is not sold in your town, better hurry and get our Agency Contract. Only limited territory open for exclusive sale.

Catalog and dealers' proposition on request.

### Clemens & Gingrich Co.

Distributors for  
Central Western States

MAIN OFFICE  
1501 WEALTHY ST.

GRAND RAPIDS, MICHIGAN

## Piles Cured WITHOUT the Knife



### The Largest Institution in the World for the Treatment of Piles, Fistula and all other Diseases of the Rectum (Except Cancer)

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

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

### DRS. BURLESON & BURLESON

RECTAL SPECIALISTS

150 East Fulton St.

GRAND RAPIDS, MICH.



#### Arcola and the Mail Order Houses.

According to press dispatches, Arcola, Ill., a town of 2,100 people, has produced a plan which, if followed up actively in other communities, might prove the undoing of the mail order houses.

Whether or not it will be found possible or desirable for the merchants of other communities to follow the plan which it is stated Arcola has followed, is problematical, and the answer will depend largely upon whether or not local merchants are the kind to stick at taking a dishonest advantage over their mail order competitors and then whether the law of the land will permit them to take that advantage.

The Arcola plan is simple. The local merchants merely offered to give an automobile to the woman who could turn over to them the greatest number of mail order catalogues, and the women, according to reports, did the rest. The straightway began sending for mail order catalogues, and it is said tremendous quantities of this costly advertising matter have been turned over to the Arcola merchants. What the merchants will do with the mail order catalogues does not appear. Perhaps they will hesitate to burn them, but at least they will keep them out of the hands of their public and the mail order houses that issue the catalogues will have suffered a considerable direct loss which cannot be repaid by orders from that territory because there will, of course, be no orders.

A mail order catalogue is a costly thing. With the present high prices on paper, printing inks and plates, etc., it is said that the big catalogues are costing the mail order houses nearly \$1.25 for each copy in million lots. If the merchants of any considerable number of towns were to take up this idea reported from Arcola and were to encourage their public to apply for mail order catalogues for the sole purpose of turning them over to the merchants, it needs no stretch of the imagination to predict that many mail order houses would have a bad year.

Of course, there is nothing about such a scheme that a man of common ethics could approve. It is undeniably clever and simple and effective, but it encourages the most recklessly dishonest attitude of mind in the public and indicates on the part of the merchants a calloused indifference to business honor that might fit one for a successful career as a pickpocket, but which could hardly add to one's reputation as a merchant.

The attitude of the big mail order houses in the face of this sort of competition at first probably would be a studied ignoring of the matter. If obliged to do so they probably could develop some defense, perhaps prosecuting the merchants who made the prize offer, on the basis of conspiring to restrain their trade. They might also adopt the alternative of retaining the actual ownership of their catalogues, merely loaning or leasing them to recipients so that the latter could not dispose of them without rendering themselves liable to legal action.

#### Unkindness That Passed As Wit.

The following excellent little editorial appeared in the Between Ourselves column in the advertising of L. Bamberger & Co., Newark, N. J.: "She's a wit," said one woman of another.

"But she was not a wit. She only took delight in saying the things that gentler folk left unsaid, finding an unholy pleasure in touching sensitive nails upon their heads and actually enjoying the consternation that followed her most 'brilliant' remarks.

"Usually she found somebody to laugh: persons petty enough to enjoy the confusion of her victims, knowing in their narrow souls that her open freedom of speech could never be theirs, yet very willing to spread her remarks abroad with a 'now, don't say I said so.'

"And the 'wit' flourished, flourished until her delicate raillery turned to sarcasm, and from sarcasm to venom. And one day she found that nobody, not even the petty ones, laughed with her or sought her company.

"She looked in the mirror and found that her habit of mind had written itself indelibly in her face.

"A penalty we all pay. A person cannot keep his character out of his face.

"Neither can a business house, for very long. Honestly is written in all its 'character lines' as indelibly as dishonesty would be were it there.

"Study the Bamberger store and draw your own conclusions."

It's easier to induce a man to accept a favor than take a joke.

#### MODERN AWNINGS—ALL STYLES



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



## B. V. D. and Porosknit Two Big Sellers

Are you prepared to meet the demand for cool, comfortable under garments? As soon as hot weather arrives, your customers will ask for B. V. D. and Porosknit. These brands are known to him and nothing else will satisfy. We carry a complete line in one and two piece garments.

### Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

## High Class FURNITURE

For High Class People and an Honest Deal

### Klingman's

The Largest Furniture Store in America

Entrance Opposite Morton House

Corner Ionia Ave. and Fountain St., Grand Rapids, Michigan

## WHITE HOUSE

DWINELL-WRIGHT CO.  
BOSTON.—Principal Coffee Roasters.—CHICAGO.

## COFFEE

Fragrant—Delicious  
Satisfactory

BOSTON ROASTED BEST GROCERS

In 1, 2, and 3-lb.  
sealed tin cans only.  
Never sold in bulk.

## SUITS WHEN OTHERS DISAPPOINT

### The Air is Full of "WHITE HOUSE"

From every section of the country the orders are piling up "to beat the band." It does seem to be the ONLY COFFEE IN SIGHT—and we are advising every grocer to be "in the swim"—a lively promoter of "White House" the delicious.

Distributed at Wholesale by

JUDSON GROCER CO.

GRAND RAPIDS, MICH.

**WHEREIN MEN DIFFER.**

**Winship Insists O'Brien and Crosby Are Mistaken.**

The editor of the Tradesman recently addressed the following letter to State Insurance Commissioner Winship:

Grand Rapids, April 20—I do not know whether you are in touch with the communications we are publishing in the Tradesman on the anti-discrimination law, so I am enclosing you herewith three contributions from Milo D. Campbell, A. B. Klise and Joseph W. O'Brien, respectively. Mr. O'Brien is the only insurance man who has thus far written on the subject in a sane and candid manner. The other agents who have written concerning this law have resorted to invective, vituperation, abuse, misrepresentation and falsehood. My editorial experience, covering a period of forty years, leads me to believe that when a man resorts to this class of weapons he is invariably trying to bolster up a very poor cause. I welcome the letter of Mr. O'Brien because it is so entirely different from those of his brother workers in the insurance field.

I presume you are aware that a very strong opposition to the new law is gradually taking form and shape in nearly every community in the State; that it is being discussed in business organizations and mercantile associations all over Michigan and that thus far the insurance men have not been able to present any very valid reasons or excuses for the law. The manager of the local bureau addressed our wholesale organization Monday noon, but he ducked when asked to express himself on the subject of the new law. It seems as if somebody ought to be willing to discuss the law calmly and impartially, with due regard to the rights of the insuring public as well as the wishes of the insurance companies and their representatives in this State.

E. A. Stowe.

Mr. Winship replied to the above letter as follows:

Lansing, April 21—I certainly agree with you that there is nothing to be gained by anyone in the discussion of a mooted question by resort to invective, vituperation, misrepresentation and falsehood. I have my doubts whether any man in many years has been subjected to so much of this class of argument, so-called, as myself. The anti-discrimination law has hardly been discussed by a single person unfavorably without resorting to innuendo, slander and actual libel against the Insurance Department. Imputations have been cast State-wide and reference has been made to tracing the reptile to the Insurance Department, when, as a matter of fact, from the very start the Insurance Department openly took responsibility for the law, the law being the product of the National Association of Insurance Commissioners, although there are people who deny this.

To be frank with you, Mr. Stowe, I have never discussed this law with a single person in my own office, without convincing him of the honesty, good faith and honorable intentions of the framers of the law, and sending him away satisfied that it is a step in the right direction. The opponents of the law do not discuss matters relevant to it, but do discuss fire insurance rates, with which the law has nothing to do, so far as the size of the rate is concerned.

I am exceedingly gratified to know that you put the stamp of approval upon the fairness of the letter written to you by Joseph W. O'Brien, and you will note that Mr. O'Brien's letter distinctly says that the law is not the product of the insurance companies. He does say that the bill was fathered and fostered by the local agents of the State of Michigan. In that statement, Mr. O'Brien is some-

what mistaken. This bill is absolutely the product of the National Association of Insurance Commissioners and the phraseology of the bill is almost entirely the phraseology of the convention. That the local agents fostered the bill may be true, but its initiative came from the organization named. Those who are opposed to the Michigan law claim to favor the Minnesota bill, and let me say to you that there is only one difference between the two bills, and that is that the Minnesota bill permits the insurance commissioner to remove a so-called unjust rate. The National Association was divided as to this. Some of the members of the convention did not wish any bill. The principles of the Michigan bill were espoused by the convention with only two dissenting votes, while the principles of the Minnesota bill were espoused with eight dissenting votes, so that it can in all fairness be said that the Michigan bill has a stronger recommendation from the National convention than the Minnesota bill.

I am writing to you longer than I expected. Nothing can be gained in discussion of this matter by correspondence. We must leave it for the future to determine whether this bill is what its friends say it is and I am willing to abide by the future.

John T. Winship,  
Commissioner of Insurance.

The Tradesman takes pleasure in calling attention to the fact that even insurance men are not in agreement on the origin of the anti-discrimination law.

In the Tradesman of April 29 James M. Crosby, over his own signature, stated that the measure originated with the local Fire Insurance Agents Association of Michigan, of which he is—and was then—President.

In the Tradesman of last week Joseph W. O'Brien made the same statement.

Now State Insurance Commissioner Winship denies these statements and says that the idea originated with the National Association of Insurance Commissioners and that the sole responsibility for the law lies in the Insurance Department of Michigan.

When good men disagree over the parentage of a measure of this character, the public has reason to regard the outcome with serious apprehension.

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### Side Lights on a Bicycle Tour of Europe.\*

I must, in starting on our bicycle trip, first give you in a few words my impression of Englishmen and London during our brief sojourn of three days before going on to Glasgow for the beginning of our rural trip.

On shipboard we had been treated so courteously and sweetly by the Germans that our hearts warmed up to the whole German nation through the kindly services accorded us on this voyage and upon landing in Britain we received such a shock from the first Englishman whom we met that the contrast probably affected our judgment more than it ought. The men who were supposed to help us in the transfer of our baggage to the train for London and who ought to have expressed some gladness to welcome Americans about to tour their country were so uppish and lacking in ordinary civility and so constant in putting out their hands for tips that we received at once an unfavorable impression. Every fellow who was supposed to perform services for travelers seemed to have reverence only for a silk hat and the expectation, because they ended their sentences with "sir" that would bring anywhere from a penny to a shilling.

Then, upon our arrival in London, we had planned to take anyone of five of the best hotels in the center of the city and we were driven from one to another and found no accommodations opened to us in any of them. I had traveled a good deal in America and had often times found hotels full and still through courteous treatment had been given some kind of accommodation, and to be turned down so coldly sent a shiver down my spinal column. At the suggestion of our cabby, however, we finally found quarters in a hotel which he described as not being considered first-class, but he knew it to be clean and the people to be kindly disposed to Americans.

A large room was given to us in the Mona Hotel and we found in a few hours that for many reasons it was, perhaps, better that we should be here than at anyone of the five houses we had on our list, because we looked out of our room down upon the Covent Garden Market, which was deeply interesting to us. From another window we looked down upon a busy street full of novel and interesting things.

London seemed big, noisy, dirty, complicated and ugly to us at first sight and the cold comfort given us by the Englishmen we met led us to

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

be in a critical mood toward our English cousins; but during the three days of sojourn in London, because of the intensely interesting and novel things presented to us, we forgot the ugliness, the dirt and the noise, and felt that, instead of wanting to get out of the city, we would fain linger and become intimately acquainted with its life.

We were delighted with the Thames River, although it was blocked with filth, because as a thoroughfare it had so many new and attractive vehicles on its surface and it was crossed by so many beautiful bridges and its borders had been saved for the use of the people, and the throngs which we met were an unceasing source of observation and pleasure.

We had time to step into only two or three banks and compare favorably to our decimal system the denominations of pounds, shillings and pence. It seemed to us that there was a relationship between the cumbersome money units and the lack of agility on the part of paying tellers in handling the funds.

We only just glanced at the tower, the parliament building, the great museum and national art gallery, but took the most of our time to see the city from the top of a bus. As a result of this experience and our subsequent visit to the city to which we gave a good deal more time, we were perfectly satisfied that in a few hours one could get a better idea of the city to take away with him from the top of a bus than by any other course.

The pavements of the city interested us, because we saw, in many places where traffic was the most constant, the picking up of the rough Belgian blocks and replacing them with creosoted blocks of wood, and we were pleased to learn that by their system of constant repair, these block pavements were considered the most economical that could be devised.

Of course, at the very outset we kept running into people, because in England, as you know, everybody is expected to turn to the left, when in all other countries of the world the rule is to turn to the right. This, in itself, probably because of our unfortunate collisions with Englishmen, gave us an unfavorable opinion of the whole English nation.

In Covent Garden Market at 3 o'clock of the first morning after our arrival the market gardeners began coming in with their loads of produce and from our windows we were quite impressed by the volume of trade accomplished through this market and the unusual methods to us of arrang-

ing produce to attract customers. One novel experience remains in my memory of seeing a woman carrying on her head six half-bushel baskets, one upon the other, filled with strawberries turning here and there through the throng of people with no apparent anxiety concerning possible loss of balance.

The packages of fruits and vegetables were rather cumbersome and more expensive than we use upon our markets, but this was compensated for by the taste in the exhibition of the products. Prices for the fruits grown in the country were not very different from ours. We purchased the finest strawberries for 15 to 20 cents per quart, and not a wine quart either. The market gave us many suggestions of things for our meals, of which we took advantage during our brief stay in London.

We learned that the Detroit Free Press had a London office and because of our unfortunate experiences with Englishmen we thought it would be an antidote to get in touch with an American agency. I had been on the Free Press force for some years previously and we were treated with the warmest courtesy and, through the kindly offices of the attaches, we were given many good times.

Two of our party had been subscribers to the English Garden—the leading horticultural publication of the world—for some years and we knew the reputation of the editor and proprietor as being the leading landscape critic among the English speaking people. We wanted to see William Robinson and we felt that he could give us some counsel, if he were so inclined, that would be useful to us in learning about the parks and private grounds which we ought to see in order to have an adequate understanding of British landscape art.

Our experience with Mr. Robinson was funny. After being shown into the room by an attendant, who simply said, "Mr. Robinson is at the desk," sufficiently clear to be perfectly audible to the head of the office, he did not look up or recognize that there

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were visitors in the room, but kept on scribbling at his desk. Not wishing to intrude upon him, we sauntered around the room and looked at the interesting things on the walls, keeping an eye out, hoping that after a time he would give us at least a nod of greeting. It was some time, however, before he vouchsafed any recognition of us and then he simply looked up and said, "Well?" Mr. Simonds, who was the landscape gardener of our group, introduced himself and explained somewhat our mission in coming to him, and Mr. Robinson immediately began a tirade about American parks, saying we had nothing worth visiting and, in answer to our enquiry, said that he had visited America and saw only one park that had any merit whatever and that was Central Park, New York, which was a theatrical affair. We asked him if he had seen Prospect Park, Brooklyn, and he said it was some years before that he had visited America and he did not remember anything about this park. We explained to him that this was, perhaps, the most useful and beautiful park in America and gave him an account of its attributes. He, however, expressed only severe criticism of anything along the line of landscape art that could possibly develop in America. We did not like his attitude and because he rasped our feelings, we were aroused sufficiently to pitch into the London parks we had just visited and in pretty vigorous language indicated that they would not compare at all with parks of like character in the large cities of our own country. He immediately became interested when we attacked his English parks and admitted very soon that most of the parks of London were "a damned poor lot." We found we had broken through the crust and he became more communicative and afterward interested in us, and as a result of it he aided us in every possible way by letters of introduction and other ways to see the most interesting private grounds along the line of our proposed trip. An acquaintance was formed that lasted for many years and the courtesies we received from Mr. Robinson were many and valuable, so that we began to modify our view of Englishmen and concluded that if we could get through the cuticle there was a good heart somewhere underneath that would show itself.

We had a Sunday in London and found by the morning papers that Canon Farrar would preach in Westminster Abbey. This gave us an opportunity to visit this wonderful structure and we entered early for the purpose of looking about us before the services should begin, but we found in order to get an available seat we could spend no time in observation. The Canon impressed us deeply. His sermon was given with a sonorous voice and clear modulation and the matter of it was put in the most attractive form and convincing way. We were very glad to have this opportunity of hearing the leading English prelate under such favorable conditions. The music of the

grand organ comported with the structure and the occasion.

The first night after our arrival, or rather more nearly morning, a hand-organ was heard upon the street below our window and we looked out to find a gathering of children of both sexes in the middle of the street dancing to the music with the keenest satisfaction. They were poorly clad. All of them were barefooted and they evidently belonged to London's poorest poor. Still, they entered into the spirit of the music and for an hour not only seemed to have an abundance of enjoyment, but reaped an immediate reward from the coins which were dropped from the windows of the hotel. They gathered them in, always keeping perfect time to the music. The pathetic part of it all was that just behind was an open rum shop, into which men and women and even children were going and coming constantly and from which evidences of drunkenness and debauchery were constantly before these unfortunate children.

One impression of London we had scarcely expected—there were no department stores and no large stores of any kind. All commodities were sold in shops and it was astonishing what an enormous volume of trade was congested into very small spaces.

On Sunday afternoon we took a trip through the slums of London. One thing gave us something of satisfaction and that was that even in the worst part of the city people paid some attention and respect to the day and even in their poverty presented an appearance of cleanliness in body and clothing. We visited the Salvation Army Headquarters and saw General Booth and learned through this organization, even in the brief period of enquiry, the character of the problems they were trying to solve. We were greatly impressed by the devotion of this organization to a work that could hardly be accomplished by any other means in fighting the immorality and crime resulting from conditions which there was little prospect of ameliorating.

#### Late Bank Items.

On the opening day of the new Farmers' State Savings Bank of St. Johns, 209 persons were waited upon. The entire amount of commercial and savings deposits amounted to \$30,000.

The Charlotte banks are to be hosts to the bankers' convention for that district, embracing eight counties, May 4, it being the annual convention of the district organization of the Michigan State Bankers' Association. About 100 guests are expected for the day and plans are being made for elaborate entertainment including a dinner at the Masonic temple.

The Commercial Savings Bank of Lakeview has been merged into a State bank under the style of the State Savings Bank. The capital stock is \$25,000. F. L. Stebbins is President and Fred. M. Northrop is Cashier.

A babbling brook is probably so called because it can't keep its mouth shut.

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#### The Hardware Dealer and the Road Man.

Written for the Tradesman.

In most hardware businesses, the "road man" is an important factor. Particularly is this the case in the comparatively small community, where the dealer is required to cater largely to country trade, and where farm implements form an important part of the hardware stock. The city hardware dealer, whose trade is confined to small hardware and whose strategic location on a main street keeps him busy, does not need a roadman, and would have no use for one; but the average small town hardware dealer as a rule holds these two truths as axiomatic:

First, I must have the country trade.  
Second, I must go after it.

Now, what is worth going after at all is worth going after skillfully, energetically, persistently and intelligently. This means that the road man should be a well trained salesman. It is worse than useless to employ a dub. If the only available material is on the dub quality to start with, the wise merchant takes time to train his man for his very important duties. A little training will develop "goes through the motions" into a passable salesman.

Usually, the road man is employed primarily to sell implements. A good many hardware dealers utilize their road men for this purpose alone. The road man is supposed to know the country customers—to get into touch with them and to keep in touch—to sell them implements if he can and to make certain specified trips from time to time in order to reach a certain specified calling list.

A number of years ago I was chatting with the actual head of a small town hardware business. It was conducted in a place of, say, 1,200 or 1,500 people; the sort of place where a merchant has to go after the country trade aggressively to make even a mere living. This store, however, had a bigger business than the average store in the country town with its 12,000 population, and extensive city territory to draw from.

This was due to the systematic use of the road man. The firm had secured an A-1 salesman. "Don't mention his name," said the partner, "because I don't want any big city firms hiring him away from us." That man

visited everybody within the buying radius. More than that, he canvassed to within a couple of miles of the county town itself, and got business. I've heard city merchants complaining that the farmers to the South were taking their trade to Blankville. That wasn't the trouble, though; the Blankville merchant was reaching out for the trade and pulling it in.

The road man of course pushed implements for all they were worth. But he did more than that. He sold heaters and ranges. He took orders for having stoves fitted for natural gas. He gave estimates on plumbing for the better class of country homes. If the housewife was going to put down a new carpet, he secured her order for tacks. No business was too large and none too small to go after. Advertising literature of one sort and another was distributed, new lines that were about to become seasonable were suggested for consideration—and a reminder would be forthcoming from the road man next time he called.

All this presupposes two things. On the road man's part there was a pretty thorough knowledge of what the firm had in stock. On the firm's part there was an aggressive policy of backing up the road man, giving him lines that he could push to ad-

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Ford Rear Axle Shaft, \$1.50; Ford Easy Steersman			2.25
Ford Bumpers, Black, \$2.75; Nickle, \$3.50; Rawhide Ford Fan Belt			.19
Pound Can Tire Talcum, 10c; Cementless Patches, per box			.18
Twin Box Valve Grinding Compound, 15c; Fixit Cement			.38
Best Brass Polish, Gal., 75c; Quart, 25c; pint, 15c; 1/2-pint.			.10
Job Lot 50c and 75c Ford Spark Plugs, per dozen			2.00
Perry Hand Horns, 75c; High Grade Horns			1.95
Ford Auto Jacks, 50c; Battery Testers, 65c; Set Socket Wrenches,			1.95
Box 100 Auto Cotters, assorted, 10c; 40 Lock Washers			.15
5 lb. Oil Soap, Hard Oil, Graphite Grease or Fibre Grease			.40
Gal. Cans Transmission Grease, 70c; Best Auto Oil			.35
Nickle Plated Adjustable Hack Saw Frames, 33c; Battery Lanterns			.33
Best Flake Graphite, 18c; Powdered Plumbago, 9c; 10 lb. Carbide			.50

We distribute Ajax 5,000 Mile Tires, Pyrene Fire Extinguishers, Saginaw Pulleys, Cleveland Varnish, Wire Cable, Chain Belt and Clipper Belt Hooks.

#### SHORT PRICES ON SEASONABLE GOODS

5 Gal. Jacket Cans, Bright Red Barn Paint	.....Each	\$2.90
12 1/2 lb. Steel Keg Pure St. Louis White Lead	.....Each	1.19
Gal. Cans 5-year Guarantee Outside White Paint	.....	1.19
No. 1 Interior Varnish, 98c; No. 1 Floor Varnish	.....	1.29
1-ply Roofing, 70c; 2-ply, 90c; 3-ply, \$1.10		
50 Gal. Barrel Lime Sulphur Solution	.....	6.25
5, 8 and 10 Gal. Frost Queen Milk Coolers, each	.....	\$1.45, \$1.75, \$1.95
Wood or Iron Tub Wringers, worth \$2.25	.....	1.79

Lack of space prevents listing more items, but we can furnish anything in Auto Supply Line, and guarantee prices to be as low as any legitimate jobber. Send us your order for quick service and a square deal.

Mention Tradesman Offer No. 2 and watch this space for Offer No. 3 Bankrupt Implement Supplies and Hardware next week.  
**THE VANDERVOORT HARDWARE CO., LANSING, MICH.**

vantage, and a fairly wide latitude when it came to dickering. Both firm and road man worked loyally hand in hand; and the results were good for both.

In the successful road man, enthusiasm is a very essential quality. The head of a large hardware business was himself one of the best road men I ever knew. He was a good salesman, and, more than that, he believed in getting there first.

One Saturday a farmer from up the river (just what river this is doesn't matter to the reader) went the rounds of the hardware stores in town. He was buying some small article but, after the manner of some farmers, he spent half the afternoon dickering with first one hardware dealer, then another, in the hope of saving a few cents on the price. Stephenson sold him the article. Incidentally, the farmer mentioned that Cousin Ezra, further down the river road, was coming to town to buy a binder. He'd probably be in next week some time.

Stephenson was too busy just then to think much about the matter, but at the first lull in the Saturday rush it recurred to mind. He realized that the farmer had probably told the same thing to each of the five other hardware dealers. Very well, mused Stephenson, I won't wait until Cousin Ezra comes in; I'll go out there first thing Monday morning. A few minutes later he realized that probably five other merchants had indulged in precisely the same reflection. Without a minute's delay he entrusted the evening's business to his chief clerk,

got out the team, and set off down the river road. Toward midnight Cousin Ezra, routed out of bed, found Stephenson on his doorstep, and after the first fervor of a red hot reception to the untimely visitor, allowed himself to be tactfully persuaded into talking binder. Monday morning, when five other road men arrived, they were informed that they were too late. The man on the job had booked that order: simply because he was on the job.

Nevertheless, it doesn't always pay for the head of the business to be too skillful a road man. The temptation is strong to get out and meet the country people at a time when the business in the store requires attention. One hardware dealer I know of made a feature of this. He looked after his country sales personally. He was scarcely ever in the store. The upshot was that the actual management of the business—the financial arrangements, the supervision and training of the clerks, the direction of the store arrangements, the buying—all these things were neglected. In spite of his own excellent salesmanship, the dealer ultimately found his business in a distressful tangle. It is now prospering in the hands of a man who goes out on the road just enough to keep up his personal acquaintance with country customers, and deposes the larger part of his road work to a skilled subordinate.

Much can be done by the business to back up and assist the road man in his work. There should be a card index list of country prospects. This

is useful in two ways. It will help him in mapping out his trips so as to reach the largest number of prospects with the least amount of waste time. The efficiency idea assuredly would help immensely in facilitating the road man's work.

The other object of having a card-index prospect list is to facilitate the mailing of advertising literature. You ask, "Why not have the road man hand it out in his frequent calls?" He can, as already suggested, distribute literature; but the average country customer pays close attention to anything that comes through the mails. A regular monthly circular regarding timely lines, accompanied by booklets or other advertising literature, will usually be found very helpful in pav-

ing the way for the road man's salesmanship.

The rural telephone, too, can be used to advantage in keeping in touch with country prospects between calls.  
William Edward Park.

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

**AGRICULTURAL LIME**  
**BUILDING LIME**  
Write for Prices  
**A. B. Knowlson Co.**  
203-207 Powers Theatre Bldg., Grand Rapids, Mich.

## NOKARBO MOTOR OIL

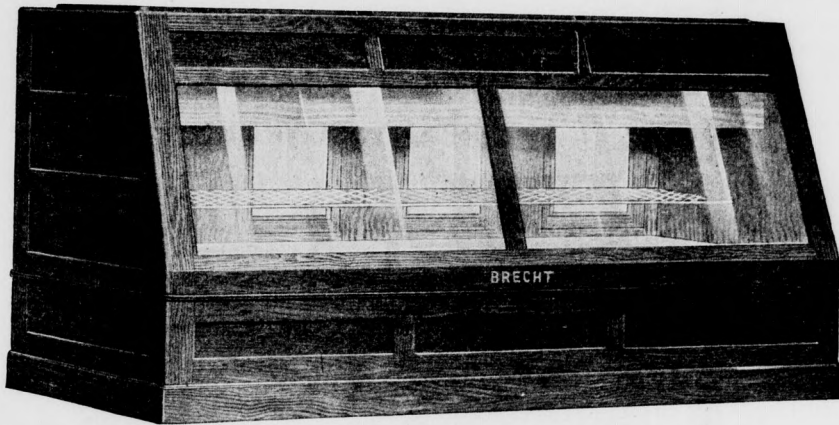
It is the one oil that can be used successfully on all automobiles operated by gasoline or electricity.

It will not char or carbonize.

It is the best oil for the high grade car, and the best oil for the cheapest car.

WRITE FOR PRICES AND PARTICULARS

**The Great Western Oil Co**  
Grand Rapids, Michigan



**K**EEP your fresh meats, vegetables, delicatessen, etc., all day long, also over **night** and over **Sundays** in a BRECHT Patented Display Floor Case. Thorough Dry Air circulation, temperature below 40 degrees, therefore your products are always fresh and attractive until sold. No more "taking out over night." Plate Glass and fancy oak; enameled white inside; metal adjustable shelves in full view of your customers at all times. Thoroughly insulated; front has three sheets glass, two air spaces. Worth \$25.00 a week to you as a silent salesman.

N. B.—Gentlemen: For over 65 years "BRECHT" has been synonymous with progressive ideas and new equipment for the wholesale and retail meat trade. BRECHT goods stand first: "Quality first, last and all the time" is the BRECHT slogan. Therefore, when BRECHT guarantees a display refrigerator you may be sure it is absolutely right.

The  
Modern  
Method

*The Brecht*  
COMPANY  
ESTABLISHED 1853 ST-LOUIS  
PATENT APPLIED FOR

Only Satisfactory Case Made  
Thoroughly Tested  
Thoroughly Guaranteed  
A Thing of Beauty

A Valuable Asset to Any Store

A Money Maker

A Money Saver

A silent salesman worth \$25.00 to you every **WEEK** you are in business and sells \$25.00 down \$25.00 a **month** for nine months. Buy one today, **Brecht** guarantees it. Send us your order.

**The Brecht Company**

Established 1853

St. Louis, Mo.

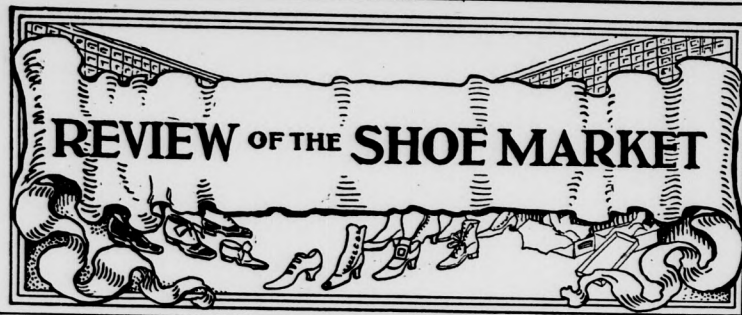
New York, 174 Pearl Street

10 feet long  
3 feet deep  
4 1/8 feet high

Keeps  
fresh meat  
fresh

40 degrees  
temperature  
or lower  
as wanted

Freeze if  
you choose



### Sport Footwear of Many Kinds and Types.

Written for the Tradesman.

There is a new class of footwear that has come into vogue in this country during the last few years. It has been called, for want of a better name, sport footwear. It includes a good many different kinds of shoes built and designed for special wear purposes.

For a long time certain more or less strenuous outdoor games, such as tennis, golf, baseball and the like, have naturally called for special kinds of shoes. The tennis outfit it largely white both among men and women; and the shoes are of white canvas with rubber soles. Gym shoes for the kiddies are of black canvas with rubber soles, or soft leather lowcuts with soft leather or rubber soles, and rubber heels. Shoes for outdoor athletics are of a somewhat different type, although the main features are: softness of texture, lightness of weight, and with thin, flexible soles, either of rubber or leather. Golf shoes and baseball shoes are somewhat heavier, the latter being equipped with spikes and the former with cleats.

But somewhat apart from these are the so-called sport shoes. They are for dress purposes chiefly. It is not always an easy matter to draw the line between white footwear and white sport footwear, although it may be said, in a general way, that the white sport footwear is deliberately intended to be just a bit smarter and snappier in style than the former. For example the all white sport oxford for men, instead of being just a white buck shoe with tan leather or ivory sole and heel, will be finished with a perforated wing tip and fibre sole. In other words, certain little details of the finish will combine to produce the effect of smartness. If there is (and there usually is) a tendency to style-extremes, it will generally appear first in these so-called sport shoe creations. In women's white sport lowcuts there will sometimes be a saddle or foxing of tan or other color in contrast with the white; and so with their white leather and canvas sport boots.

Of a somewhat different class are the walking boots for men and women, and men's and boys' scout shoes. In this type of footwear there is more weight and more wear-resisting qualities. But along with these there is also a definite aim to impart genuine foot comfort, to provide for ventilation, and thus secure a comfortable (as well as a service) hot weather shoe for a special wear purpose. Such

shoes are built on a last that allows plenty of room for all of the toes to lie straight, and are fitted long enough to allow for the backward and forward play of the toes in gripping the ground in the act of walking. It is important that a walking shoe be built on the most accredited lines of actual foot comfort; for if the shoe isn't comfortable, no matter how goodlooking it is, it's a failure as a walking shoe.

Now the up-to-date shoe retailer should be wise to these various kinds of special wear foot-apparelings. The manufacturers have gone to a lot of trouble to ascertain the actual needs of people who indulge in this sort of thing during the summertime, and they have been at pains to design and build just the kind of footwear that seems to be required in order to produce the maximum of foot comfort, foot protection, and style. For, it is to be noted, that looks as well as other matters figure largely in this type of shoe.

In sport shoes especially, looks are pretty much the whole show. One does not have to be a Solomon, nor yet a person of patriarchal age-attainments, to see that there are big possibilities in the merchandising of this sort of footwear, if one really gets into the game and plays it up as he should. Owing to the plurality of uses and occasions when it is actually required by those who are engaged in the various outdoor sports and diversions for which it is designed, there are many chances of bringing it strongly to the attention of the shoe-buying public. And the very fact that much of it is so different in style, finish and general appearance from the ordinary footwear lines, enables one to make strong contrasts and work up fetching interior trims and window trims as well.

Sport shoes are for afternoon and evening wear, particularly for out-of-door occasions; for the vacation or the week-end; for summer trips and jaunts of all kinds. If any one is going anywhere during the so-called heated term, he or she will want something in the way of sport footwear to pack up and take along; and even if one isn't actually going away, it helps a whole lot just to create such an atmosphere by donning smart, cool clothes what time the rays of the sun begin to lose their perpendicularity, and fare forth to the lawn, the street, or the park, all dolled up—and wearing a pair of sport shoes or boots. In that way one gets the effect of a vacation afternoon and evening without the incidental expense, worry and inconvenience of a long and tire-

## BIGGER, BETTER SALES ARE YOURS

If you will center your business on the H. B. HARD PAN (service) and BERTSCH (dress) shoes for men.

It is extremely difficult to OVER-ESTIMATE the importance of HEROLD-BERTSCH quality in your shoe department.

The extreme care taken to use only the best leather, trimmings, workmanship, etc., insures the same uniform wear-resisting qualities in every pair of shoes made in our factory.

ARE YOU CAPITALIZING FULLY THE GOOD NAME THESE LINES HAVE ATTAINED?

Think what their sale will mean to you in protection and profit.

For your convenience in ordering we carry a large stock of each number on the floor.

CONCENTRATE ON THESE LINES AND WATCH YOUR BUSINESS GROW

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Manufacturers Serviceable Footwear

GRAND RAPIDS, MICH.

## Outings in Stock

READY TO SHIP



R. K. L. Quality in every pair

### The Outing Season Has Opened

Take advantage of our stock department and size up your outing shoes. We carry them in stock in all styles for men and boys.

Rindge, Kalmbach, Logie Company

Grand Rapids, Mich.

some journey from hither to you.

After all, as the writer has again and again insisted in these columns, it doesn't matter so much where you are in the good, old summertime, provided you have the vacation spirit. And the kind of clothes you wear have a lot to do with the creation in one's mind of the vacation spirit.

And right here is where the local shoe dealer has a big and productive opportunity: feature sport shoes, not merely for those who are going away to escape the debilitating effects of the heat, but feature them for afternoon and evening wear among those who must stay at home and hold down the job. This is distinctly an advertising stunt, but it can be successfully pulled off by any one who gives it a little thought and attention.

Shoes of the class indicated in somewhat general and sketchy way by the above descriptions, carry nice profits for the retail shoe dealer. He should not hesitate to fix the price so that he can make anywhere from 50 to 100 per cent. on them. If he does that, and pushes them good and strong, he'll have no occasion to regret the introduction of this class of footwear. For another thing, he will find that the call for fall and winter staples will in no wise fall off as a result of pushing sport footwear. Sport footwear is all right for sport purposes, but it does not fill the bill when it comes to the matter of hard-wear service in the cold and slush of fall and winter. Sport footwear is to the shoe business what ice cream and cake are in the matter of diet. We all like a bit of the latter, but ice cream and cake do not take the place of steak and bread and substantial vegetables.

One is on a good merchandising trail when he can introduce and distribute a new kind of merchandise without displacing the demand for an old and established line. And this is the way it fares with pushing sport footwear. And that is just the reason every retail shoe dealer ought to get into the game. Cid McKay.

**Mr. Holden's Ideas on Anti-Discrimination Law.**

Grand Rapids, April 24—I am not much of a hand to parade my views through the medium of the press, but I do want to commend the eminently fair, unbiased and unprejudiced letter by Hon. Joseph W. O'Brien as printed in the April 19 issue of the Tradesman. It takes a big calibered, broad gauged, keen, fair minded, honest, fearless man, who through practical experience and years of study of the myriad sided insurance business who has gained knowledge sufficient to clearly eliminate this most intricate problem of protection, as sold to-day to the insuring public, to indemnify it against the common natural enemy—fire—to even approach a fair solution of it. Mr. O'Brien is all of such a man. He is a thorough going fire insurance man, fearless and cringing neither to the insurance business nor to the public. His word is reliable, thoughtful, studious, sound, safe, a good guide. He has shown his capacity and ability in his letter and I commend his sound judgment and splendid reasoning as set forth in that letter to you and to the insuring public in our State.

The insurance business is the greatest asset the business world leans upon to-day. Without its protecting arms thrown about almost every kind of business and nearly every home owner in the land, great would be the restlessness of every owner of property subject to loss by the fire element. Wrongs are apt to creep into any kind of business. Evil will exist so long as evil minds direct affairs of men and business, but at this day and age of the fire insurance business, it is fair to presume that as time has gone on apace, many of its evils have

been corrected and with the application of the scientific methods now in vogue, especially in the latest analysis of schedule rating, it is unfair to state that fire insurance companies are, as a class, not doing their best to give the general insuring public a fair deal.

As to the anti-discrimination law, it is new and not yet thoroughly tried. After a fair trial, if proven unworthy, it will be time enough to denounce it and eliminate it. As to its enactment into a law, I have grave doubts about many agents having had much to do with it or the insurance companies either. Certainly it had impetus to start with, but it must have almost died a boring. I say this because on one occasion I happened to be in attendance at a session of the House of Representatives at Lansing, when I was suddenly sent for to appear before the joint session of the Insurance Committee of the House and Senate in a Senate committee room. I had gone to Lansing on a personal mission and with no thought concerning the pending anti-discrimination bill. On arrival at the committee room, where I fully expected to find at least a few insurance men, I was ushered into the presence of the two committees only to find that I was the only insurance man present except a gentleman who was there in the interest of mutual companies. He made a brief talk, at the end of which he was informed by the chairman that the bill did not affect the mutual companies and he quietly slipped out of the room. I chatted with the committee briefly, asking a few questions about the intent of the bill and the committee adjourned. I thought it strange that I was the only insurance man present and asked how it happened. Was no one invited? Yes, many had been informed that the committees would hold that particular meeting at that particular time. I afterwards learned that the Commissioner of Insurance was out of the city that day and no officer or representative of the Michigan Association of Local Insurance Agents had responded to the call for the meeting, nor did I see any insurance State agents in the city that day, and I said to myself and afterwards to some of the officers of the State Association that, judging by the apparent non-interest in the bill, it might go by default. The insurance committees were simply disgusted.

It would seem to me that talk about the boosting of this bill into a law by the companies or by local agents is more in somebody's eye than in fact. There was a meeting of some of the members of the House Insurance Committee held in the Association of Commerce rooms in this city once before the bill became a law, but that meeting was held because of a desire on the part of Grand Rapids local agents to learn something about the bill. It was really a "quiz" of the bill. The author was the man "quizzed," but he made it so plain that it was an attempt to bring about fair play in the business, that he was permitted to go on and promote the passage of the bill and enactment of it into law. The agents of Michigan as a whole had little to do with it, I believe, and if the insurance companies were at times as active as they were the day those two committees met and adjourned there was a painful lack of interest on their part. Charles Holden.

**White Tennis Shoes and Oxfords**  
With Leather Insoles  
**The Campfire Brand**



The better grade that sells especially well at the beginning of the season.

**Better Material Better Style Better Fit**  
**Better Profits**

Order them now, feature them in your windows and get the early buyers coming your way.

Orders will be filled the day they are received.

Men's White Campfire bals....	\$.85	Oxfords	\$.75
Boys' White Campfire bals....	.80	Oxfords	.70
Youths' White Campfire bals..	.75	Oxfords	.65
Women's White Campfire bals	.78	Oxfords	.68
Misses' White Campfire, Oxfords only	.....	.63	
Children's White Campfire, Oxfords only	.....	.58	

**Hirth-Krause Company**

Hide to Shoe  
Tanners and Shoe Manufacturers  
GRAND RAPIDS, MICH.

**Get Them Early**  
**Men's Ventilated Oxfords**



No. 7500

Clean, even and smooth  
Tan willow calf stock  
Stitch down soles  
Arch support heel

\$1.90 net 30

Boys' of same.....\$1 65

**Barefoot Sandals Are Moving**  
**GET READY GET READY**



Clean, even and smooth  
Tan willow calf

Women's.....	\$1.05
Misses'.....	.80
Child's.....	.70
Little Folks'.....	.60
Infants'.....	.38

YOUR SPECIALTY HOUSE

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids

**Mayer's HONORBILT SHOES**  
In Demand Everywhere

**EVEREADY FLASHLIGHTS**

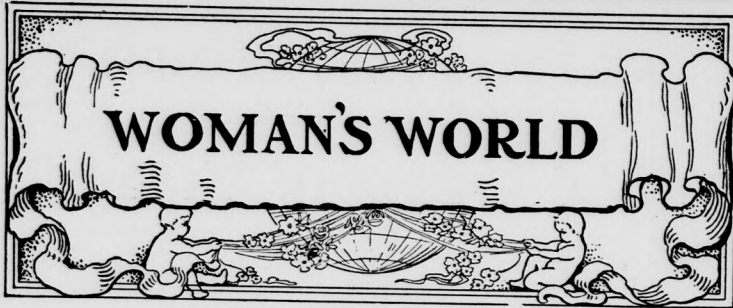
Every man, woman and child among your clientele is a prospective buyer of an EVEREADY Flashlight. No side line you could carry has a wider appeal—for everybody has experienced the annoyance of groping in the dark and is glad of a means to avoid it.



When you have EVEREADY'S displayed on your counter or in your window you're bound to make sales.

We're EVEREADY headquarters. Consult us.

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



### Heroism for the Petty Ills of Life.

Written for the Tradesman.

It is to the credit of human nature that we never need look far to see genuine heroism in bearing deep sorrows and heavy losses and in making great sacrifices—heroism of the highest order. The people in your own town, those living on your street, your intimate friends, members of your family—among these you find shining examples of real heroes.

A man of 60 who has been well-to-do loses everything. Pluckily he goes to work to earn a living, never complaining, rarely mentioning his losses. No one ever hears a whimper from him. No matter how humble the toil by which he makes his bread, can any one withhold admiration from such as he?

A loving wife loses a kind and affectionate husband. It might seem that her heart would break. Yet for the sake of her children she dries her tears and goes bravely on, her serene and even sunny presence seldom betraying her grief.

Prolonged weakness and illness, racking pain, loss of limb, of hearing, of eyesight—we see such afflictions met with fortitude. Even so heavy a cross as a child deficient mentally or insanity of some one near and dear is borne without murmuring. Disgrace brought on by others, extreme poverty, anything to be found in the whole long sad list of great woes—we have only to look about us to see it endured heroically. And just as near at hand we see men and women all the time fretted and miserable because of small ills and worries and trifling disappointments. Strange to say, great sorrows are borne better than little ones.

It is a favorite method of the moralists to set the great trouble against the small one, with a view to ending the latter by the comparison. Visit a patient in the last stages of tuberculosis and you forget your own passing headache. Relieve a case of genuine want and for the time being you cease to chafe because your salary is not large enough to afford certain luxuries your heart covets. A hunchback with a smiling face makes us ashamed of being annoyed because the steak for dinner was tough or underdone.

Such comparisons are valuable for showing things in their right proportions and for causing us to see how very insignificant are some of the annoyances over which we allow ourselves to be unhappy. But the comparison method is not permanently successful. The small ills that beset us in endless succession are not abol-

ished by the sight or even by the experiences of great sorrows.

In the first place it is hard to become reconciled to the fact that there always must be some little thing standing in the way of perfect satisfaction and contentment. There never is anything in this life entirely and absolutely and exactly to our liking.

Lucile was in tears because a hat on which she had built high hopes soon proved not so becoming as she thought it when she purchased. "It isn't just this one hat," sobbed the fastidious girl, "but it's all my hats and my dresses and my suits and my other things. There never is anything that is just right—never anything that does not disappoint me in important particulars." This expresses it. And the more idealistic the temperament, the greater the longing for absolute perfection, the keener the pain because it is not found.

Youth naturally expects perfect happiness—a smooth pathway under a cloudless sky. This is the dream of how it will be when the boy or the girl has grown up and can control—as youth imagines it can control—his or her own destiny. Years must pass over many a bright head before the lesson can be learned that troubles are inevitable. This truth accepted, many natures find it more difficult to submit to the small ills than to the great ones.

By a merciful provision the soul feels the full weight of a great sorrow for only a short time, perhaps never fully realizes it. The heavy blow produces a strong reaction. A deep grief calls out the most and the best there is in us, summons all our strength and all our nobility of character. Very often it makes a sharp change in the mode of living. Latent abilities and dormant powers are called into use. A great loss or trouble may mark the beginning of a new epoch in life. The great trouble often seems to bring its own solace, its own surprising recompense.

Not so with the ever-present small annoyance or disappointment. We feel the full force of these. In a sense the great sorrow is not so great as it appears, and in a very real sense the small ill—taken collectively and in its repetition—is greater than it at any one time seems. Most persons, to speak sincerely, would have to confess that their years are made gray and dreary more by small troubles than by great ones. We all of us are in danger of falling into the foolish habit of letting a small thorn—little more than a pricker sometimes—spoil a perfectly good rose.

Here is Mrs. Mason, a matron of

## Every Owner of an Auto

should know that we have the most complete stock of

Brass Fittings and Copper Tubing

in the city

The Weatherly Company

Corner Pearl and Campau

# REYNOLDS

APPROVED BY THE NATIONAL BOARD OF FIRE UNDERWRITERS  
TRADE MARK  
ESTABLISHED 1868  
FIRE H.M.R. SAFE

# SHINGLES

Reduces Fire Insurance Rates

Will Not Ignite from Flying Sparks or Brands

Sold by All Lumber Dealers

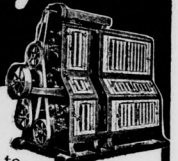
H. M. Reynolds Asphalt Shingle Co.  
"Originators of the Asphalt Shingle"  
Grand Rapids, Mich.

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

Manufacturers of Driggs Mattress Protectors, Pure Hair and Felt Mattresses, Link and Box Springs, Boat, Chair and Window Seat Cushions. Write for prices. Citizens 4120. GRAND RAPIDS

# Make Big Money With

This Flour Mill



It's your opportunity to get into a good, money-making business on comparatively small capital. No previous milling experience necessary for you to make good steady money from the very start with this money-making

## "Midget" Marvel

SELF-CONTAINED FLOUR MILL

With it, you easily command the flour trade of your section, as it makes "A Better Barrel of Flour Cheaper." It's a complete roller flour mill system all condensed in one frame: requires very little capital, power or attention to run. Comes in 12 1/2, 25 & 50 lbs. a day capacity finest roller flour. We'll put in one for you on 30 days' free trial, money-back guarantee and start you in the market with our confidential free sales helps. Write for our free book, "The Story of a Wonderful Flour Mill," prices, plans, letters from owners telling how it is making money for them and will make money for you.

ANGLO-AMERICAN MILL COMPANY, Inc.  
1640 Fourth St., OWENSBORO KY.

# Ceresota Flour

Has been connected with the history of our flour business for over twenty years.

It is now, as it always has been, the *leader in quality* among the *Spring Wheat brands*.

## Judson Grocer Co.

### The Pure Foods House

Wholesale Distributors

GRAND RAPIDS, MICHIGAN

35, married to a most excellent and congenial husband. They have two promising children. She is domestically inclined, likes her home and her housekeeping, but she has an unaccountable aversion to cooking and preparing meals. This casts a shadow over her whole day, for their circumstances will not permit hiring.

Mrs. Parkman, Mrs. Mason's neighbor, fairly delights in preparing appetizing dishes of all kinds, but she has a fussy and officious mother-in-law, who comes over about once in two weeks and tells her just how she ought to manage her work and train the little grandson. Not unnaturally the younger woman resents this interference and spends many tearful and wretched hours because of it. She feels that she would be entirely happy were it not for her mother-in-law.

Katherine has a lovely position, just the kind of work in which she is especially expert, liberal pay and all, only her employer is a bit grouchy and dictatorial. Oh the "buts" and "onlys" that always stand in the way of having things as we want them!

Now all such things as these are small matters when looked at in any true perspective. Many of the vexations from which we daily and hourly suffer are even more trivial. But it requires a greater patience, a better philosophy, a deeper religion, not to be downed by these small annoyances, than it does to meet great sorrows.

Lest we miss the happiness that rightfully is ours, lest we cast gloom about us instead of cheer, we need to cultivate the power to rise above small difficulties and annoyances. We all need it and we all can get it if we try—heroism for the petty ills of life.

Quillo.

**Bankruptcy Proceedings in Western District of Michigan.**

Grand Rapids, April 13—Claude A. Pope, of Charlotte, has been adjudicated a bankrupt on his own petition and the matter referred to Referee Wicks. The first meeting of creditors has been called for May 1, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may properly come before such meeting. The schedules of the bankrupt reveal the fact that the only assets are a few small fixtures listed at \$153.25 and the following are shown as creditors of the bankrupt:

William Mead, Charlotte, mortgage deed	\$550.00
Unsecured:	
Mich. Mutual Life Ins. Co., Detroit	\$ 32.49
Thos. S. Seelye, Lansing	13.55
Fielbach Co., Toledo	235.00
Foote & Jenks, Jackson	9.90
Wolverine Sales Book Co., Lansing	8.87
Guarantee Life Association, Omaha, Nebraska	42.69
Thomas & Murphey Co., Red Oak, Iowa	6.00
Burden Broom Co., Kalamazoo	32.55
J. L. Jones, Hastings	28.00
Charlotte Tribune, Charlotte	23.25
D. M. Ferry & Co., Detroit	7.76
Nadeville & King Co., Rochester, N. Y.	1.44
A. J. Brown Seed Co., Grand Rapids	4.48
Badger Candy Co., Milwaukee	23.45
Dudley Paper Co., Lansing	22.07
Colburn-Fulton Lumber Co., Charlotte	110.31
Kruec Cracker Co., Detroit	66.09
National Biscuit Co., Grand Rapids	22.50
Saginaw Beef Co., Saginaw	80.26
M. Smerk, Eaton Rapids	22.50
Eaton County Tel. Co., Charlotte	22.50
Warren Shaull, Charlotte	125.00
New Castle Gas Co., Charlotte	45.00
James Brown, Charlotte	27.00
Lizzie Clement, Charlotte	140.00
Lamb & Spencer, Charlotte	800.00
L. H. Shepherd, Charlotte	125.00
Edw. N. McGee, Charlotte	138.00
Clinton Spanolio, Charlotte	7.50
Albert Murray, Charlotte	8.00
Fred Murray, Charlotte	11.00
W. S. Proud, Charlotte	7.00
Roehm & Moyer, Charlotte	4.50

April 14—In the matter of Swan Swanson, bankrupt, Grand Rapids, the first meeting of creditors was held this date. Claims were allowed, Fred Works, Grand Rapids, was elected trustee.

In the matter of Louis Goldman, bankrupt, Cadillac, hearing on order to show cause as to sale of the household furniture of the bankrupt for \$700 was held this date. No cause shown to the contrary, the trustee was authorized to make the sale in accordance with the offer.

An involuntary petition in bankruptcy has been filed against the Fair, a corporation of Grand Rapids, by creditors, and petition for receiver filed with the petition for adjudication. The matter has been referred to Referee Wicks in the absence of the District Judge. Walter H. Brooks and George S. Norcross, of Grand Rapids, have been appointed receivers. The bankrupt has filed an answer to the petition, denying insolvency and demanding a jury trial. The receivers have filed their bond and qualified as such, taken possession of the assets of the corporation and are conducting the business under the direction of the court as a going business. Inventory and appraisal is now being taken and a statement of the condition of the business prepared by accountants. It is expected that they will be in position to advise the condition within a few days.

March 17—In the matter of Edwin C. Richardson, bankrupt, Grand Rapids, the first meeting of creditors was held this date. Claims were allowed, George B. Kingston, Grand Rapids, was elected trustee. The meeting has been adjourned to April 25 for the examination of the bankrupt.

**Holland-St. Louis Sugar Co.**

The season just closed has been a most profitable one for the Holland-St. Louis Sugar Co. Its total output was 36,000,000 pounds. It expects to increase this output at least 7,000,000 pounds the coming season, judging by the increased acreage for which it has already contracted. Its net profits were over \$600,000. It has reduced its indebtedness over \$300,000 and still has about a quarter of a million dollars on hand. No dividend will be paid on the common stock until the remaining half million indebtedness is entirely extinguished.

**FREE**

**Cut This Out**

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

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

Made by the

**Grand Rapids Bedding Company**  
Established 1890  
Grand Rapids, Michigan

**United Trucks**

**1½ to 6 ton all worm drive**

United Trucks are the best business and profit builders a dealer can secure. They are standardized in construction and are capable of performing beyond the requirements usually made on similarly rated trucks as to capacity and endurance.

You will be interested in the particulars when you hear about them. Write, wire or visit us personally.

**The United Motor Truck Company**  
Grand Rapids, Michigan

**1916 TANGLEFOOT**

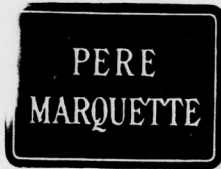
IMPORTANT CHANGES



Improved Size—Handy Sealed Package

Retails 5 Double Sheets for 10c

Ask your Jobber or his Salesman for Particulars



**An Anniversary**

On the fifth day of April this year, the seventh Receivership of the Pere Marquette Railroad and its predecessors, was four years old.

Despite the earnest efforts of the Court, the Receivers, the owners of the Road and the officers and employees, it has not been possible to get the road out of bankruptcy.

The task is a tremendous one, and while progress has been made and is being made, success is not yet assured.

Sixteen million dollars of new money must be raised. Investors whose money has gone into the property have evinced a willingness to make sacrifices. But this vast amount of new money and these voluntary sacrifices are not of themselves enough.

There must be a reasonable prospect of keeping out of bankruptcy after getting out. There is little use of making the effort to reorganize the Railroad if it is going back into a Receivership again in the course of a year or so.

And this is where the question of rates comes in. It is safe to say that if a reasonable increase in passenger fares could have been granted at the last session of the legislature a reorganization could have been brought about before this time. Why? Not because of the increased revenue so much, although that would have helped, but because it would have been an indication that Michigan was adopting a new policy—one less repressive, less restrictive, than the old. It would have been an encouragement to the man who must go down into his pocket for his part of the sixteen millions.



For why should a man invest good money in railroad securities under conditions existing in Michigan today? He can secure a greater and safer return in almost everything else. As a matter of fact he is not investing in Michigan railroads today. Last year in the whole state of Michigan, but twenty-one and one half miles of new main track were built. A very small development representing a very small investment in a great and growing state.

The chief hope for a reorganization of the Pere Marquette rests on a change in public sentiment already manifest in many other ways, if not yet through legislation. The People of Michigan are beginning to realize that the state needs the Pere Marquette; that when the State refuses to let the Road earn enough to pay its way, it refuses the people the right to the service they need in their every day life; that bankruptcy and service fully satisfactory, cannot go together; and that the state cannot force the Road continuously and permanently to operate its passenger trains at a loss and expect to get as good service as though running at a fair profit.

There is hope in this awakening public sentiment as the forerunner of a new policy on the part of Michigan—even a generous policy, and the Road must be so conducted as to merit it. The State and the Railroad must work together for the common good. "Co-operation" is the keynote of the future. Railroad Receiverships so long the rule in Michigan will then be a thing of the past and we will all wonder how Michigan tolerated even for a moment the existence of such a shortsighted policy as that of the present time.

*James H. King*  
Operating Receiver,  
Pere Marquette Railroad

Talk No. 4

## THE MEAT MARKET

### Old-Time Butcher to His Son.

Dear Ed: What would you think of a butcher who had a market on Fifth avenue and who tried to run it with First avenue methods? Not very much, I'll be bound. In fact, I'd be willing to make a nice little bet that you are convinced that no such butcher exists. Well, he does, and there are lots of his kind, too.

Take right up here where I live. The town has two sections, one where the people who work in the mills live; and the other where the people who are in better circumstances make their homes. For all intents and purposes, there are practically two towns, and the merchants in each section have methods that are as different as day and night.

There's a butcher in the poorer section of the town who has had a big success. He knows his trade from A to Z, knows just what meat they buy, and just how to appeal to them in order to win and hold their trade. For years he has been making big money in his shop, and there is no reason why he should not continue to do it.

But he got ambitious and decided it was about time to open a branch store. Instead of sticking to the trade he knew, and there was room for another market in his section of the town, he decided that he would teach the butchers who had been catering to the better trade a thing or two, and accordingly he opened up in a good location in the better section of the town. He boasted that there were several butchers located there who wouldn't be in business long after he got started and going well.

Now, this butcher was a smart man in his line, there are no two ways about that. But he lacked one quality that was needed above all things to make his new venture a success. That was flexibility. He forgot that conditions among the trade create methods. He seemed to think that the methods used by the retailer create the conditions of the trade.

Accordingly, he bought the same grades of meat for the two stores, shifting stock from one to the other as the demand warranted it. But the trade that went to the new market did not seem to take kindly to the meat which he sold them. Lots of people, attracted by the low price he quoted, gave him a trial, but few continued to deal with him. His methods used in attempting to win new trade, successful as they had been in his first market, brought no results at all commensurate with what they cost in the new shop. The people to whom they were addressed were not

impressed with them. The circumstances in which one lives change one's viewpoint, and what appeals to the woman whose breadwinner is a factory worker has but very little appeal to the woman who is in prosperous circumstances. This butcher lasted six months in his new location and then quit, after losing quite a sum of money in his efforts to make the new market a paying venture.

There was no reason why he should not have been able to accomplish this except the rigidity of his own ideas. He seemed to think that all consumers were exactly the same; that they could be measured by the same yardstick. He forgot that each group of them differs materially from every other group, just as no two men are ever exactly the same. The rules built up on the experience gained by studying one group must be modified to meet the differences which another group will show.

It all boils down to just one thing. A butcher, in going into a new location, must study the trade he intends to cater to and meet their requirements in his methods. He must be the yielding body. The chain market management knows this well, for in opening new stores they only seek such locations as they know will suit their methods. The butcher who is ambitious to extend his business must remember that as well.—Butchers' Advocate.

### Meat Jelly.

Place 100 pounds of calves' feet with twelve and one-half gallons of water in kettle and add two pounds of sliced onions, two pounds of sliced carrots, one-quarter pound each of whole black pepper, celery seed, and green pot herbs contained in a muslin bag. Bring the whole slowly to a boil and simmer for eight hours, adding water to make up loss through evaporation; draw off the liquor and strain; when it jells, skim grease from the top. Return to kettle, adding one pint of lemon juice and heat to 180 deg. F. Mix one-half gallon whites of eggs with an equal bulk of water, crush the egg shells and add thereto; stir this thoroughly into the melted jelly, bring to a boil and strain through a flannel bag.

### Mold on Ham.

If the hams are thoroughly washed and well dried before the smoke is put on them, and then well smoked, there is no reason why they should not keep for a week in the smoke house after being smoked. Probably the fault lies in that they are not properly prepared before going into the smoke.

## 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.

## Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids, Michigan

Owned by Merchants

Products Sold Only  
by Merchants

Brands Recommended  
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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.

## 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.

## 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

## 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, Dist. Manager

315 and 325 Shepard Bldg.  
Grand Rapids, Michigan

### 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

## PEACOCK BRAND Breakfast Appetites

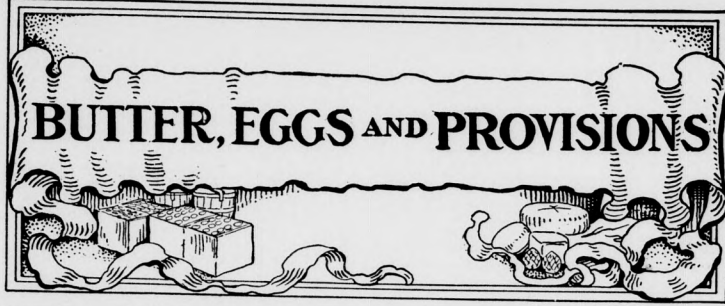
can be encouraged and well satisfied with a nice rasher of bacon and fresh eggs. Go to your grocer's and get some of the famous Peacock mild cured bacon and fry it, pouring off the grease as quickly as it forms. This makes it crisp. Peacock Hams and Bacon are cured by a special process—brine is not used—so 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.

**Cleanliness in Dairy Products Plants.**

Lord Palmerston said that dirt is an object out of its proper place. Anything that gets into milk, butter or cheese, which does not belong there is dirt. Most of this dirt, especially undesirable ferments, like disease bacteria or such micro-organisms as produce the kind of fermentations in milk and milk products which are not wanted, which spoil the taste, generate offensive odors, or cause the goods to spoil too quickly, can be kept out if proper care is taken in the handling of the product. But it must be properly handled at every stage. All the care taken may go for naught if there is one stage at which entry is afforded to destructive germs. Pasteurized milk may be reinfected in the bottling process, butter may take up injurious bacteria when exposed to impure air, cheese may be spoiled by foreign ferments dropping into the tubs. While a great deal can be done by careful treatment, the cautious creamery man or milk dealer will see to it that the opportunities for infection are reduced to a minimum. One of the most effective ways to do this is to have the rooms and utensils, such as tables and vats, covered with a material that affords the least, possible facility for dirt to cling to it and the opportunity to discover any dirt that may happen to land on it. A bright surface, as near white as possible, is best for the latter purpose, and a smooth surface that is hard and nonporous is best for the former purpose. Both have the additional advantage that they help make the place light, and light is the greatest enemy of bacterial life. Briefly, cleanliness is the most important consideration in the production of wholesome, savory, and stable milk products.

Creamery men and milk plant owners are beginning more and more to employ materials for covering walls and ceilings of rooms where milk, cream or cheese is handled and exposed to the air, which shall answer the requirements above set forth. In that respect they are following the lead of hospitals which use such materials for operating rooms, refrigerating plants and refrigerators, etc., where the problems are in a general way similar. For these purposes, vitrolite is being employed to an increasing extent. This article possesses in a high degree the properties required to produce surfaces that make it difficult for dirt to gather and easy to clean it

off. We will allow the manufacturers to describe it. They say that vitrolite is homogeneous and opaque, it is fused at a temperature of about 3000 deg. F. and rolled into sheet form, receiving a very brilliant, natural polished surface, very hard, non-porous, impervious to stain or deterioration. It is milk-white in color, indifferent to acids and alkalis, non-absorbent, impervious to moisture and grease. It is manufactured in sheets of varying thickness, with tiny corrugations or ridges on the back to facilitate fastening to walls and other surfaces. Also it is very durable. Special designs, shapes and colors can be made to order, where plain white surfaces are not desired. The tensile strength is greater than glass or marble.

These are precisely the properties that are wanted in creameries, milk rooms, bottle shops, etc. As to whether vitrolite really possesses all these virtues, those who have tried it should be consulted.

**Investigation of Creameries.**

The Department of Justice is investigating charges that certain Western creameries are violating the anti-trust law. It has been complained, that the creameries not only fix the prices of their products to consumers but the prices paid for milk and cream to farmers.

It is asserted that the Attorney General has called upon the creameries in question to present a statement of their case if they desire, in explanation of the practices which he believes to be improper, and that if the creameries voluntarily adjust their practices to meet the ideas of the Attorney General there probably will be no prosecution, unless it develops that they knew their acts were illegal when they began practising them.

**Rice Cooked in Skimmilk.**

One cupful of rice, six cupfuls of skimmilk, three teaspoonfuls of salt.

Wash the rice thoroughly. Cook in an uncovered double boiler until all the milk is absorbed, which will take at least an hour. This nutritious dish can be made savory as well by adding to the ingredients one-fourth level teaspoonful of curry powder and a few grains of cayenne. Eaten with butter or gravy, it is very palatable when served with meat or in a similar way. If one prefers, the rice can be made savory by seasoning with a few drops of onion juice, celery salt, and paprika, or a little cayenne pepper, if it is liked, or with grated cheese.

The dandelion undoubtedly gets there because it's the first up in the spring, last out in the fall, and on the job every minute.

**A Household Name**  
 Your customers know the good uses of  
**Mapleine**  
 Order from  
 Louis Hilfer Co.  
 1503 State Bldg. Chicago, Ill.  
 CRESCENT MFG. CO.  
 Seattle, Wash.

**HART BRAND CANNED GOODS**  
 Packed by  
**W. R. Roach & Co., Hart, Mich.**  
 Michigan People Want Michigan Products

**Make Us Your Shipments**  
 When you have Fresh Quality Eggs, Dairy Butter or packing stock. Always in the market. Quick returns. Get our quotations.  
 Kent Storage Co. Grand Rapids, Mich.

**SEND US ORDERS**  
**ALL KINDS FIELD SEEDS**  
 Medium, Mammoth, Alsylke, Alfalfa Clover, Timothy, Peas, Beans  
**Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.**

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**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**

**The Vinkemulder Company**  
 Jobbers and Shippers of  
 Everything in  
**Fruits and Produce**

**Grand Rapids, Mich.**



**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.**

#### Pickings Picked Up in the Windy City.

Chicago, April 24—The city is about ready to open up the new Wilson avenue tunnel or intake pipe to supply the Northwest side with water. When finished, Chicago will have one of the best water systems in the country.

John H. Jacobs, ex-Mayor of Marquette, stopped over in Chicago a few days last week on his way to Lansing. While in Chicago he visited his sister, Mrs. George Fronoy, who has resided in Chicago for some time. Mr. Jacobs is interested in red sandstone.

Cincinnati ball fans flocked to the city last Thursday by the hundreds and each one wore around his arm a red pennant. Chicago streets were pretty well spotted red.

The Harmony Cafeteria Co. has opened another up-to-date cafeteria at 328 South Wabash avenue, making five in all. They are so popular that people are turned away every meal.

George Kortlander, of Grand Rapids, stopped off in Chicago a few hours last Thursday on his way back home from California, where he has been for the past few months with his son.

A correction from last week: There is a charge of 10 cents at the municipal beaches for suits, lockers and other necessities. My statement last week was that these articles are free.

Chicago's new municipal pier will open about June 1. This pier is well worth seeing.

A number of Chicago business men visited the different children's hospitals in Chicago last Friday and posed for their pictures while nursing the babies with bottles. A prize will be given the man who held the baby correctly.

The Loyal Order of Moose, Lodge No. 43, Chicago, has opened its new lodge and club room at 608 and 610 South Michigan boulevard. It occupies the third and fourth floors, using the third as a club room and the fourth as lodge rooms. The club room is one of Chicago's finest, overlooking Lake Michigan. This room is for the use of all members of the Moose order throughout the country. The following officers have been elected for the ensuing year: Dictator, James Barron; Vice-Dictator, C. F. Earll; Prelate, B. J. Brennam; Treasurer, George M. Greene; Trustees, Argo M. Dill, Hos. C. Schmidt and B. F. Kenney; Secretary, E. A. W. Johnson. These officers have ap-

pointed William F. Herlan as steward and under his management the club rooms are becoming very popular. Visiting brothers are invited to make their headquarters here while in Chicago. C. W. Reattoir.

#### More to Remember.

The teacher, a lady of uncertain age, was having a hard time teaching Johnny the names of the kings of England.

"Why, when I was your age," she said, disqustedly, "I could recite the names of the kings backwards and forward."

"Yes'm," said Johnny, "but when you was my age there wasn't so many kings."

### Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

### The Hotel Geib

Eaton Rapids, Mich.

L. F. GEIB, Propr.

AMERICAN PLAN

Artesian Water Steam Heat

\$2 Per Day

Sample Room in Connection



### THE WHITING HOTEL

Traverse City, Mich.

J. P. OBERLIN, Proprietor

Telephone, Hot and Cold Water All Rooms

AMERICAN

Rates \$2.00

With Bath \$2.50

### Hotel Phelps

Greenville, Mich.

James Stafford, late of the Park Hotel, St. Louis, Mich., Manager.

Up-to-date Chef  
 First-class Service  
 Reasonable Rates

### Snyder's Restaurant

41 North Ionia Ave.

4 Doors North of Tradesman

Special Dinners and Suppers 25c

### The New Winter Inn GREENVILLE, MICH.

W. H. MILLS, Proprietor

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

### 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. Neatwanta Resort Association, Traverse City, Mich.

S Broeksma Stuart M. Wells

### Broeksma & Wells

TAILORS

15 Division Avenue, So.

5 doors south of Cody Hotel Grand Rapids, Mich.

### Hotel Hermitage

John Moran, Mgr.

EUROPEAN PLAN

Grand Rapids, Mich.

Rates without bath 50, 75 and \$1.00

Rates with bath \$1.00 and \$1.50  
 per day

CAFE IN CONNECTION

### Hotel Stimpson For Sale

On account of ill health, I will sell the nicest little hotel and furniture, with bar, in Southern Michigan. Easy terms. Hurry. Only hotel in town.

CHARLES MAYNARD,  
 Milan, Mich.

### 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.

American plan.

W. O. HOLDEN, Mgr.

### 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

Bell



System

### Are You Planning a Selling Campaign?

Let the Bell telephone aid you. It is important that you reach a prospect quickly—while your advertising literature and sales letters are still fresh in his mind.

You can reach more people in less time over Bell Local and Long Distance lines than in any other way.

The telephone way gets results—then think of the time, money and energy it saves.

Michigan State Telephone Company

**Death of Charles F. Logie.**

After six months of ill health Charles F. Logie, 40 years old, died at midnight Friday at his home, 237 Henry avenue. His entire life had been spent in Grand Rapids. For twenty-five years he was connected with the Rindge, Kalmbach, Logie Co., which he associated himself with immediately after leaving Central High school, working through the different departments of the business. For twenty years he represented the company as salesman.

Six months ago Mr. Logie was taken ill with tuberculosis which resulted in his death. He was a member of Westminster Presbyterian church. He was one of the best



known Grand Rapids men in the shoe world.

He is survived by a widow, one daughter, Janet Logie; a brother, William G. Logie, and a sister, Mrs. Robert Dilliard, all of Grand Rapids.

Funeral services were held Monday afternoon at 2:30 at the family residence.

At a meeting of the local jobbers Monday, the following expression of sympathy was adopted:

The Wholesale Department of the Grand Rapids Association of Commerce tenders its sincere sympathy to fellow member, William G. Logie and the Rindge, Kalmbach, Logie Co., in the death of Charles Logie, brother and late associate of the firm.

It is our sincere hope that the bereaved relatives and friends of the deceased may find much consolation in the memory of the worth of his many qualities.

**Honks From Auto City Council.**

Lansing, April 24—L. C. Dye (South Bend Watch Co.), formerly of our Council, who recently transferred his membership to Lima, Ohio, on account of a change of territory, spent Sunday in the Capital City.

It is now confidently expected that the G. R. & I. will have its new passenger station at Sturgis finished by July 1.

Contractors are now putting in the concrete foundations for the new eight-story bank building to be erected at the corner of Michigan and Washington avenues by the Lansing State Savings Bank.

The Elliott Grocer Co. has experienced such a rapid growth of business as to find it necessary to engage another salesman and increase the shipping force.

E. H. Simpkins (Perry Barker Candy Co.) is taking a much-needed vacation, a part of which will be spent in the Northern part of the State. Mrs. Simpkins will join her husband next Tuesday at Linwood, where they will visit their parents.

Mr. and Mrs. E. P. Allen (Allen, Decline Co.) returned from California last week, where they spent a greater portion of the winter. Mr. Allen is improved in health and has an abundance of interesting stories to tell about the Far West.

L. L. Colton (Schuest Co.) was at Carson City for two nights last week and paid his bills with the proceeds of a rhum game each night. We had an invitation to sit in each game, but having personal knowledge of the other fellow's luck whenever L. L. had his feet under the table, we declined with thanks.

Since taking possession of the Arlington Hotel, at Coldwater, Lesh & Norris have made many improvements which will be appreciated by the traveling fraternity. The office has been enlarged, new toilets have been installed and the wash room has been greatly improved. A new marble floor has been laid in the office and lobby and the abundance of new easy chairs and courteous treatment makes the tired traveler feel more at home.

We have learned from a very reliable source that Editor Stowe was in Lansing one day last week. We are sorry we were out of town at the time, as nothing would have pleased us more than to have given him a ride about the city in a perfectly good ford.

D. J. Dailey (Ferguson Supply Co.) recently purchased a new Auburn six and now reports more business than he can care for.

Charles Nesen (Elliott Grocer Co.) traded his tin lizzie for a new Studebaker six, two weeks ago and now has his company swamped with orders. It begins to look as though there is something in this six cylinder proposition besides power and speed. Those who drive fords should take notice.

H. D. Bullen.

**Death of Well-Known Drug Salesman.**

Ishpeming, April 24—Jerome E. Schoen, who had been critically ill for two weeks or more, is dead. Bright's disease, from which he had been a sufferer for more than a year, was the cause of his demise.

Mr. Schoen was very well known throughout the Upper Peninsula, as well as in many Wisconsin cities, and he was extremely popular. He had been engaged as a traveling salesman the greater part of the time since he left school and for the last fifteen years made his headquarters in Ishpeming. For the past two years he was the Upper Peninsula representative of Peter Van Schaack & Sons, wholesale druggists of Chicago. For some years prior to taking a position with this firm he traveled for Fuller & Fuller, remaining with the latter concern until two years ago when it consolidated with the Morris & Plummer Co.

Mr. Schoen controlled a very large trade among the druggists of his territory and the announcement of his death will be received with regret by many friends in the district through which he traveled.

The deceased was born in Milwaukee nearly forty years ago and was married in Negaunee six years ago this month to Miss Rose Lemire, who, with one son, Robert, aged 2 years

and 5 months, survives.

Mr. Schoen's mother, who lives in Milwaukee, was with him for some days before he passed away. Besides his mother he is survived by three brothers and two sisters. His brothers are Dr. W. P. Schoen, of Chicago; Dr. C. M. Schoen, of Milwaukee, and Frank Schoen, who is cashier for the Pere Marquette Steamship Co. with headquarters in Milwaukee. The three brothers are here to attend the funeral.

**The Submarine and Humanity.**

Kalamazoo, April 25—The Illinois Staats-Zeitung says: "We are not aware that Mr. Wilson ever received a mandate to represent humanity." But President Wilson in his mental and moral make-up received something a little more imperative than an outward mandate, and that was a good allowance of humanity itself. Let us hope that no man not possessed of this quality will ever be placed in the responsible position of President of this country, and that no man so placed will ever imagine that he has not an implied mandate, in the very fact of his election, to represent that quality to the very utmost of his personal and official ability. The Germans will one day realize that they unalterably sealed their own defeat and registered their own eternal condemnation when they laid their plans in disregard of humanity.

The President's determined position may or may not lead to war—the wisdom or folly of official Berlin must decide that—but in taking that position on the firm basis of humanity, as expressed in terms of international law, he has done more for the peace of the future than has been accomplished by any other single act of this generation. There have been those among us foolish enough to suggest that in opposing the German use of submarines we were possibly hampering our own freedom of action in some war of the future. By the President's words to Germany and to Congress, it is now unalterably fixed that in the settlements which shall follow this war our influence will be used for keeping submarines and all other new engines of war wholly within the limits of existing international law, and for keeping that law itself as nearly as may be possible abreast of the progress of humanity. Let us hope that there will be no official timidity at Washington as to the propriety of active efforts to enlist the aid of all other neutral lands in maintaining these principles.

German Merchant.

**Sparks From the Electric City.**

Muskegon, April 25—We are very glad to be able to say that we hail from the liveliest town in Michigan; also that we can conscientiously boost for her. Muskegon is certainly making rapid strides which are not of the boom variety, but substantial and bound to produce grand results.

W. W. Richards is driving a new Studebaker, which is evidence of the prosperous business he is doing.

Nick Tanis and wife, of Reeman, were Muskegon visitors Saturday.

We were very sorry to learn of the serious loss sustained by John Zacharias, of Agnew, in the recent fire at that place.

The old steamer Nyack, which now lies on the bottom of Muskegon Lake, is to be raised and rebuilt and put into service again as a freighter.

Cornelius Mast, of West Olive, has moved to Holland, but still retains his general store. His son has moved from Belding and will look after the business at West Olive.

H. W. Fishell, of Vickeryville, is closing out his stock of general merchandise and will move on to his farm. He has sold his store building, which will hereafter be used as a garage.

S. T. Collins and W. F. Lyon, Jr.,

of Hart, and their wives were seen at the Regent theater Friday night, enjoying the wonderful spectacle, The Birth of a Nation.

We want every member of Muskegon Council to get busy and hustle for A. W. Stevenson for Grand Sentinel. The convention is only a short time away and no time should be lost.

We want to express our approval of a card which the Dudley Paper Co. is putting out which reads: "America! Thank God, My Country."

J. E. Lyon.

**President Wilson Has Done His Best.**

New York, April 25—President Wilson has had a very difficult and delicate task to perform, and has done all in his power to further what in his mind are the best interests of our country. From the beginning his object has been to keep this country out of the terrible European carnage. At the same time it has been his duty to safeguard the honor of the American Nation. To these ends he has used his utmost abilities and accomplished much. Had Germany kept her faith, as pledged to the United States, we would all admit as one that the President's methods of dealing with the situation had in every way been the best means of preserving the Nation's peace and honor.

It will be recalled that every one hailed Germany's pledges not to sink merchantmen without warning as a diplomatic victory for the President.

Since that time, however, various events have occurred which have slowly but surely led us to believe that Germany was not keeping faith with us. Some of the cases in question, such as the Arabic, were explained, others denied—all of which have made President Wilson's position more and more difficult, inasmuch as he has been forced to accept the word of a sovereign power such as Germany's as given in good faith. Gradually, however, a mass of evidence has been piling up which makes it unmistakable that Germany has resorted to quibbles, untenable explanations, and, in short, has broken her word.

Fully convinced of this, the President has now taken a decided step and informed Germany that such conduct has got to stop. What the result will be still remains to be seen, but whatever happens, President Wilson has done his best and it little behoves loyal citizens to criticize him unjustly.

L. S.

**Butter, Eggs, Poultry, Beans and Potatoes.**

Buffalo, April 26—Creamery butter, extras, 35@36c; first, 34@34½c; common, 32@33c; dairy, common to choice 25@32c; poor to common, all kinds, 22@26c.

Cheese—No. 1 new, 16@17c; fair, 15½@16c.

Eggs—Choice, new laid, 21½@22c; fancy, 22@23c.

Poultry (live)—Fowls, 20@22c; roosters, 19@21c; old cox, 14c.

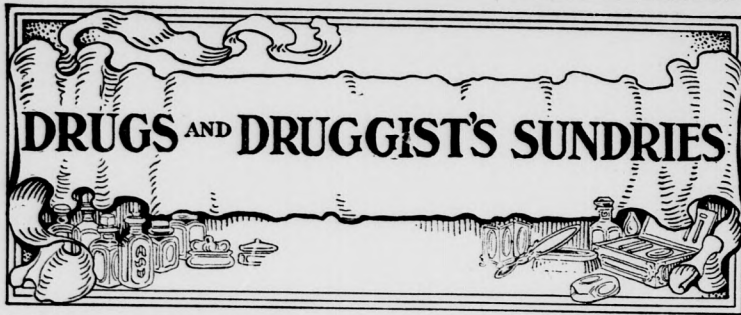
Beans—Medium \$3.90@4; pea, \$3.90@4; Red Kidney, \$4.75@5; White Kidney, \$4.75@5; Marrow, \$4.75@5.

Potatoes—\$1.00@1.20 per bu.

Rea & Witzig.

The New Emmet Hotel, at Harbor Springs, has been leased by W. L. Cartwright for a period of five years. Mr. Cartwright a few years ago managed the Cushman House, Petoskey, for fifteen years and the Romona Park Hotel for the past two summers.

Charles S. Hughes & Son, hardware and implement dealers at Allegan, will open a grocery store on the Hughes farm, near this place, under the style of the Edgewater Store. The Grand Rapids branch of the National Grocer Co. furnished the stock.



#### 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 Meeting—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.

#### Fifty-Seven Out of One Hundred and Sixteen.

Muskegon, April 25—Out of the 116 candidates examined at Grand Rapids, March 21-23 by the Michigan Board of Pharmacy, fifty-seven were successful, as follows:

##### Registered Pharmacist.

Chas. J. Archbold, Elk Rapids.  
Leo A. Boyd, Traverse City.  
O. W. Criffield, Dowagiac.  
Raymond R. Doud, Hastings.  
Morton Gittleman, Detroit.  
Wm. A. Gersobde, St. Joseph.  
A. T. Kelsey, Detroit.  
Claude A. Mulkin, Algonac.  
F. C. Saville, Detroit.  
Jas. G. Beal, Mt. Clemens.  
W. C. Cumming, Port Huron.  
F. A. Doyle, Cedar Springs.  
Wright S. Fox, Cedar Springs.  
Chas. B. Gordon, Battle Creek.  
H. A. Herman, Sault Ste. Marie.  
Blanche Keeley, Detroit.  
G. P. Lincoln, Lansing.  
Frank C. Miller, Detroit.  
Chas. R. Welcher, Marcellus.

##### Registered Druggist.

U. Preston Allen, Flint.  
Roland H. Brockway, Petoskey.  
Herman Battjes, Grand Rapids.  
Geo. J. Bairs, Fremont.  
Arthur Berman, Rapid River.  
W. J. Christie, Leslie.  
Sumner J. Curtis, Port Huron.  
C. A. Detwyler, Jackson.  
Earl V. Falter, Detroit.  
M. P. Jeffries, Lansing.  
O. K. Lindquist, Ludington.  
Fred F. Marley, Caledonia.  
D. C. Nettleton, Charlevoix.  
John C. Quick, Manistique.  
C. L. Reynolds, Menominee.  
L. G. Stimson, Mackinac Bay City.  
Marshall Susman, Bay City.  
Floyd Smith, Grand Rapids.  
F. H. Wilkins, Bay City.  
Clyde L. Zettel, West Branch.  
Wm. Behrenswald, Grand Rapids.  
Russell H. Buys, St. Joseph.  
Leo E. Brown, Detroit.  
M. T. Bink, Escanaba.  
R. A. J. Czachorski, Grand Rapids.  
H. J. D'Amour, Rapid River.  
E. C. Decker, Deckerville.  
Walter A. Fisher, Detroit.  
Emmette D. Lane, Fowlerville.  
Henry E. Lemire, Lake Linden.  
M. O. McClellan, Shepherd.  
J. J. O'Callaghan, Alpena.  
F. H. Quackenbush, Big Rapids.  
L. C. Richard, Luther.  
L. L. Savage, Capac.  
Ray W. Sealf, Big Rapids.  
Alfred Ware, Negaunee.  
D. D. Wright, Leslie.

The next examination session will be held at the Hotel Tuller, Detroit, June 27, 28 and 29.

Candidates must file their applications with the Secretary at least one week before the examination and must furnish affidavits showing that they have had the practical experience required, and furnish satisfactory evidence to the Board that they have completed work in the public schools equivalent to tenth grade. (See Section 10). When necessary this preliminary examination may be taken with the regular examination. No tenth grade examinations will be held by this Board after June 30, 1916.

Applications for examination and blank forms of affidavits for practical or college experience may be obtained from the Secretary. Charles S. Koon, Sec'y.

#### Balmy Breezes Blown Over From Port Huron.

Port Huron, April 24—Port Huron presented a gala day on Thursday, April 20, in acting as host to ex-President William H. Taft, who came here upon the invitation of the Young Men's Christian Association. Mr. Taft was a noon luncheon guest of the St. Clair County Bar Association and responded with a very interesting talk to the lawyers upon judicial matters and pleaded for the independence of the judiciary. About fifty attorneys from the adjoining circuits were also guests of the local Bar Association. The former President addressed a packed house at the Majestic theater in the evening upon World Relationships. Without one suggestion of partisanship, Mr. Taft explained in a very interesting manner the Mexican situation and our position in the European struggle and he let it be plain that he favored a stronger defensive army and navy. While in the city, Mr. Taft was a guest of ex-Congressman McMorran.

As an indication of the heavy freight traffic over the Grand Trunk Railway, it was announced that 10,000 cars passed through the tunnel during the week ending April 15. The greatest number for one day was 1564.

The steamer Saronic, of the Northern Navigation Co.'s fleet, will be brought over from Sarnia and given a general overhauling at the Reid dry docks.

The Pere Marquette is now engaged in improving the road bed of its Port Huron-Grand Rapids division. It is understood that about thirty miles of gravel ballast will be placed and that ninety pound rails will be the standard weight.

The best spring tonic enjoyed by Port Huronites is the sound of the freight whistles along the river. One now begins to experience the pleasing sensation of being awakened by that well-known blast that denotes the opening of lake navigation. After the nocturnal disturbances of nothing more soothing than a drop in the thermometer or a cavein of the coal bin for the past four and a half months, this is, indeed, an appreciated salute. All the freighters tied at this point are ready and waiting for the ice to clear. A busy season on the river is assured.

A petition has been presented to the city commission, asking that a flood gate be built at the junction of Black river and the canal to prevent the water from the river from flowing into the main channel via the canal. Due to the exceptional high water this spring, this situation became very noticeable for a time.

Edward C. Reynolds, a veteran in the services of the Pere Marquette, died Friday evening at his home at 1023 Erie street, after a year's illness from heart trouble. For thirty-five years Mr. Reynolds was conductor on the Port Austin division of the P. M. and was a friend of every one along the line. He was also a member of McKay & Co., druggists of this city. Clarence Kellogg.

#### Keen on the Cash.

Shrilling loudly in the silence of the night, the druggist's bell roused him from slumber. With reluctance, he wrapped himself in a dressing gown and went downstairs, shivering, to be met at the door by a placid-looking man who merely wanted a bottle of soda water.

The druggist's feelings were strong, but he resolved to do business.

"Five cents extra on the bottle," he murmured blandly, "which will be allowed on return."

Then he returned to bed.

Two hours later the bell rang again. Once more he went down. Again it was the placid-looking man.

"There's your bottle," he said calmly. "Gimme my 5 cents!"

#### UNIVERSAL CLEANER

Great for the pots—great for the pans  
Great for the woodwork—great for the hands.  
ORDER FROM YOUR JOBBER

#### Safe Expert

W. L. Slocum, 1 N Ionia, Grand Rapids, guarantees to open any safe, also change combination.  
Wire, phone or write when in trouble.  
Citizens phone 61,037.

#### Malt and Hop Tonic

"Its strong up-building action  
Gives general satisfaction."



## 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



For Sale by all Wholesale Druggists

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



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

### Fairbanks Computing Scales

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

Backed by Fairbanks Quality

FAIRBANKS, MORSE & CO.  
2247-68A

CHICAGO

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

DUTCH MASTERS SECONDS



Will stimulate your trade. Handled by all jobbers.

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

WHOLESALE DRUG PRICE CURRENT

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

Table of wholesale drug prices. Columns include categories like Acids, Ammonia, Balsams, Berries, Barks, Extracts, Flowers, Gums, Leaves, Oils, Potassium, Roots, Seeds, Tinctures, and various individual drug items with their respective prices.

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

- Flour
Sago
Tapioca
Mustard Seed
Mop Sticks
Coconut
Washboards

DECLINED

Index to Markets

By Columns

Table with columns for product categories (A-M), sub-categories (e.g., AMMONIA, AXLE GREASE), and prices. Includes items like Ammonia, Axle Grease, Baked Beans, Bath Brick, Bluing, Breakfast Food, Brooms, Brushes, Butter Color, Candles, Canned Goods, Carbon Oils, Catsup, Cheese, Chewing Gum, Chicory, Chocolate, Clothes Lines, Cocoa, Coconut, Coffee, Confections, Cracked Wheat, Crackers, Cream Tartar, Dried Fruits, Evaporated Milk, Farinaceous Goods, Fishing Tackle, Flavoring Extracts, Flour and Feed, Fruit Jars, Gelatine, Grain Bags, Herbs, Hides and Pelts, Horse Radish, Ice Cream, Jelly, Jelly Glasses, Macaroni, Mapleine, Meats, Canned, Mince Meat, Molasses, Mustard, Nuts, Olives, Petroleum Products, Pickles, Pipes, Playing Cards, Potash, Provisions, Rice, Rolled Oats, Salad Dressing, Saleratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soda, Spices, Starch, Syrups, Table Sauces, Tea, Tobacco, Twine, Vinegar, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

Table with columns for product categories (1, 2) and prices. Includes items like Clams, Clam Bouillon, Burnham's 1/2 pt., Burnham's pts., Burnham's qts., Corn, Fair, Good, Fancy, French Peas, Monbadon (Natural), Gooseberries, No. 2, Fair, No. 2, Fancy, Hominy, Lobster, Mackerel, Mustard, Soused, Soused, Tomato, Mushrooms, Buttons, Hotels, Oysters, Plums, Pears in Syrup, Marrowfat, Early June, Early June siftd, Peaches, Pie, Pineapple, Sliced, Pumpkin, Fair, Good, Fancy, Raspberries, Salmon, Warrens, Red Alaska, Med. Red Alaska, Pink Alaska, Sardines, Domestic, Mustard, French, Sauer Kraut, Dunbar, Shrimps, Succotash, Fair, Good, Fancy, Strawberries, Tomatoes, Tuna, Catsup, Snider's pints, Snider's 1/2 pints, Cheese, Acme, Carson City, Brick, Leiden, Limburger, Pineapple, Edam, Sap Sago, Swiss, Domestic.

Table with columns for product categories (CHEWING GUM, CHOCOLATE, CLOTHES LINE, COCOA, COCOANUT, COFFEES ROASTED) and prices. Includes items like Adams Black Jack, Adams Sappota, Beeman's Pepsin, Beechnut, Chiclets, Colgan Violet Chips, Colgan Mint Chips, Dentyne, Doublemint, Flag Spruce, Julep Fruit, Red Robin, Sterling Gum Pep., Sterling 7-Point, Spearmint, Wrigleys, Spearmint, 5 box jars, Spearmint, 6 box jars, Trunk Spruce, Yucatan, Zeno, Smith Bros. Gum, Walter Baker & Co., German's Sweet, Premium, Caracas, Walter M. Lowney Co., Premium, 1/2s, Premium, 1/4s, CLOTHES LINE, Per doz., No. 40 Twisted Cotton, No. 50 Twisted Cotton, No. 60 Twisted Cotton, No. 80 Twisted Cotton, No. 50 Braided Cotton, No. 60 Braided Cotton, No. 50 Sash Cord, No. 60 Sash Cord, No. 72 Jute, No. 60 Sisal, Galvanized Wire, Baker's, Cleveland, Colonial, Colonial, Hershey's, Hershey's, Huyler, Lowney, Lowney, Van Houten, Van Houten, Van Houten, Wan-Eta, Webb, Wilber, Wilber, COCOANUT, Dunham's, 1/2s, 5lb. case, 1/2s, 5lb. case, 1/2s, 15 lb. case, 1/2s, 15 lb. case, 1s, 15lb. case, 1/2s & 1/4s case, Scalloped Gems, Bulk, pails, Bulk, barrels, Baker's Brazil Shredded, 70 5c pkgs., 36 10c pkgs., 16 10c and 35 5c pkgs., Bakers Canned, doz., COFFEES ROASTED, Common, Fair, Fancy, Peaberry, Common, Santos, Choice, Peaberry, Fair, Maracaibo, Choice, Peaberry, Fair, Guatemala, Choice, Peaberry, Private Growth, Mandling, Aukola, Mocha, Short Bean, Long Bean, H. L. O. G., Bogota, Fair, Fancy, Exchange Market, Steady, Spot Market, Strong Package, New York Basis, Arbuckle.

Table with columns for product categories (McLaughlin's XXXX, CONFECTIONERY, Mixed Candy, Specialties) and prices. Includes items like McLaughlin's XXXX, package coffee, Extracts, Holland, 1/2 gro. bxs., Felix, 1/2 gross, Hummel's foil, Hummel's tin, Stick Candy, Pails, Horehound, Standard, Standard, small, Twist, small, Jumbo, Jumbo, small, Big Stick, Boston Sugar Stick, Broken, Cut Loaf, French Cream, Fancy, Grocers, Kindergarten, Leader, Majestic, Monarch, Novelty, Paris Creams, Premio Creams, Royal, Special, Valley Creams, X L O, Auto Kisses (baskets), Bonnie Butter Bites, Butter Cream Corn, Caramel Bon Bons, Caramel Dice, Caramel Croquettes, Coconut Waffles, Coffy Toffy, National Mints, Empire Fudge, Fudge, Pineapple, Fudge, Walnut, Fudge, Filbert, Fudge, Choco. Peanut, Fudge, Honey Moon, Fudge, White Center, Fudge, Cherry, Fudge, Coconut, Honeysuckle Candy, Iced Maroons, Iced Gems, Iced Orange Jellies, Italian Bon Bons, Jelly Mello, AA Licorice Drops, 5 lb. box, Lozenges, Pep., Lozenges, Pink, Manachus, Molasses Kisses, 10 lb. box, Nut Butter Puffs, Star Patties, Assorted Choc., Amazon Caramels, Champion, Choc. Chips, Eureka, Climax, Eclipse, Assorted, Ideal Chocolates, Klondike, Chocolates, Nabobs, Nibble Sticks, Nut Wafers, Ocoro Choc Caramels, Peanut Clusters, Quintette, Regina, Star Chocolates, Superior Choc. (light), Pop Corn Goods, Without prizes, Cracker Jack with coupon, Oh My 100s, Cracker Jack, with Prize, Hurrah, 100s, Hurrah, 50s, Hurrah, 24s, Cough Drops, Putnam Menthol, Smith Bros., NUTS-Whole, Almonds, Tarragona, soft shell Drake, Brazil, Filberts, Cal. No. 1 S. S., Walnuts, Naples 16 1/2, Walnuts, Grenoble, Table nuts, fancy 1 1/2, Pecans, Large, Pecans, Ex. Large, Shelled, No. 1 Spanish Shelled, Peanuts, Ex. Lg. Va. Shelled, Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Almonds, Jordan Almonds.

Table with columns for product categories (Peanuts, CRACKERS, In-er-Seal Trade Mark Package Goods, Other Package Goods, Bulk Goods, Cans and boxes) and prices. Includes items like Peanuts, Fawny H P Suns, Raw, Roasted, H. P. Jumbo, Raw, Roasted, National Biscuit Company Brands, In-er-Seal Trade Mark Package Goods, Baronet Biscuit, Flake Wafers, Cameo Biscuit, Cheese Sandwich, Chocolate Wafers, Fig Newton, Five O'Clock Tea Bct, Ginger Snaps NBC, Graham Crackers, Lemon Snaps, M. M. Dainties, Oysterettes, Pretzenos, Royal Toast, Social Tea Biscuit, Saltine Biscuit, Saratoga Flakes, Soda Crackers, NBC, Soda Crackers, PNB, Tokens, Uneeda Biscuit, Uneeda Ginger Wafer, Vanilla Wafers, Water Thin Biscuit, Zu Zu Ginger Snaps, Zwieback, Barnum's Animals, Soda Crackers NBC, Cans and boxes, Atlantics, Asstd., Avena Fruit Cakes, Bonnie Doon Cookies, Bonnie Lassies, Bo Peeps, S. or M., Bouquet Wafers, Cameo Biscuit, Cecelia Biscuit, Cheese Tid Bits, Chocolate Bar (cans), Chocolate Drops, Chocolate Puff Cake, Choc. Honey Fingers, Circle Cookies, Cracknels, Coconut Taffy Bar, Coconut Drops, Coconut Macaroons, Coconut Molas, Coconut Honey Fingers, Coconut Honey Jumbles, Coffee Cakes Iced, Crumpets, Dinner Pail Mixed, Extra Wine Biscuit, Family Cookies, Pandango Fingers, Fig Cakes Asstd., Fireside Peanut Jumb, Fluted Coconut Bar, Frosted Creams, Frosted Ginger Cook, Frosted Raisin Sqs., Fruited Ovals, Iced, Fruited Ovals, Iced, Full Moon, Ginger Drops, Ginger Gems Plain, Ginger Gems, Iced, Graham Crs Family, Ginger Snaps, Family, Ginger Snaps Round, Hippodrome Bar, Honey Fingers Ass't, Honey Jumbles, Household Cooks, Iced, Humpty Dumpty, H or M, Imperials, Jubilee Mixed, Kaiser Jumbles, Lady Fingers Sponge, Leap Year Jumbles, Lemon Biscuit Square, Lemon Cakes, Lemon Wafers, Lemona, Lorna Dool, Mace Cakes, Macaroni Jumbles, Mary Ann, Mandalay, Marshmallow Pecans, Mol. Frt. Cookie, Iced, NBC Honey Cakes, Oatmeal Crackers, Orange Gems, Penny Assorted, Picnic Mixed, Pineapple Cakes, Pineapple Rolls, Priscilla Cake, Raisin Cookies, Raisin Crs Family, See Saw, S. or M., Revers Asstd., Rittenhouse Biscuit, Snaparoons, Spiced Cookie, Spiced Jumbles, Iced.



SPECIAL PRICE CURRENT

15

16

17

12

13

14

Table with 2 columns: Item Name and Price. Includes categories like Smoking, Cigars, Vinegar, Wicking, and Woodenware.

Table with 2 columns: Item Name and Price. Includes categories like Churns, Clothes Pins, Egg Crates and Fillers, Faucets, Mop Sticks, Pails, Toothpicks, Traps, and Tubing.

Table with 2 columns: Item Name and Price. Includes categories like Washboards, Window Cleaners, Wood Bowls, Wrapping Paper, Yeast Cake, and Cigars.

TELFER'S COFFEE



List of coffee products and prices: Jamo, 1 lb. tin . . . . . \$1; Eden, 1 lb. tin . . . . . 27; Belle Isle, 1 lb. pkg. 27; Bismarck, 1 lb. pkg. 23; Vera, 1 lb. pkg. 24; Koran, 1 lb. pkg. 22; Telfer's Quality 25 18; Mosan . . . . . 13; Quality, 20 . . . . . 16; W. J. G. Tea . . . . . 37; Cherry Blossom Tea 37; Telfer's Ceylon . . . . . 40

AXLE GREASE



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

BAKING POWDER

10c, 4 doz. in case . . . . . 85; 15c, 4 doz. in case . . . . . 1 25; 25c, 4 doz. in case . . . . . 2 00; 50c, 2 doz. plain top . . . . . 4 00; 80c, 1 doz. plain top 6 50; 10 lb. 1/2 doz. plain top 13 00; All cases sold F. O. B. jobbing point.

Special Deal No. 1. 12 doz. 10c, 12 doz. 15c. 12 doz., 25c . . . . . 49 20; Barrel Deal No. 2. 3 doz. each 10, 15 and 25c . . . . . 32 80; With 4 dozen 10c free 3/4 Barrel Deal No. 3. 6 doz. each, 10, 15 and 25c . . . . . 24 60; With 3 dozen 10c free. Half-Barrel Deal No. 3. 4 doz. each, 10, 15 and 25c . . . . . 16 40; With 2 doz. 10c free. All barrels sold F. O. B. Chicago.

12 in. Globe . . . . . 3 50; Brass, Single . . . . . 5 25; Glass, Single . . . . . 3 60; Double Peerless . . . . . 6 50; Single Peerless . . . . . 4 60; Northern Queen . . . . . 5 00; Good Enough . . . . . 4 65; Universal . . . . . 4 75

12 in. . . . . 1 65; 14 in. . . . . 1 85; 16 in. . . . . 2 30

13 in. Butter . . . . . 1 75; 15 in. Butter . . . . . 2 00; 17 in. Butter . . . . . 4 76; 19 in. Butter . . . . . 7 50

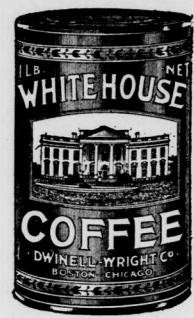
13 in. . . . . 1 65; 14 in. . . . . 1 85; 16 in. . . . . 2 30

13 in. . . . . 1 75; 15 in. . . . . 2 00; 17 in. . . . . 4 76; 19 in. . . . . 7 50

13 in. . . . . 1 75; 15 in. . . . . 2 00; 17 in. . . . . 4 76; 19 in. . . . . 7 50

13 in. . . . . 1 75; 15 in. . . . . 2 00; 17 in. . . . . 4 76; 19 in. . . . . 7 50

Roasted Dwinell-Wright Brands



White House, 1 lb. . . . . White House, 2 lb. . . . . Excelsior, Blend, 1 lb. . . . . Excelsior, Blend, 2 lb. . . . . Royal Blend, 1 lb. . . . . Royal Blend, 2 lb. . . . . Royal High Grade . . . . . Superior Blend . . . . . Boston Combination . . . . .

Distributed by Judson Grocer Co., Grand Rapids; Lee & Cady, Detroit; Lee & Cady, Kalamazoo; Lee & Cady, Saginaw; Bay City Grocer Company, Bay City; Warner, Jackson; Goddard, Durand & Co., Battle Creek; Fielbaen Co., Toledo.

Johnson's Pine, 48 2 35; Johnson's XXX 100 5c 4 00; Rub-No-More . . . . . 3 85; Nine O'Clock . . . . . 3 50

100 pkgs., 5c size . . . . . 3 75; 60 pkgs., 5c size . . . . . 2 40; 48 pkgs., 10c size . . . . . 3 75; 24 pkgs., family size . . . . . 3 20; 20 pkgs., laundry size 4 00

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

24 large packages . . . . . 4 30; 100 small packages . . . . . 3 85

24 packages . . . . . 3 75; 100 5c packages . . . . . 3 75

24 packages . . . . . 3 75; 100 5c packages . . . . . 3 75

24 packages . . . . . 3 75; 100 5c packages . . . . . 3 75

24 packages . . . . . 3 75; 100 5c packages . . . . . 3 75

Gowans & Sons. Mystic White Borax 4 00; Oak Leaf, 100 cakes 3 15; Railroad, 120 cakes . . . . . 2 40

Lautz Bros.' & Co. Detroit Soap Co. [Apply to Michigan, Wisconsin and Duluth, only.] Acme, 70 bars . . . . . 3 05; Acme, 100 cakes, 5c sz 3 40; Acorn, 120 cakes . . . . . 2 40; Cotton Oil, 100 cakes 6 00; Cream Borax, 100 cks 3 90; Circus, 100 cakes 5c sz 3 75; Climax, 100 cakes 5c sz 3 05; Gloss, 100 cakes, 5c sz 3 40; Big Master, 100 blocks 3 90; Naphtha, 100 cakes . . . . . 3 90; Saratoga, 120 cakes . . . . . 2 40

Proctor & Gamble Co. Lenox . . . . . 3 20; Ivory, 6 oz. . . . . 4 00; Ivory, 10 oz. . . . . 6 75; Star . . . . . 3 35

Swift & Company Swift's Pride . . . . . 2 85; White Laundry . . . . . 3 50; Wool, 6 oz. bars . . . . . 3 85; Wool, 10 oz. bars . . . . . 6 50

Tradesman Company Black Hawk, one box 2 50; Black Hawk, five bxs 2 40; Black Hawk, ten bxs 2 25

Sapolio, gross lots . . . . . 9 50; Sapolio, half gro. lots 4 85; Sapolio, single boxes 2 40; Sapolio, hand . . . . . 2 40; Scourine, 50 cakes . . . . . 1 80; Scourine, 100 cakes . . . . . 3 50; Queen Anne Scourer 1 80

Johnson's Pine, 48 2 35; Johnson's XXX 100 5c 4 00; Rub-No-More . . . . . 3 85; Nine O'Clock . . . . . 3 50

100 pkgs., 5c size . . . . . 3 75; 60 pkgs., 5c size . . . . . 2 40; 48 pkgs., 10c size . . . . . 3 75; 24 pkgs., family size . . . . . 3 20; 20 pkgs., laundry size 4 00

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

24 large packages . . . . . 4 30; 100 small packages . . . . . 3 85

24 packages . . . . . 3 75; 100 5c packages . . . . . 3 75

24 packages . . . . . 3 75; 100 5c packages . . . . . 3 75



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

White City (Dish Washing) . . . . . 210 lbs. . . . . 3c per lb.; Tip Top (Caustic) . . . . . 250 lbs. . . . . 4c per lb.; No 1 Laundry . . . . . 225 lbs. . . . . 5 1/2 c per lb.; Palm Soap . . . . . 300 lbs. . . . . 6 1/2 c per lb.

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

White City (Dish Washing) . . . . . 210 lbs. . . . . 3c per lb.; Tip Top (Caustic) . . . . . 250 lbs. . . . . 4c per lb.; No 1 Laundry . . . . . 225 lbs. . . . . 5 1/2 c per lb.; Palm Soap . . . . . 300 lbs. . . . . 6 1/2 c per lb.

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The Only Five Cent Cleanser



Guaranteed to Equal the Best 10c Kinds

80 Cans . . . . . \$2.90 Per Case

SHOWS A PROFIT OF 40%

Handled by All Jobbers

Place an order with your jobber. If goods are not satisfactory return same at our expense.—FITZPATRICK BROS.

Advertisement for Killarney Ginger Ale by Foote & Jenks, featuring the brand name and product details.



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—5 drawer, oak cabinet, National cash register. Cost \$525, will sell for \$250. Perfect condition. Can be seen at National Grocer Co., Grand Rapids, Michigan. 57

We are headquarters for sales and exchanges. For all kinds of merchandise and stock, business blocks and store buildings. Farms to exchange for blocks, store buildings and stocks. Real estate of all kinds for sale. Michigan Real Estate Co., Jackson, Michigan. 58

For Sale—General merchandise store, building, residence, barn, warehouse and coal shed on track, and an acre and a half of small fruit, located within twelve miles of Grand Rapids. Will take Grand Rapids property or forty-acre farm as part payment. Write to C. DeVos, Coopersville, Michigan, for further particulars. 59

Grocery and bazaar stock on Madison Square for sale on account of sickness of owner. Apply Judson Grocer Company, 18 Market Avenue N. W., Grand Rapids. 60

For Sale—Grocery, drug and soda fountain. Live business in small town, living rooms in connection. Will sell building and invoice stock. Drugstore, Cochoctah, Michigan. 63

For Sale—Drug stock and fixtures, doing good business. Located in good neighborhood. Reason for selling a leaving town for other business interests. Address all communications to Clark B. Cretsinger, Kalamazoo, Michigan. 61

The Detroit Mercantile Adjusters, counselors and executors of high grade special sales and buyers of entire stocks. Room 1, Vhay Block, 91 Grand River Ave., Detroit, Michigan. 32

Wanted—A man with \$4,000 to buy half interest in shoe business. One of the best locations in Lansing, Michigan. Address No. 47, care Tradesman. 47

For Sale—Old established plumbing and sheet metal shop. Only one in town of 1,000 population, with electric light and water works. Address W. R. Morgan, Olivet, Michigan. 48

For Sale—Good paying drug store, well located in city of 40,000 in Southern Michigan. Clean up-to-date stock, invoicing \$4,000. A dandy opening for young man. Address No. 49, care Tradesman. 49

Wanted—A revolving lacerack, dust-proof, holding from 120 to 150 stools. Mail description and price to Oscar Sundstrom, Newberry, Michigan. 51

For Sale—Stock of hardware, will invoice \$7,000. Terms 60 per cent. cash; balance good security. No trades. Good chance, as it is the only hardware store here. Will bear investigation and will sell quickly. Address McGuffey Hardware Co., McGuffey, Ohio. 52

Furniture Business For Sale—City 9,000. Good country trade. A 1 business, well established. Inventory \$8,000, can reduce. Must sell account ill health. F. S. Gutschow, Mt. Clemens, Michigan. 55

Wanted—Some one to open up a shoe and men's furnishings store. Location is ideal, show windows up-to-date, rent \$35 per month. Enquire of Carl Walk, Bay City, Michigan. 54

For Sale—Grocery business established 32 years ago, city of 10,000. Good trade and good location. Stock and fixtures about \$3,000. Address No. 56, care Tradesman. 56

For Sale—Barber-shop, pool room, soft drinks, cigars, candy, etc., dwelling near by. Small live town. Owner not a barber. Would consider a farm. Box B. R., Cochoctah, Michigan. 64

For Sale—Small new stock hardware, groceries and drugs. Low rent and good location. Business last year about \$20,000. Address No. 46, care Tradesman. 46

Wanted—Men's clothing and furnishing store located in Michigan or Indiana. Will pay cash for stock and fixtures. Address No. 45, care Tradesman. 45

Retail Merchants—We specialize in promoting and conducting trade building, stock reduction and closing out sales of merchandise for retail merchants no matter where located. The methods we employ are based upon sound business principles, strictly legitimate and have proven conclusively to thousands of merchants throughout the country. If interested write for particulars. Mention size of stock. C. N. Harper & Co. Inc., 914 Westminister Bldg., Chicago, Illinois. 33

Wanted—Good second hand cooler, center icing preferred. Size about 6 x 10 feet. Gruler's Store, Fowler, Mich. 50

An exceptional opportunity for one man in each city or county who has Ford car to demonstrate and sell the Detroit invisible starter for Ford engines, to be sold at \$5 with guarantee, installed in twenty minutes. Simplicity is the keynote. Extensive advertising campaign is being arranged to assist you. Man must have enough money to guarantee payment of shipments and carry small stock. If you want something different and remunerative, act quick. Send \$5 (money order only) for sample device or write stating what territory you could handle and number of Ford cars in use, etc. Montgomery Mfg. Co., 225 Sherman St., Detroit, Michigan. 39

For Sale—New stock general merchandise, established business in thriving village. Address No. 34, care Tradesman. 34

Any party wanting to contract for regular or special size maple lumber, for future delivery, write, Geo. A. Feneley, Engadine, Michigan. 35

DON'T SUE HIM; Show him! Ten human collection letters \$1. Reasonable, nonoffending, effective. Send stamp for sample. William Cook, 80M Malden Lane, New York. 36

For Rent—A fine new store building, solid brick, large plate front, 28 x 80 with balcony, in city of 1500, county seat, two railroads. Trade is established. William Roberts, Sandusky, Michigan. 37

For Sale—Established grocery business doing \$30,000 a year, residential district on car line. Snappy proposition. Act at once. Cassidy's Quality Grocery, 1427 James St., Saginaw E. S., Mich. 38

For Sale—Best grocery business in one of the best towns in Michigan. Reason too much work. Don't answer this unless you mean business. Address No. 44, care Michigan Tradesman. 44

For Sale—Grain and hay shipping business. On account poor health. Established 25 years; made owner independent. Box 276, Crown Point, Indiana. 10

Foundry and Machine Shop For Sale or Lease—Half interest in Oklahoma City foundry and machine shop; doing a very good business, but I must get out on account of bad health. Machine shop 50 x 80 feet, structural shop 50 x 80 feet, foundry 50 x 90 feet; all up-to-date. The best chance of a lifetime for a young man. Address Con Ehret, 506 East Park Place, Oklahoma City, Oklahoma. 12

Store Fixtures—Oak wall cases, Px case, McCourt-Label case, National cash register, fountain, chairs and tables. Diebold safe with steel chest. C. B. Nichols, 1339 Portage St., Kalamazoo, Michigan. 13

Hotel Wanted—Up-to-date hotel man wishes to locate in Michigan. Would rent for term of years commercial hotel in a good country town. Must be completely furnished, ready to do business. Would consider buying furnishings later. Have my own help in family. W. S. Hull, Commercial Hotel, Baxter, Iowa. 21

Drug Stock For Sale—County seat town, Eastern Michigan. Stock clean and up-to-date. Fixtures new. Reasons for selling, poor health. Address 917 Ontario St., Port Huron, Mich. 23

For Sale—Half interest in shoe business established over seventy years ago. Has always been a paying proposition. Reason for selling, retiring from business. Address No. 24, care Michigan Tradesman. 24

For Rent—Modern store with flat. Best location on Jefferson avenue, East. Heat, water, awnings, light fixtures, etc., furnished. 2470 East Jefferson Ave., Detroit, Michigan. 15

Todd's \$30 Protectographs for safeguarding checks. Rebuilt machines, first class condition, guaranteed, only \$10. Osborne, Camden, N. Y. 26

For Sale—One-half interest in a splendid suburban dry goods and grocery store. Require about \$2,500. Address Box 18, Grandville, Michigan. 29

For Sale—Drug stock, fixtures and real estate in small but prosperous town in best farming and dairying section in Central Michigan. One side line alone paying \$1,000 per year. Best of reasons for selling. A snap for a live druggist. \$3,500 cash, balance easy. Address G., care Tradesman. 3

For Sale—Latest improved McCaskey Register. Will hold 400 accounts. Very reasonable. Also special printed sales books at a guaranteed saving. Address Embury Sales Book Co., Louisville, Kentucky. 996

For Sale—Good clean stock of drugs and stationery in town of 12,500. Business established 40 years. W. H. Oakley, Administrator, Ishpeming, Mich. 984

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

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

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

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

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

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

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

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

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

## POSITION WANTED.

Wanted—About May 10, position as manager or assistant manager and dry goods buyer by young married man of 36, 18 years of active service in department and dry goods stores, commencing as clerk in country store and working up through positions as salesman, buyer, manager, advertising man, etc., to present position as superintendent of store and also buyer of all dry goods departments in department store doing close to half million; with present firm five years; have always made good; strictly temperate; first class references. Do not "know it all" and not looking for a snap, but responsible position with reliable firm; towns 15,000 to 100,000 in Middle West preferred. Lock Box 88, Fort Dodge, Iowa. 53

Position Wanted—As stenographer in lumber or other mercantile line. Six years' experience. A 1 references. Box 43, El Dorado, Arkansas. 62

Position Wanted—Young married man 31, twelve years' experience in dry goods and clothing, cardwriter, trimmer, hustler and salesman, desires to connect with good firm where hard efforts are appreciated. References. A. E. Collom, Baxter, Iowa. 20

## HELP WANTED.

Salesmen Wanted—For Climax and Daisy changeable signs. Most practical, simplest and neatest signs on the market. All merchants and dealers use them. Quick sales and large profits for agents. Smith's Supply House, 322 North Mitchell St., Cadillac, Michigan. 16

# "IOWA"

## CREAM SEPARATOR

**WINNER MEDAL of HONOR, Panama-Pacific International Exposition, highest award for an exclusive Dairy Farm Separator Exhibit.**

The patented "CURVED DISC" Bowl, found only in the "IOWA," secures every particle of butter fat.

Cold, chilled or warm milk—no matter which—the "Curved Disc" Bowl gets ALL the cream.



The Automatic Sanitary Cleaner, furnished with each "IOWA," will wash, sterilize and dry the discs thoroughly in TWO minutes.

Send for your copy of our new Booklet—FACTS—its "hot stuff."

**LIGHTEST RUNNING  
CLOSEST SKIMMING  
EASIEST CLEANED**

**DEALERS  
EVERYWHERE**

**Grand Rapids Branch, 208-210 Ellsworth Ave.**

**Associated Manufacturers Co.**

Waterloo, Iowa, U. S. A.

**Manufacturing Matters.**

Marquette—The Marquette Art Glass Co. has increased its capital stock from \$4,000 to \$6,000.

Detroit—The capital stock of the Detroit Pneumatic Chuck Co. has been increased from \$30,000 to \$100,000.

Detroit—The Burkhardt Co., book binder and paper ruler, has increased its capital stock from \$15,000 to \$50,000.

Grand Ledge—T. G. Townsend, who has manufactured cigars for the past twenty-eight years, has sold his plant to Charles Pike.

Detroit—The Trippensee Manufacturing Co., manufacturer of auto bodies, has increased its capital stock from \$10,000 to \$125,000.

Jackson—The Alloy Steel Spring Co. has increased its capital stock from \$100,000 to \$250,000, also changed its name to Alloy Steel Spring & Axle Co.

Detroit—The Detroit Textile Fabric Co. has been incorporated with an authorized capital stock of \$12,500, all of which has been subscribed and paid in in property.

Detroit—The Silica Brick Co. has been organized with an authorized capitalization of \$60,000, of which amount \$30,000 has been subscribed and paid in in property.

Saginaw—The Saginaw Motor Car Co. has been incorporated with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$20,000 paid in in property.

Battle Creek—Joseph L. Seereiter will close his cigar factory on South Jefferson avenue and open a retail cigar and confectionery store in the City Bank building, May 1, under the style of La Petite.

Detroit—The Monarch Governor Co. has engaged in business to manufacture governors, engines, machinery, etc., with an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Victor Corporation has engaged in the manufacture and sale of automobiles and parts with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$2,500 paid in in cash.

Detroit—The Walker Joint Co. has engaged in the manufacture of automobile and machinery parts with an authorized capitalization of \$100,000, of which amount \$50,000 has been subscribed and \$35,000 paid in in property.

Detroit—The Eureka Engine Co. has been organized to manufacture aeroplanes, automobiles and engines with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and \$1,000 paid in in cash.

Ecorse—The Robinson Machine Co. has engaged in the manufacture of automobile and other machine parts, and conduct a general machine shop, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and paid in in cash.

Coldwater—The Hoosier Shoe Co. contradicts the report that it contemplates the sale of its factory to Sears, Roebuck & Co. Treasurer

Close writes the Tradesman that no negotiations preliminary to such a transfer have been undertaken or are under consideration.

Saginaw—The Board of Trade has received samples of cloth made from the fiber taken from the swampweed grown on the lowlands of the Saginaw valley and which has been the subject of enquiry by the United States Department of Agriculture and by various states of late. The fiber is the work of Sydney Smith Boyce, who has been experimenting for years. The cloth is from the American Woolen Mills Co., a \$65,000,000 corporation and one of the biggest of its kind in the world. The company took some of Mr. Boyce's fiber and wove it into fabric and it is claimed the result is a substitute fully as good in appearance and lasting quality, especially for summer goods, as woolens.

**Tribute to the Memory of the Late Joseph S. Hart.**

In the passing of Joseph Hart, it is fitting that we should tarry a moment in the march of events and reflect and reminisce on the qualities of the man who has gone from us. While on earth with us, he had our respect and love. He won our regard by his uprightness of conduct and cheery nature.

In his sympathies and understanding he was Catholic; in his virtues he was Christian; by religion and birth he was a Jew. More cannot be said of any man.

Mr. Hart had a part and interest in all things and people about him. He was deeply patriotic and regarded his obligations as a citizen with concern. He had a lively interest in civic affairs. He had a constructive mind and possessed wonderful courage and optimism. He was a power for good. His friendships were strong and the language of his soul to other souls was strong. He had high ideals, but was eminently practical.

His intuitions were keen and his knowledge of men and business made him a potential figure in affairs. Those who have been with him in council have vivid recollection of his courage, broad understanding and abilities.

He was generous of heart and wordly possessions, giving something to everyone he met. No man ever came to his door hungry and was turned away hungry. Every man who shook the hand of Joseph Hart received inspiration.

In his home life he was kind, indulgent, faithful and true to every bond as husband and father.

In the accumulation of property he was successful, but of him it can be said he was never grasping or avaricious. A competence meant to him security to family and opportunity to help those less fortunate.

He enjoyed life and society and was himself companionable and interesting. He had a high sense of duty and moral obligation. He was never dull, petulant nor fault finding.

It is worth while to review the life of such a man, connected as he was with so many interests and activities.

Joseph S. Hart was born at Marshall, Michigan, December 7, 1856. At 16 he began his business career with a firm of glass importers, Bendit, Drey & Co. New York. His duties as salesman of

plate glass for many years brought him often to Grand Rapids and in 1899 with others he established the Hart Mirror Plate Company, of which he was Secretary and largest owner.

Mr. Hart married in 1902 Miss Rose Spitz, of Chicago, who with one daughter, survives him. Mr. Hart also leaves two sisters and a brother, Sigfried, who at the time of Joseph's death was in Shanghai, China. He was a Director of the Grand Rapids Trust Company and Vice-President and Director of the American Public Utilities Company. He was President of the United Jewish Welfare Society and Trustee of the Temple Emanuel.

Mr. Hart was a fine type of an American citizen. His life was an exemplification of the possibilities that are within reach of every man who has courage and zeal and makes use of the qualities God has given him.

"His life was gentle and the elements so mixed in him that Nature might stand up and say to all the world, 'This was a man.'"

Charles B. Kelsey.

Provisions—The provision list is not very active, but the undertone appears quite firm, particularly for lard. Attention is being directed to this item, as it regarded as the cheapest of hog products and sentiment appears to

be toward higher prices. There has not been quite so good a demand for meats. Pork is generally neglected.

Caledonia—C. W. Preap succeeds Thomas & Vincent in the grocery business.

Cooks as well as dressmakers show their taste in dressing.

**BUSINESS CHANCES.**

Wanted—To exchange a land mortgage \$2,500 for a good business. 220 Regent St., Lansing, Michigan. 66

Must Sell At Once—Brick building 26½ x 164 two stores with good basement situated in one of the best locations in the city. For further information write, Ross & Monroe, Traverse City, Michigan. 67

For Sale—320 account Metzger charge system used six months. Cost \$150. Will sell for \$100. Zoerman's Hardware, Holland, Michigan. 69

For Rent—Store with steam heat suitable for drug or paper and paint store. First-class cash register for sale. Kaminski Bros., Cor. Fifth, Alpine and Stocking, Grand Rapids, Michigan. Citz. Phone 1950. 70

For Sale Cheap—Business consisting of nine of the best Brunswick Collender Co. tables and four bowling alleys, cigar store, four chair barber shop, sporting goods and fishing tackle. Write for particulars, Ross & Monroe, Traverse City, Michigan. 68

**HELP WANTED.**

Wanted Price Clerk—One thoroughly experienced in accurately figuring trade discounts. Good penman. Cigarette smokers not considered. State if employed at present. Give references of present and past employers in strict confidence, salary expected. Address in own handwriting. A. Christian, P. O. Box 801, Brooklyn, New York. 65

## New Era Association Did Business in 1915



We Do Laugh

Secured nearly three times more net new business than all others combined, and there are sixty of them.

So says Insurance Commissioner's Preliminary report just out.

Here are the figures:  
Total new business in Michigan of all other fraternal . . . \$30,616,357.25  
Lapses . . . . . 29,734,852.37  
Net . . . . . \$ 881,504.37  
**New Era's Net, \$2,588,000.00**

Who is responsible for the more than \$29,000,000 lapse of of these other societies?

Answer: Michigan Fraternal Congress—Voters' League—Supreme Officers' Trust. They fought and twisted the Fraternal Constitutional Amendment and now stand for false valuations.

The New Era is in a class by itself. It has a real guarantee against fraternal old age freeze-outs and the excessive cost of legal reserve companies.

For full particulars apply,

**NEW ERA ASSOCIATION,  
Grand Rapids, Mich.**



## Sugar Points "Reputation" II

The head of Franklin is the famous sugar trade-mark, known to consumers everywhere as the brand that insures Purity and Quality, and equally as well known in the grocery trade as the brand of sugar that is most popular and therefore easiest to sell.

Our Trade-Mark is your guarantee that FRANKLIN CARTON SUGAR is Full Weight and made from Sugar Cane.

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

The FRANKLIN SUGAR REFINING COMPANY  
PHILADELPHIA



**THE BEST**  
piece of goods  
any dealer  
can hand over  
the counter.

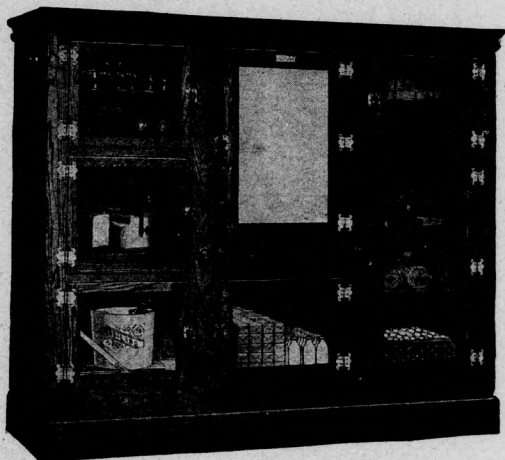
## K C BAKING POWDER

The best at any price.

Free from adulteration.

It will pay you to push K C

**Jaques Mfg. Co., Chicago**



## What Kind of Refrigerator Equipment Have You?

Does it make or lose money for you. Your perishable stock is a constant source of loss through spoilage and taint deterioration. It can be made a source of *profit* by means of *proper preservation*. This means that your Refrigerators and display cases must be built on scientific principle of refrigeration. You can save all this loss through spoilage when you install a

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Their construction is scientific. It provides for a constant, rapid circulation of pure, cold dry air throughout every compartment of the refrigerator. All impurities, moistures and odors are carried off through a water-sealed drain pipe and trap.

McCray Refrigerators are used and preferred in the best groceries and delicatessen stores throughout the country.

We make a large variety of styles and sizes of grocers' refrigerators and display cases, and shall gladly send you our catalog describing our complete line.

*Write To-day for Catalog*

No. 70—For Grocers and Delicatessens  
No. 92—For Residences

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**McCray Refrigerator Co., 644 Lake St., Kendallville, Ind.**

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Agencies in all principal cities



# The Catalogue That Insures Your Costs

The retailer who makes our catalogue his buying guide can fulfill his first duty to himself--which is buying goods at rock bottom. "OUR DRUMMER" insures just that for the merchant who makes habitual use of it. Our way of selling forces us to rest our whole case on the ONE PRICE printed in the catalogue in plain figures. Does it not stand to reason that the prices we name MUST be low on all goods and lowest on many goods? This catalogue insures your costs and pays you for the privilege of so doing. The May number is in the mails.

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