

# MICHIGAN TRADESMAN

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Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, MAY 10, 1916

Number 1703

## I'll Tell You What's Keeping You Down, Jim

I'll tell you what's keeping you down, Jim,  
On the same job year after year—  
Though your service has been long and faithful  
And your record is straight and clear;  
I have thought on your case many times, Jim,  
And of what I could do for you—  
I'd be glad of a chance to promote you.  
But what other work can you do?

There is work to be done all around, Jim,  
That carries more money. And still,  
Of all the jobs that surround you,  
Is there even one you can fill?  
True, you've worked many years in the service  
And you've never been known to shirk.  
But what time have you spent in preparing  
To take up some other man's work?

On the heavy upgrade of achievement,  
Where the footsteps of others have led,  
It's the men who are always preparing  
That are constantly forging ahead.  
There are places ahead to be filled, Jim,  
For those who are playing the game;  
But some won't prepare for promotion.  
The house is not always to blame.

"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

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**INNER TUBES**

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Freight Traffic Manager,

Detroit, Michigan

# EMPRESS

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## Keith Vaudeville 7—STAR ACTS—7

ALWAYS A GREAT SHOW

DAILY 2:30 and 8:15

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

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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

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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, MAY 10, 1916

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## WILLIAM SAVIDGE.

### Tribute To the Memory of a Good Man.

The death of William Savidge, at his home in Spring Lake, on May 9, occasions profound sorrow to a wide circle of friends throughout Western Michigan. He was born at Spring Lake somewhat more than fifty-two years ago and throughout his life resided there. He graduated from the Grand Rapids High School and subsequently from the University of Michigan. He also attended for a time the Harvard Law School, but never practiced the profession of the law.

He was an elder son. The death of his father occurring while he was in college, it was natural, perhaps, that upon completing his college training he should enter the Cutler & Savidge Lumber Company, of which his father was a founder. From the time of his entrance into business life until his death, he managed the affairs of his father's estate, and until the lumbering operations of his company in Michigan and Canada were brought to a close, he gave active attention to that concern.

As a man of affairs in the community in which he dwelt, Mr. Savidge was associated as stockholder, director or officer in various industrial and financial concerns in Grand Haven, Grand Rapids and elsewhere. In the realm of business he leaned always toward the conservative side. He had that force of character which enabled him consistently to resist the allurements of large prospective returns and to seek investments attended with slight risk and yielding more moderate gains. He possessed inflexible integrity and throughout his life adhered consistently to the highest business standards.

Mr. Savidge was interested in public affairs and was a familiar figure at Republican conventions. He served one term in the State Senate, but sought no further political preferment. He was a good neighbor and a staunch friend.

While Mr. Savidge never married, his family ties were exceedingly close.

He continued through life to reside with his mother at their beautiful home on the shores of Spring Lake, where his boyhood was spent. To her he was always tenderly attached, as well as to his sister and a brother who died several years ago. Throughout the passing years Mr. Savidge continued to manage the family estate and discharged this task with acumen and with scrupulous devotion to the interests confided to his care.

Mr. Savidge was a man of sound judgment, with talent for material affairs, but he was much more than that. He possessed the scholarly mind and passed many happy hours with his books. His training at school and university was supplemented by travel in Europe and the remoter parts of the world. Of these travels he was very fond and he did not forego them until his mother's advancing years made his long absence from home no longer desirable.

Possessing a well stored mind, keen wit and courteous and agreeable manners, Mr. Savidge was a much loved companion and had many close and affectionate friends. His brilliant qualities of mind fitted him for literary pursuits, but his environment and the burden of family affairs led him to give the greater part of his attention to things material. And so he led not that wider career for which he was well qualified, but a life of faithful service to those with claims upon him. He has left behind him many who loved and esteemed him for the manly, generous and sincere qualities with which he was endowed.

The writer of this sketch knew him intimately from boyhood and in his untimely death has sustained keen personal loss.

Willard F. Keeney.

### Fair Store Enterprise Ends in a Fiasco.

When the Fair Store opened for business at the corner of Monroe avenue and Erie street, last June, it was plain to be seen that the enterprise was quite likely to be short lived on account of the lack of experience on the part of the principal owner, John W. Kingsbury, and a plethora of experience on the part of the junior partner, Henry Abrams, who came to Grand Rapids with the record of having been more or less remotely connected with one or more disastrous failures in Western cities. When the concern opened its doors, Mr. Kingsbury made the following statement to secure credit:

Merchandise .....	\$30,000
Fixtures .....	8,450
Cash in bank .....	9,000
<b>Total assets .....</b>	<b>\$47,450</b>

Merchandise indebtedness \$ 6,000  
Insurance on stock ..... 30,000  
Insurance on fixtures .... 10,000  
Feb. 28, 1916, the corporation filed the following sworn statement with the Secretary of State, purporting to represent the financial condition of the company Dec. 31, 1915:

Merchandise and fixtures .....	\$49,348.12
Cash .....	3,075.40
Good will .....	1.00
Credits .....	316.24

<b>Total assets .....</b>	<b>\$52,740.76</b>
<b>Liabilities .....</b>	<b>\$19,135.09</b>

#### Stockholders.

John W. Kingsbury ....	\$29,800
M. C. Kingsbury .....	100
Henry Abrams .....	100

**Total .....** \$30,000

All of the stockholders were stated to be directors. John W. Kingsbury was President and M. C. Kingsbury was Secretary and Treasurer.

According to an inventory taken by competent parties, the stock and fixtures now amount to \$36,688. These assets have been conservatively appraised at \$20,758.05. The books of the alleged bankrupt have been audited by a certified public accountant and reveal merchandise liability of \$37,874.72. The report further shows that it can be conservatively estimated that liability from other sources will aggregate at least \$5,000 additional and possibly higher.

This statement is significant as showing how the assets have shrunk more than 150 per cent., while the liabilities have increased 700 per cent. within the space of ten months.

When asked to explain the contradictory features of these statements, Mr. Kingsbury frankly states that he must have been insane when the first two statements were made, as he now has no recollection of making them. He says that the sworn statement made to the Secretary of State was prepared by his attorney and that he signed it without a full knowledge of what it actually embodied. This line of reasoning is in keeping with the theory that Kingsbury has withdrawn considerable money from the business from time to time, so that he is now able to offer the creditors a substantial cash composition (settlement) at the meeting of creditors which will be held Friday of this week. It is reported that Kingsbury will offer 50 cents on a dollar and also agree to pay the costs of the bankruptcy proceedings now pending against his company.

From a credit standpoint, the checkered career of the Fair Store furnishes only another instance of how little reliance can be placed on

the mere possession of a few thousand dollars, when it is unaccompanied by the business experience, character and integrity so essential to success in any line of mercantile endeavor. In this particular instance, an unfortunate environment appears to have contributed much to the non-success of the undertaking.

### Retail Merchants' Congress at Grand Rapids.

What ought to prove an announcement of great rejoicing among the progressive retailers of Michigan will be the one telling of the forth-coming Retail Merchants' Congress to be held in Grand Rapids on June 6 to 8 next.

Retailers are just as anxious as wholesalers or manufacturers to make a success of their business, but do not have the opportunities to get together to discuss the various and complex problems which they constantly have to meet. In order to assist the retailers to solve these various problems the wholesalers of Grand Rapids will stage a Retail Merchants' Congress to which all merchants of Michigan are invited.

At this Congress many of the subject of the greatest interest will be presented and discussed. Among these subjects are:

How to Develop Your Retail Market.

Stock Turnovers.

The Man Behind the Counter.

Inventory and Insurance.

Credits and Collections.

How to Meet and Combat Mail Order Competition.

Advertising and Window Trimming.

Special Sales and Getting New Business.

Good Roads and the Retail Merchant.

Relations Between the Country Merchants and the Farmer.

Accounting Systems for Retailers, Salesmanship.

Trading Stamps, Premiums and Gift Schemes, etc.

Every possible effort will be made to secure speakers of National reputation to present these subjects and already several such have agreed to participate in the programme. Instead of having just one "star" attraction on the programme, all the attractions will be of that class.

Retailers of Michigan should begin to make their plans now to attend this congress. We know of no similar event ever being held in Michigan.

Lee H. Bierce.

M. McIntosh, the Stanton dry goods dealer, was in town this week for the purpose of replenishing his stock of summer goods.

Roy Palmer has engaged in the grocery business at Paris. The National Grocer Co. furnished the stock.

## MEN OF MARK.

**Charles A. Floyd, Superintendent Michigan Railway Co.**

Charles A. Floyd was born at Sheffield, Iowa, Feb. 24, 1882. His father was of Welsh descent; his mother was of Scotch descent. When he was 4 years of age his family removed to Sault Ste. Marie, where Charles attended the public school until he had completed the tenth grade in the high school. He then went to Chicago, where he obtained employment as clerk in the general offices of the Chicago & Northwestern Railway, where he remained two years. In 1900 he removed to Holland where he became Assistant Superintendent of the Holland Street Railway Co., which then operated a single track line from Holland to Macatawa Park, with a branch to Saugatuck. This road was operated under the style of the Holland & Lake Michigan Railway Co., having been originally constructed by the owner, I. A. Cochran, of Chester, Pa. The following year the road was purchased by John Winter, of Detroit, and Benjamin S. Hanchett, of Grand Rapids, who, in company with Frank Andrews, changed the name to the Grand Rapids, Holland & Lake Michigan Railway and constructed one of the two tracks now in operation between this city and Holland. This extension was completed in October, 1901, Mr. Floyd becoming Assistant Superintendent under Strathern Hendrie, of Detroit, who came on from Detroit to superintend the construction of the second track. While acting in this capacity, Mr. Floyd was in full charge of the operating, purchasing and traffic departments. Eighteen months later he was made purchasing agent and traffic manager and his headquarters were removed to Grand Rapids. Jan. 1, 1912, the road was transferred to Benjamin S. Hanchett and his associates, at which time Mr. Floyd was made General Manager. Jan. 1 of this year the road was taken over by the Michigan Railway Co. and Mr. Floyd was made Superintendent not only of the Holland interurban but also of the new interurban operating between Grand Rapids, Kalamazoo, Allegan and Battle Creek. During the time Mr. Floyd was Superintendent and General Manager of the Holland Interurban he put into play plans which resulted in a wonderful development of both the freight and passenger service. He increased the freight traffic to such an extent that the earnings of the Holland road per mile are greater than that of any other interurban road in the country. He was the first interurban manager in the United States to make through freight rates with the steam roads to all Western points, which has been a great benefit to the manufacturing interests of Grand Rapids and Holland. During this time he thoroughly reconstructed and re-equipped the road. He also developed and expanded the resorts at Black Lake to a remarkable degree, introducing original features in the way of entertainment and amusement which only a genius could conceive and carry into execution. On

the purchase of the Ottawa Beach properties by the Graham & Morton Transportation Co. and the Holland Interurban, Mr. Floyd was elected Manager of the Hotel Company and he did much to rejuvenate that popular resort and re-establish it in the esteem of the public.

On account of the reputation Mr. Floyd enjoyed as a master hand in the handling of crowds and securing and exploiting attractions, he was made Manager of the State fair held at Detroit in 1906. He worked out a complete system covering attractions, transportation, gates, grandstands and race track and the result was so satisfactory to the officers of the State fair that they prevailed upon him to continue the work another year, which he did.

Mr. Floyd has resigned his present



Charles A. Floyd.

position with the Michigan Railway Company to take effect June 1, to engage in business for himself under the style of the Construction Supply Co. He will have his office on the ground floor of the Pantilind Hotel building and expects to lay the foundation of a business which will be second to none in scope and volume in the Middle West.

Mr. Floyd was married July 15, 1908 to Miss Marguerite Vanderveen, of Grand Haven. They have two children, a boy 6 years old and a girl 3 years old. Mr. Floyd is a Mason from a to z. He is an Elk and K. P., a member of the Rotary Club and other fraternal and beneficiary orders.

Mr. Floyd has been too busy to devote much time to a hobby outside of his liking for creating effective sell-

ing and exploiting organizations which amounts almost to a passion. He is frequently consulted by corporations seeking to create the best system possible in the management of large business undertakings. He has a mind capable of grasping and solving the most intricate managerial and constructive problems and it is a singular fact that his plans always work out so completely and harmoniously that he accomplishes all he aims to do.

Mr. Floyd's office surroundings have always been in keeping with the character of the man. He is in an atmosphere of simplicity and hard work, with equipment planned solely for utility. Absolutely no show exists there, but there is no lack of courtesy or consideration in any department. He has a frank and direct manner in

## UPPER PENINSULA.

**Recent News From the Cloverland of Michigan.**

Sault Ste. Marie, May 8—C. H. Avery, the well-known merchant of Kelden, passed away at the Newberry State Hospital last Thursday. Miss Mary Avery, daughter, left immediately for Newberry, after receiving a telegram that Mr. Avery was critically ill, but he passed away before his daughter arrived. Mr. Avery was well and favorably known throughout Chippewa county, having been in business at Kelden for several years and was one of the most prosperous country merchants in Cloverland. He was always of a cheerful disposition, honest and upright in all his dealings, and will be greatly missed by a large circle of friends who extend to the bereaved family their deepest sympathy.

C. H. Mack and bride spent last Monday in St. Ignace with friends, leaving on the evening train for Munising, where Mr. Mack has been located for sometime. Mr. Mack was former proprietor of the Bay View House. He was married last Thursday to Miss Lizzie Cope, of Charlevoix. On leaving St. Ignace last fall, Mr. Mack went to Munising and engaged in the hotel business and is now the proprietor of the New Inn, one of the popular hostleries of that city. The couple have the best wishes of a large circle of friends for a bright and happy future.

J. C. Royce, one of our esteemed grocers, has been called to Guelph, Ont., by the death of his mother. He is accompanied by his brother J. S. Royce, City Comptroller.

William Isaacs, popular butcher at Rudyard, was a business visitor at the Soo last week. Mr. Isaacs is branching out into the potato business in connection with his meat market and has worked up quite a trade on potatoes in carload lots. He is a hustler which, undoubtedly, accounts for his success as a business man.

Thornton Bros.' brickyard has started up for the season and is now in shape to operate on a larger scale than ever. This is one of Rudyard's main industries and is good news to the merchants who derive considerable benefit out of this industry on account of employing a large number of hands.

Russel Kendrick has returned from Detroit, where he has been taking instructions in auto repair work. He will open a garage in J. Johnson's blacksmith shop, which will give Rudyard an up-to-date garage and repair shop.

"The world may owe every man a living, but a lot of them haven't sense enough to show up on pay day."

Fred Avery, well-known merchant of Drummond Island, was a city visitor last week on a purchasing tour. He also served on the Circuit Court jury for the May term. Mr. Avery reports a very satisfactory business at Drummond during the winter and expects unusual activities in the lumbering industry during the summer months.

Charles Haase, President of the Soo Traveling Men's Association and representative of the National Biscuit Co., in company with R. P. McDermott, of the George Zeigler Candy Co., and J. R. Merrifield, the Soo man who put the O. K. in smoke, were Cedarville callers last week. They report the roads as almost impassible and advise their fellow travelers to take the boat for the present, rather than chance it overland.

The Northern Michigan Transportation Co. has advised the shippers at Chicago that their boats will not start on their service to Mackinac Island and St. Ignace until June 1 this year.

The Hassock mill, at Cedarville, started operation for the season last week. This gives the usual hum to

greeting and dealing with business problems, a frankness and direction which inspire confidence and retain customers, once secured, year after year. To an unusual degree he numbers among his personal friends his own competitors in the transportation field.

Joseph Dean, Wisconsin and Minnesota traveling representative for Foote & Jenks, Jackson, has announced his intention of removing to Milwaukee on account of that city being more convenient as a headquarters.

W. A. Rindge is planning to spend a month or six weeks in New York and Massachusetts this summer. He will go by automobile, the party including his entire family.



the busy burg, much to the satisfaction of the merchants.

C. C. Collins, Secretary of the Traveling Men's Association here and representative of the Overland autos, returned last week from a trip to the Snows, where he made Mrs. Chas. Hessel happy by booking her order for a fine Overland of this year's model. Clinton has brought sunshine to many homes this spring and is conceded to be one of the best salesmen in the business.

The Edison Sault Electric Co. is placing standards for boulevard lamps, along the main streets. The work has been delayed on account of the equipment not having arrived, but now that everything is here, except the cable, it is expected that the new lights will be in operation by June 1, which will add much to beautifying the city at night, and with the clean-up campaign that is now on here, the Soo will be in her Sunday clothes and the finest regalia for the reception of the Elks next month. Elaborate preparations are being made to entertain the convention, which will, undoubtedly, be one of the events in the history of the order, as no expense is being spared to give the B. P. O. E. the best time ever at the Soo.

Rolla Washburn, of the firm of Thompson & Washburn, merchants at Brimley, was in an unusually happy frame of mind last week, passing around the cigars to his numerous friends on the arrival of a new son. From all accounts the lad is a chip of the old block.

Poverty may be a sure cure for dyspepsia, but the most of us would rather take chances with the disease than the remedy.

J. R. Merrifield, the cigar manufacturer, has moved his cigar store from Portage avenue to the building on Ashmun street opposite the Times building. The new store is in an ideal location, being in the heart of the city.

Angus Rankin arrived in the city last week from St. Ignace, his former home, having taken a position in the offices of the Great Lakes Transit Co., formerly the Anchor Line. Mrs. Rankin expects to join her husband in the near future to make the Soo their home.

The big Jones & Kerry mill, at St. Ignace, has begun operations for the season and the welcome whistle was sweet music to the merchants who depend largely upon the pay days of this industry in connection with their summer business.

Mr. and Mrs. Earl Bellows mourn the loss of their infant son who passed away last Monday after a ten day illness. Mr. Bellows is a charter member of the Soo Traveling Men's Association, which held a meeting Saturday, May 6, to draft resolutions of sympathy to the bereaved family.

James Thompson, of Brimley, well known proprietor of the Rosedale creamery, is spending a few days around Pickford in the interests of the creamery. Mr. Thompson is preparing to resume operations of the creamery next week and is making contract for cream for the coming season.

The steamer Mackinac, of the Arnold line, which has been refitted at Cheboygan, will soon make her first tri-weekly trip of the season to the Soo and way ports.

The steamer Islander, of the Arnold fleet, made her first trip to the Soo Sunday, leaving the Soo Monday morning for down the river points.

M. Hotton, the well-known manager of the Monarch market, is again able to attend to business, after being confined to his home for the past few weeks with rheumatism.

William G. Tapert.

In the race for wealth a man always finds himself out of breath at the finish.

**Gabby Gleanings From Grand Rapids.**

Grand Rapids, May 8—The May meeting of Grand Rapids Council was held Saturday, May 6, with one hundred members present, W. G. Bancroft, Geo. D. Kardux, Max Koster, Frank W. Walter, Jay P. Poling and Louis E. Stranahan made up the class for initiation, notwithstanding the assaults of the goat, in good shape. We are starting early and finishing early and more of the boys should be out. The meeting recessed until Saturday, May 27, at 7:30, when final arrangements will be made for the Traverse City convention, this recess being necessary on account of the conflicting dates of the June meeting and the State convention.

L. S. Dickinson, of the firm of Dickinson Bros., at Fennville, has returned home after spending the winter in Jacksonville, Fla.

Benz Bros., of Ann Arbor, who conduct one of the largest hardware and implement stores in the State, have made some mighty nice improvements which will facilitate the handling of their fast growing business. Fred (Kaiser) has a new office and Nick (Bismarck) has more room to circulate in, which makes it necessary for the salesmen to run himself ragged to locate Nick.

Ben Weeks, one of the boosting members of No. 131, has returned from Florida, after spending the winter in his grape fruit, orange and tangerine groves and is preparing to go to Frankfort to get his summer home ready for occupancy.

Alex. Miller, who travels for Rade-maker-Dooge Grocer Co., while driving near Greenville Tuesday, May 2, met with an almost fatal accident, when his machine turned turtle. Mr. Miller got out with two broken ribs, broken collar bone and some minor injuries. He was resting easier Sunday and recovering nicely and we hope to see him back on the job soon. He lives at 1224 Francis street.

Stewart Albertson and wife, formerly manager and house-keeper of the Phelps Hotel, at Greenville, are looking around for the management of some hotel. We sincerely hope they get located soon, as they give the boys the right care and make them feel at home.

Again the genial Mr. Luce, proprietor of the new Mertens Hotel, at Grand Rapids, has demonstrated that he is with us by presenting the members present at Saturday night's U. C. T. meeting with a neat, vest pocket sewing kit, consisting of needles, thread and thimble. Judging by the remarks of the boys, the relation existing between this hotel and the traveling fraternity of Grand Rapids is cementing itself securely. We thank you, Mr. Luce, and will endeavor to give you substantial proof of our appreciation.

Doc. Ferguson and Will Bosman entered the Chinese restaurant on Monroe avenue when joss sticks were burning. Will sniffed and said, "Doc, I smell punk." The Doctor said, "Sneak out, Bill, they won't know it is you."

J. A. Larry, plumber, Dundee, reports the addition of two more helpers and a new ford car to his rapidly growing business. Bert says to let him alone five years and he will retire.

The leap year dance given by the ladies of the U. C. T. was a decided success from a financial standpoint, as they turned over \$24.50 to No. 131 after paying all expenses. They were given a rising vote of thanks. Leave it to the ladies. They know how.

Our slogan is "Five Hundred or more by our March, 1917, meeting."

George Ames, proprietor of the Barry House, Hastings, was a Grand Rapids visitor Saturday. He reports business fine.

C. F. Mason, plumber, Blissfield, has just completed the twenty-first compression system since March 5.

Senior Counselor A. N. Borden

wishes to congratulate and thank all the officers for their excellent work, performed so nicely by them at our last meeting.

The Barrett House, at Tecumseh, is about to change its plan of operation from American to American and European. The American rate will be \$2.25 to \$2.75 and the European rate from 75 cents to \$1.25. The Barrett Bros. have given the boys fine treatment, but have been operating at a loss since Jan. 1 and this change was inevitable. They feel that their friends will understand this and will remain royal.

Our new brother from Holland, Geo. D. Kardux, reports thirty to forty men traveling out of Holland. Let's get them.

George H. Roblyer, who has been employed by Dickinson Bros., at Fennville, for the past seven years, has been appointed postmaster at that point and will distribute the mail with the same cheery manner that he has employed during his stay with Dickinson Bros.

Henry McCowan, formerly with Reeder & Son, of Scottville, has been employed as manager of the N. Heft implement store on Bond avenue, Grand Rapids. Buster has injected new life at his new location and larger quarters are being sought by Mr. Heft.

The last Bagman meeting before the Traverse City convention will be held Saturday, May 13, when final arrangements will be made for the trip. There will also be a large class for initiation at this meeting.

The forty-ninth birthday of Harry Harwood was celebrated at his home Monday evening with a 6 o'clock dinner. Messrs. and Mesdames John D. Martin, W. E. Sawyer, Chas. (Irish) Lee, Tally F. Stott and E. Stott were seated, which Mr. Harwood entertained with some vocal efforts—principally efforts. Every one present report-

ed a fine time and conceded the Harwoods to the fine entertainers.

We notice all the buildings possessing a flag pole in Manistee are unfurling the American flag each day. The city at a glance puts on the air of a gala day and inspires the visitor with the progressive sentiment of the city.

Walter Zeagle, proprietor of the Zeagle House, at Frankfort, is serving whitefish livers as only Walter's chef knows how to prepare. This feature has made this hotel famous during the whitefish season.

G. E. Collins, of the Grand Rapids Supply Co., spent the week end fooling, and being fooled, by the elusive trout of little Manistee.

"Bill" Cutter, of Mesick, has sold his livery business and has bought a ford for livery work.

Mr. Wright, owner of the Progress Laundry, at Traverse City, will erect a new cement structure at once to replace the building burned Saturday night. He will install new and modern machinery and make the Progress one of the best laundries in the State.

R. B. Kellogg, President of the Grand Rapids Supply Co., left Saturday evening for various Eastern points on business.

The village of McBain has received the tank and tower steel and will proceed at once to install water works.

Walter A. Pullman, manager of the Claude Hutchinson hardware and implement store at Fennville, is the Republican candidate for Register of Deeds. If the election of this gentleman will take him out of the store, we will have to withhold our expression of success, and we believe we are voicing the sentiments of all the travelers who call there. On the other hand, if Walter can handle both jobs at the same time we wish him success.

E. R. Haight.

Most of us could do a lot of work while trying to dodge it.

**"IOWA"**

**LIGHTEST RUNNING  
CLOSEST SKIMMING EASIEST CLEANED**

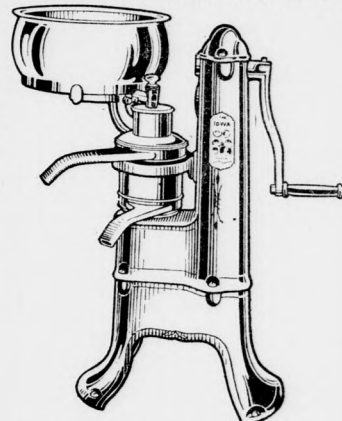
Dairymen purchase Cream Separators to secure the cream that would be lost by any other means of separation. They purchase an "IOWA" Cream Separator to secure the cream that would be lost by any other Cream Separator. There is not another Cream Separator that has a "CURVED DISC" bowl.

The patented "CURVED DISC" bowl, found only in the "IOWA," will skim cold, chilled or warm milk and GET ALL the valuable BUTTER-FAT.

The "CURVED DISC" permits greater space between the discs near the center of bowl. This lets the thick cream pass out without clogging. It also permits a very narrow space between discs at circumference of bowl which prevents any butter-fat globules from passing out with the skimmed milk.

Thousands of Dealers are building up a permanent trade by selling the "IOWA" Cream Separator. It sells easily.

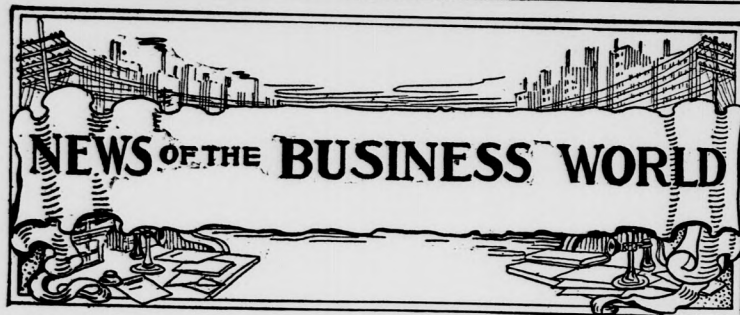
Send for "FACTS," our new Cream Separator booklet.



**DEALERS  
EVERYWHERE**

Grand Rapids Branch, 208-210 Ellsworth Ave.

**Associated Manufacturers Co.**  
Waterloo, Iowa, U. S. A.



#### Movements of Merchants.

Sparta—Mrs. William Kennedy will open a grocery store May 15.

Hadley—Warren Plummer & Sons have engaged in the meat business.

Marshall—C. M. Cozier has engaged in the produce commission business.

Lapeer—H. C. Gillett has closed out his grocery stock on Nepepping street.

Scottville — William Baltzer succeeds H. Baltzer & Son in the meat business.

Edmore—Claude Foster succeeds L. D. Curtis in the coal and wood business.

Rockford—Porter & Weller succeed George A. Porter in the grocery business.

Detroit—The King-Dort Sales Co. has changed its name to King Motor Sales Co.

Manchester — George Vance, of Montpelier, Ohio, has opened a cigar factory here.

Battle Creek—I. Howard Whaley has opened a grocery store at 328 West Main street.

Boyer City—Neil Krantz succeeds H. S. Sayles as manager of the Hankow Tea Co. store.

Detroit—The Trojan Laundry Co. has increased its capital stock from \$75,000 to \$150,000.

Detroit—The Chausse Manufacturing Co. has increased its capital stock from \$5,000 to \$50,000.

Owosso—Fred Lewis has engaged in the cigar and soft drink business on East Exchange street.

Grand Ledge—Moses Farahot has closed out his stock of groceries and retired from retail business.

Portland—Bywater & Ryerson have engaged in the drug business in the remodeled Powers building.

Hamilton—Milo Palmer has engaged in the furniture repair and upholstering business in the Groff building.

Hesperia—Tom McLaren has opened a confectionery, baked and canned goods store in the Utley building.

Petoskey—S. L. Wixson is closing out his stock of music and musical instruments and will retire from business.

Dice—F. J. McInnis has sold his stock of general merchandise to Henry Wiltse, who has taken possession.

Kingsley—Dr. George L. Fenton, pioneer physician and druggist, died at his home May 6, following a short illness.

Shepherd—Nelson Haskins, formerly engaged in general trade at Imlay City, has engaged in general trade at this place.

Lansing — Walters & MacCloud have engaged in the electrical and vulcanizing business in the Hamilton building on Turner street.

Vicksburg—E. H. Miner, who recently purchased the local flour and feed mill has had it refitted with new machinery at a cost of about \$1,300.

Kingston—L. A. Heineman, dealer in general merchandise, is erecting a new store building which he will occupy with his stock about August 1.

Petoskey—C. Z. Bockes, proprietor of the Model confectionery, has sold the stock to Ray France, who will continue the business under the same style.

Lansing—Raymond and Marion Boniac have formed a copartnership and engaged in the grocery business at the corner of Logan and Warner streets.

Detroit—The Moran Construction Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in cash.

Ludington—Kupper's Exclusive Cloak Co. has been incorporated with an authorized capital stock of \$6,000, all of which has been subscribed and paid in property.

Eaton Rapids—O. D. Herrick, proprietor of the Spicerville mills, two miles southwest of this town, died at his home May 7 as the result of an attack of heart trouble.

Bay City—The Bay City Tire & Supply Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in cash.

Ionia—John Nichol, mortgagee, was the successful bidder at the sale of the A. A. Nichols store fixtures and stock of cigars and tobacco and will sell the goods at private sale.

Thompsonville — Mrs. David M. Cornell has closed out the stock and fixtures of the meat market she has conducted since the death of her husband and will retire from business.

Saginaw—Paul Nissen and W. W. Kalzow have formed a copartnership under the style of the Nissen-Kalzow Co. and engaged in the automobile appliance and equipment business at 803 Genesee avenue.

Allegan—Lynn A. Cook has sold a half interest in his drug stock to Lawrence Born, who has been in his employ for the past six months. The business will be continued under the style of Cook & Born.

Three Rivers—George I. Worthington, of Schoonmaker & Worthington, undertakers and furniture dealers, died at Bronson hospital, Kalamazoo, following an operation for intestinal trouble, May 1.

Cadillac—M. J. Present, who has conducted a dry goods store here for more than twenty years, has retired from business and removed to Detroit. His son, Lewis, and daughter, Elizabeth, will continue the business.

Jackson—The Jackson Welding Co. has been incorporated with an authorized capital stock of \$10,000, for the purpose of manufacturing tire carriers and automobile accessories in which electrical welding forms a part of the process.

Holland—H. W. Hardie, engaged in the jewelry business for the past twenty years, has sold his stock and fixtures to the George Huizinga Jewelry Co. and the business will be continued under the management of Adrian Van Putten.

Holland—C. D. Smith, who has conducted a drug store at 54 East Eighth street for a number of years, has sold his stock to Louis and Peter Lawrence, who will continue the business at the same location under the style of Lawrence Bros.

Shelby—F. M. Meyers has been made special administrator of the estate of J. W. Boughner, who recently committed suicide at this place. Mr. Meyers will conduct the Boughner grocery business as well as continue in charge of the Meyers & Son general stock until arrangements are made to dispose of the grocery stock.

#### Manufacturing Matters.

Detroit—The C. M. Hall Lamp Co. has increased its capital stock from \$300,000 to \$750,000.

Ann Arbor—The capital stock of the Ann Arbor Machine Co. has been increased from \$100,000 to \$150,000.

Whitehall—Fire destroyed Reed Bros. flour and feed mill May 3, entailing a loss of about \$18,000. Insurance, \$8,000. The plant will be rebuilt at once.

Kalamazoo—The Standard Gear Co. has been organized for the manufacture of automobile parts, with temporary quarters at 525 West South street. F. B. Lay is manager.

Saginaw—The Roeser Bull Tractor Co. has been organized with an authorized capitalization of \$4,000, of which amount \$2,000 has been subscribed and paid in property.

Detroit—The Superior Plaster Co. has been incorporated with an authorized capital stock of \$25,000, of which amount \$18,000 has been subscribed and \$4,500 paid in cash.

Detroit—The William H. Reed Wall Paper Co. has been incorporated with an authorized capitalization of \$50,000, of which amount \$26,000 has been subscribed and paid in property.

Lansing—The Lansing Chemical Co. has engaged in the manufacture of general chemicals, colors and dye stuffs, with an authorized capitalization of \$100,000, of which \$50,000 has been subscribed and \$37,500 paid in cash.

Detroit—Reichembach Laboratories Corporation has been organized to design and manufacture motors, engines, etc., with an authorized capitalization of \$500,000, of which amount \$250,000 has been subscribed and paid in property.

Battle Creek—Grocers, Incorporated,

has engaged in business to manufacture and deal in groceries and kindred products with an authorized capitalization of \$75,000, of which amount \$50,000 has been subscribed and \$12,500 paid in cash.

Muskegon—The L. O. Gorden Manufacturing Co. has been incorporated to manufacture cam shafts and special machined parts with an authorized capital stock of \$75,000, of which amount \$65,000 has been subscribed and \$50,000 paid in cash.

Detroit—The Electrograph Co. has engaged in the manufacture of printing presses with an authorized capital stock of \$50,000 common and \$25,000 preferred, of which amounts \$50,400 has been subscribed, \$300 paid in cash and \$49,700 paid in property.

Dowagiac—James Heddon's Sons, manufacturers of artificial fishing, bates, equipment, etc., have merged their business into a stock company under the same style, with an authorized capital stock of \$100,000, all of which has been subscribed and paid in property.

Detroit—The Detroit Trust Co., trustee in bankruptcy for the Farrand Co., is mailing the sixth dividend to creditors. This distribution, amounting to 10 per cent. makes a total of approximately \$600,000, or 90 per cent., returned to the secured and unsecured creditors. The total proved claims against the company were \$668,507.95. The present dividend may be the final one, although no definite information is available.

Grand Ledge—The Crawford Chair Co. has adopted the profit sharing system with its employes, and is going to give the plan a thorough tryout with the object of securing and holding efficient and loyal workmen who will have more of an incentive for working for the success of the business. All employes who have been with the Crawford company three months or more come in on the profit sharing plan, which was started this week.

Saginaw—Following the putting on of a night crew of workmen and the announcement of the desire to employ 150 additional men, making a total of 600 employes, the announcement is made that the Herzog Art Furniture Co. has decided to adopt a bonus system, the details of which are now being worked out which when completed will be applied to the entire working force of the company. Coupled with this announcement is also the promise of the President, Mr. Jackson, for the annual picnic which will be given the employes in mid-summer and another banquet similar to the one given at the Teutonia several months ago. Incidental with the growth of this company, which was organized only about fifteen years ago, from a working force of six men to 600, has been an increase in the quality and quantity of goods produced, until the present output of the factory has a valuation of over a million and a half. When the capitalization of the company was increased from \$200,000 to \$500,000 a short time ago, a large addition was erected to the factory, giving a total floor space of over 350,000 square feet.





### Review of the Grand Rapids Produce Market.

Apples—Baldwins and Starks command \$3.50 per bbl.; Russets, \$3.50; Ben Davis, \$3.25.

Asparagus—\$1@1.25 per doz. bunches.

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

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

Beets—60c per doz. bunches for new.

Butter—There is an active demand for all grades of butter. Receipts are increasing, but the demand is also increasing, although not enough to prevent a further decline of 4c during the week. A steady increase in the make is likely from now on, probably accompanied by additional declines in the near future. Creamery grades are held at 29c in tubs and 30@31c 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 100 lb. crate for Mobile.

Carrots—60c per doz. bunches for new.

Celery—California, 75c for Jumbo and 90c for Extra Jumbo; Florida \$2 per case of either 4 or 6 doz.; \$1.75 per case of 8 doz.

Cocoanuts—\$6.50 per sack containing 100.

Cucumbers—\$1.25 per dozen for fancy hot house; \$1.50 for extra fancy.

Eggs—The market is unchanged, with a good demand both for consumption and storage. The quantity is running average high and the entire situation is healthy on the present basis. While the quality remains as good as it is now and the demand as active, there will probably be little or no change. Local dealers are paying 20½c, cases included.

Egg Plant—\$1.75 per dozen.

Fresh Pork—11½ 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.

Green Peas—\$2.25 per bu. hamper.

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

Lemons—California, \$3.75 per box for choice, \$4.25 for fancy.

Lettuce—15c 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, \$1.90 for yellow and \$2.25 for white.

Oranges—California Navals, \$2.25@3.75.

Parsnips—60c per bu.

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

Pineapples \$2.75 for Cuban.

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, \$2.50 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—30c for long hot house.

Rhubarb—85c per bu.

Strawberries—\$2.75@3.25 per case of 24 qts, either Louisiana, Tennessee or Ozark.

Sweet Potatoes—\$1.25 per hamper for kiln dried Jerseys.

Tomatoes—\$3.50 for 6 basket crate, Florida stock.

Turnips—60c per doz. bunches for new.

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

### The Grocery Market.

Sugar—The market on granulated has advanced from 7½c to 7.65, N. Y. basis. Neither the American nor Howell refinery is able to ship sugar in barrels, owing to a strike in the factory where their barrels are produced. New York refiners are discouraging buying, wherever sugars are still to be withdrawn, which stimulates considerable second-hand business at full quotations, something, it is said, not occurring in the recollection of the present generation. The fact that export orders can be filled at above the domestic basis naturally keeps the market firm and strong. Europe must have sugar and, although the British Commission is temporarily pursuing a waiting policy, smaller countries like Italy, Greece, Switzerland and Norway are constantly in the market. Refiners are sold up well into June. Attention will soon be directed to the fruit prospect in its bearing on the preserving demand for sugar. Spring, it is pointed out, is backward, but the danger from damage from frost is

lessened thereby. Should there be big crops, the lower price of fruit may offset the high level of sugar, which ordinarily would curtail the consumption by canners.

Tea—The openings in Formosas and Japans are delayed, in the latter instance bad weather being assigned as the reason. In both cases, higher prices are expected, and this causes a strengthening of the spot situation. Importers of tea in this country are expecting to pay more next season, largely by reason of the higher freights. In addition to that silver is very much higher in China than usual, and these two factors operating in combination are expected to advance prices generally. Moreover, in the case of Congous it is expected that the Russians will buy the lower grades actively in Hankow and reduce the shipments to the United States by their competition.

Coffee—The market seems to be in the speculative doldrums and competent observers see nothing in sight to change the situation. Hopes of an early peace with the incidental demand for actual coffee from Europe have gone glimmering, and there is nothing in the primary conditions to make for decided movement in either direction. It is true that Brazil remains firm in its ideas, being apparently fortified by the movement to Europe which keeps up beyond expectations, considering the embargo on shipments to Germany and Austria. Moreover, despite the small spot demands, prices are maintained here, so that there is little selling against actual coffee. Liquidation by Europe unsettled futures, it is true, and this was followed by tired selling for trade account but, on the whole, the action of the market has been satisfactory. Presumably, pending the movement of the new crop, backing and filling will be witnessed, it taking few sales to cause moderate fluctuations either way. All grades of Rio and Santos are in quiet demand at precisely the same price as a week ago. Milds are unchanged, the entire line being steady. Java and Mocha grades are unchanged and dull.

Canned Fruits—Opening prices of Hawaiian pineapple are 12½@15 per cent. above the quotations of a year ago, due to the crop being smaller and also the higher price of this and sugar. The demand for peaches shows some spurts of activity, pending the receipt of more favorable news as to new crop prospects. Apricots are moving in moderate volume, and, while the market is firm, there has been no unusual developments during the week. Pears are in steady demand, with jobbers finding it necessary to replenish from time to time.

Canned Vegetables—There has been practically no change in the situation with reference to No. 3 tomatoes, which remain firm on the dollar basis. The demand, however, is not in evidence to any unusual extent, and both sides seem inclined to allow matters to shape themselves a little more definitely. No. 2s are not quite so firm, although there has not been any particular pressure to sell.

There is a continued good demand for peas, although there is not much of top quality offering. The demand for spinach continues good on the basis of quoted prices. Corn is firm, with moderate offerings. Other vegetables are quiet but firm.

Canned Fish—A good demand is reported for salmon, with the market very firm, although in some quarters it was intimated that supplies were available at previously quoted levels. Advices from Eastport do not indicate a very heavy run of sardines, and there is some talk of higher quotations. Imported sardines are still very scarce and high. Advices from the Coast regarding the run of tuna are as yet rather meagre. There is a good general demand for spot offerings at \$6@6.25 for California halves. Shrimp are quiet and unchanged. Supplies of crab meat are scarce, and the market is largely on a nominal basis. Lobster is in good routine demand, with jobbers replenishing as occasion demands.

Dried Fruits—There is an easier tendency in prunes. Some of the bearishness is based on the belief that improved weather conditions will soon result in raising the crop estimates; and, in fact, this has already begun, and guesses as to crop production are gradually creeping upward. There have been the usual charges and counter charges of ulterior motives in the newer quotations, but the fact remains that, whereas only a single offer was made a day or two ago, there are now several packers who are willing to shade the 5c basis at which the market stood at the beginning of the week. In the meantime buyers are holding off on the theory that the situation is shaping itself in their favor without any exertion on their part, and they have everything to gain and nothing to lose by allowing events to take their course. So far there has been no alteration of the opening prices of bleached North Thompson raisins, as announced by the association, and it is stated that all orders from wholesale grocers that did not have a speculative complexion have been confirmed. According to the views of the independents, the opening prices were merely put out tentatively and with the expectation that after a few confirmations higher prices would be established. To their surprise, however, this programme was not followed, but, instead, a policy was adopted that had in view the elimination of speculation, as far as the association might be able to control it. So far this policy has been successful, but whether it will continue remains to be seen. Peaches and apricots are unchanged and dull.

Provisions—There is an active consumptive demand for all grades of smoked meats and prices are about as they were a week ago. Pure lard is firm at an advance of ½c and a good consumptive demand is reported. The supplies are reported light. Compound lard is also firm at an advance of ¼c. Barreled pork, canned meats and dried beef are all quiet and unchanged.

BANKRUPTCY MATTERS.

Proceedings In the Western District of Michigan.

Grand Rapids, May 1—In the matter of Lambertus Rademaker, bankrupt, Grand Rapids, the first meeting of creditors was held this date. The schedules of the bankrupt revealed that there were no assets and accordingly it was ordered that no trustee be appointed. The estate will be closed at the expiration of twenty days.

In the matter of Claud A. Pope, bankrupt, Charlotte, the first meeting of creditors was held this date. The schedules revealed that the estate contained no assets and it was accordingly determined that no trustee be appointed. The estate will be closed at the expiration of twenty days.

May 2—In the matter of Harry Padnos, bankrupt, Holland, a special meeting of creditors was held this date. The second report and account of the trustee, showing total receipts of \$4,957.74, disbursements to date of \$1,837.75, and a balance on hand of \$3,119.99 was considered, and the same appearing proper for allowance and there being no objection thereto was approved and allowed. A second dividend of 5 per cent. was declared and ordered paid. This estate has heretofore paid a first dividend of 10 per cent. The trustee reported that suit had been instituted in the United States Court, this city, against certain parties for the recovery of a farm alleged to have been fraudulently transferred by the bankrupt prior to his adjudication in bankruptcy.

May 3—In the matter of the Arcadia Co-operative Co., Arcadia, formerly conducting a general store at that place and at Elberta, the schedules of the bankrupt have been filed and the first meeting of creditors called for May 16, 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 show that the assets were taken charge of by Adrian Oole, as trustee under a trust mortgage prior to bankruptcy and that such trustee made sale of the stock in trade and fixtures of the bankrupt appraised at the sum of \$1,150.22, realizing for the same the sum of \$900, and that said trustee under the mortgage has such sum on hand ready to turn over to the trustee in bankruptcy. Creditors have been directed to show cause why this sale should not be approved in bankruptcy. The schedules also show that the bankrupt is possessed of certain real estate at Elberta and that there are accounts receivable of the face value of about \$2,000. The following are shown as creditors of the bankrupt:

Table listing creditors and amounts for Vincent Babnaw, Elberta, mortgage. Includes entries like Aikman Baking Co., Et. Huron \$11.65, Alma Roller Mills, Alma \$6.50, American Agr. Chem. Co., Detroit \$33.12, etc.

meeting of creditors has been called for May 19, at which time creditors may appear, elect a trustee, prove their claims and transact such other and further business as may come before such meeting. The schedules of the bankrupt reveal assets of the value of \$5,819.45, consisting of a general stock of harnesses, implements, farm machinery, etc., and the liability for merchandise creditors is listed at \$6,008.77, and on chattel mortgage on stock, \$979.68. The complete list of the creditors is as follows:

Table listing secured and unsecured creditors and amounts. Includes entries like Farmers & Merchants Bank, Saranac, chattel mortgage \$979.68, Saranac State Bank, real estate mortgage 641.00, T. S. & B. E. Barber, Saranac, real estate mortgage 704.00, etc.

Dr. Peter Farnhey, Chicago 5.00
Baker-Hoekstra Co., Kalamazoo 16.00
A. J. Wibalda, Muskegon 220.00
U. S. Rusk Co., Grand Rapids 5.40
A special conference of the creditors of the Fair, alleged bankrupts, will be held on Friday, May 12, at the office of the receivers. It is expected that a definite list of the accounts and bills payable will be available at that time and that the alleged bankrupts will then submit an offer of composition. Upon the submission of such offer a reference will no doubt, be made to the referee in bankruptcy and notice of hearing on the same fixed.

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, May 8—The ladies of the local U. C. T. gave a most delightful May party at Foresters temple last Saturday night. In attendance it was the largest held in many months and in quality of programme and general amusement one of the best ever held. Those who failed to go and donate the little 50 cent piece, the price of admission, missed the time of their lives. The color scheme of the evening was white, yellow and purple. The hall was daintily decorated with palms and blooming potted flowers. Music was furnished by the Third Regiment orchestra. The May pole dance was given by sixteen girls, dressed in pink and white, all daughters of U. C. T. members. One of the big features of the evening was the dance number given by Master MacGregor, son of the Past Counselor W. A. MacGregor. He was introduced as Henry Lauder, 2nd, and certainly lived up to the introduction given him by appearing attired in a middy costume and giving the sailor's dance to the delight of everyone present. The remainder of the evening was spent in dancing and at 12 o'clock all went home, feeling ten years younger for having attended the May party entertainment. Hats off to the entertainment committee of the ladies auxiliary, of which Mrs. Ted. Grow is chairman, most ably assisted by Mrs. Ed. Knoop and Miss Pearl Heindenrich.

The regular meeting of Saginaw Council will be held at Foresters Temple Saturday, May 20. Big time, twenty-five candidates to initiate. Last meeting before the Grand Council meeting at Traverse City in June. W. A. Ruscoe, for a long time manager of the Franklin and Strand theaters here, has resigned and taken the management of the Bijou theater. The new manager of the Strand is N. P. Fleischer and of the Franklin, Harry Lorsch. The Franklin is giving but two shows daily, having secured acts from the Limited booking offices, which will give its patrons the same shows that the Temple theater has at Detroit.

Three big local concerns were damaged by fire last Wednesday night. The total damages are estimated at \$31,000. The Valley Printing Co. loss was \$20,000. Garber-Buick Co., \$10,000 and the Melze-Alderton Shoe Co., \$1,000. The Valley Printing Co. is moving into the building formerly occupied by the Melze-Alderton Shoe Co.

Anyone wishing to communicate with Mark Brown can do so by first sending out a scout party to the wilds in the neighborhood of Grayling and finding him. He took his fish pole and departed April 30 and has not been heard from since. He may be able to furnish a fish story for these columns later.

The new Boston Store which opened for business last week has already received a nick name. The color scheme is black and white and owing to the stripe effect they call it the "Jackson" store. The store is located at 406 Genesee avenue.

Don McGee, our local aviator, took a trip above the clouds Sunday morning, ascending to a height of 6,500 feet. It is being rumored that H. D. Ranney, candidate for Grand Sentinel from Saginaw Council, will go to Traverse City in June in the McGee plane. Nothing is too good for Ran-

ney and he deserves the office. May good luck come to him.

J. R. "Joe" Rounds, who has represented the Saginaw Milling Co. the last five years and eleven years previous to which time he traveled for the Phipps-Penoyer Co., has accepted a position with the Lee & Cady Co., Saginaw branch, and will cover North-ern territory on the M. C. R. R.

Watson-Higgins Milling Co.

Merchant Millers
Grand Rapids, Michigan

Owned by Merchants

Products Sold Only by Merchants

Brands Recommended by Merchants

Automobile Necessities

Factory Distributors for

- Congress Diamond Swinehart } Pneumatic tires and tubes
Swinehart Solid truck tires
Ever Ready non-sulphating storage batteries
Weed Chains
Champion Mosler A. C. Red Head } Spark plugs
Rayfield Carburetors
American Ever Ready flash lights
American Ever Ready flash light batteries
Tuthill Titanic springs
Simplex Automobile jacks
Atlas Mfg. Company tire dough
Interlocks and reliners
Hill Smith line of repair parts for Ford cars
Wholesale Only
You can buy all these goods through your regular garage man.

SHERWOOD HALL CO., LTD.
Grand Rapids, Mich.

Tip-Top Bread

Made in a model sanitary bakery, where cleanliness is a commendation that is reached and practiced.

Make "Tip-Top" Your Daily Bread

Tip-Top comes to you wrapped and sealed; it's the Perfect Loaf, Nobly Planned. If you are not carrying it, write and we'll arrange to supply you.

He Lives Well Who Dines on "Tip-Top"

Hill Bakery—A. B. Wilmlink
Grand Rapids, Mich.



Adam F. Martin was born in Saginaw county thirty-eight years ago of German parentage. He spent his boyhood days in Saginaw. At 20 years of age he started out to make his own way. Fourteen years were spent in Toledo, Ohio, three years in the wholesale lumber business, then for eight years he traveled for the Star Hardware Co., wholesale dealer of Toledo. While in Toledo he met and married Miss Ella Eichholz. Three years ago he moved to Saginaw and entered into partnership with his father, Bruno Martin, who has the distinction of being the oldest sheet metal man in this part of the country and, without a doubt, one of the most successful. Their business has grown to such an extent that they keep a corps of men busy all the time. He has always endeavored to give honest work at honest prices and by so doing has won the respect of all who know him. At the State convention of Michigan Sheet Metal Contractors Association, held here in January, he was elected Secretary. He has held several offices in the local Sheet Metal Association. We travelers feel proud of him from the fact that he is a good U. C. T. man. He recently transferred from Toledo to Saginaw. He is a member of Grace English Lutheran church of this city and holds several offices in same. Most men have a hobby, but the writer has known Mr. Martin for some time and I have never detected anything that I could call a hobby except his being a Golden Rule man.

Samuel Moffett, senior member of the firm of Moffet & Sons, wholesale grocers, Flint, has sold his interest in the business to Symons Bros. & Co., of Saginaw. The new company now goes by the name of the Symons-Moffett Co. It is incorporated for \$100,000 and the following officers are in charge:  
 President—Samuel Symons, Saginaw.

Vice-President—Rudolph Otto, Saginaw.

General Manager—R. G. Moffett, Flint.

Secretary—John Symons, Saginaw.

Treasurer—S. B. Moffett, Flint.

Samuel Moffett has been in the wholesale business for the past twelve years and built up a most successful business, for which much credit is due his two sons. Bob Moffett has acted in the capacity of buyer the last few years and is highly respected by all the boys who have made his acquaintance. Symons Bros. & Co. are one of the biggest wholesale grocers in the Saginaw valley and this new combination should prove a success. Two stories will be added to the Symons-Moffett building, making it a six-story building.

Well, Mr. Honest Grocerman, you got one on me. I had to get my map to find Oakley. I feel sure you wouldn't even need a guidepost.

If it is a good meal, a real rest and a comfy homelike place you are looking for, you cannot make a mistake in stopping with Hildy at the Kenwood Hotel, at Pontiac, and every Thursday morning you will find the Michigan Tradesman on the library table. Too bad Hildy doesn't take at least three copies of the Tradesman, as the writer noticed a half dozen anxious travelers grab for the last issue at the same time. L. M. Steward.

**Memorial to Harriet Beecher Stowe and Husband.**

Rochester, N. Y., May 6—The relation the editor of the Tradesman sustained to the husband of Harriet Beecher Stowe will probably interest him and the readers of the Tradesman in the appropriate memorial which has just been completed in honor of one of the great pioneers in the work of negro liberation.

Two years ago a committee was formed to place a stained glass window in the little Church of Our Sav-

ior in Mandarin, Fla., in honor of Harriet Beecher Stowe and Professor Stowe, who for so long made their home in Mandarin. The work of the committee has now been completed, and a memorial window has been constructed by the Tiffany Studios, in New York City, where it may now be seen before it is sent to Florida to be put into its permanent place.

Since the committee announced its undertaking, two years ago, it has received letters and contributions from all parts of the country. One of the first responses came from a farmer in Iowa whose mother had read "Uncle Tom's Cabin" to him when it appeared in the National Era, and he tells the committee that although he was then only a child of 7, the memory of this reading has ever since influenced his life and opinions. A distinguished educator and ex-Ambassador of the United States describes a visit to Mrs. Stowe at Mandarin, and her eagerness and high intelligence in discussing all kinds of vital questions. A well-known banker in New York recalls the fact that his father was one of the students of Lane Seminary when Mrs. Stowe's father, Lyman Beecher, was President. The colored people of Mandarin, whom Mrs. Stowe had helped, showed the greatest interest in the undertaking, and contributed generously from their small resources.

During the passionate period of the Civil War, Mrs. Stowe was regarded by a large part of the South as an arch enemy. It is a singular illustration of the firm reunion of the North and South that this memorial should be erected in a Southern church.

Susan Huntington Hooker.

**The Old Eyesores to Remain.**

The largest real estate transfer which has taken place in Grand Rapids thus far this year is the purchase of four frontages at the head of Mon-

roe avenue by a realty holding company composed of seven gentlemen whose contributions to the capital stock are as follows:

- Hubert Daane .....\$10,000
- L. John Witters ..... 10,000
- Charles J. Kindel ..... 10,000
- Frank C. Smith ..... 10,000
- Ray E. Becker ..... 10,000
- Wm. H. Kinsey ..... 20,000
- James Buys ..... 20,000

The purchase price is \$160,000 and \$20,000 will be expended in the erection of a two-story store building to replace the two old residences on Park street. The owner of the real estate takes back a mortgage for \$90,000, which will represent one-half the value of the property after the improvements are made.

From the standpoint of civic pride and municipal progress, it is extremely unfortunate that this property should pass into the hands of people who are not disposed to immediately improve it, as it should be improved, by an eight or ten-story building. One of the greatest drawbacks to the physical appearance of Grand Rapids is the large proportion of small, unsightly low buildings which adorn our main business street. This unfortunate condition is to be attributed, in most cases, to the fact that the owners of the realty have not sufficient public spirit to make the improvements which the growth of the city rightly demands.

Don't be too keenly critical. The worm has a habit of turning when you least expect it.



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

**Barney says—**

*I wonder how many merchants in Western Michigan know how big a stock of groceries our Company carries.*

*After a customer sees our big stock it's easy for him to know why we can ship his order the day it is received.*

**WORDEN GROCER COMPANY**

GRAND RAPIDS—KALAMAZOO

**THE PROMPT SHIPPERS**



(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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

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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.

May 10, 1916.

**CRUX OF THE CONTROVERSY.**

It will be a matter of very general regret if, in the excitement of fighting for and against maintained prices on branded articles, the controversialists and law-makers fail to discern the broader issue underlying that question. Any solution based on the mere matter of price will fall far short of the basic point at stake.

Probably never before have there been so clear and significant signs of the time as can be observed right now in various courts. In the Federal Court of Connecticut and before the Federal Trade Commission the Shredded Wheat and Ross companies are fighting over one phase of it. Out in Los Angeles the Cream of Wheat Company is battling over another angle of the same problem. In the same city two other cereal concerns are fighting over the right to call their rival products "flapjack" flour. In the Supreme Court of New York State W. K. Kellogg and his brother, Dr. J. H., are struggling over substantially the same issue, while down in Baltimore Welch and the Frey Company have been at another side of it. If one will only take the time to think them all out, probably half a hundred cases are now pending—all strangely related to the same commanding issue.

That issue is whether or not advertising, plus an indentifying brand name and specialty promotion, has created an entirely new kind of merchandise. If it has, must trade practices and trade laws be conformed to that new ideal and must our whole ethical, mercantile system be revised? That is the real crux of all this controversy; prices, selection of distributors, rivalry for trade names and the righteousness of imitation are subsidiary.

"Henry Ford, with his minimum wage of \$5 a day, has already put the Nation to shame," says the Atlanta Constitution, writing in advocacy of better pay for the civil-service employes of the Federal Government. Surely, the Constitution knows better than that. What Mr. Ford did for his employes was an act of generosity, or liberality, or what you will, made possible by profits of a kind which, it is safe to say, are without parallel in the whole history of industry and

commerce. It cannot be pointed to as a standard which either private or public employers may be asked to live up to. The situation of private employers who have to strain every nerve in order to make their profits amount to 6 or 8 or 10 per cent. on their invested capital has nothing in common with that of a man who has had the amazing fortune of annual profits at the rate of 1,000 per cent., or 10,000 per cent. If the Ford Motor Co. turns out 500,000 cars this year, its net profit will be in excess of \$55,000,000 or \$110 per car. And as for the Government, it is a trustee for the whole people, and the rate of pay it fixes for its employes must be regulated by a due consideration of the rights of the people at large who are the real employer, as well as the legitimate demands of the civil servants who are the employes. There are doubtless cases in which Government salaries ought to be raised, but in each instance the question is one of specific fact relating to the particular employment concerned.

The day of the free pass is not over. Records compiled by officials of the Interstate Commerce Commission show that the Louisville & Nashville Railroad, together with a subsidiary, issued during 1913 more than twenty thousand free passes, representing nearly 8,000,000 miles of travel and a value of a quarter of a million dollars. These passes went to newspapers, court officials, and even to witnesses and jurors, as well as to members of the Tennessee Legislature. One letter requesting passes for the members of the family of a certain Kentucky judge pointed out that the judge "has decided practically every case in our favor that has come before him, and we have a great many small ones. I think, perhaps," the writer of the letter remarked, "I will be in a position, by getting this favor for him, to get a better class of jurors." The disclosures are making somewhat of a sensation in other states than Kentucky and Tennessee. Georgia, for instance, is finding in them new cause for vigilance regarding her State railway.

The retirement of Charles A. Floyd from the position of Superintendent of the Michigan Railway Company is a matter of much regret among the business men who have relations with either the Holland or Kalamazoo lines. Mr. Floyd has always been approachable, fair and broad minded in his dealings with the business public and it will be next to impossible for the management of the two roads to find a man who will be able to take his place.

Are your plans for midsummer selling entirely made? What are you going to do to make your store the coolest and the most comfortable place in town for July and August? Be sure of comfortable fitting rooms, plenty of fans, and a generally cool and inviting air both in windows, interior displays and the general atmosphere.

A good bluff makes more noise than great riches.

**THE MYSTICS OF BUSINESS.**

A vast amount of "inspirational literature for business men is appearing nowadays. It takes the form of treatises and leaflets, series of articles in newspapers, publications by "schools" of super-salesmanship, and so on. It is addressed mainly to agents and commission men and commercial travelers—to anybody, in short, who has anything to sell. But the surprising thing about it all is its method. It aims not so much at practical instruction as at a revolution of the entire mental and moral being of the salesman. His whole spiritual nature, it seems, must be quickened before he can successfully take orders for hosiery. He has to go through a long course of brooding over the deep things of the soul. Instead of being exhorted in the old crude way to hustle and "git thar," he is taught how to release the dynamic energies hidden in his breast, how to develop an irresistible will-power, how to make selling shirt or hats an exercise in transcendental philosophy.

Specimens of this sort of mystic productions have recently been appearing in the Philadelphia Evening Ledger. They seek to convey, not advice, but stimulus. They are not instruction, but thrilling messages. The goal is not merely money-making, but "man-building." The man is to be built very much after the fashion of a Hindu ascetic wrapped in contemplation of his inner self—except that here the concentration of his gaze upon his own faculties is to be under expert direction. His mentor stands at his elbow to shout in his ear from time to time: "Live in the 'I will' atmosphere;" "Eliminate doubt and 'It can't be done;'" "Keep a true focus on the world;" "Sell to yourself first;" "Keep your dynamo working." And if these cries seem a trifle disconnected to the young man ambitious to make a record in placing orders for toilet articles, he may turn his thoughts to such a continuous flow of the doctrines of the higher salesmanship as the following:

When you know where lies your real strength, and know how to find the mighty principle which governs the best impulses, then you are ready to meet every emergency. It is the strong character in man that gives him power with other men. Forceful character is nothing more than the larger development of the positive mental faculties of man. Happiness comes from service to others rather than to self. Be serious about your life problems. Overcome all difficulties. Dig deep into your own consciousness. You are stronger than you know. Living is more important than you think. Your potential producing powers are greater than you now believe.

We have no wish to decry these solemn views of business. Earnest and even fierce preaching of energy and determination may serve to stir up those qualities in some laggards. It has always been true that exalted motives are a good thing for even lowly work. Many women have gone about their household tasks buoyed up by a sense of something finer—sweeping a room, it may be, "for Thy laws." But there is, clearly, a novel element in all this modern injunction to salesmen to lift themselves by their own moral bootstraps. It links itself with the vague ideas current about

occult, psychic powers dormant in man. Sometimes, it is believed, they may be awakened and used for healing disease, sometimes for unrolling the book of fate, sometimes for piercing the veil of death. The singular thing is to find all this order of thought—or emotion—seized upon in the endeavor to enable people to sell more buttons and tape.

It is to be desired that there were some way of finding out the actual practical results of all this teaching of "success-power"—or, more vulgarly, ginger and "pep." That it must lead to disappointment is certain. Many a young salesman, thoroughly equipped by the new instruction, must have dismal experiences of unexpected failure, and be thrown back despairingly upon himself with the conviction that everything is not a dynamo that makes a noise like one. It is evident, also, that a type of salesman disagreeable to the prospective customer is frequently developed by these modern ways of teaching. What passes for "efficiency-training" may be only old impudence writ large. But we are plainly in for a great vogue of this style of filling business men with metaphysical impulses and deep spiritual longings. It is one of the signs of a recurring mysticism even in the midst of a society that seems material and sordid.

A more distinguished commercial travelers' expedition never set out in search of foreign trade than the Commission under the leadership of Secretary McAdoo, which returned to Washington last week from South America. There have been individual trade promoters of more exalted reputation, notably the Kaiser, in his voyages to the Near East and Morocco; but our own Commission comprised a Secretary of the Treasury, a member of the Federal Reserve Board, a member of the United States Senate, and special experts in finance, commerce, and industrial relations. From the summary of the Commission's work given to the press it is plain that we have here something more than the ordinary fraternizing expedition which returns with ceremonial expressions of friendship and pious wishes and comparatively little of that solid information upon which the establishment of closer relations with the Latin-American markets must be based. Not that the ceremonial factor is to be despised. In the development of contact with South America, political considerations must enter. It is plain, for example, that the success of the mission will depend in large measure on our relations with Mexico. Secretary McAdoo's party was received by the Presidents of Argentina, Brazil, and Chili. These are the A B C Powers with whom we co-operated in the early stages of the Mexican difficulty. The attitude of the A B C nations in the field of trade will depend on the outcome in Mexico, and on whether the old distrust of Yankee ambitions can be replaced by full confidence in our political designs in Pan-America.

A "tickler file" is very handy to bring future matters to the attention at the right time.



## THIS RAISIN IS NOW NATIONALLY KNOWN



### SUN-MAID Raisins

We are telling millions of people every month about Sun-Maid Raisins—the luscious, plump, meaty, tender, white California muscat raisins, sun-cured in the open vineyards, seeded and sent fresh throughout the country in this sealed pound carton. We are telling these millions of people how good this delicious raisin is, and creating a new appetite for this fruit food. And we are telling these millions of people news that surprises them about the unguessed food value of this fruit food, making them appreciate this rich California contribution to the food wealth of a nation. All this is stimulating the use of raisins—and the people want to use this kind of raisins—the SUN-MAID Raisin, because it is the kind they are hearing about.

Write us for full information and dealer's helps.

#### California Associated Raisin Co.

Hearst Building Chicago      Membership, 8,000 Growers FRESNO, CALIFORNIA      113 Hudson St. New York



**BUFFALO**  
450 Rooms 450 Baths



**DETROIT**  
800 Rooms 800 Baths  
200 room addition building



**CLEVELAND**  
1000 Rooms 1000 Baths

### Policies and Practice

When we tell you that Hotels Statler policy says that "the guest is always right"—

That every patron of these hotels, must be pleased and satisfied with what he buys of us—

That no discrimination in service may be made between the tipper and the non-tipper—

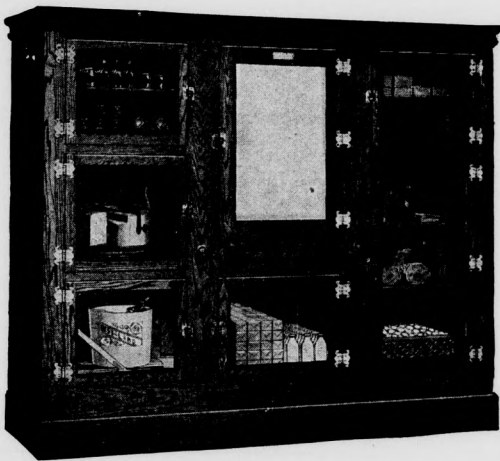
And that the employee who cannot or will not carry out these policies in every service he renders cannot remain with us—

Then we have told you, as simply and directly as we know how, why you get more than your money's worth when you patronize a Hotel Statler.

This complete service is matched by a complete equipment: every room has private bath, running icewater and other unusual conveniences; morning paper is delivered free to every guest room; and there are many other directions in which we give you a little more than full value for your money.

Put all three Hotels Statler on your hotel list as the "company hotels" in Buffalo, Cleveland and Detroit. We'll guarantee your satisfaction.

**HOTELS STATLER**  
BUFFALO - CLEVELAND - DETROIT  
Rates from \$1.50 Per Day



## McCray Grocers' Refrigerators

The McCray keeps all perishable products in perfect condition—attractively displayed, of easy access for your clerks and easy selection for your customers.

The McCray patented system of refrigeration produces a circulation of pure, dry air in every compartment. All odors and moisture are automatically discharged through a water-sealed drain pipe. Food is kept abso-

lutely fresh, wholesome and enticing. All danger of taint and of spoiling from contact with other food is eliminated. The McCray complies with all legal requirements in regard to the display of perishable food products.

The McCray may be arranged for either ice or mechanical refrigeration. We have them in a large variety of stock sizes or built to order to fit any space or store arrangement.

Ask Us to Send You the Following Catalogs:

No. 70—For Grocers and Delicatessens  
No. 92—Regular Sizes for Residences

No. 61—For Meat Markets and General Storage  
No. 50—For Hotels and Restaurants

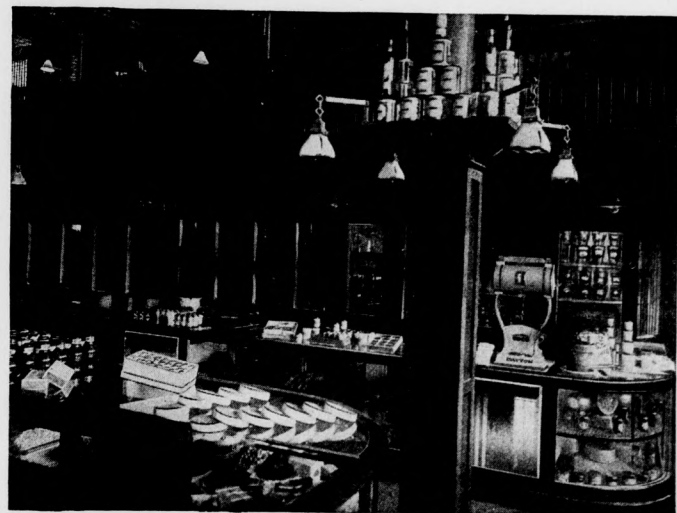
McCray Refrigerator Co., 644 Lake St., Kendallville, Ind.  
Detroit Salesrooms, 239 Michigan Ave.

Agencies in all principal cities

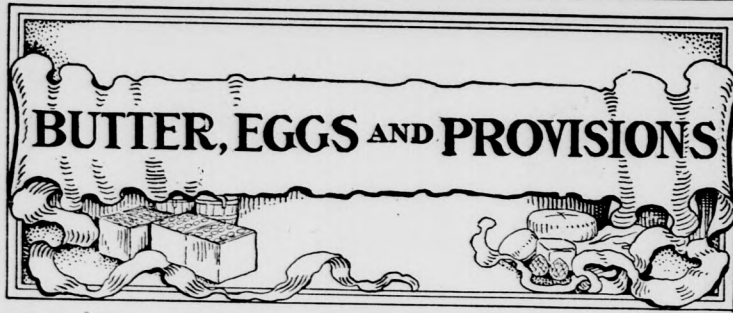
## Foods Attractively Displayed Sell Quickly

The more appetizingly you display your perishable foods the more inviting they will be. Your customers will readily buy additional edibles if you display these foods attractively and keep them fresh and palatable.

Correct refrigeration in nicely built counters or cases will accomplish this for you. In addition the preservation of these perishable foods will wipe out a good part of your loss through waste and spoilage.



Grocery of August Scheele & Co., Elgin, Ill.



**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.

**Some of the Advantages of Cold Storage.**

It is, of course, true that under normal conditions food comes out of cold storage at higher prices than it goes in. The business of refrigerating foodstuffs is expensive, and the interest charges, insurance and taxes must be met and something added for the profit to the owner of the goods.

Eggs went into cold storage in 1915 during April, May and June at about 20 cents per dozen. They came out in November, December and January at about 30 cents a dozen. During these later months so-called fresh eggs were unobtainable, and the few that did reach market sold at prices varying from 45 to 60 cents per dozen. January was unusually warm, and fresh eggs reached the markets in great quantities, so the value of eggs still in storage dropped rapidly until the remaining stocks were sold at even less than their original cost.

Cold storage did not increase the cost of eggs to the consumer, except that in the spring prices did not go as low as was occasionally reached during periods of overproduction before the possibility of holding eggs in storage was realized. The price during the winter was less than it could possibly have been without the stored supply.

Does cold storage injure the quality of the food supply and so impair the health of the consumer? This is the generally accepted idea of the uninformed. Recent extensive investigations by the bureau of chemistry of the United States Department of Agriculture have shown that cold storage for a reasonable period injures neither the food nor the consumer's health.

The time during which foodstuffs can be kept varies with the character of the food. Such products as butter and cheese may be held almost indefinitely at low temperatures without undergoing noticeable change in composition; indeed, cheese is commonly believed to improve in character.

Meats frozen solid will keep without change in cold storage for many months. A careful comparison of fresh beef samples from one to seven days old with frozen beef samples held from thirty-five days to 554 days at a temperature from 9 to 12 deg. below

zero shows almost no difference in chemical composition. A similar study of cold storage poultry gave similar results.

Fresh fish frozen in a solid block of ice or individually surrounded by a coating of ice and held many degrees below freezing shows little or no change during the first year of storage. Spring eggs held in proper storage come out the following fall in almost perfect condition. The deterioration of fruit is practically arrested by storage. Apples entering the warehouse in October came out the following spring as perfect as when taken from the trees.

So far as the effects of storage are concerned, the owner of poultry or meats need fear little loss from depreciation so long as his products are properly stored, but he cannot afford to leave them in storage from one season to the next. For economic reasons his stock must be withdrawn as soon as that period of the year is reached when his supply is lightest; to hold it over another season would double the cost of storage and tie up his capital for another twelve months.

The regulation of cold storage warehouses is advisable and necessary, and many states have enacted laws for this purpose. These laws, however, were not passed to destroy the business of cold storage; they were passed to surround it with such sanitary safeguards that the consumer would be protected against the output of improperly operated warehouses and against the storage of food in a state of decay at the time of its arrival at the warehouse.

The laws require the date of entrance into cold storage to be stamped on every package placed therein and place a time limit after which goods must be removed from storage. They also require that goods taken from cold storage in a similar manner show the date of removal. The operators of cold storage warehouses are required to declare the amount of goods held in storage, and so the possibility of any combination of capital or effort which would corner any part of the general food supply is prevented.

Federal legislation is proposed and will be remedied in character and will tend to remove defects in operation rather than to change in any material way the great business of holding foodstuffs in warehouses at such low temperatures that deterioration cannot take place. H. E. Barnard.

Gossips believe all they hear, and what they merely think they often take for granted.



SO THEY ASK  
 for  
**Mapleine**

because there's nothing quite so good in a "Mapley" flavor.

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.

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

E. P. MILLER, President F. H. HALLOCK, Vice Pres. FRANK T. MILLER, Sec&Treas  
**Miller Michigan Potato Co.**  
**WHOLESALE PRODUCE SHIPPERS**  
**Potatoes, Apples, Onions**  
 Correspondence solicited  
 Let us hear from you if you can load good potatoes  
**Wm. Alden Smith Bldg. Grand Rapids, Mich.**  
 The H. E. Moseley Co. is associated with us in this business



# THE MEAT MARKET

### Causes of "Ropy" Pickle.

This is due to several causes, any one of which may bring about that condition usually known as "ropiness," but they all may be classed under the heading of lacharomycosis, a diseased condition due to a yeast fungus, possibly the lacharomycosis censisiae. Meat that is improperly chilled, although the animal heat may have passed out of it, may be in a soft and sloppy condition and when packed in this state is apt to bring on this "ropiness." Dirty vats, not properly scalded after each curing and before each curing, are also apt to cause it. Sour sugar will also cause it, and to obviate this condition all sugar that comes into the packing house should be subjected to a chemical analysis. When temperatures in the curing room are allowed to rise too high, "ropiness" will be the result, through accelerated fermentation by the activity of the aforementioned micro-organisms, as they find the sweet pickle a favorable culture medium. Under the influence of the higher temperatures they will produce and reproduce in such numbers that in a short time their yeast-forming propensities will cause the pickle to become viscid and then become thick. This is also the first stage of a certain sourness if the meat be allowed to remain in the pickle.

Prevention of "ropy" pickle should take the form of properly chilling the meat before going into cure; of having the curing vats absolutely clean, even to running the thumbnail along the seams on the inside to be sure that no slime has been left in them by the man who has washed them; by seeing that the cane sugar used for sweetening is perfectly sweet and that the pickle is properly made and filtered and put on the meat at proper temperatures. Finally, the curing rooms must be maintained at the regular temperatures at all times while the meat remains in the cure.

### Fish in Cooler.

We would not advise this, as the meat is very liable to catch the flavor of the fish and thus be rendered unsalable.

If you have a fish department and wish to carry over fish for a short period of time the following scheme is a good one: Take a wooden box of the proper size and line the inside with metal. Cover the bottom with a layer of crushed ice, crushed finer than that used for poultry. Put in a layer of fish, backs down. Cover with a layer of crushed ice and another layer of fish until you have

come to the top. Place the last layer of fish with the backs up and cover with ice. Put on a cover and wrap the box with heavy burlap or some other covering. Be sure that it is absolutely clean before you put the fish in. Fish will keep for a few days in good condition if this plan is used.

### Duck of Mutton.

A duck of mutton is made from the forequarter in a way to resemble the duck. You first take out all the ribs, breast, back and neck bones; then unjoint the shoulder bone from the blade bone socket, and take out the blade bone from the inside with care, as this bone will represent the tail. Care should be taken at all times not to break the outside skin. Bend the neck back for the breast, and roll the back over the breast to the neck of the mutton and tie. Cut a slit at the top of the meat at the rib end; insert the socket end of the blade for the tail; shape the arm for the neck and use some skewers for legs. A goose is made by using a larger forequarter.

**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

**Rea & Witzig**

PRODUCE  
COMMISSION  
MERCHANTS

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

Established 1873

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

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

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

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

### 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

### 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

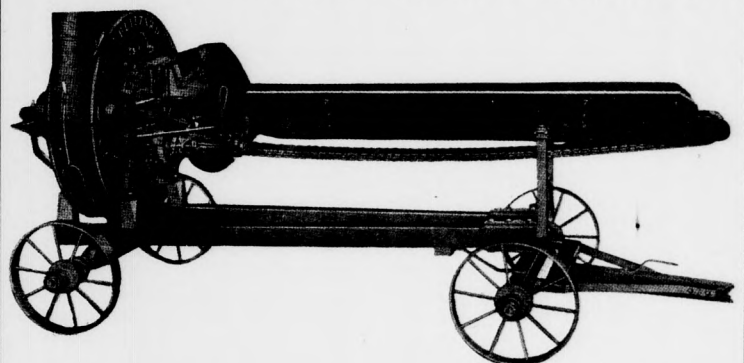
can be encouraged and well satisfied with a nice rasher of bacon and fresh eggs. Go to your grocer's and get some of the famous Peacock mild cured bacon and fry it, pouring off the grease as quickly as it forms. This makes it crisp. Peacock Hams and Bacon are cured by a special process—brine is not used—so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

## 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



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

You will recall that we were at Rowerdenan, having spent a most delightful half-day in climbing Ben Lomond. A good night's rest and early breakfast the next morning prepared us for an unusual day's experience. We found that things did not start very early in Scottish cities and an early breakfast, before 7 o'clock, seemed to be an unheard of thing and it needed all our persuasive power to secure anything at this hour.

Our bicycles were piled into the ferry boat and we crossed to the west of Loch Lomond, a distance of perhaps a mile or more. Then for eight miles we traveled a very perfect road with Ben Lomond towering high upon the other side of the lake and ever changing in its outline as we moved along, but always grand in proportions and majestic in demeanor. The road in advance was always curving, so that there were surprises in store for us every few rods and these beautiful landscapes with lakes and mountains in evidence and the sudden darkening of the way occasionally by overhanging trees and shrubs and the dropping off from our wheels once in a while to pick an unusual flower, put something of ecstasy into this morning's experience. We were told that at a certain point about eight miles north, if we should look across the lake we would see a steep path greatly used, leading up the mountain and at this point we should hello and a boatman would come over from the other side and take us across, but the wind was not in our favor and, after velling ourselves hoarse, although we could see upon the farther shore people moving, none looked our way. We noticed, however, on the beach, little piles of ashes that indicated the fact that somebody had built fires and we built a fire by gathering twigs and bits of wood from a considerable area. As soon as the smoke began to show, a boatman put out from the farther shore and was soon parleying with us as to the price of taking us over. We found that it was a very one-sided method of bargaining, because the canny Scotchman indicated to us that we could do as we pleased—pay him or stay on that side. We paid the price and transferred our bicycles and ourselves to a boat all too small in capacity for so great a load, but under the careful instructions of the oarsman we kept reasonably quiet and were safely transported to the other side.

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

The way up the mountain to the top of the ridge between the lakes was very steep and we pushed our wheels ahead of us until we were very well fagged out, but upon reaching the crest the view presented to us was worth climbing five times the height to see. From this vantage point we could see various glimpses of Scotch lakes and the one most closely in evidence was Loch Katrine, toward which we were soon to wheel.

We coasted the entire distance to the border of the lake and it was exhilarating threading our way through curves which were necessary in order to make a proper grade over which vehicles must pass. We observed on the way down Ellen's Isle, and the borders of the lake and the surface "eddying in almost viewless wave," the "weeping willow twig to lave" and we recalled the vivid descriptions of Sir Walter Scott in the Lady of the Lake and took in many of the views immortalized in Sir Walter's verses.

Loch Katrine, as I have told you before, is the source of supply of water for Glasgow and it is very deep. We were told an average of 142 feet in depth and this had been increased recently by six feet through the erection of a dam at the outlet of the lake. This had reduced the size of Ellen's Isle and had covered those silvery sandy beaches, so that they were scarcely in evidence. We took the steamer from one end of the lake to the other—a beautiful ride, like the one we would take the length of Reed's Lake. My remembrance is that there is a fall of about 400 feet to Glasgow from this surface, so that the water is very easily and economically conducted, not only furnishing water, but power.

These Scotch lakes, while very beautiful and historically wonderful, are not nearly as attractive as the lakes of Northern Michigan, because the water is not clear and it was impossible to see the bottom of any of the lakes, even when there was only a few feet of water to look through.

From the foot of the lake we again resumed our wheels and went through the drive that is celebrated and we met and passed stages galore filled with tourists. This region is called "Trossachs," which interpreted means bristled country, from the fact that the hills are sharp peaks and give a peculiar individuality to the landscape. The Trossachs are entered by tourists from a town called Callendar and from there into Glasgow the way is largely like the ordinary suburb of a large city.

I cannot refrain from expressing

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as your Executor. It is in your power—NOW—to do much to avoid litigation over the settlement of your Estate, by having your will made, drawn in clear language and conforming to law and by our appointment as your Executor to enforce and carry out impartially your wishes. We shall be glad to consult with you without charge about your Will.

## THE MICHIGAN TRUST CO.

of Grand Rapids

Audits made of books of corporations,  
firms and individuals

## GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMP AU SQUARE

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

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

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

## GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



my admiration for the Scotch people whom we met. They were genial and companionable and always ready to talk, and, although we thought the men were addicted to the use of whisky, we saw none drunk. The highland type of Scotchman was most interesting to us. He is cordial, yet somewhat gruff in his manner. His accent adds great delight to conversation and while he is genuinely kind, he is not successful in the practice of the amenities of life. The Scotch girls were models of grace and health. The elasticity of their step and their fine complexions, we felt, were due largely to the outdoor life and the habit of walking which was noticeable everywhere. The young children, boys and girls, with an area of bare leg above their stockings, were to us quite picturesque and novel.

Upon arriving back at Glasgow we had another day to spend there before going southward and we gathered in such information as we could about the city. The year before it had been doubled by taking in a large area of its suburbs. We found its reputation, which has since been made world-wide, in connection with municipal ownership of utilities, was interesting to us—gas, water, electricity, tramways, and tenements were all managed by the city and evidently with economy and efficiency. The slogan of Glasgow is "Let Glasgow flourish by the preaching of the word," which is usually shortened to the first three words.

From Glasgow southward we passed through Dumfries and Ayr. The latter gave its name, you know, to a breed of cattle which are immensely popular among dairymen—the Ayrshire. We passed rapidly from an area of sheep husbandry to that of the dairy and we were delighted with the milk and cream and butter, which seemed very perfect indeed. A novelty concerning the butter was that it was always served to us without being salted.

There were no orchards to be seen, only occasionally a fruit tree about the house and the thatched roofs which we found here occasionally and which were more common farther south made picturesque features in the landscape. The small fruits seemed to be grown in abundance and raspberries, currants and gooseberries were on sale at a reasonable price and very beautiful and toothsome. We had no pies served us made of this fruit, but we had a delectable tart and wonder if you have ever had any experience in enjoying a Scotch tart for dinner. The American two crusted pie is not in comparison. The height, depth, breath and thickness of it were a satisfaction rarely if ever attained in absorbing our own double crusted affair, with just a trace of fruit to separate the layers. There is royal comfort in eating a pie from a deep dish with a spoon. It may not be the height of table manners to do it, but the palate catches the wisdom of the plan.

As we crossed the divide known as Cheviot Hills, the transition from

Scotland to England was noticeable in the character and attitude of the people and while in Scotland we never heard any unpleasant aspersions concerning English people, we found as soon as we reached the English community that the ironical expressions were quite common in discussing the Scotch across the line.

The waitress at our hotel in Carlisle said, "So you have been through Scotland. The country is all right, but you couldn't like the people. They don't know the meaning of the word love. The mothers don't even kiss their babies."

The city of Carlisle contains about 36,000 people and is within eight miles of the border line between the two countries. We struck it at 4 o'clock in the afternoon and it was a fair day. A fine experience awaited us because of the unusual accompaniments of the gala day in which the people threw off a great deal of restraint and the catch penny contrivances which we see in connection with our carnivals were multiplied many fold. One thing I never had seen in our country was a portable contrivance for roasting potatoes and two potatoes, very perfectly baked, were sold for a half-penny, and it was very common to see people purchasing a couple of potatoes, putting one in each pocket, go to some quiet place and with the addition of a little salt enjoy a very satisfactory meal.

One word about our equipment may be of interest to you. We sent our bags on to the town in which we would spend the succeeding Sunday and usually the bags were sent by mail and delivered at the hotel we had previously chosen so that immediately upon our arrival we could resort to our valises and changes of apparel. We carried only a very small package of necessaries on our wheels, including toilet articles and extra change of socks and collars with a few medicine items for emergency.

You must recall that this was my third day's experience with the bicycle and I had not yet become accustomed to narrowing paths or the lifting of my hat to people as we passed, because of the danger of a fall, but I was becoming sufficiently accustomed to balancing to be able to catch with a good deal of satisfaction the items in the landscape as we passed and began to feel sufficiently at home in saddle to appreciate that this was a wonderfully attractive method of traversing the country, enjoying the air and the pleasure of stopping anywhere at will and giving careful examination to any detail that promised to be attractive.

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The Detroit Combination Gas Machine provides the Home with a Satisfactory Gas Supply.

Gas to Light with.  
Gas to Cook with.  
Gas to Heat Water for the bath, laundry and other uses common to city coal gas, at no greater cost. On the market 47 years. More than 30,000 in daily use. Our catalog will interest you. Write today for copy and names of users in your vicinity.

H. P. Blanchard, Agt.  
156 Ottawa, Grand Rapids, Mich.

Carburettor under ground  
Machine in basement




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Resources Over  
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**3 1/2 Per Cent.**

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Largest State and Savings Bank in Western Michigan

We recommend

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Exempt from Personal and Income Taxes

Descriptive circular and price upon application

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The Unusually Strict Governmental Regulations Under Which Canadian Municipalities Are Allowed to Issue Bonds—The Attractively High Rate of Interest Now Paid, and the Salability of These Securities, Make Canadian Municipals an Investment of Extraordinary Merit.

These Bonds Will Net You 5-5 1/2-6 Per Cent

They Mature in From 2 to 15 Years

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BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, April 24—Linford L. Winslow, Saranac, operating a general farm implement and supply business at that place has been adjudged an involuntary bankrupt on the petition of the Brown & Sehler Co., Clemens & Ginrich Co. and the Johnson Harvester Co. Kirk E. Wicks has been appointed as receiver and E. A. Collar, Saranac, appointed custodian with authority to continue the business of the bankrupt. The bankrupt has been directed to file his schedules showing his liability and assets on or before May 8, upon the filing of which the first meeting of creditors will be immediately called.

In the matter of Claud W. Barry, bankrupt, Harrietta, the trustee has filed his first report and account showing total receipts to date, including cash turned over by receiver, cash received from sale of certain assets, and from bills and accounts receivable, \$3,361.53, disbursements of \$204.40 and a balance on hand of \$3,157.13, and a special meeting of creditors has been called for May 8, at which time the first dividend will be paid to creditors in this matter.

May 2—In the matter of Clarence R. French, bankrupt, Ludington, the trustee has filed his first report and account, showing sale of all of the assets of the bankrupt, subject to liens and encumbrances for \$1,500. A special meeting of creditors will be called at once and the first dividend paid to creditors herein.

In the matter of Harry Padnos, bankrupt, Holland, a special meeting of creditors was held this date. A second dividend of 5 per cent. was declared and ordered paid to general creditors. This estate has heretofore paid a first dividend of 10 per cent.

The list of creditors of the Fair, Grand Rapids, is as follows:

Table listing creditors and amounts payable, including Merchandise, Accounts Payable, and various individuals and companies.

Table listing various companies and their financial details, including Hy-Grade Waist Co., Hertzstein & Co., Imperial Candy Co., etc.

LOGAN & BRYAN STOCKS, BONDS AND GRAIN

305 Godfrey Building Citizens 5335 Bell Main 235
New York Stock Exchange
Boston Stock Exchange
Chicago Stock Exchange
New York Cotton Exchange
New York Coffee Exchange
New York Produce Exchange
New Orleans Cotton Exchange
Chicago Board of Trade
Minneapolis Chamber of Commerce
Winnipeg Grain Exchange
Kansas City Board of Trade
Private wires coast to coast
Correspondence solicited

We Buy, Sell and Quote

Stocks of Continental Motors, Reo Motor Truck, Reo Motor Car, Michigan Sugar. We also specialize in PUBLIC UTILITY SECURITIES. Send for booklet on Motor Stocks. Allen G. Thurman & Co., 136 Michigan Trust Bldg., GRAND RAPIDS



Complete Banking Service. Travelers' Cheques, Letters of Credit, Foreign Drafts, Safety Deposit Vaults, Savings Department, Commercial Department. Our 3 1/2 Per Cent Savings Certificates are a desirable investment.

THE PREFERRED LIFE INSURANCE CO. Of America offers OLD LINE INSURANCE AT LOWEST NET COST. What are you worth to your family? Let us protect you for that sum. THE PREFERRED LIFE INSURANCE CO. of America, Grand Rapids, Mich.

Veit Manufacturing Co. Manufacturer of Bank, Library, Office and Public Building Furniture, Cabinet Work, High Grade Trim, Store Furniture, Bronze Work, Marble & Tile. Grand Rapids, Michigan

1916 IMPORTANT CHANGES TANGLEFOOT Improved Size—Handy Sealed Package. Retail 5 Double Sheets for 10c. Ask your Jobber or his Salesman for Particulars.

Fourth National Bank United States Depository. Savings Deposits: 3 Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually. Commercial Deposits: 3 1/2 Per Cent Interest Paid on Certificates of Deposit Left One Year. Capital Stock and Surplus \$580,000. WM. H. ANDERSON, President; L. Z. CAUKIN, Cashier; JOHN W. BLODGETT, Vice President; J. C. BISHOP, Assistant Cashier.



Expense Accounts Payable.	
Grand Rapids Herald	\$229.76
Albee's Livery	116.49
A. P. W. Paper Co.	22.25
Belknap Wagon Co.	128.33
Becker Auto Co.	6.75
Bixby Office Supply Co.	6.00
Citizens Telephone Co.	33.00
Collins Northern Ice Co.	36.00
Carson, Pirie, Scott & Co.	36.00
Dann Co-operative Newspaper	36.00
Syndicate	16.15
Dust Down	30.50
Elston Packing & Storage Co.	76.41
Grand Rapids Directory Co.	5.04
Grand Rapids Builders Supply Co.	78.83
Grimmell-Row-Althouse Co.	4.00
Globe Printing Co.	16.00
G. R. Gas Light Co.	2.50
Guarantee Vulcanizing Co.	149.56
A. B. Knowlson Co.	7.29
Leitelt Iron Works	11.24
Michigan State Telephone Co.	44.00
Michigan Engraving Co.	9.30
National Advertising Co.	1.60
National Cash Register Co.	179.56
Richmond, Louis	21.00
Standard Oil Co.	3.80
Seofield, Geo. E.	15
Serfling Co.	12.00
Service Garage	4.80
Sherwood, J. W. & C. R.	4.60
Vanderstels	4.60
Voet, Henry	4.05
Tisch Hine	1.34
Western Union Telegraph Co.	20
West's Drug Store	160.23
Zevalkink Transfer Co.	69.75
Halloran's National Detective Agency	278.69
Grand Rapids Press	530.00
Grand Rapids News	

**Report of State Secretary Bothwell for April.**

Cadillac, May 8—On April 4 it was my privilege to meet the business men of Greenville at the noon hour and in the evening talk to them on the necessity of co-operation and the advantages of the State Association in helping along the legislation that is of vital interest to every retailer, as the business men have an Association and credit rating system. My only hope was to get them to affiliate with the State Association and I am looking every day for word from them that they have decided to do so.

From Greenville I went to Howard City and while there got two members for the State Association, one in Howard City and one at Amble.

On the 11th I attended a meeting in Lansing of the Executive Committee and that evening together with Second Vice-President Jones attended a meeting of the Lansing Association where I explained in detail the work confronting the State Association.

The 12th I spent in Grand Ledge in an endeavor to get a meeting arranged for, but there being no apparent chance for a meeting I secured two members for the State Association and went to Ionia, where I arranged for a meeting for the evening of May 10, but as there is a good credit rating system and an Association, there is only the possible chance that I may induce them to join the State Association. From there I went to St. Johns, where I arranged for a meeting for May 9 and hoped to put in a credit rating system as well as organize an Association. From there I went to Owosso, where they have a good Association and credit rating system, but arranged to meet them May 8 and endeavor to get them to become affiliated with the State Association. On the 24th I went to Cass City, stopping at Bay City for a conference with the chairman of the Insurance Committee, Mr. Primeau, where we also met Mr. McMorris and Mr. DeBatts and outlined a preliminary insurance list for securing the names of the necessary 100 first members, so that in case it is finally decided by the next convention to start the insurance company, we will have the \$100,000 already provided for. On arrival at Cass City there were over sixty of the business and professional men at the meeting where I explained our work. We are also installing a credit rating system, with thirty-one members taking advantage of the benefits. This system will put the members in the forefront, so far as protection against poor pay accounts

are concerned, as it will give them an opportunity of knowing just what a customer is doing in keeping his accounts paid up.

Second Vice-President Jones gave up his time and energy in doing the work at Cass City and from the enthusiasm of the various officers and directors, I see no reason why we cannot close at our next convention one of the best years in the history of the Association. From Cass City I went to Wilmot, where I got two members for the State Association and then to Caro where I expect to put in a credit rating system and have six signed for it at this time, but a meeting will be arranged for later, when I will have the privilege of talking to all the retail men and will, no doubt, have nearly as good success as at Cass City.

From Caro I had the privilege of talking to some of the members of the Bay City Association and am assured that they will see to it that at a future date they want me to give the information to a larger attendance. While Bay City is well represented at the State convention, our finances should be helped by men in all lines of retail work, as they are all interested in the garnishment law, trading stamp law, catalogue house expansion and other measures for which the retail grocers should not be entirely responsible. From Bay City I visited Clare, calling on our loyal friend Tatham, who was just getting ready for a fishing trip, but on his return we will arrange for a meeting of the business men and indications are that a credit rating system will also be installed.

In the office we have written over seventy letters to manufacturers and jobbers and ninety letters to retailers, but am sorry to say that the responses are not as brisk as we could wish, but we hope that a follow up letter will be more effective. Every indication points to a good increase in membership for the State Association.

I will be glad of any suggestions as to how to improve my methods of reaching the people and reducing expenses in any way and can assure you that my desire is to wind up the year to the satisfaction of the directors. While my methods may not produce results as quickly as some others, I have no reason to doubt that the results will be of a most permanent character. J. M. Bothwell, Sec'y.

However, the man who tells tiresome stories usually manages to finish them in spite of interruptions.

Bell Phone 860      Citz. Phone 2713

**Lynch Bros.**  
**Special Sale Conductors**  
 Expert Advertising—Expert Merchandising  
 28 So. Ionia Ave.      Grand Rapids, Mich.

**Going to Get Married?**  
 YOU need a RING  
**GIRL or BOY Going to Graduate?**  
 YOU need a PRESENT  
**YOUR EYES are bad**  
 You need GLASSES

**J. J. Thomson Jewelry Co.**  
 327 Monroe Ave., Grand Rapids  
 can supply all you need

**CASH OR CREDIT**  
**O. W. STARK, Sec. and Mgr.**

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

**MODERN AWNINGS—ALL STYLES**



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

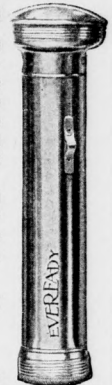
**United Trucks**  
 1½ to 6 ton all worm drive

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

**EVEREADY**  
**FLASHLIGHTS**



are equipped with the wonderful EVEREADY Tungsten Batteries—a distinct advance over any other battery which has been used with flashlights. These batteries have a remarkable length of life—and at the same time are very compact and economical.

EVEREADY Flashlights give real satisfaction and help build up confidence in the store that sells them. Write us today for full information.

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

**BEST INVESTMENT IN GARY**

The Massachusetts twenty apartment building, located in the heart of the City of Gary, only a half block from Broadway and Seventh Avenue, gross income per month \$650.00, always rented.

**For Sale for \$50,000**

M. M. Winter, Gary Hotel,  
 Gary, Indiana

**Sand Lime Brick**

Nothing as Durable  
 Nothing as Fireproof  
 Makes Structures Beautiful  
 No Painting  
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 Warm in Winter  
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**Brick is Everlasting**

Grande Brick Co., Grand Rapids  
 So. Mich. Brick Co., Kalamazoo  
 Saginaw Brick Co., Saginaw  
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**REYNOLDS**



**FIRE SAFE**  
 ESTABLISHED 1868  
 OF FIRE UNDERWRITERS

**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.

**Chevrolet**  
**Motor Company Stock**

The Company's present schedule calls for an output of 96,482 cars in 1916, and to date this schedule has been easily maintained. With this production, the company should earn over \$8,000,000 in 1916, or about \$40 a share on the stock. Already orders are being received from agents for 1917 deliveries, and invariably they can call for larger allotments than 1916. It is estimated that 150,000 cars will be needed to supply next year's demand, and on this output the company should earn close to \$70 a share in 1917.

Circular on request

**J. K. RICE, JR. & CO.**  
 36 Wall Street.      'Phone John 4001 to 4010 & 5915 to 5919  
 NEW YORK



### Schools for the Education of Employees.

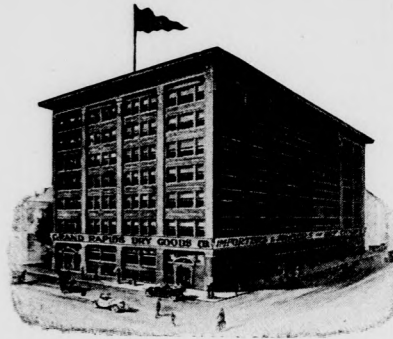
One of the remarkable educational developments of the last few years has been the growth of schools for employes maintained by the employer. Almost every city has a few such schools, from the department store, that supports a class in business manners, to the theoretical and technical training class of the railroad shop, or the telephone girls' school. Pennsylvania laws now provide for continuation schools maintained by the employer for children of certain ages, and New York City has 40,000 boys and girls attending school in hotels, department stores and other places. Some firms provide valuable courses for their employes. The National City Bank, of New York, offers a complete course in foreign banking, including language training, details of exchange, foreign history and manners, that would be difficult to duplicate in a university. The Southern Pacific Railway has a comprehensive apprentice training course, and many other industries give instruction of an advanced and highly technical character. These schools have become so numerous that an organization of them has been formed under the name of the National Association of Corporation Schools. Each month the Association publishes a little magazine, telling of the formation of new schools or the progress in vocational education.

In some cases the state requires such schools, but the great majority are supported voluntarily. The employers have found that they pay. In New York business firms say that the formation of schools has nearly always been followed by more faithful service on the part of the employe. Resignations are not so common and the worker has a keener and more personal interest in his employer's business. In some instances the training is limited in character and applicable only to one industry, but many firms give instruction in reading, writing, history and other subjects of cultural value which would be of use in any business. Nevertheless, the employe, it is said, shows an inclination to stick to the employer to whom he owes his training. The possibilities of the schools in building up better relations between employers and employes are great. By being in contact with the educational development of the subordinate the employer is likely to take a more personal interest in him and the employe will naturally have a feeling of greater friendliness toward the man or busi-

ness that helps him to obtain an education.

### What the Windows Show.

A recent investigation made by a New York Times reporter into the kind of goods displayed in the windows of New York's principal stores develops the rather surprising information that men's goods are featured most often. It shows also that the men's furnishing department got more window display during 1915 than any other. Furniture came second, and men's clothing third. One of the reasons advanced for the disproportionately great display of men's furnishings and clothing is the strong competition in these goods by the men's specialty shops. Another reason is supposed to be the desire of the store owners to attract more men to their establishments. Of the goods displayed to tempt the feminine eye, millinery came first, with women's suits, gowns coats, waists, women's underwear, corsets, misses' wear of various kinds, furs, shoes, handkerchiefs, hosiery, neckwear, gloves and fans following in the order named. One of the peculiar facts elicited was that the months of March, April and July, for some unknown reason, were the ones during which mourning goods were put on display. In children's goods, dresses got the most displays. Infants' wear came next, followed by toys and games and children's shoes. Among yard goods, linens headed the list, followed by silks, dress goods, wash goods and white goods. Of dress accessories, ribbons were most featured. Such items of home goods as blankets, lamps, clocks, pictures, sheets and pillow cases, etc., were very largely featured. Upholstery fabrics, rugs, jewelry, silverware and large leather goods were prominently displayed, and in many cases got the most valuable windows in the store. Few of the stores put a definite value on their windows or charged the cost of the displays up to their respective departments. The general custom seems to be to make the departments contribute to the total cost of the stores' displays on a percentage basis. Under this system the distribution of display costs is said to be more equitable than when a flat rent is charged for the windows.



## Our Piece Goods Department

Calls especial attention to a well assorted stock of wash fabrics that we are in position to offer for prompt delivery. Now is the time to buy.

**TISSUE GINGHAMS**—Assorted stripes and plaids, 7½, 10½, 16½ per yard.

**PRINTED CREPES**—9½, 10½, 13½, 17½ per yard.

**PRINTED VOILE**—40 inch width, 16½ per yard.

**PRINTED ORGANDIE and FLAXON**—Assorted small and large patterns, 10½ per yard.

**BEACH CLOTH**—White and Palm Beach shade, 10½, 16½ per yard.

**PONGEE**—36 inch width, light grounds, assorted stripes, 13½ per yard.

Sample lines are being shown by our salesmen

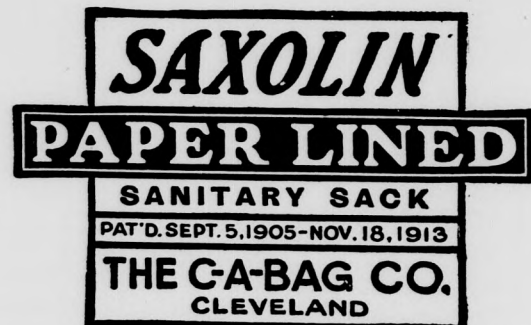
## Grand Rapids Dry Goods Co.

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.

## When you see



the Paper-Lined Cotton Flour Sack, you know that Flour can not sift out nor dirt get in the flour

### IT'S SANITARY PROTECTION.

Your Miller can supply you with flour packed in "SAXOLIN" SACKS.

THE CLEVELAND-AKRON BAG CO., Cleveland

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



**How Mail Order Competition Helps Country Merchants.**

H. G. Larimer is a successful clothing merchant at Chariton, Iowa, a town of 4,000 population. His annual sales aggregate \$60,000. Mr. Larimer believes that mail order competition is far from being the enemy of the country merchant that many have supposed it to be. Mr. Larimer insists that the mail order house is a help.

"Whenever I see a farmer taking home a catalogue from one of the big mail order houses, I know that he will sit up under his lamp looking through the pages, finding out about things he never knew existed—things that would make his work easier and give him more comfort and luxury. Thus his needs and wants are increased. He becomes a bigger customer. I will take my chance of selling him against the mail order house."

"What," said Mrs. Samuel Barskin, a bright little business woman from Martinsville, Ind., "do you do when a customer says he can get that \$12 suit for \$9.98 at Montgomery Ward's?"

"I tell him that he can get a good suit from Montgomery Ward for that money," said Mr. Larimer. "It will be just as it is represented. But at my store I have a cutter who will fit the customer's suit to him. If the lapel is not just right, if the shoulders do not fit, I will alter the suit until the best possible fit is given. I sell personal service, and I find that it meets mail order competition in the majority of cases."

Speaking of the so-called "dealer helps" sent out by manufacturers of clothing, Mr. Larimer recently said that only about 5 per cent. of them were available. He would not send to the farmer clothing catalogues showing thin, pale faced young men with impossibly long legs, high cut trousers, and short coats, and leading ugly faced bull dogs. He would not send out hosiery advertisements so suggestive that one wonders how they get through the mail. These things would never do with the farm population.

Then Mr. Larimer unfolded a large circular on clothes sent to him to be used on the farmer. He did not say a word—simply held the circular up where everybody could see it.

The roar that went up from the assembled merchants was so infectious that all present had to join. One could imagine a keen, business-like farmer, a director in his local bank, perhaps, receiving this circular.

"Now, what we do need," said Mr. Larimer, "is more local color—illustrations of clothes such as a business man would wear, and would wish his sons to wear. The farmer has no respect for a loafer. He thinks every man should be engaged in some useful occupation. These pictures look like loafers. They would prejudice him against the clothes."

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

Chicago, May 8—Spring appears to have arrived, if the last few days are samples of what is coming.

The Masons pulled off a very fine minstrel show at the Auditorium theater last Friday night. The house was packed and the talent was fine. Whatever surplus there is, after all bills are paid, will be used to transport the boys to Detroit in June to attend the Supreme lodge meeting.

The Mayor of Chicago was a very busy man last week with some of the club women—they have been making secret investigations of all the cabarets where dancing is permitted and where liquor is sold after the closing hour, 1 a. m. They demand that the Mayor stop this and also that he stop issuing special bar permits for dances or other amusements beyond the legal hour.

If things keep on, Chicago will appear like every other town of a few thousand inhabitants. Chicago is sure having a clean-up.

Walter Sutton, formerly of Holland and Grand Rapids, has opened at 4213 Broadway a very fine tea, coffee, butter and egg store. He receives all of his butter, eggs and cheese direct from Michigan and from the way his trade is coming, one can see that he has hit the right spot for success.

One of the prettiest advertising cars seen in Chicago for some time is that of the G. J. Johnson Cigar Co., Grand Rapids. This car is very attractive, both in workmanship and art, carrying on the panels a reproduction of Rembrandt's masterpiece.

Chicago clean-up day has come. The people have been instructed to paint up, brush up and dig up and from all reports Chicago was never cleaner.

Business is a little off in all lines except the manufacture of ammunition. It goes up and business goes down.

The stage is all set for the Republican convention to be held in the Coliseum in June. From all reports the delegates will have to reckon with woman's suffrage.

Near 11,000 workmen are on strike at the McCormick-Deering plant. Some people never know when they get prosperity.

Gary, Ind., is one busy little town. Business is reported very good, and the people look forward to the building of a new steel plant that will add 15,000 more employes.

C. W. Reattoir.

This is an especially good time not to speculate in merchandise. In fact, many men of far sight and sound judgment contend that the retail dry goods store should never speculate in merchandise. It is not speculation to look a little further ahead than usual and buy for requirements or to order next season's merchandise earlier because of market conditions, but it is decidedly speculative to buy quantities beyond reasonable and seasonable requirements, and while occasionally such a move may prove successful, in the long run it is a hazardous proposition.

**Signs of the Times Are Electric Signs.**

Progressive merchants and manufacturers now realize the value of Electric Advertising.

We furnish you with sketches, prices and operating cost for the asking.

**THE POWER CO.**

Bell M 797

Citizens 4261

We are manufacturers of TRIMMED AND UNTRIMMED HATS for Ladies, Misses and Children, especially adapted to the general store trade. Trial order solicited.

**CORL, KNOTT & CO., Ltd.**  
Corner Commerce Ave. and Island St.  
Grand Rapids, Mich.

**TAKING INVENTORY**

Ask about our way  
**BARLOW BROS.** 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

**GUARANTEED BEDDING QUICK SHIPMENTS**

Mattresses Coil Springs  
Cot and Crib Pads  
Link Fabric Springs  
Sanitary Cover Pads  
Sanitary Couches  
Bulk Feathers Feather Pillows

Made by  
**Grand Rapids Bedding Co.**  
Grand Rapids, Mich.

**Are Your Net Profits Satisfactory?**

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

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

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

**Butler Brothers**

Exclusive Wholesalers of  
General Merchandise

New York Chicago  
St. Louis Minneapolis  
Dallas

**Look at Page 17**

in last week's Tradesman. On that page appears an important advertisement about the famous

**HALLMARK SHIRTS**

We want the merchants of Western Michigan to know that we carry a big line and can fill orders promptly.

**Paul Steketee & Sons**

Wholesale Dry Goods Grand Rapids, Mich.

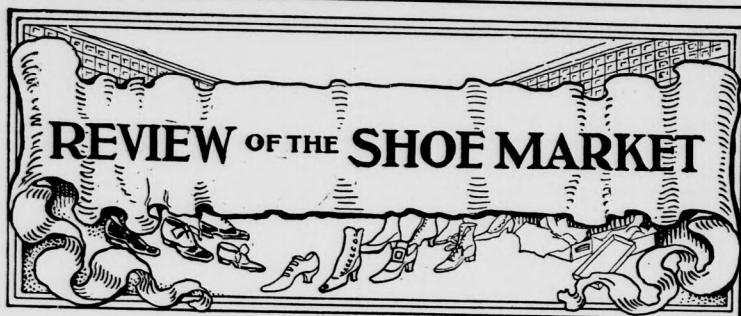
You don't take chances when you take  
**OUR FURNITURE**

It's good, reasonably priced and we stand back of it with a make-good guarantee

**Klingman's**

The Largest Furniture Store in America

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



### Modern Methods in Selling Children's Shoes.

Written for the Tradesman.

Ample, indeed, are the lines of smart and serviceable footwear for children.

Many and inviting are the possibilities for building up a large and profitable business in this class of merchandise—provided the dealer employs the latest and best methods in selling children's shoes.

The average boy and girl to-day, between the ages of say 7 or 8 and 15 years of age, requires from five to seven or eight pairs of shoes a year, costing from two to three dollars a pair on the average. Think of it—from ten to twenty-five dollars a year on the single item of shoes! And think of the army of children in this country. Is it any wonder the shoe factories making footwear for little people are working to capacity! The wonder is material enough can be found for the production of these millions of pairs of shoes for juveniles.

Of course when you get into the matter of shoes for growing boys and girls, that is another matter. But this is to be noted: the consumption of shoes does not perceptibly decrease as the boys and girls are growing into manhood and womanhood. As they become older in years, the demands for special, seasonable, and between-season footwear creations increase rather than diminishes.

What do parents want in the shoes they buy for their children? Well, primarily, service. Therefore the wise retail shoe dealer will endeavor to provide himself with sundry lines of serviceable shoes for little people. Children are much harder on shoes nowadays than they used to be. Modern conditions impose a very much more severe wear-strain on juvenile footwear now than formerly. People marvel that little shoes wear out so rapidly. They wouldn't if they stopped to consider the hard usage to which they are put. A child takes about ten steps where a grown person takes one. If he (or she) is a healthy, robust child, there is running, jumping, skipping the rope, sliding on concrete walks, roller-skating (nowdays so often with one foot only, the child propelling himself with the other) and rough-and-tumble games on the school grounds, which are covered with gravel or screenings.

Everywhere the child steps, one might almost say, there is grit and cutting edges incessantly grinding away at the leather soles. Is it any wonder that they wear out rapidly? Concrete walks wear out the rollers of their skates until the steel finally

gets to be almost as thin as paper on one side; if steel yields, how much more rapidly leather must wear out!

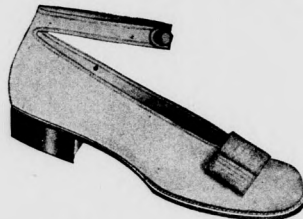
In view of the hard service to which a child's shoe is necessarily put, it should be a well-made shoe. Nothing but the best of material should enter into juvenile footwear. But often it doesn't. Cheap shoes for little people is poor economy. As a dealer you know that. As a dealer you should impress it upon your trade. By all means buy good shoes for children—shoes you can recommend for wearing qualities. Be sure they have sufficient heft, and good oak leather soles.

This is the way one dealer plays up his shoe for girls: Shoes that give service; shoes that possess style; shoes that give service because they wear well and fit properly. The greatest care is given in fitting the girls' feet properly. Every promise made is kept. If we agree to put on special buttons or heel protectors, we do it. You never need complain about forgotten details. Girls' shoes, sizes 2½ to 6, \$2.50; girls' shoes 11½ to 2, \$2.00; girls' shoes, 8½ to 11, \$1.75. Patent and glazed kid, dull or cloth tops; button styles; solid leather throughout; built for service and with the snap of the dressiest shoes. Growing girls' shoes, \$2.95. English lace, dull calf with neolin, rubber or leather soles; just the shoe for the big miss.

There are a number of commendable things about this advertisement. You will notice that it links up style and service. And why not? A serviceable shoe for a child can just as well be built along stylish lines as not. It requires no more material to make it stylish, and very little more work. More and more style is destined to become a desideratum in children's footwear.

Another thing I like about this announcement is that it recognizes the importance of correct fitting. It says the shoes give service because they wear well and fit properly. Another children's shoe advertisement that I have before me just now reads as follows: Your boy and your girl should wear — & — shoes! You would not have your children grow up to be tortured with bunions, corns and foot troubles—and if they are not properly shod when the foot is growing this is sure to result! There is no other shoe made that is quite like — & — shoes, for they are built on a scientific foot shaping last that absolutely prevents foot troubles. This foot shaping last is correct to the last detail, and allows for the proper expansion and growth of the foot, and at the same time retains the

## White Canvas Mary Jane Pumps IN STOCK



No. 2721 Wo's White Canvas Mary Jane, Sizes 2 <sup>2</sup> to 6 . . .	\$1.00
No. 3757 Misses' " " " " " 12 <sup>2</sup> to 2 . . .	.80
No. 3930 Child's " " " " " 8 <sup>2</sup> to 12 . . .	.75
No. 4930 Child's " " " " " 5 to 8 . . .	.70

## TENNIS IN STOCK — ALL SIZES

Yachting

Campfire

Champion

Emmy-Lou Pumps

Sister Sue Pumps

Rindge, Kalmbach, Logie Company  
Grand Rapids, Mich.

# Get the Business

Are you in Business for  
all there is in it?



Men's Brown @ \$1.32

Then don't pass up this  
**Work Shoe**

*It's a real*  
**Work Shoe**

don't forget that

Hood Tennis and rubber sole canvas uppers  
*always lead, and this work shoe is one of the Hood  
leaders.*

Heavy Brown Canvas, with dirt excluding tongue

Bullseye quality sole

Try them, for they GO QUICK

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids



symmetrical form—and they cost no more than the ordinary shoes. And we have a big assortment of styles, four of them illustrated here. Black patent leather, gun metal with kid or cloth tops, and some with extra heavy soles—and every pair built to fit a child's foot correctly. And the dear little baby shoes we are showing must be seen to be appreciated. Nothing is more important than fitting baby's shoes correctly. When the little foot is first being used—when it is soft and fat—then — & — shoes are most important.

Too much emphasis cannot be put upon the importance of correct fitting in the children's shoe department. Impress this idea upon the salesforce. Have them take time to select a shoe with plenty of toe-room. Be sure there is sufficient room for the forward and backward play of the little foot in the shoe; and that the toes are not crowded so they cannot grip the ground in the act of walking. It is a shame to place on a child's foot a shoe that is apt to produce a corn. By selecting juvenile footwear of good fitting qualities, and keeping the proper sizes in stock, there is no reason why every child leaving the store should not leave with a perfect fit. And did you ever notice that the salesman who is solicitous on this point—the man who really tries to do his duty by the girl or lad who comes in to be fitted—always makes a big hit with the parents? It is safe to say that there is nothing that yields a bigger return in proportion to the time invested than careful fitting in your children's department. By so doing you gain a prestige in the community that is of priceless worth to you as a shoe dealer. It isn't enough to talk about correct fitting in the newspaper announcements—you must actually deliver the service when people come into your store!

Here is another snappy announcement: Children's spring shoes. Really a wonderful array of beautifully styled shoes for little folks. Surely all of them must have a pair by next Sunday. Read about the styles pictured here for Saturday's selling. Dainty little soft sole shoes in all-white, many colors and many combinations of colors, and all with a new patented soft sole—without seams. These are at 50 cents, 75 cents, and \$1. And here's just the cutest shoe—with vamp of patent colt and the top of white renskin finished with jet buttons: Sizes 2 to 5, \$1.25; sizes 5 to 7, \$1.75. And these—aren't the style-features striking?—have the vamp of patent coltskin and the tops done in genuine white buckskin, adorned with buttons of pearl. Built on orthopedic lines, too, so both style, comfort and foothold are ensured. Sizes 8½ to 11, \$3.50; sizes 11½ to 2, \$4.00; sizes 2½ to 6, \$4.50. (With the tops in white calfskin the price is 50 cents lower.)

In view of the tremendous possibilities implicit in the children's shoe business, it is difficult to understand why some dealers are not more enthusiastic about it than they seem to be.

Cid McKay.

**Proposed New Plan of Selling Goods**

Mr. Russell S. Hubbard, an expert banker and credit man, thinks that the present system between the wholesaler and retailer, covering the purchase and sale of merchandise, should be changed, and a system which is in use abroad to some extent, should be substituted.

In the course of an address in Philadelphia, Mr. Hubbard described his new system thus:

"Suppose you are a grocer and buy several hundred crates of eggs from the man who has raised the hens and knows their history. Instead of sending you the goods and the bill and entering the transaction on the ledger as an open account, the egg producer asks you to send him the bill of lading with something after this import stamped across its face: 'Yes, I did get those goods and owe you for them.' This latter document is called a trade acceptance, or a domestic bill of exchange.

"In a few states the egg man can take this acceptance to his own bank and receive credit for its face value, minus a certain discount. But many banks in this country do not take kindly to this system, claiming that it puts upon their shoulders a certain burden and risk which they are loathe to assume. These banks say: 'Well, that man may be good pay and he may not. I can only allow you 50 to 60 per cent. of the value of this until I make an investigation.'

"I want everybody selling goods to use this 'trade acceptance' system. Moreover, I want the Federal Reserve Banks to say (as they can by law, but haven't yet): 'Bring on those trade acceptances. We'll discount them at nearly the full value.'

"The principal difficulty in the matter is not to get the Reserve Bank to accept these bills, but to provide a universal form of trade acceptance, which would be adhered to by all people doing business."

In other words, the plan in a nutshell is, when A sells goods to B, to have B sign some kind of a statement that he has received the goods, admits owing for them and will pay in due course. If B is financially good, which he must be or A would not have trusted him, A can treat the paper B has signed as a sort of note and get it discounted at the bank. It is really not very different, in its essence, from the scheme some trust companies and other concerns are working, of buying accounts receivable from jobbers at their face value less a discount.

*Mayer* **HONORBILT SHOES**  
THE LINE OF EASY SALES

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

# High Top Outing Shoes

## Rouge Rex Quality

Our own tannage, made for comfort and hard wear for the man who works

These two big sellers should be in your stock:

- No. 450—8 inch black Wolverine Kip with 4 inch split cuff, and two chrome soles..... \$2.40
- No. 452—8 inch tan Wolverine Kip with 4 inch split cuff, and two chrome soles..... 2.40

Order now while our stock is complete.

Send for complete catalog



**Hirth-Krause Company**

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



# The BERTSCH Goodyear Welt Shoe Line

IS MANUFACTURED FOR A DEFINITE PURPOSE

That purpose is to produce a line of dependable, service-giving footwear on which the dealers can build a substantial business. Every pair ever made by us was built with that purpose in mind and hundreds of merchants in all parts of the country are doing a really wonderful business on them.

You will find the BERTSCH shoe sells easily to your trade because the lasts over which they are built are fitters. Every one of them are especially designed to give the utmost in COMFORT, STYLE and SERVICE.

Men in all walks of life want the comfort and service that have always been rendered by the BERTSCH shoe. If you are not now handling this line you would do well to INVESTIGATE. That is what hundreds of dealers like yourself are doing.

Our plan is to serve our patrons' needs as they occur—that is we keep a large floor stock for the benefit of the retail merchant and make it unnecessary for him to place LARGE ORDERS months in advance. By ordering from our stock as the season approaches and sizing up often during the season you will be able to do your usual business on the smallest possible capital.

Send for our new catalog or our salesman will gladly call with his samples.

**THEY WEAR LIKE IRON**

**HEROLD-BERTSCH SHOE CO.**

Manufacturers Serviceable Footwear

GRAND RAPIDS, MICH.



### Newspaper Joke That Is Out of Date.

Written for the Tradesman.

There no longer is any occasion for ridiculing or berating the meddling, officious mother-in-law who made miserable the life of her unfortunate daughter-in-law. The newspaper jokes have done their work. There is nothing left to be said. The case of the woman who does not know that she can not safely undertake to boss things for her son's wife is hopeless beyond all human remedy. The laissez faire or let-alone policy has come to be accepted by all women of brains as the only sane attitude of a man's mother towards his wife. The slightest showing of authority, the least little interference, surely will cause bitter feeling and hatred if not out-and-out rebellion and wrangling.

The type of mother-in-law whose exaggerated caricature has been so fertile a topic for the joke-writer is not absolutely extinct, any more than the husband who insists on himself holding with unabated tightness the strings of the family purse, or other relics of past barbarism. The widely distributed type of any sort of creature passes wholly only after considerable time. Individual specimens here and there remain. But the gibes of the mother-in-law joke no longer apply to the women who really have breathed the air of this twentieth century.

The let-alone policy prevents many a painful situation. The mother-in-law who has fair average sense shrewdly refrains from even giving advice where it will be not only unneeded but unwelcome. She saves her breath. The daughter-in-law is left free to work out her own housewifely salvation, and although in her ignorance and inexperience she makes all kinds of blunders, peace is preserved and there is at least outward harmony. The let-alone policy is excellent so far as it goes.

But with very many it is merely a repression of desires that yet remain. The woman who makes no attempt to manage for her daughter-in-law, often would like to if she dared. She still longs to make her son's wife over! A further evolution is needed and is possible. The advanced woman may rise to the height where she can accept her son's choice of a wife without mental reservation, and view the seeming faults and imperfections of her daughter-in-law as indispensable in the working out of the plans of a wise Providence. Not many have yet attained to this eminence of thought and feeling.

In most mothers the instinctive

still predominates. With the instinctive mother, she who is just as nature for long generations has made mothers, it is almost without exception a sad, sad day when her son marries. If he chances to be her only child and she a widow, so that all her affection has centered in her one idol, his leaving her and taking another to share his destiny even more closely, is an event of almost tragic import. If the boy's father is living and there are other sons or daughters, her grief over his marriage is less intense, but not different in kind. Why can not the old sweet life go on and on? Why can't he wait a while? Why must he handicap himself in the very beginning of his career by assuming the burden of maintaining a wife and a home of his own?

In regard to the marriage of her daughters, a shrewd mother has a practical eye to the detrimental consequences of delay. She is inclined to follow the old adage about making hay while the sun shines. But a man loses nothing in eligibility before he is 40 or even 50—hardly then. Why this needless haste?

Besides her being unwilling that her son shall marry at all until some remote time in the future, the mother (it is the instinctive mother of course that we still are talking about) finds her cup of bitterness filled to the brim by her darling boy's choosing the wrong kind of girl, that is, the wrong kind in her estimation.

This in nine hundred ninety-nine cases out of every thousand is just what he does. Perhaps, to take his mother's view, the poor lad doesn't have the privilege of choosing. He simply is roped in by some designing little minx who is sharp enough to see how extra-desirable he is. Whether or not he exercises any volition in the matter, the wife he marries almost never is of the sort his mother would pick out.

She would select a replica of herself—some one who would cook the dishes he has been brought up on, just according to her own peerless methods; some one who would cater to his likes, and be as fondly blind to all his shortcomings as she herself is. As to money matters, who but a wife of the most thoroughgoing and conscientious frugality is worthy to have the spending of her precious boy's precious earnings? The sheltering, the protection, the coddling which was necessary for his babyhood and childhood she would like to continue herself until he is at least a middle-aged man. Being thwarted in this desire, she naturally would prefer to turn her job over to some one who would



## Grocers! Get More Space for the Same Rent

More goods stored and displayed—more sales—more profits. It's simple. Throw

away your old-time counters and install the modern

### SHERER PURE FOOD COUNTER

It uses space now wasted. Stores 30 lines within arm's reach. Displays each line behind a glass window.

Eliminates rubbish and dirt from behind the counter. Makes sales by displaying the goods attractively. Saves steps—time.

Stops waste through spoilage—by protecting goods from dust and dirt—from mice and flies. And all this means more money in your pocket.

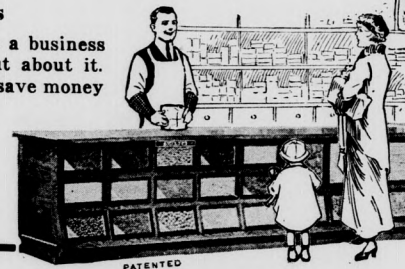
A "Shererized Store" means that your business is on the main line—with a clear track—all switches locked—and a 1916 Mogul engine driving toward success.

#### 40,000 Grocers

now use the Sherer, because it's a business getter—a profit maker. Find out about it. Our free booklet tells how it will save money for you and how you can pay us as it pays you.

Write for Booklet E.

SHERER-GILLETT CO.  
1707 S. Clark St. CHICAGO



There's a FRANKLIN CARTON SUGAR for every home use—Fine Granulated, Dainty Lumps (small cubes), Powered, and Confectioners' XXXX, in cartons of convenient weight for your customers—1 pound, 2 pounds and 5 pounds, according to grade. Therefore, it is easy for you to supply your customers with all their sugar in FRANKLIN CARTONS, which are ready to sell when you get them, saving you time and bother and preventing loss by overweight. Tell your customers that you can sell them any grade of sugar they want in Franklin Cartons.

Made from Sugar Cane—Full Weight Guaranteed

THE FRANKLIN SUGAR REFINING CO.  
Philadelphia



go on along the same lines.

But it is no replica of herself that her boy leads to the altar. It is some one entirely different, one who will insist on his taking up new ways—her ways—one who will try to "break him" of some of those dear little peculiarities of speech and action which the mother regarded with such doting fondness. As to money, the bride may even think her husband's earnings no better than any other coin, or, if not quite so inconsiderate as this, she at least is likely to spend with the recklessness of inexperience. No matter how affectionate and devoted the young wife may be, she will require largely from her husband—that is her just due. His mother's one thought is to give to him.

The day when her son marries is to the mother a day of testing. It is an occasion which shows whether she is merely the primitive mother, ruled by instinct alone, or whether the processes of evolution have gotten hold of her—whether her mind has made some real growth and advancement.

The mother who has risen above the primitive type will look on her daughter by marriage with a fair and open mind. While she can not be blind to her faults, she will be ready to discover all her points of excellence. She will freely admit that a change from accustomed ways may be just what her boy needs. And she will see that his early assumption of so heavy a responsibility as a household of his own, may be far better for his development in strength of character than the easy purposeless life that the bachelor, especially one who remains at home, is likely to lead. If her daughter-in-law is a bit extravagant, the advanced mother-in-law will reason that the man who has to meet heavy living expenses often is spurred thereby to greater activity, and succeeds better in the long run than the one with a too-economical helpmeet. Or if things do not work out in that way, to be poor in pocketbook may be best for the soul.

Already there are women who are counteracting their instinctive prejudices by this kind of wisdom and high philosophy. They are truly large of soul and the worthy pioneers of the greater and better type of mother-in-law. Quillo.

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

Port Huron, May 8—An unusual increase in immigration from Canada is reported by the customs officials here. This is on account of the advanced cost of living on the other side caused by the war. It is said that an average of about ten families a week are crossing over at this point.

At the Progressive county convention on May 2 only five members answered to the roll call as delegates. The only formal business which was carried out was the selection of delegates to the State convention. There was no spell-binding, no selection of chairman and no organization of committees.

The Grocers' and Butchers' Association held a dance and card party Tuesday evening, May 2, at Eagle hall, following the regular business meeting. At the business meeting a proposition of organizing a State in-

surance company for the grocers and butchers was discussed. A large attendance and a very enjoyable evening was reported.

Pine Grove park has taken on an added attraction by the completion of the fine cement breakwater along the river. An iron railing guards the top of the cement wall, which is wide enough for a walk. At short intervals large electric lights are arranged on posts. The ground has been filled in and leveled off even with the top of the wall and extending back to the terrace.

The St. Clair County Club held its first business meeting of the season on the evening of May 2 at the Harrington Hotel. It was decided to have an automobile parade on June 10. All members of the Club are entitled to compete in this parade. A loving cup will be given as a prize to the one who has the most artistically decorated car. Other matters were discussed, especially regarding automobile traffic in the city. Information for tourists will be prepared respecting routes through this section and in Canada.

Two more fine residences are being constructed on South Military street. James J. Haynes is breaking ground for his house on the corner of Military and Bancroft street and his mother, Mrs. Frank J. Haynes, has started work on a home to be built at the corner of Division and Military. These two fine homes are going to add greatly to the attractiveness of this street.

City Commissioner Green is now busy with a large force of men dressing up the city parks for the season. Pine Grove park is now receiving its annual spring cleaning up. Mr. Green has advised the construction of a cement sidewalk through Lakeside park to connect with the Huronia and Holland beach walks.

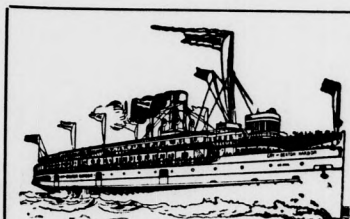
The physicians of the city have signed a petition to be presented to the City Commissioner, asking that more care be taken in preserving the sanitary condition of the streets of the city by seeing that the dust and dirt are promptly removed.

Dr. Loy Weston, of Blissfield, has taken over the dental practice of Dr. F. E. Sharpe and will move to this city at once.

The R. S. and J. D. Patterson Co., jeweler, has rented the store formerly occupied by Mrs. Sovereign on Huron avenue.

Word has been received from Washington that Senator Smith has succeeded in securing an amendment to the rivers and harbor bill, providing for the completion of a new channel twenty one feet deep and four hundred feet wide along the Port Huron water front. Observer.

Floormen should be alert and should give almost undivided attention to customers. Customers and attention to the wants of customers should be the floorman's first thought.

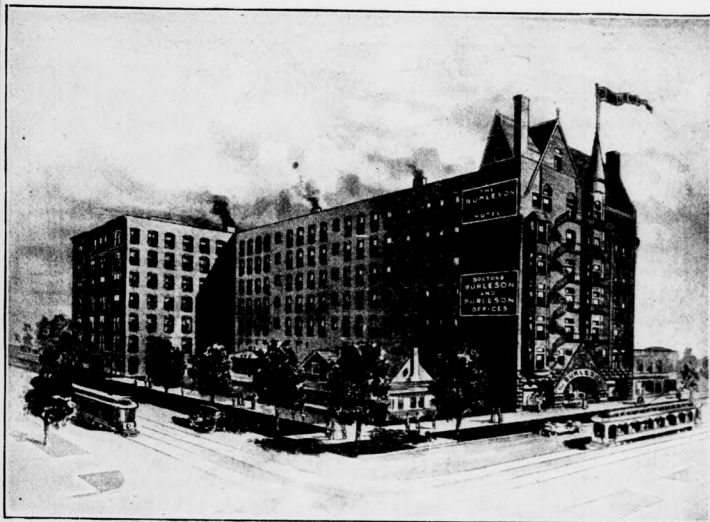


**CHICAGO BOATS**

Graham & Morton Line

Every Night

**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 WHATSOEVER 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.

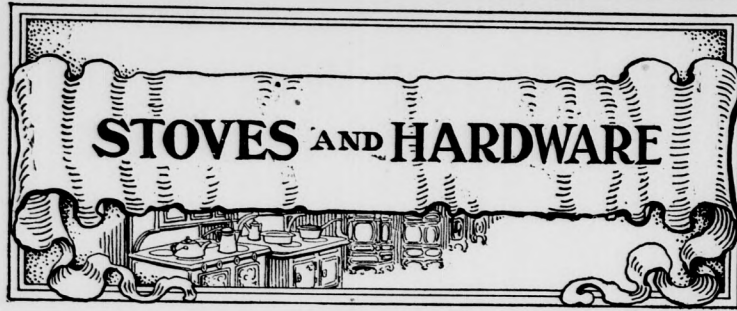
We are not extensive advertisers as we depend almost wholly upon the gratitude of the thousands whom we have cured for our advertising. You may never see our ad again so you better write for our book today before you lose our address.

**DRS BURLESON & BURLESON**

RECTAL SPECIALISTS

150 East Fulton St.

GRAND RAPIDS, MICH.



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

### Hustling to Secure the Sporting Goods Trade.

Written for the Tradesman.

Baseball is once more with us, the big league games are under way, and if the city, town or village league hasn't been organized yet, the annual re-organization is at least in process. All this means, that the hardware dealer who started tentatively to reach out for the sporting goods trade a month or six weeks ago, is beginning to reap his little harvest.

Success with sporting goods depends a great deal upon the methods employed by the dealer, and the spirit in which he takes up this particular side-line. On the one hand, business methods are essential. On the other hand, a sheer, selfish commercialism is fatal. The dealer must be business-like; but he must inject into his methods that spirit of healthy enthusiasm which is characteristic of all true sport.

This is a point which must always be recognized; that the sportsman is an enthusiast. Furthermore, enthusiasts are impatient. That is one of the outstanding difficulties of the business. The sportsman doesn't like to wait for the goods he wants, and he doesn't look very far ahead. A fisherman, for example, is invited to join a friend for a fishing trip day after to-morrow. He glances over his tackle. He finds that he needs a new rod, new flies, etc. Instantly he is rushing after the merchant who usually sells him these lines. If the goods are not in stock, the sportsman mentally berates the dealer, goes elsewhere, gets what he wants in some other store—and probably will continue to deal with that store until a like mishap occurs there.

This means that extraordinary care must be taken in selecting the stock. The stock must not be allowed to become depleted. Yet on the other hand there is probably no line where the merchant must guard himself so carefully against an overstock. Enthusiasms pass; and what may be in demand to-day may be an absolute drug on the market a year hence.

This all means that the dealer must keep closely in touch with his stock. He can't afford to order at the beginning of the season with a view to buying sufficient to carry him through the entire season. He must look over his various lines at frequent intervals, get an idea of the trend of his

sales, re-order promptly to prevent shortage, and push energetically when certain lines show indications of lagging in the store.

For the dealer just taking on these lines, it is probably well to go cautiously. Nevertheless, caution in buying should be accompanied by aggressiveness in selling. One hardware merchant some years ago took on a few lines of sporting goods in a very cautious way, rather anticipating that the new department might fall flat. He liked sports, however, and once he had the goods in stock, determined to push them aggressively. He ran the best windows he could with the limited stock carried, and gave the department a prominent place in the store arrangements. He got into touch with the various local clubs, kept track of new clubs being formed, and made it a point to put his store at the disposal of such organizations for their meetings, and to get personally in touch with the officers. Today the sporting goods department is the big thing in that particular business; that store is the recognized center of the sporting element of the community.

Of course, in this instance natural interest in and liking for sports enabled the merchant to put a thoroughgoing enthusiasm into his selling methods. The merchant who has no liking for sports—the merchant who regards athletics as a sheer waste of time—had best keep out of the business. Even with the best of intentions he is apt when selling to cast a damper on the enthusiasm of his customers. The enthusiastic dealer is a magnet for the enthusiastic sportsman. The dealer who has at best merely a simulated enthusiasm—who is in the business just for the money that is in it and who really has little liking for sport—hasn't the same capacity for pulling trade.

As a matter of fact, there are very few healthy men who aren't at bottom interested in the element of struggle and contest which is the fundamental of sports of all kinds. The merchant may imagine all such interest is dead within him—that he's too old to care for anything in athletics (except the big league games)—but in the vast majority of cases this lack of interest is more apparent than real. It will pay such a merchant to get interested, even if the immediate center of interest is merely a village league game on a corner lot. A man can stick too close to business. Not merely interest in, but participation in, healthy athletics is the remedy needed by many an overworked and brain-fagged business man.

A good way to show interest is by participating in the work of the various local clubs. Most communities already have certain organizations along this line. Where baseball, football, lacrosse, trap shooting or other games are established, the merchant is going to get his share of the incidental trade; but he can identify himself with these organizations by getting personally in touch with the officers, securing membership or offering a prize, and, if he has time, actively participating. One of the most successful hardware dealers in my town—a man you would think too busy to bother with outside interests—has served times without number as umpire of all sorts of local baseball contests. And he hasn't been killed yet; which indicates there are umpires—and umpires! He has a pretty good pitching arm, too, and can make a home run while other chaps are reaching second base.

The wide-awake dealer, however, will give some attention to the encouragement of the less popular sports, and to the development of new organizations with wider activities. For instance, the small town may have two or three existing baseball organizations. Why not organize more clubs, say four or six clubs in all, and have a town league? The merchant can offer a trophy to the pennant-winners. There is always a healthy interest in baseball; but form a league where there were only isolated clubs before and you increase the normal interest tenfold. Every vacant lot will have its juvenile league.

This, of course, is along the line of wider activities for existing organizations. There are the less popular sports—lawn tennis, cricket, golf. These are all, in this country, participants' games rather than spectators' games. The interest in them lies, not in watching, but in playing—and this means, that the possibility of getting them started in a community does not depend upon the chance of getting an audience. Every game has its enthusiasts. The hardware dealer who can spot one or two tennis enthusiasts in town, make himself a third, and dig up enough supporters to form a club, is the kind of a dealer who will make two blades of grass grow in the sporting goods field where none grew before.

To make the store a sporting goods center it is important for the merchant to make himself an authority. The more he knows about sports, the more likely he is to be consulted on all disputed questions. Have a little library of authoritative works on all sports; keep the rules and other information on file; and put your services at the disposal of every enthusiast. Often big organizations are developed from small beginnings. A few years ago in a certain small city about a dozen men got together and formed a lawn bowling club. They were laughed at for playing marbles. To-day the club has a membership of several hundred. Nobody laughs; all the representative men of the community are in it.

Victor Lauriston.

### AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

203-207 Powers' Theatre Bldg., Grand Rapids, Mich.

### We Want Correspondence

With parties contemplating Steam or Water Heating. A forty years experience means intelligent construction. In a school heating way over three hundred rooms is our record.

The Weatherly Company  
 218 Pearl Street. 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

## Foster, Stevens & Co.

### Wholesale Hardware

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

Grand Rapids, Mich.



# The VanDervoort Hardware Co.

**WHOLESALE HARDWARE AUTO and FACTORY SUPPLIES**

We offer the following goods that come to us in a bankrupt stock recently purchased, and that we must clean out quick. Everything is in first-class condition and brand new, unless otherwise stated.

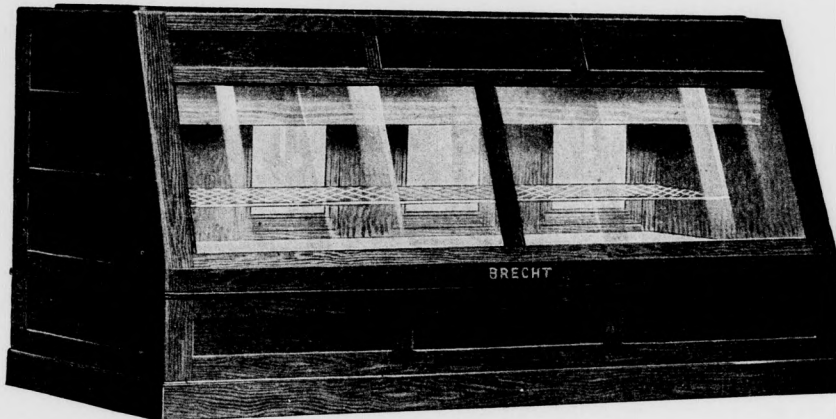
Terms: Net cash on receipt and examination of goods. If not satisfactory, you can return at our expense; keeping three days constitutes an acceptance. Order quick and mention Tradesman Offer No. 3. Look up other offers in this paper in April and watch this space next week.

- 200 6½ ft. Carbo Steel Fence Posts ..... \$ .24
- 6 Sets Carbo Corner Posts ..... 3.00
- 1 12 in. No. 44 Wired Sulky Plow ..... 15.00
- 1 Thomas 1-horse Corn Drill ..... 4.75
- 100 Keasey Wood Split Pulleys, Good Assortment ..... 75 off
- 12 Black Ford Bumpers ..... 2.90
- 1 Iron Safe 44 in. High, 30 in. Wide, 26 in. Deep, in first-class condition ..... 40.00
- 1 Light Reo Auto Truck with good tires and engine, in running order ..... 95.00
- 1,000 ft. 5/8 in. Swede's Cable (good Second Hand) ..... .02½
- 200 ft. 1 inch Galvanized Rope ..... .06
- 500 ft. Standard Copper Lightning Rod Cable ..... .09
- 100 4 ft. Copper Lightning Rod Tubes, Each ..... .25
- 10 Horse Vanes ..... .50
- 12½ lb. Steel Kegs Pure St. Louis White Lead, Each ..... 1.19
- 100 lb. Steel Keg Dry Painters Priming White, Each ..... 3.95
- 5-Year Guarantee Pure Mixed Outside White Paint, Per Gallon ..... 1.19
- Barrel Lots Chattanooga Mineral Red Dry, Per 100 lbs. .... .90
- Any Quantity Yellow Ochre, White Ochre, Whiting, lbs. .... .01½
- No. 1 Interior Varnish 98c; No. 1 Floor, \$1.29; High Grade ..... 1.50
- Good Prepared Roofing 1-ply, 70c; 2-ply, 90c; 3-ply ..... 1.10
- Gallon Can Roof Coating, 25c; Black Iron Paint, 30c; Asphaltum 80 and 100 lb. Drums, Best Sweeping Compound, per lb. .... .01½
- Best Floor Oil, 1-gal., 30c; 5-gal., \$1.25; 10-gal. .... 2.25
- Steel Crow & Pinch Bars, 10 to 32 lbs., per lb. .... .03
- ¾ in. and 1 in. Jute Rope, per lb. .... .06
- Lime Sulphur Solution, 50 gal. bbls., 12c per gal.; ½ bbl., 15c; 10-gal. cans, 22c; 5-gal. cans, 25c; 1-gal. cans, 30c. No charge for packages.
- Dry Soluble Sulphur Comp., 100 lb. Steel Drums, \$6.00; 10 lb. Cans .80
- Fish Oil Soap, 9c pound; Rose Nicotine doz. .... 2.00

Successors to { **Van The Tool Man,**  
**A. T. Vandervoort & Sons** } **Lansing, Mich.**  
**The Factory Supply Co.**

- Paste Arsenate of Lead, 100 lb. Kegs, 9c; 50 lb., 9½c; 25 lb., 10c; 10 lb., 12c; 2 lb., 13c; 1 lb. .... .15
- Pure Pine Tar, Gallon Cans, 40c; Quart Cans ..... .15
- 6,000 Mixed Carriage Bolts, per C. .... .90
- 1,000 Mixed Plow Bolts, per C. .... 1.00
- 4,000 Mixed Machine Bolts, per C. .... 1.00
- G2 Gale, 99 Oliver Slip Share, No. 3 Imperial Plow Points ..... .20
- Cultivator Points ..... .20
- Little Willie Gale, American 1½ Bean, 3 in. Gale Round Shank, 6, 8 and 10 in. Thistle Sweeps ..... .10
- 75 Spring Tooth Points ..... .05
- 146 ft. Goshen Steel Car Track ..... .09
- 40 ft. Louden Steel Car Track ..... .09
- 10 ft. Steel Litter Carrier Track ..... .08
- 200 ft. Hillsdale Safety Track ..... .05
- 200 Mower and Binder Guards ..... .10
- 10 lb. Packages Assorted Section Rivets for ..... .25
- 50 Frost Queen Cream Coolers ..... .10
- Square Galvanized Tanks with Inside Cans to draw off at bottom, 5-gallon, \$1.50; 8-gallon, \$1.75; 10-gallon ..... 1.95
- 3 x 10 Cast Cylinders ..... .98
- 50 2 in. Breamer Plunger Valves ..... .29
- 60 Sink Connections, 1¼ inch ..... .12
- 8-Pump Jack with Sub-Base ..... 3.33
- 2 Barrel Spray Pumps ..... 4.50
- 1 Iron Age Low Down Barrel Spray Pump ..... 13.00
- 600 lb. Cast Washers, 5/8 to 1¼ in. per lb. .... .02½
- 6,000 ft. Std. Sizes, Chain Belt, 25 to 72 ..... 60 off
- 10 pair Bolster Springs, 1,000 to 5,000 lbs. .... 50 off
- Heavy Double Tree Woods ..... .20
- Wagon Single Tree Woods ..... .10
- Plow Single Trees Ironed ..... .20
- 5/8, ¾, 7/8, 1½, 1 3-6, 1¾, and 1½ in Round Iron ..... .02¾
- 5-16 x 3½, 3/8 x 2, 5/8 x 1¾ Bar Iron ..... .02½
- 2 Cord Wood Saw Rigs ..... 10.00
- 6 Cast Stone Boat Noses \$1.95; 3 Kegs 16 Cut Nails ..... 2.00
- 3 Shovel Boards ..... 1.00
- 25 2, 4, 6 and 8 ft. Galvanized Hog Troughs, per foot ..... .29
- 1 8 ft. Double Wagon Box, 38 in. Wide ..... 4.75
- 100 Round Bottom Red Galvanized Fire Pails ..... .33

VAN DERVOORT HARDWARE CO., LANSING, MICHIGAN



The Modern Method



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

**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.

10 feet long  
3 feet deep  
4½ feet high  
Keeps fresh meat fresh  
40 degrees temperature or lower as wanted  
Freeze if you choose

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

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.



**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, Traver-  
 erse 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.

#### Wafted Down From Grand Traverse Bay.

Traverse City, May 8—Mrs. Philip Freeman left Traverse City Friday for Milwaukee and Chicago to spend a couple of weeks with friends and relatives.

Carl Moody has purchased the grocery store of Louis Morse, at Kingsley. Mr. Morse had fitted the store with all modern conveniences recently and had one of the up-to-date groceries of Northern Michigan. Mr. Moody is well and very favorably known in Kingsley, having been engaged several years in the produce business, which has given him an acquaintance with the farmers as well as the town people. This, with his reputation for honest dealing, will contribute to his success in the grocery business.

You have all heard of the fellow who tried to get his horse to work without eating and when he got it to eat two spears of hay a day it up and died. Well that is just what Charlie Van Riper thought about gasoline—that he could mix water with the gasoline and, when the car got used to it, it would run on all water. Well, he kept adding water and while the car kicked some, by hard work he kept it going until he got to Mancelona and there it died. Ask Charlie just what percentage water he was using.

Bill Hawker, the red-faced conductor of the Pere Marquette, is having the time of his life in several ways while spending a few days vacation at the Orient Hotel, at Ellsworth, doing some trout fishing. The town people at Ellsworth had a fish banquet Tuesday night, and some one piped it off to the toastmaster that while Bill was not much of a trout fisher, he was some after dinner speaker, so Bill was put on the programme. Bill always likes to look real neat, and as the barber was out of town he had to shave his own face, so Mr. Van Skiver, the hotel proprietor, loaned Bill his safety. Well, we all felt sorry for him. You could hear his groans clear across the street. He lost about a quart of good rich blood and had to call the doctor to sew up one or two places, and he looked as if he had been pushed through a barbed wire fence; but when he got fixed up, he gave the people of Ellsworth a speech which was well received and appreciated by all.

W. R. Foote, proprietor of the West

side grocery at Traverse City, is an example of what can be done by hard work and strict attention to business together with honest and courteous treatment of customers. A few years ago, on account of carrying too much stock for his capital, he was forced to place a mortgage on his stock of \$3,000. With a store located as this one is it would have scared some men to death, but not Mr. Foote. He went at the business harder than ever and little by little the mortgage was cut down until two weeks ago he paid up the last note and got the discharge, and to-day has one of the nicest groceries in Traverse City, the stock free from incumbrance and a working capital to discount his bills.

The Chamber of Commerce is looking up the room question for the convention and finds we can take care of 1,000 people nicely, outside of the two leading hotels, so don't any one stay at home for fear you will not find a place to sleep. We will be able to take care of 2,000 people and you will not have to sleep on the hay scales either. Mr. Charles, the Secretary, says there will be at least 150 floats in the parade outside of the U. C. T. We are sure going to have a good time and hope to see the largest convention we have ever held. Come along, boys, and bring your wives with you. Traverse City has the most and best cafes of any city in the State of anywhere near her size and we will have you registered and assigned a room in twenty minutes after you arrive.

Every one is talking trout fishing now. J. N. Martinek seems to have the record this season so far. May 1 he caught nineteen speckled trout which weighed dressed fifteen pounds.  
 F. W. Wilson.



#### HOTEL CODY

EUROPEAN  
 GRAND RAPIDS, MICH.

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

#### FREE HOTEL SITE

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

#### Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

#### 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

#### Hotel Charlevoix

Detroit

#### EUROPEAN PLAN

Absolutely Fire Proof

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

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

#### Hotel 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

#### The Hotel Geib

Eaton Rapids, Mich.  
 L. F. GEIB, Propr.

#### AMERICAN PLAN

Artesian Water Steam Heat

\$2 Per Day

Sample Room in Connection

#### Hotel Phelps

Greenville, Mich.

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

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

#### Park Place Hotel

Traverse City, Mich.

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

All outside Rooms.

America's plan.

W. O. HOLDEN, Mgr.

Bell



System

Progress is attained by leaving old and beaten paths and cutting new roads through to the goal, Success.

The rapidity of progress is increased by the use of shorter, smoother, broader channels of communication, and later, newer and more efficient means and methods of dealing with the questions that arise daily in the world's work.

#### The Telephone Service of the Bell System

furnishes the shortest cut in time, supplemented by the most approved apparatus and a perfectly trained operating corps. It is adapted to every condition and problem of life and within the reach of all.

Public Stations everywhere, Local and Long Distance.

"Don't Walk—Talk"

At the Sign of the Blue Bell

Michigan State Telephone Company



## DETROIT DETONATIONS.

## Cogent Criticisms From Michigan's Metropolis.

Detroit, May 8—Learn one thing each week about Detroit: One of the largest chair factories in the world is located in Detroit.

H. L. Proper, formerly in charge of the mercantile department of the R. G. Peters Salt & Lumber Co. of East Lake, now special representative for Burnham, Stoepel & Co., with headquarters in Grand Rapids, was in Detroit for a few days this week.

The Kaiser-Blair Co., clothiers, have moved into their new building at 236 Woodward avenue. The interior arrangements are said to be among the finest in the country.

It is high time traveling men's organizations in this State awoke to the fact that they are dragging the profession into a class known as pickers by their persistency in disposing of raffle tickets to the public. When an organization made up of a class of men reputed, as the traveling salesmen are, the largest wage earners in the country, per capita, find it necessary to resort to outside methods of raising money to supply their lodge needs, it is time that organization disbanded. The writer has witnessed traveling men actually forcing tickets which sell for \$1 on unwilling customers who were either compelled to buy through fear of a business loss or because they were too weak to refuse. At the present time there are no less than two and probably four societies being represented by what are beginning to look as men fully competent to membership in the Society of Pests. This old fashioned method of raising money is actually bringing one of the greatest traveling men's organizations into disrepute with travelers who are not members and retail merchants. The impression gained, to say the least, can not be a pleasant one to these men who must wonder at the continual necessity of selling raffle tickets. When it is known that but one ticket in several thousand contains a winning number, we might more correctly say selling "nothing." Likewise to many, according to remarks overheard by the writer, the selling of the hundreds of worthless bits of pasteboard to those who are compelled to depend on the traveling fraternity for their livelihood, giving full measure for the money they receive, is looked on by them as pure unadulterated graft. When the Grand Council of the U. C. T. meets in Traverse City next month this is one subject that could be profitably discussed and some action taken.

The laundry workers met in Detroit last week and formed an organization. This is one labor organization which should come out with clean skirts.

A. J. Lassaline has opened a confectionery store at the corner of Jefferson and Continental avenues.

Charles C. Schneider, for a number of years representative for the Pittsburgh Lamp, Brass & Glass Co., is now listed with the manufacturers' agents of this city. Besides retaining the Pittsburgh line, Mr. Schneider handles the line of A. H. Marshall metal fixtures and Monocoil toy motors. He has opened offices at 329 Broadway Market building and is greatly pleased with results to date.

Heading in a Detroit Sunday paper reads: "Clean-up Day Set For May 15." Wrong again. Clean-up day really started in Detroit, May 1, when seventy-three saloons were eliminated.

Walter Liebelt, formerly in business in Highland Park, has opened a bakery at 2501 Jefferson avenue, East.

The Pennsylvania System has signs posted in G. R. & I. depots announcing the road is seventy years old this month. This will prove surprising

news to the general traveling public who supposed that most of the G. R. & I. coaches were much older than that.

The Detroit Tractor Co. has leased the building formerly occupied by the Kosmath Co., at 1504 Fort street, West.

Glen Begole, who has been representing Burnham, Stoepel & Co., for some time as special salesman, has been appointed general salesman and will cover the territory in Southern Michigan formerly looked after by Arthur Clarke, who resigned to engage in the motor truck business. Mr. Begole made many friends during his travels who will be pleased to hear of his new appointment, but will regret that his trips will not include the entire State.

Mrs. J. Kotcher has engaged in the dry goods and furnishings goods business on Kercheval avenue, Fairview.

The Commercial and Trojan laundries have consolidated and F. S. Burgess has been elected Vice-President and General Manager. The merger makes this the largest laundry in Michigan. Both plants adjoined at the corner of Woodward and Palmer avenues.

William J. Lamb, manager of the Detroit branch of the Fisk Tire & Rubber Co., is convalescing, following an operation at Harper hospital last week.

That the boom in Detroit consists of more than mere talk was attested Sunday when the Free Press carried approximately twenty-one columns of "Male Help Wanted."

The twelve-story building erected for the Peoples Outfitting Co., at Michigan and Shelby, is completed and the house will hold a formal opening Thursday. This is said to be one of the largest house furnishing stores in the country.

If some of the travelers used the same energy selling goods for their firms that they use in disposing of raffle tickets for their lodges, they would with impunity spell their title of salesman with a capital "S."

Despite the apparent lethargic condition of the publicity committee of Traverse City Council, preparations for the entertainment of the visitors to the Grand Council meeting to be held in that city June 1, 2 and 3, are nearly completed. Ample room has been arranged to care for the expected crowds. U. C. T. politics throughout the State are beginning to seethe and, with the prospect of electing one of the three announced candidates, the delegates have no mean task to face. Never in years has there been such high grade material from which to select a member for the office of Grand Sentinel. Muskegon has yet to have the honor of having a member of its Council elected to the Grand Council and with a man of the caliber of A. W. Stevenson they should stand a good chance of landing the plum. Lansing has been represented in the Grand Council, but not for the past few years or since the retirement from the Executive Committee of James F. Hammell. H. D. Bullen their avowed candidate, has hosts of friends in the State who may be influential in bringing about his election. That he has the ability to fill the offices all of these friends know. The same thing said of Mr. Bullen applies to Mr. Ranney, of Saginaw. Saginaw, however, was represented recently in the Grand Council. There is no question in the minds of those on the inside that there will be a pretty three cornered fight and a very close one. The rank and file of the organization in the State will be satisfied with any of the three candidates. It is hoped the question of changing the date for the convention, which will undoubtedly be held in Detroit in 1917, so as not to conflict with the State convention of the Elks, as has been the

case for the past three or four years, will be taken care of. Hundreds of traveling salesmen belong to both organizations and would be pleased to attend both conventions. Those deciding on the Elks convention materially lessen the U. C. T. attendance. A more ideal place for a convention could not be found than Traverse City and its environs and those who miss the trip will undoubtedly have cause for regrets when they hear from those who do attend.

The Tradesman last week printed a story of a cow belonging to a North Carolina man which ate \$300 in bills which the farmer had hidden in a barn. One consolation that man can have is that whatever happens to the beef market there will be money in his cow.

Fire in the building at 226 Jefferson avenue, East, caused damage approximating \$20,000 on April 28. The building was occupied by the Acme Tire & Repair Co. and Andrew Dutton Co., upholsterers. The stock of the Ohio Rubber Co., in the adjoining building, was damaged by smoke and water.

Again the Missus was asked if we were still on the road. She answered we were, but never heard of our being still.

John Kay, of the firm of Grainger-Hannan-Kay Co., who has been seriously ill, is again able to be about.

Arthur Davenport, well known in Michigan, having traveled for a number of years and the past year salesman for Edson, Moore & Co., has resigned to engage in the real estate business.

George R. Ferguson, who has traveled for the past thirty years, the last ten years for the C. Elliot Co. and National Grocer Co., has forsaken the road to engage in the real estate business. In spite of the fact that Mr. Ferguson has traveled for thirty years, it would be difficult for him to convince a stranger of that fact, because of the care he has used in hanging on to youth. That the general George will be missed by traveling men and trade alike is a foregone conclusion, as few have made and retained as many loyal friends. He has affiliated himself with the Leinbach, Humphrey Co., 409-410 James Holden block. Neil B. Morse succeeds Mr. Ferguson on the road.

The Strand hotel, 230 rooms, has been completed and will soon be opened to the public. The building is located on Sibley street, near Woodward avenue.

The trouble with some merchants is they spend so much time studying efficiency that they overlook the business.

Members of the Buffalo Chamber of Commerce will be entertained by the Detroit Board of Commerce when they arrive June 16 during a lake cruise.

Newspapers are giving space to the fact that Uncle Sam's soliders in Mexico are in need of many necessities and some luxuries and call for donations. Is it any wonder that enlistments are so slow?

The Turner-Moore Manufacturing Co., machinist, 54 Champlain street, is erecting a new factory on Vanilla avenue, near Jefferson.

Perhaps some of the battling countries in Europe are on their last legs, which may explain why the President has to stand for them.

The Board of Commerce cruise will start from Detroit June 8 and will be made to Grand Island, returning June 13.

Klein & Kemter, men's furnishing goods dealers at 2589 Jefferson avenue, East, will open another store at the corner of Jefferson and Coplin avenues about May 15. The firm operate under the style of K. & K.

The C. A. Strelinger Co., corner Bates and Congress streets, dealer in machinery and supplies, is erecting

a six-story building on Bates street.

Dr. William S. Sayres, who died in this city last week, was known and loved by hosts of traveling salesmen. For the past few years he has acted as chaplain of the Veteran Travelers Association and officiated at the last meeting of the organization, held in this city last December. The world is better for his having lived in it and his friends, the traveling men, heard with deep regret of his passing.

Mrs. Henry Thornhill, dry goods merchant of Milford, was in Detroit on a business trip this week.

C. S. McDuffie, formerly engaged in the dry goods business at 1337 Grand River avenue, is again making preparations to engage in the same business at 1216-1218 Hamilton boulevard and expects to open by June 1.

A. Wegener & Sons are building a new factory building at Riopelle and Chestnut streets. The firm conduct a soda water and bottle works.

Hughes & Hatcher, clothiers and haberdashers, Woodward avenue and Montcalm street, have planned a handsome new building on their present site, construction to begin July 1. The store will have a frontage of 50 feet and a depth of 80 feet and will be eight stories high.

A person doesn't necessarily need to be fat to have plenty of cheek.

The Royal Valley Coffee Co. is now located in the new four-story building at 138 West Larned street.

"Beer," reads a story in a daily paper, "is now being sold in tablets." Beer, we pause to remark, has also been responsible for the raising of many tablets—in several and various cemeteries.

The R. C. Mahon Co., sheet metal and roofing contractor, has removed from its former quarters to new quarters at St. Aubin avenue and East Grand boulevard.

Billy Sunday is coming to Detroit to save our souls at \$8 per soul.

At least we should find several new slang words to add to our collection.

In one respect Villa reminds us of the old fashioned bitter medicine mother used to ram down our esophagus—both are difficult to take.

James M. Goldstein.

## Reattoir Creates Quite a Furor.

Chicago, May 9—Charles W. Reattoir, representing the G. J. Johnson Cigar Co., of Grand Rapids, has just been given a ford delivery car advertising the Dutch Master and since the arrival of said bug he has caused no end of trouble to Chicago traffic police. Something must be wrong when the police will chase him off Jackson Boulevard. The court of last resort in advertising is reached by this Reattoir when he stalls his motor on a busy street, thereby blocking traffic in all directions. Very naturally, everybody wonders what has caused the mix up and, upon looking ahead, they find Reattoir with his Dutch Masters holding a conference at the intersection of the streets. That's right! Get the people to talk about you and you will be well advertised. Ed. Bromlette.

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

Buffalo, May 10—Creamery butter, extras, 30c; first, 28@29c; common, 26@27c; dairy, common to choice 25@27c; poor to common, all kinds, 20@24c.

Cheese—No. 1 new, 16½@17c; fair, 15½@16c.

Eggs—Choice, new laid, 22c; fancy, 23@24c.

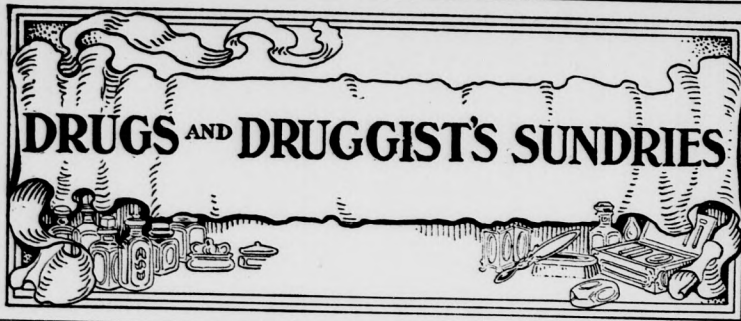
Poultry (live)—Fowls, 19@20c; roosters, 18@20c; old cox, 14c.

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@1.15 per bu.

Rea & Witzig.

And a lot of people would rather believe a lie than the nude truth.



**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.

**Formulas For Hair Oils and Pomades.**

Hair oil may be prepared from any of the bland, fixed, non-drying oils such as olive, mustard, benne, rapeseed or peanut oil, also from liquid petrolatum (paraffin oil), or from a mixture of castor oil and alcohol. These mixtures must be rendered pleasantly odorous by the addition of suitable perfume. Frequently hair oil is colored red by the use of alkanet root or its coloring constituent, alkanin. It may be colored yellow by means of curcuma or brownish with annatto. Hair oil in its usual yellow condition is frequently dispensed under the name "bear's oil;" if colored red it is often known as "rose oil." Any of the preparations mentioned below may be colored as described above or they may be left uncolored. They may also be perfumed in any desired manner.

1. Castor Oil ..... 4 ozs.  
 Alcohol ..... 26 ozs.  
 Tincture of Cantharides 2 ozs.  
 Oil of Lavender Flowers 1 dr.  
 Oil of Clove ..... 2 drs.  
 Oil of Rosemary ..... 1 dr.  
 Oil of Bergamot ..... 4 drs.  
 Alkanet Root, powder .. 2 drs.

Mix the oils in a bottle; put the alkanet root on a filter or pack in a funnel and percolate the alcohol through it; mix this percolate with the oily mixture and add the cantharides tincture. The alkanet may be omitted.

2. Paraffin Oil ..... 32 ozs.  
 Alkanet Root ..... 1/2 oz.  
 Oil of Bergamot ..... 1 dr.  
 Oil of Clove ..... 15 dps.  
 Oil of Rose ..... 2 dps.

Digest the paraffin oil with the alkanet root, strain and add the volatile oils.

3. Olive Oil ..... 32 ozs.  
 Alkanet Root ..... 2 ozs.  
 Alkannin ..... 75 grs.  
 Oil of Lemon ..... 30 dps.  
 Oil of Cinnamon ..... 20 dps.  
 Oil of Clove ..... 20 dps.  
 Oil of Rose ..... 10 dps.

Digest the olive oil with the alkanin, strain, allow to cool and add the volatile oils. Other cheaper vegetable oils may be substituted for the olive oil.

**Hair Pomades.**

These preparations are made with various substances such as lard, beef marrow, cocoa butter, wax, cocoanut oil, petrolatum, ceresin, wool-fat, castor oil, olive oil, cottonseed oil, etc. To obtain a good product the various fatty ingredients must be in perfectly fresh condition. Most of the hair pomades as now made consist of petrolatum, this being so very cheap.

1. Yellow Wax ..... 4 ozs.  
 Cottonseed Oil ..... 20 ozs.  
 Lard ..... 5 ozs.

Mix by fusion, stir until cold, incorporating perfume with the mixture during cooling.

2. Yellow Wax ..... 2 ozs.  
 Benzoinated Lard ..... 3 ozs.  
 Castor Oil ..... 6 ozs.  
 Sweet Almond Oil ..... 1 oz.  
 Olive Oil ..... 4 ozs.

Melt the wax at a gentle heat, add the oils and lard, stir until all is melted, allow to cool, stirring constantly until hard. While it is cooling any desired perfume may be incorporated.

**Why Drink Soda Water?**

A great many fountain owners are laboring under the false impression that when a person comes to a fountain and calls for his favorite beverage that his only idea is to slake his thirst. It, however, requires no great exertion of one's mental faculties to discover that if this were the only desire of the customer that a glass a good cold water would accomplish the purpose and without expense. I will admit that it so happens, on a hot summer day, that a person is frequently thirsty in a strange place and not knowing just where they can obtain water will go to a fountain, and if they haven't nerve enough to ask for a drink of water, will order a drink, but if we were to depend upon this class for the maintenance of our fountains we should soon be obliged to close them.

There must be another purpose then which causes people to patronize the fountains, and the reason is not hard to discover, for it is self-evident that the desire to quench one's thirst is supplemented by a desire to satisfy their taste as well, and water alone will not do this; therefore, one goes to a soda fountain for phosphate, a sundae served with a glass of water or one of the many other things offered.

But let us consider this desire to satisfy one's taste a little further for

it plays an important part in finding the factors of our problem. On the whole, people are selfish and there is a natural desire to satisfy self. The human system requires moisture and can handle even more than it requires, and when we discover that the fountain products give us pleasure by satisfying our taste it is an easy thing to acquire the soda water habit. We are all creatures of habit and the man who makes a success of his fountain is therefore the one who can get people into the habit of patronizing his fountain to satisfy a desire for soda water, etc.  
 E. S. White.

People who are never in a hurry to begin believe in the theory that it's never too late to mend.

Use Half as Much  
**Champion Motor Oil**  
 as of other Oil  
 GRAND RAPIDS OIL CO.

**UNIVERSAL CLEANER**

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

*Malt and Hop Tonic*

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



For Sale by all Wholesale Druggists

**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

**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

**Citizens Telephone Service**

**SPEAKS FOR ITSELF**

**14,983**

Telephones in the Grand Rapids Exchange, an increase of over 1,000 in the last six months.

We Want You

You Need Us

**Citizens Telephone Company**

Call Contract Dept. 4416





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 CIGARS



Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers

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

WHOLESALE DRUG PRICE CURRENT

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

Table listing various drugs and their prices, categorized by Acids, Ammonia, Balsams, Berries, Barks, Extracts, Flowers, Gums, Leaves, Oils, Potassium, Roots, Seeds, Tinctures, and Paints.

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

Twine, Caraway Seed, Paper, Clay Pipes

DECLINED

Cheese, Flour

Index to Markets

By Columns

Table listing market categories from A to Y with corresponding prices and quantities.

Main table containing various grocery items like Ammonia, Axle Grease, Baked Beans, etc., with their respective prices and quantities.

Additional table listing items like McLaughlin's XXXX, Peanuts, Crackers, and other specialty goods with their prices.



6

Table containing various goods and their prices under category 6, including items like Sugar Fingers, Butter, Soda, Flour and Feed, Dried Fruits, and Milk products.

7

Table containing various goods and their prices under category 7, including items like Winter Wheat, Flour and Feed, Dried Fruits, and various oils and specialties.

8

Table containing various goods and their prices under category 8, including items like Tallow, Wool, Horse Radish, Maple Syrup, and various oils and specialties.

9

Table containing various goods and their prices under category 9, including items like Smoked Meats, Sausages, Canned Beef, and various oils and specialties.

10

Table containing various goods and their prices under category 10, including items like Mackerel, Lake Herring, Seeds, and various oils and specialties.

11

Table containing various goods and their prices under category 11, including items like Celery, English Breakfast, Tobacco, and various oils and specialties.



SPECIAL PRICE CURRENT

12

13

14

Smoking

Table of prices for various smoking items including cigars, pipes, and tobacco. Items include All Leaf, BB, Badger, Banner, Belwood, Big Chief, Bull Durham, Buck Horn, Briar Pipe, Black Swan, Bob White, Brotherhood, Carnival, Cigar Clip, Derby Cigar Cuttings, Corn Cake, Cream, Cuban Star, Chips, Dills Best, Dixie Kid, Duke's Mixture, F. F. A., Fashion, Five Bros., Gold Star, Gail & A. Navy, Growler, Giant, Hazel Nut, Honey Dew, Hunting, I X L, Just Suits, Klin Dried, King Bird, La Turka, Little Giant, Lucky Strike, Le Redo, Myrtle Navy, Maryland Club, Mayflower, Nigger Hair, Nigger Head, Noon Hour, Old Colony, Old Mill, Old English Crve, Old Crop, P. S., Pat Hand, Patterson Seal, Peerless, Plaza, Plow Boy, Pedro, Pride of Virginia, Pilot, Queen Quality, Rob Roy, and S. & M.

Table of prices for various household and utility items. Items include Rob Roy, S. & M., Soldier Boy, Stag, Standard, Sweet Lotus, Sweet Rose, Sweet Tip, Sun Cured, Summer Time, Tom & Jerry, Turkish, Tuxedo, Union Leader, War Path, Wave Line, Way up, Wild Fruit, Yum Yum, CIGARS (Barrett Cigar Co., La Qualitencia, La Qualitencia, Concha, B. & S., Broadleaf), TWINE (Cotton, Hemp, Flax, Wool), VINEGAR (White Wine, Oakland Vinegar & Pickle Co.'s Brands), WICKING (No. 0, 1, 2, 3), WOODENWARE (Baskets, Bushels, Market, Splint, Willow), BUTTER PLATES (Ovals), and WIRE END (1 lb., 2 lb., 3 lb., 5 lb. in crate).

Table of prices for various household and utility items. Items include Chutns (Barrel, 5 gal., 10 gal.), Clothes Pins (Round Head, 4 1/2 inch, 5 gross), Egg Crates and Fillers (Humpty Dumpty, No. 1, 2, Case No. 2), Faucets (Cork lined, Seal N. C.), Mop Sticks (Trojan spring, Eclipse patent, Ideal), Pails (Galvanized), Toothpicks (Mouse, wood, Rat), Tubs (No. 1, 2, 3 Fibre), Washboards (Banner, Globe, Brass, Glass, Double Peerless, Single Peerless, Northern Queen, Good Enough, Universal), Window Cleaners (12 in., 14 in., 16 in.), Wood Bowls (13 in., 15 in., 17 in., 19 in. Butter), WRAPPING PAPER (Fibre Manila, white, colored, No. 1, 2, 3), YEAST CAKE (Magic, 3 doz., Sunlight, 1 1/2 doz., Yeast Foam, 3 doz., Yeast Foam, 1 1/2 doz.), CIGARS (Johnson Cigar Co.'s Brand, Dutch Masters Club, Dutch Masters, Inv., Dutch Masters, Fan., Dutch Master Grande, Little Dutch Masters, Gee Jay, El Portana, S. C. W.), and Worden Grocer Co. Brands (Canadian Club, Londres, 50s, wood, Londres, 25s tins, Londres, 300 lots).

15

16

17

TELFER'S ROASTED COFFEE



Table of prices for Telfer's Roasted Coffee. Items include Jamo, 1 lb. tin, Edin, 1 lb. tin, Belle Isle, 1 lb. pkg., Bismarck, 1 lb. pkg., Vera, 1 lb. pkg., Koran, 1 lb. pkg., Telfer's Quality 25, No. 1 complete, No. 2 complete, W. J. G. Tea, Cherry Blossom Tea, and Telfer's Ceylon.

AXLE GREASE



Table of prices for Mica Axle Grease. Items include 1 lb. boxes, per gross, and 3 lb. boxes, per gross.

BAKING POWDER

Table of prices for Baking Powder. Items include 10c, 4 doz. in case, 15c, 4 doz. in case, 25c, 4 doz. in case, 50c, 2 doz. plain top, 80c, 1 doz. plain top, 10 lb. 1/2 dz., plain top, and Special Deal No. 1.

Table of prices for Morton's Salt. Items include 12 doz. 10c, 12 doz. 15c, 12 doz. 25c, Barrel Deal No. 2, 3 doz. each, 10, 15 and 25c, With 4 dozen 10c free, 3/4 Barrel Deal No. 3, 6 doz. each, 10, 15 and 25c, With 3 dozen 10c free, Half-Barrel Deal No. 3, 4 doz. each, 10, 15 and 25c, With 2 doz. 10c free, and All barrels sold F. O. B. Chicago.

Table of prices for Fitzpatrick Brothers' Soap Chips. Items include White City (Dish Washing), Tip Top (Caustic), No. 1 Laundry (88% Dry), and Palm Soap (88% Dry).

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Roasted Dwinnell-Wright Brands



Table of prices for White House Coffee. Items include White House, 1 lb., White House, 2 lb., Excelsior, Blend, 1 lb., Excelsior, Blend, 2 lb., Tip Top Blend, 1 lb., Royal Blend, Royal High Grade, Superior Blend, and Boston Combination.

SWIFT & COMPANY

Table of prices for Swift & Company. Items include Swift's Pride, White Laundry, Wool, 6 oz. bars, Wool, 10 oz. bars, Black Hawk, one box, Black Hawk, five bxs, and Black Hawk, ten bxs.

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Table of prices for various household and utility items. Items include Cotton Oil, 100 cakes, Cream Borax, 100 cks, Circax, 100 cakes, Gloss, 100 cakes, Big Master, 100 blocks, Mystic White Borax, Naphtha, 100 cakes, Oak Leaf, 100 cakes, Queen Anne, 100 cks, Queen White, 100 cks, Railroad, 120 cakes, Saratoga, 120 cakes, White Fleece, 50 cks, White Fleece, 100 cks, and White Fleece, 200 cks.

Table of prices for various household and utility items. Items include Proctor & Gamble Co., Lenox, Ivory, 6 oz., Ivory, 10 oz., and Star.

Table of prices for various household and utility items. Items include Soap Compounds (Johnson's Fine, Johnson's XXX, Rub-No-More, Nine O'Clock) and Scouring (Sapolio, gross lots, Sapolio, half gro. lots, Sapolio, single boxes, Sapolio, hand, Scourine, 50 cakes, Scourine, 100 cakes, Queen Anne Scourer).

Table of prices for various household and utility items. Items include WASHING POWDERS (Gold Dust, 24 large packages, 100 small packages), Snow Boy (100 pkgs., 5c size, 60 pkgs., 5c size, 48 pkgs., 10c size, 24 pkgs., family size, 20 pkgs., laundry size), and Naphtha (60 pkgs., 5c size, 100 pkgs., 5c size).

Table of prices for various household and utility items. Items include Queen Anne (60 5c packages, 24 packages) and Oak Leaf (24 packages, 100 5c packages).

Table of prices for various household and utility items. Items include BBLs (210 lbs., 250 lbs., 225 lbs., 300 lbs.) and BLS (3c per lb., 4c per lb., 5 1/2 c per lb., 6 1/2 c per lb.).

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Advertisement for 'The Only Five Cent Cleanser' by Fitzpatrick Brothers. Text includes 'Guaranteed to Equal the Best 10c Kinds', '80 Cans.....\$2.90 Per Case', 'SHOWS A PROFIT OF 40%', 'Handled by All Jobbers', and 'Place an order with your jobber. If goods are not satisfactory return same at our expense.—FITZPATRICK BROS.' An image of a Kitchen Kleanser can is also included.

Advertisement for 'Killarney (BRAND REGISTERED) Ginger Ale' by Foote & Jenks. Text includes 'An Agreeable Beverage of the CORRECT Belfast Type.', 'Supplied to Dealers, Hotels, Clubs and Families in Bottles Having Registered Trade-Mark Crowns', and 'A Partial List of Authorized Bottlers: A. L. JOYCE & SON, Grand Rapids and Traverse City, Mich.; KALAMAZOO BOTTLING CO., Kalamazoo, Mich.; KILLARNEY BOTTLING CO., Jackson, Mich.'



# BUSINESS-WANTS DEPARTMENT

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

## BUSINESS CHANCES.

For Sale—Furniture and rug business. 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

For Sale—\$2,500 stock dry goods at 50c on the dollar. It is a clean, well proportioned stock—\$4,000 new goods been recently added. Good store building, well located, at very reasonable rent if wanted. Would give terms on par with approved paper. Texas Mercantile Co., Gainesville, Texas. 94

Will Trade—80-acre farm located in sugar beet district Gratiot county for general store invoicing from \$5,000 to \$8,000. B. S. Watson, Breckenridge, Michigan. 96

For Sale—Good live stock general merchandise in double store, best location in town of 5,500 Western Michigan. Fine opportunity for one who wants an established business and can invest \$10,000 to \$12,000. Address No. 98, care Tradesman. 98

For Sale—Drug store, invoice about \$2,000. Corner store, reasonable rent. Address J. W. Adamson, 625 Harrison St., Bay City, Michigan. 90

I'll Buy Your Dead Stock—I will at any time buy 10 to 100,000 pairs of shoes, factory seconds, surplus lots, old fashioned shoes, entire plants, wholesale stocks, retail stores, etc. I have an unlimited export outlet—you can realize best price by dealing direct with me. Also buy merchandise stocks of every description small or large, new or old style. Correspondence confidential. Instant attention. Est. 1889. New York Export Purchasing Corporation, 42 Lispenard St., New York City. 91

Eight-room modern residence, stone garage for two cars, seventy-five foot east front, shade trees, walks, etc. Five-room cottage, seventy-five foot east front, walks, well, etc. Building lot 100 x 110 restricted district east front. All in Wichita, Kansas, for stock of furniture, rugs or undertaking goods, or improved farm in Missouri, Kansas or Oklahoma, or what have you? Equity \$7,300. 10 North Broadway, Herington, Kansas. 92

Agency wanted, grocery article on commission. Henry H. Moritz, 1788 Fulton Road, Cleveland, Ohio. 93

Big sacrifice if taken now. Leading furnished hotel in live village on Dixie highway, half way between two large cities; \$16,000 invested; \$6,500 takes it. Might accept income house in city to \$3,000. This is a chance to make some money. If you mean business address Box 172, Wayland, Michigan. 100

Safes Opened—W. L. Slocum, safe expert and locksmith. 128 Ann St., N. E., Grand Rapids, Michigan. 104

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 757

For Sale—Walloon Lake, Michigan, the Melrose, one of the best paying summer resort boarding houses in the North, suitable either for a boarding house, private cottage or clubhouse, located on the peninsula near Indian Garden; furnished complete and offered at bargain on account of ill health. If interested address Henry McConnell, Route 1, Petoskey, Michigan. 88

For Sale—14 light F. & P. gasoline plant, good condition, \$25. L. A. Burns, Menominee, Michigan. 87

Hardware For Sale—Excellent location, clean stock, good trade and excellent prospects for spring and summer. Good reasons for selling. 526 Allegan St., Lansing, Michigan. 86

For Sale—Hobart electric coffee mill, two hoppers, good repair, price low. For particulars enquire, National Grocer Co., Jackson. 71

For Sale—Two new rug racks made by J. H. Best, Galva, Ill., and used two weeks. 80 iron arms on each rack and the latest improved type. For further information address, W. Lewis & Co., Champaign, Illinois. 72

First-class bakery. Invoice about \$1,800 in all. Will sell for what oven, mixer and peanut butter machine cost. Stock at invoice. Bargain if taken at once. R. T. Davidson, Perrysburg, Ohio. 84

Makes a Million Dollars in 60 days. Big profits in oil land. One man invested \$10 sold out for \$1,080. Another put in \$10 which brought \$4,000. Johnson paid \$100 for oil land for which he refused \$200,000. Gillespie made a million dollars in 60 days. For particulars address, Frank P. Cleveland, 1100 Adams Express Bldg., Chicago. 76

For Sale—Re-xall Store in best town of 1,200 in Southern Michigan. A splendid money making proposition and a bargain. Price \$4,000. Terms \$1,500 or more down balance on time if desired. Write quickly. Address No. 81, care Michigan Tradesman. 81

For Sale—Three-story brick hotel, 23 transient rooms, modern. Northern part of Michigan. Address No. 82, care Tradesman. 82

For Sale—Bakery and grocery in live fast growing town in new country, county seat and U. S. Land Office. Big trading center. One of the best business prospects in the northwest. Address Box 95, Timber Lake, So. Dakota. 75

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

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—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. 69

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

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 am 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

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

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

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

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

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

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

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

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

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

## POSITION WANTED.

Position Wanted—By young man of good habits and seven years' experience in clothing, furnishings, shoes, window trimming, busheling. Capable of managing store. Best references. State wages, etc. Address No. 99, care Michigan Tradesman. 99

Wanted—A position as clerk in dry goods or grocery store. Twelve years' experience in general merchandise in country town. Best of references. State wages, etc. Address, Walter W. Armstrong, Honor, Michigan. 83

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 man with 3 1/2 years of drug store experience desires a position preferably in small town. Neat, sober and industrious. Best of references. Address No. 85, care Tradesman. 85

## HELP WANTED.

Wanted—Salesmen making Michigan territory to handle full line of leather gloves on commission. Address No. 95, care Tradesman. 95

Wanted—Man who can successfully manage dry goods or general merchandise business to invest \$4,000 and take active interest. Best location in good town. Address No. 97, care Tradesman. 97

Wanted—An experienced rug and drapery salesman by a progressive Illinois department store; only those now employed in a similar capacity need apply; state salary and all particulars in first letter. W. Lewis & Co., Champaign, Illinois. 89

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

# 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 very air is full of it  
Never so active as now  
Keep it moving

Distributed at Wholesale by  
**JUDSON GROCER CO.**  
GRAND RAPIDS, MICH.



**Late News From Michigan Banks.**

Milford—The First State Bank of Milford will erect new bank building, to cost \$12,000 to \$14,000.

Kalamazoo—Following the purchase of 22 foot more frontage on East Main street adjoining their property, the officials of the First National Bank announce that the buildings now standing on that property will be torn down within the next sixty days to make room for the new bank building. The plan to make a ten story building for the Bank has been abandoned. In its stead it is now planned to erect a building covering 72 feet frontage on East Main street and 100 feet frontage on South Burdick street. The new building will be constructed along the plans of some of the finest banking buildings in New York and Philadelphia. The entire front on Main street will be used by the Bank, while stores will be put in along the South Burdick street front. The demand for stores and the ample supply of office rooms in the city are responsible for the new building plans say bank officials. The lot which the Bank purchased was obtained from Miss Willimina DeYoe. While the cost is not known, it is reported the consideration was \$50,000.

Dowagiac—The affairs of the defunct City Bank of Dowagiac will be wound up in the very near future as a result of the decision handed down by the United States Circuit Court of Appeals at Cincinnati, in which the decision of the District Court was confirmed and the suit brought against Charles Kimmerle, the trustee, for \$6,800, dismissed. The suit started after Taylor & Milliken of Indianapolis purchased the claim of the Dowagiac Gas Co. and brought suit against the Bank. The gas company had no assets on which the purchasers of the claim could collect.

Birch Run—Charles H. May, prominent Michigan banker and educator, was almost instantly killed here May 2, when struck by the Detroit-Saginaw Pere Marquette flyer. The body was taken aboard the train and hurried to Saginaw, but Mr. May died before reaching there. Mr. May was born at Columbus, Ontario, May 8, 1846. He was a graduate of Toronto normal school and the University of Michigan, being a member of the class of 1874. He was superintendent of schools at Imlay City for some time, then became interested in banking in that city and later at Clio, where he conducted the private banking business of Charles H. May & Co. for twenty-five years. In 1910 this bank was organized into the Clio State Bank, with Mr. May as President. In 1908 a branch bank was formed at Birch Run, and this was also made over in the State Bank of Birch Run, in 1912. From 1894 to 1902 Mr. May resided in Saginaw, since which time he has lived in Detroit. A son and daughter reside in Saginaw.

Bay City—Paul W. Sperling, aged 27 years, formerly a book-keeper of the Commercial National Bank of Saginaw, pleaded guilty to the charge of embezzlement in the Federal Court here May 2 and was sentenced by United States District Judge Arthur J. Tuttle to five years in the Federal

prison at Leavenworth. Sperling was indicted by the Federal grand jury on six counts, three for abstracting and converting to his own use the moneys of the Bank, of the total sum of \$2,300, and three for making false entries. Following his examination December 2, he was held to the grand jury on a charge of embezzlement, and in default of \$4,000 bail was remanded to the Bay county jail. The specific charge was that he concealed \$2,000 in a false balance with a Chicago correspondent. Sperling was held in high esteem by the officials of the Bank prior to his arrest.

Dowagiac—The Lee Bros. Bank has been re-organized as a State bank with Fred E. Lee as President. Mr. Lee is President of the Lee Paper Co., of Vicksburg.

**Death of Pioneer Merchant.**

Frank H. Thurston, who was a pioneer merchant of Central Lake and who contributed many excellent articles of a mercantile and historical nature to the Michigan Tradesman during the past thirty-three years, died at his home at Tarpon Springs, Florida, Sunday morning, May 7, aged 82.

Mr. Thurston was a conscientious merchant and a forceful and progressive business man. He was a sportsman in the best sense of the term and was a frequent contributor to leading publications having to do with the gentlemanly sports. He was an acknowledged authority on birds, fishes and wild animals of all kinds. His death will be deeply mourned by all who knew him.

Harry Spindler, President of the Michigan Hardware Co., who has been confined to his home for five weeks with inflammatory rheumatism, accepted an invitation Sunday to take an automobile ride in the country. He got out all right, but on returning, the automobile was stalled by engine trouble. His host negotiated with a passing automobilist to take him into town, landing him on the street car line which runs nearest his home, when he suddenly discovered that he had no money. Harry has made a solemn resolve never to accept another invitation to ride in the country unless he has a nickel in his trouser's pocket.

Salt Fish—First-hand handlers of mackerel are expecting some new domestic fish about June 1, and are, therefore, a little more anxious to clean up their remaining stocks of old mackerel. The remaining stocks, however, are so light that this did not make any particular slump in the market. Buyers are merely a little more ready to sell than they have been. Prices on Norway mackerel are about as they were a week ago. Cod, hake and haddock are over their season and are practically out of the market anyway.

The DeJager-Buttema Fuel Co. has been organized with an authorized capitalization of \$8,000, of which amount \$6,000 has been subscribed, \$4,500 paid in in cash and \$1,500 paid in in property.

**Sparks From the Electric City.**

Muskegon, May 8—George D. Hume and party returned Thursday from Honor, where they opened the trout season. They report a very successful trip and recommend the beef steak and eggs which were served at their hotel very highly.

It is with sorrow and regret that we mention the death of John Boughner, the Shelby merchant. It seems that the past two or three years of his life were full of trouble which, apparently, became greater than he could bear.

Palmer Buck, the best natured man in Oceana county, was visiting Muskegon friends last week.

J. A. Phillips has taken over the stock of the North End Grocery, at Big Rapids, and moved his stock of goods from Grant to his new location.

It is rumored that the M. C. Railroad is about to take over the T., S. & M. Railway, now operated by the Grand Trunk system. If this proves to be a fact, we are assured of much improvement in train service and equipment.

Louis Poil, who has been employed in the warehouse of the Hume Grocer Co. for a number of years, has resigned his position and purchased the stock of groceries formerly owned by E. E. Wells, on Amity street. Louis is a good man and, with his knowledge of the business and large acquaintance, he should do a flourishing business.

In keeping with the growth and prosperity of the city, the city dads have purchased two auto fire trucks.

The Central League ball team, which is to represent Muskegon this season, was introduced to the public of this city last Thursday at Marsh Field, and although beaten by their opponents, played a very good brand of base ball. While we are not optimistic enough to predict a pennant for them this year, we are sure that they will give a good account of themselves as soon as they begin to get a few breaks in the luck. This town will support them as long as they try, whether they win or lose.

J. E. Lyon.

**Muskegon Merchants Put Ban on Trading Stamps.**

Muskegon, May 9—The grocers, butchers and bakers of Muskegon have adopted resolutions in which they agree to discontinue the use of trading stamps and all other premium devices as trade-getters in their respective businesses May 15. All the grocers, butchers and bakers who now give gold stamps joined in the move.

The step was taken, according to the resolutions adopted, because the merchants signing the agreement felt that the practice of giving trading stamps and premiums was injurious to their respective businesses and an injustice to their patrons. The resolutions adopted follow:

Whereas—Experience has demonstrated that the use of trading stamps and other premium devices is injurious to our respective businesses and an injustice to our patrons; and

Whereas—The Michigan State Legislature, recognizing that the employment of trading stamps and other premium devices, is prejudicial to the best interests of merchants of the State, enacted a statute declaring the use of such devices illegal; therefore Resolved—That we, the grocers, butchers and bakers of Muskegon, hereby agree to discontinue the use of trading stamps and all premium devices of any kind whatsoever for a period of ten years beginning Monday, May 15, 1916.

The committee which prepared the resolutions and made the report was composed of John Kolkema, chairman, Ole Peterson, ex-officio member, James Roach, William Muller, Daniel Christie, John W. Boonstra.

It was also decided to close all the groceries, bakeries and retail meat dealers' establishments Thursday afternoon for the opening of the Central league season in Muskegon.

**Mancelona Business Men Form Strong Organization.**

Mancelona, May 8—John Lake and J. M. Bothwell, President and Secretary of the Retail Grocers and General Merchants' Association of Michigan, were in Mancelona last Thursday and Friday and organized a Credit Rating Association, taking in the bank, hardware, dry goods and grocery stores. This will give every merchant belonging to the organization an accurate rating on practically every person who trades in the city and will be of inestimable value to every merchant. The affair culminated Friday evening with a banquet which was well attended. President Lake made the principal address. His subject was Michigan, the Land of Opportunity.

Secretary Bothwell will spend this week in Owosso, St. Johns and Ionia.

Joseph F. O. Reed, traveling salesman for H. Leonard & Sons, is again out on the road calling on his trade. Mr. Reed had the misfortune to break a rib, resulting from a fall while at Alba on March 16, and has been confined to his home on account of the accident ever since that time. Needless to say, he is glad to be out again.

Cheese—New cheese is steady at a price that is now about only 1c per pound under the price of old. The supply of new cheese will increase from now on, but as long as the demand for export continues as good as it is now, there will probably not be very much decline.

Care should be taken in grouping stocks of merchandise so as to bring about a harmonious contact. For example, a shoe department in proximity to a lunch counter would produce a mixed smell of leather and cooking that is scarcely harmonious.

The Preusser Jewelry Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$7,000 has been subscribed and paid in in cash.

Flint—The Monroe Motors Co. has changed its principal office to Pontiac.

**BUSINESS CHANCES.**

For Sale—Fine two-story, nine-room dwelling with brick basement and one acre lot, located in good village with three railroads (two steam, one electric) in Northern Ohio. Cheap if taken at once. G. H. Tice, Evart, Mich. 101.

For Sale—General store in one of best towns in Western Michigan of 1,200 population. Stock and fixtures invoice \$4,500. Fine location, modern building. This will appeal to one wishing an up-to-date place in good town. Address No. 102, care Tradesman. 102.

Wanted—A young man to clerk in the leading dry goods store of a Southern Michigan city of 5,000. Experience and references required. Address No. 103, care Tradesman. 103.

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. 66.

For Rent—Fine new store building, 22 x 95, large plate front. Located in good business town on P. M. railroad of the Saginaw Ludington division. Good farming community. Five grocery and general merchandise stores, two hardware, good school, electric lights. Good opening for furniture or drug store. Wm. Fisher, Custer, Michigan. 78.

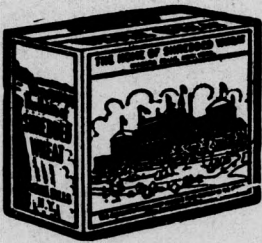


## A Hundred Thousand Strong

That's the size of the army that every year passes through the Home of

## Shredded Wheat

It is an army that inspects every detail of its manufacture from the whole wheat grain to the crisp, golden brown Biscuits of whole wheat. This army of "advertisers" is making business for you. You don't have to "talk" Shredded Wheat to your customers. It is the best advertised cereal food in America. A fair deal for a fair dealer.



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.**  
Niagara Falls, N. Y.

# 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



## THIS PACKAGE

Represents

the very best quality of baking powder any dealer can offer his customers, regardless of price.

We Guarantee

## KG BAKING POWDER

will please your most particular customers. Retail price refunded on any can returned.

**"Keep It In Front"**

**O**UR great National Advertising Campaign is teaching fifty million people to ask this question—



**A**ND their answer will be the prompt patronage of stores that measure up to the modern methods indicated.

## “Which store will give greatest value?”

**I**T is the store that sells good merchandise at fair prices.

It is the store where you are waited on promptly.

It is the store where they do not make mistakes in charges, nor ask you to pay bills twice.

It is the store where you do not have to wait for change.

It is the store where the proprietor has time to see that things run smoothly.

Stores equipped with the up-to-date Cash Register give this valuable service.

*This machine furnishes every customer with a receipt or sales-slip.*

*It prints on this the amount paid or charged.*

*On this is also printed the date of sale and who made it.*

*It forces a duplicate, printed record for the merchant.*

Such stores do not have to skimp on help or delivery to make up for losses through errors or carelessness in handling money.

Such stores make all their legitimate profit.

It pays to trade in stores equipped with up-to-date National Cash Registers.

### The National Cash Register Company, Dayton, Ohio

**MR. MERCHANT:** The above advertisement has recently appeared in magazines and newspapers reaching fifty million readers.

We are spending a vast sum of money to teach the public to co-operate with you in your efforts to protect your customers, your clerks and yourselves by the use of modern efficiency methods in retail merchandising and accounting.

Have YOU that kind of store? If so, you will get the **full** benefit of our educational work in your behalf.

If only partly so, then let us show you how much cheaper and how much safer it is for you to bring yourself into complete harmony with the public's ideal.

One of our new 1916 Model Multiple-drawer, Receipt-printing Cash Registers will do this for you. Let us explain how and why. Use the coupon.

The National Cash Register Company  
Dayton, Ohio

**NCR  
Service**

A printed receipt or sales-slip with every purchase

Registration for trademark and copyright applied for.

Look for this sign  
in store windows

The National Cash Register Co., Dayton, Ohio.

I have read your advertisement, "Which Store?" and want to know how you can help me realize the ideal that it describes. This request in no way obligates me to buy a New Cash Register.

We now have a National Cash Register that cost us.....

Name.....

Kind of store.....

Address.....