

MICHIGAN TRADESMAN

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Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, MAY 24, 1916

Number 1705

The Better Thing

It is better to lose with a conscience clean
Than win by a trick unfair;
It is better to fail and to know you've been,
Whatever the prize was, square
Than to claim the joy of a far-off goal
And the cheers of the standersby
And to know down deep in your inmost soul
A cheat you must live and die.

Who wins by trick may take the prize,
And at first he may think it sweet,
But many a day in the future lies
When he'll wish he had met defeat.
For the man who lost shall be glad at heart
And walk with his head up high
While his conquerer knows he must play the part
Of a cheat and a living lie.

The prize seems fair when the fight is on,
But save it is truly won
You will hate the thing when the crowds are gone
For it stands for a false deed done.
And it's better you never should reach your goal
Than ever success to buy
At the price of knowing down in your soul
That your glory is all a lie.

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

Piper's Pure Ice Cream

is in demand everywhere

Piper Ice Cream Co.

Kalamazoo,

:-:

Michigan

Automobile Tires and Tubes and Auto Specialties

PULLMAN
3,500 Mile Tires
PLAIN TREAD

NATIONAL REDWALL
5,000 Mile Tires
NON-SKID TREAD

INNER TUBES

THICK, TOUGH, NON-DETERIORATING

Distributors for Michigan:

BROWN & SEHLER CO. Grand Rapids, Michigan



"The End of Fire Waste"

COMPLETE APPROVED

Automatic Sprinkler Systems

Installed by

Phoenix Sprinkler & Heating Co.

Grand Rapids, Mich. Estimates Free Detroit, Mich.
115 Campau Ave. 909 Hammond Bldg

Lowney's Chocolates

in fancy packages

For Summer Trade

A fresh, complete line in stock all the time

Order by mail or from our representatives

Putnam Factory

National Candy Company, Inc.
GRAND RAPIDS, MICHIGAN

Western Michigan Distributors



Eat Plenty of
Bread

It's Good
for You

The Best Bread is
made with

Fleischmann's Yeast

Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

FACTORY SITES

AND

Locations for Industrial Enterprises in
Michigan

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

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

Address

GEORGE C. CONN,
Freight Traffic Manager,
Detroit, Michigan

EMPRESS

NOW PLAYING

Keith Vaudeville

7—STAR ACTS—7

ALWAYS A GREAT SHOW

DAILY 2:30 and 8:15

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



NEW DEAL

MORE PROFIT

Snow Boy Washing Powder 24s

FAMILY SIZE

Ask Your Jobber's Salesman

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

Lautz Bros. & Co.

MICHIGAN TRADESMAN

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, MAY 24, 1916

Number 1705

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PUT ON THE BRAKES.

In these days of unusual demand and dislocation of normal conditions in many lines of industry the natural position of the seller is to follow a line of progressive price advances. These advances usually far exceed those warranted by higher costs of production. Human nature dictates that when a market is completely in the hands of the seller, as it is in many raw or manufactured materials at the present time, the obvious course is the most advantageous one, namely, that the price should be all that the traffic can bear.

Sound business policy frequently runs counter to natural impulses. Unrestrained price advances, no matter if the continuing demand appear to be so strong as to justify them, eventually reach the point where they shut off buying for the reason that the ultimate consumer cannot stand the cost. There is a maximum point beyond which to advance prices is to impose an undue burden upon one party and to threaten the good of the whole trade, since, after all, the best interests of buyers and sellers are interdependent. Large steel workers are giving due recognition to this truth by throwing their influence against any further general advances in their lines of manufacture.

The wisdom of holding prices in check when radical advances are possible admits of ready recognition. To reduce them under present conditions however, represents a much more striking example of broad-gauged business management.

From the moment that Germany entered Belgium and began her career of violence against innocent people because they happened to be in her road no American citizen should have been expected to be neutral—very few were neutral in feeling, as a matter of fact—and no strong government would have contented itself with telling its people to look the other way and keep their mouths shut. After two years of Democratic neutrality even Republican politicians are daring to open their mouths and to question the wisdom and the honor of such a form of neutrality. We may

well believe that they would not have ventured thus far had they not been convinced that there is a considerable body of American citizens, probably a voting majority, that feels sick and ashamed of "strict neutrality" in word and thought and deed. The only kind of neutrality that is tolerable under modern conditions of life is abstention from interference in quarrels so long as the parties involved do not violate recognized universal principles of conduct in their warfare. If it were understood that any such violation must lead inevitably and at once to intervention from neutral states, at least to non-intercourse with the offender, the world would have gone far towards lessening the outrages of warfare, limiting its horrors and ultimately suppressing this barbarous method of settling international disputes altogether. Such a form of conditional neutrality would be a tacit recognition of a domain of rights and duties and responsibilities above selfish personal or national welfare. It is the only form of neutrality acceptable to free, intelligent people. If there had been more of it at Washington the horrors of this most barbarous of wars must have been mitigated—perhaps the war itself ended before this.

It is no longer possible to deny that standardization has us by the throat. On the first of July, the whole country will mean the same thing when it says "barrel"—that is, if it refers to a barrel used in the sale of fruits and vegetables. This barrel will contain 7,056 cubic inches, about 105 quarts, or approximately three bushels. A fine of \$500 or imprisonment for six months will encourage lovers of individuality to lay aside their predilections in this matter and be like the rest of the community. It is but a short hundred and twenty-seven years since the Federal Government started out, among its powers being that of regulating weights and measures. Already we have a standard barrel. A few fleeting decades, and the standard bushel will confront us. To our great-grandchildren, a quart in New Hampshire may hold no more, no less, than a quart in Michigan. It is hopeless to oppose the march of progress.

Will Be Honest Later.

A small tailor shop on East Fulton street burned out recently and the tailor moved to the next block. The morning after the fire the following sign appeared in the window of the wrecked store:

"Will be open for business at No. 2 — street on December 9, and will be your honest friend when alterations are completed."

SUCCESSFUL SALESMEN.

Harry J. Moulton, Representing the Amsterdam Broom Co.

Harry J. Moulton was born on a farm near North Leeds, Maine, Jan. 1, 1863. His antecedents were English on both sides. At the age of 17 he went to Detroit, where he secured a position as shipping clerk for the wholesale grocery establishment of Farrington, Campbell & Co., where he remained five years. He then engaged in the retail grocery business at Battle Creek and five years later sold his stock to Stanley & Spoor. From there he went to Fargo, North Dakota, where he traveled for the P. H. Kelly Mercantile Co., of Minneapolis, Minn., for five years. He then returned to Michigan, locating in Eaton Rapids and traveled for White, Valentine & Co., manufactur-



H. J. Moulton.

ers of brooms at Urbana, Ohio. He then traveled in New England four years for the Mohawk Valley Broom Co., of Fonda, N. Y., after which he represented the American Broom & Brush Co., of Amsterdam, four years. For the past eight years has covered Michigan territory for the Amsterdam Broom Co.

Mr. Moulton was married in 1885 to Miss Anna Thompson, of Battle Creek. Two grown up sons are married and engaged in business for themselves in Maine. Mrs. Moulton died in 1890 and two years later Mr. Moulton married Miss Nettie Hobbs, of Union City. They have three boys and a daughter. The oldest son, Wayne, is a crack salesman for the Chalmers Motor Co. The second son, H. J. Jr., is engaged in business for himself in Eaton Rapids. The younger boy and the daughter are in school. The family reside in their own home at 116 East street.

Mr. Moulton is not a member of any church and is not affiliated with any of the fraternities. He has only

one hobby and that is hunting. October 1 of each year finds him on his way to his hunting camp in Luce county, accompanied by his entire family, who enter into the spirit of the occasion and make the stay at the camp a source of profit as well as pleasure and recuperation. Year before last they captured thirty beaver, 300 muskrats, fifty mink and ten red fox, besides which each member of the family secured two deer.

Mr. Moulton attributes his success as a traveling salesman to hard work and close application to business. He is probably the most successful broom salesman in the United States, due to the fact that he has worked so long at the business and has such a complete and accurate knowledge of every branch of the industry. In matters of dispute he is frequently called on to act as both judge and jury and his decision is always taken as final.

Mr. Moulton is also an acknowledged authority on agriculture of which he has made a careful study ever since he was a boy. He is a regular subscriber to about a dozen farm papers which he reads carefully, keeping a scrap book to permanently retain the best thought on the science and practice of farm work.

Mr. Moulton is a gentleman of pleasant address, wide information and large vocabulary. He is an interesting talker and puts so much force and gesture into his conversation that interest never lags when he is present.

"See America First" is a good slogan, but if one has seen all the other countries in the world there will be interest in a sightseeing tour through America last. The Government helps tourists by issuing pamphlets giving "glimpses" of places worth visiting, and there are many of them. The pamphlet entitled "Glimpses of Our National Parks" may have a large circulation, for in addition to the large edition made by the Department of the Interior, a resolution has been introduced in the House calling for an edition of 500,000 for the distribution of congressmen, and a resolution in the Senate calling for a Senate edition of 100,000 more. When our National legislators become press agents for the National parks the number of visitors to these attractions ought to increase by thousands.

Beetles for Breakfast.

A beetle found extensively on the high plains of Ecuador, roasted like a chestnut, is eaten by the natives of that country.

It's a good thing to avoid people who consider you a good thing.

Two lovers can make a street car full of people awfully seasick.

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, May 22—Learn one thing each week about Detroit: With the exception of five others Detroit is the largest city in the United States.

Fred Sterling, senior member of the firm of Sterling Brothers, dry goods merchants of Battle Creek, was a Detroit business visitor last week.

It probably wasn't because he was fearful of causing Teddy to change his mind about preparedness that Henry Ford did not meet the Colonel when he visited Detroit last week.

The Community Stores Co. will open a grocery store at 2403 Woodward avenue in a few days.

Outside of losing the majority of games, there is not much fault to find with the Detroit ball club.

J. W. Schram, former Secretary of Cadillac Council, and who still takes an active interest in the local councils, has resigned his position as representative for an Eastern shoe firm and has secured the general agency for the Voorhees Manufacturing Co.'s line of fire extinguishers, a new product recently placed on the market. His territory includes several states and his headquarters will be in Detroit, with offices at 115 Woodward avenue. Mr. Schram has just completed a list of nearly 4,000 names and addresses of traveling salesmen who are eligible to membership in the United Commercial Travelers and has presented it to both local councils, the eligible list comprises those living within their jurisdiction. U. C. T. members who are in need of employment are invited to correspond with Mr. Schram.

Replying to our column partner, L. M. Steward, who suggests that the Grand Council meet in a small town in order "to keep the boys together," we rise to remark that he is correct. After viewing the beauties and wonderful industrial plants in Detroit, the boys are very liable to go to pieces.

Judging by the efforts the ministers of this city put forth to get Billy Sunday to come to Detroit with his coin satchel, the churches are very much in need of sales managers.

The firm name of Candler & Oehring Co., roofers and sheet metal contractors at 963-965 Beaubien street, has been changed to the Robert Candler Co.

The United States Fidelity & Guarantee Co. has opened a branch office in the Builders exchange, with H. J. Farmer in charge.

With the advent of new officers in Detroit Council, there are many signs of renewed life and enthusiasm displayed that bodes well for the future. At the meeting held Saturday night two candidates were initiated and one reinstatement recorded on the Secretary's books. Those initiated were: Albert H. Dorrance, representative for Burnham, Stoepele & Co. and Charles J. Stratman, with F. P. Reynolds & Co., fruit dealers, 43 Griswold street. Davis G. Kenyon has again re-listed in the army of traveling men. Mr. Kenyon, better known to hundreds in the State as plain "Dave" is almost too well known to need an introduction to the general public. For a number of years he has represented the Joseph Miller Shoe Manufacturing Co., of Racine, Wis., making his home at 366 Joseph Campau avenue. Many members of the Council signified their intentions of attending the Grand Council meeting in Traverse City next week. It needs no coaxing for those who have ever been to Traverse City to make the trip. From reports which, unfortunately, have not been published, the Council in that city is striving to outdo all previous Grand Council meetings and will, undoubtedly, succeed. The friends of A. W. Stevenson are working hard to have him elected to the office of Grand Sentinel. Both

Mr. Stevenson and Muskegon Council deserve the support of delegates from all parts of the State, notwithstanding there are other candidates who, if elected, would be a credit to the organization. Cadillac Council leaves at 1 o'clock June 1 via Pere Marquette. A special coach will be attached to the regular train.

The R. C. Mahon Co., roofing contractors, have moved from their former quarters at 624 Gratiot avenue to larger quarters at St. Aubin avenue and East Grand boulevard.

Gunniss & Reid will open a hardware store in the building nearing completion at 3118 Jefferson avenue, East.

William F. Wilson, formerly assistant purchasing agent of the Maxwell Motor Co., has resigned and joined the forces of the Redden Motor Truck Co., of New York and Detroit, as production manager.

Jacob Weickenant, pioneer department store owner of Battle Creek, was in Detroit on a business trip last week.

On the other hand, there is no question about there being plenty of soul\$ for Billy Sunday to save in Detroit.

F. J. Towar, for forty years identified with the Towar Wayne County Creamery as President and general manager, has disposed of his interests and retired to private life. William J. Kennedy, who entered Mr. Towar's employ about twenty years ago as assistant book-keeper, has succeeded him as head of the corporation.

Not even the wildest pacifist will say that father's preparedness in the shape of a 24 centimeter strap was responsible for bringing on war between "us" and he.

Joseph N. Smith & Co., manufacturers of automobile hardware, 52 Porter street, have announced that plans are completed for the erection of a modern factory at Dubois and East Grand boulevard, work to begin at once. The new building will give them approximately 65,000 square feet of floor space. The Smith company is one of the oldest manufacturing concerns in Detroit.

"Coal Prices Given Big Boost," from a headline in this week's daily papers. We have placed our order for a high powered magnifying glass to use in looking over next winter's ashes.

The Guarantee Trust Co., the latest addition to Detroit's financial institutions, opened for business to-day on the ground floor of 84 Griswold street.

The Grand Rapids Upholstery Co. has opened a store at 3110 Jefferson avenue, East.

Speaking of Tradesman fans, A. E. Pennefather, of this city, moved into a new home last week, but neglected to notify the Tradesman office and walked two miles Sunday to borrow ours. Mr. Pennefather purchased a beautiful new home at 492 Coplin avenue.

Ward Macauley, of Macauley Bros., booksellers at 78 Library avenue, was accorded signal honor at the annual convention of the Booksellers' Association held in Chicago last week, by being elected President. He is the first Detroit man to receive this honor. J. Hamilton and J. Dell have opened a furniture store at 838 Kercheval avenue under the style of the Economy store.

The building occupied by the Dime Savings Bank, at Woodward and Milwaukee avenues, has been altered and enlarged, giving the Bank double the former space and one of the finest banks in that section of the city.

Another incentive for visiting Traverse City next week will be the news that we shall be there. The first speech will be delivered from the balcony of the hotel at 2 a. m. June 2. The second speech will, undoubtedly, be delivered by the management. The third speech will not be delivered. Another day will be lost by many

who will attend the convention. We will have to stay home while the tailor manicures our clothes.

The climate is delightful in Traverse City. The hot air will be brought in by the politicians.

It would not be so difficult to write our usual quota if we were not so excited over that Traverse City trip.

There is no question that we shall have a good time in Traverse City. Mrs. Wife will be unable to make the trip.

It isn't too late to start boosting for the State convention.

Again we admonish you, be prepared to meet us in Traverse City next week. James M. Goldstein.

Tentative Programme for the Merchants' Congress.

As nearly as can be definitely determined two weeks in advance the programme for the three day educational feature which will be conducted in this city under the auspices of the wholesale dealers of Grand Rapids June 6, 7 and 8 will be as follows:

Tuesday, June 6.

2 p. m.—"New Problems in Merchandising"—Prof. Archie M. Peisch, University of South Dakota.

3 p. m.—"How to Develop Your Retail Market"—E. St. Elmo Lewis, Detroit.

4 p. m.—"Credits and Collections."

8 p. m.—"Accounting Methods for Retail Merchants"—Robert B. Schrefler, Chicago.

9 p. m.—"The Man Behind the Counter"—E. St. Elmo Lewis, Detroit.

Wednesday, June 7.

10 a. m.—"Good Roads and the Retail Merchant"—Hon. Phil T. Colgrove, Hastings.

11 a. m.—"Stock Turnovers"—Paul H. Nystrom, New York City.

2 p. m.—"Special Sales and Getting New Customers"—Paul H. Nystrom, New York City.

3 p. m.—"How to Meet and Overcome Mail Order Competition"—H. Leslie Wildey, Graettinger, Iowa.

8 p. m.—"Training of Men for business"—Prof. William A. Scott, University of Wisconsin.

9 p. m.—"Retail Salesmanship"—Paul H. Nystrom, New York City.

Thursday, June 8.

10 a. m.—"New Methods in Retail Advertising"—A. C. MacMahon, Chicago.

11 a. m.—"Retail Store Systems"—W. H. Marsh, Detroit.

2 p. m.—"Relation of the Retail Merchant to the Farmer"—E. A. Stowe, Grand Rapids.

3 p. m.—"Insurance and Inventory"—Charles F. Hildreth, ex-President National Association of Insurance Agents, Freeport, Ill.

4 p. m.—Round Table Discussion."

8 p. m.—Theater party at Ramona as guests of the wholesalers.

A girl's ideal young man is a novel hero who probably couldn't earn enough in real life to feed a canary bird.

Timely Talk

IN view of the nearness of commencement, watches are indeed a timely topic. A Watch from here affords lasting pleasure. It is right in every particular—price, appearance, durability and timekeeping qualities, to say nothing of the satisfaction of knowing that you have gotten just a little more than you paid for. The hearty interest we take in the welfare of every Watch we sell is fast making us lasting friends. Let us talk Watch to you.

HERKNER'S
114 MONROE AVENUE
GRAND RAPIDS, MICHIGAN

RAMONA THEATER

Better Than Ever

Brighter Than Ever

Bigger Than Ever

POPULAR PRICES

Twice Daily:--- Afternoon and Evening

Sparks From the Electric City.

Muskegon, May 22—A. W. Stevenson, candidate for Grand Sentinel from Muskegon Council, was born in Wayne county, N. Y., and came to Michigan with his parents when a boy. They located in Muskegon county. His first regular position was in Three Rivers, where he was employed as clerk in Hall's drug store. After five years spent in this position he



A. W. STEVENSON,
Candidate For Grand Sentinel

came to Muskegon and entered the employ of Fred Brundage as traveling representative, which position he occupied for twelve years, going from there to the Hazeltine & Perkins Drug Co., where he is still employed. Steve, as he is familiarly known by hundreds of his friends, is a member of Muskegon Lodge, Knights of Pythias, Uniform Rank, K. of P., Lovell Moore Lodge, No. 182, F. & A. M., Muskegon Chapter, No. 47,

R. A. M., Muskegon Council, No. 54, R. & S. M., and is now Deputy Master of this last named order. He is a charter member of Muskegon Council, in which he served for seven years as member of the Executive Committee, and he has been the only Chaplain the Council has ever had. He was elected Grand Counselor in 1914 and served as a member of the Grand Council committee which recently revised the Grand Council by-laws. Steve has always served his Council faithfully and has secured more members for it than any other man. Nor have his efforts been confined to this Council, for many a member of other councils can testify that it was through Steve's efforts that he is wearing a U. C. T. button. This proves that he has the interests of the entire order at heart. His work as committee man for revising the by-laws has made him especially efficient and one of the best posted men on the constitution and by-laws of the Grand and Supreme Councils. He is always in attendance at meetings, taking active part in all deliberations and discussions, acting as a sort of balance wheel for the Council. In fact, Steve is the backbone of the local Council. As has been stated before in this column, Muskegon Council is entitled to representation in the Grand body and no better man could be selected to fill the office of Grand Sentinel and each succeeding office than A. W. Stevenson.

Elroy M. Reed has purchased the general stock of S. M. Giroux, at Coopersville. Mr. Reed has had much experience in this line and, with the assistance of his son, will undoubtedly maintain his record of efficiency.

Boelio & Vander Water is the name of the new firm which is to occupy the store at 142 Western avenue. They will carry a full line of home furnishings.

Olson Bros. have purchased the grocery stock of W. E. Bassett, on Lake

street. These young men were formerly employed by D. Christie.

The regular meeting of Muskegon Council was held Saturday evening. We are sorry to report that the attendance was very light, but what was lacking in numbers was made up in "pep" and, altogether, it was very successful. Final arrangements were made for attending the convention at Traverse City and we are sure that No. 404 will be well represented. Among other things which came before the meeting was a communication from Ed. W. Sweat, President of the Chamber of Commerce, requesting the Council to appoint a committee whose duty it shall be to confer with the C. of C. and report anything which might be of benefit to our city. Members of the Council are requested to help keep their eyes and ears open for new suggestions and ideas which will help boost our city and report same to this committee, who, in turn, will communicate same to the Chamber of Commerce. This committee is made up of A. W. Stevenson, chairman, H. F. Foote and J. E. Lyon.

Charlie Inman says that if he can find the man who wrote the article which appeared in this column three weeks ago, wherein he was accused of falling asleep on the door step with four pounds of beefsteak under his arm, he will push a bottle of ketchup in his face. Any way, Charlie says it wasn't beefsteak, but liver.

J. E. Lyon.

Ethel and her brother Raymond, aged 4 and 6 respectively, were disputing as to which had the best memory. "I can remember 'way back when I was only 2," said Raymond. "Oh, that is nothing!" replied Ethel in a patronizing manner; "I can remember when I couldn't remember anything!"

Status of the Bean Market.

Weather conditions have not been at all favorable for the planting of corn and oats through Michigan and it is only reasonable to expect that unless there is some immediate improvement, and farmers are able to get onto their land much of the corn and oat ground that has been prepared will go into bean acreage.

Should Michigan develop a large crop of beans this year it would add much to the prosperity and general good of the farmer and merchant, and add much to the general improvement of the State.

Beans are about the most paying crop the farmer can grow.

They yield, in dollars and cents, about 50 per cent. more than corn or oats. They are planted from the 1st to the 15th of June and the cash is available about October 1.

Without a question there is going to be an excellent demand for the coming crop, as the possibilities for export alone would take more than any surplus Michigan could produce, and I feel sure that the market will remain firm during the next year or two at least.

Right now beans are being sold around the \$4 mark, but the market for the past few days has shown some weakness, and the high price, without a question, has curtailed the demand, although beans are practically all cleaned up. After farmers are provided with seed, I rather expect a somewhat easier market and, perhaps, a lower price. Ernest L. Wellman.

ROYAL BAKING POWDER

ABSOLUTELY PURE

Advertising that has encircled the globe for generations has taught women everywhere that ROYAL BAKING POWDER is absolutely pure.

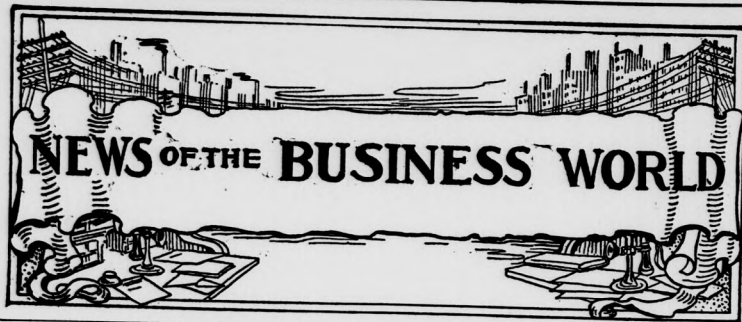
Wherever there is a grocery store there are also many women who will buy ROYAL BAKING POWDER more often and use it with more satisfaction than any other brand.

Contains No Alum—No Phosphate



ROYAL BAKING POWDER CO.

NEW YORK



Movements of Merchants.

St. Ignace—Brown Bros. have opened a fish and salt meat market.

Cheboygan—Sam Ray has opened a 99 cent store on Third street.

Concord—Landenberger & Bopps succeeded Clyde King in the meat business.

Houghton—Henry Hecker has opened a grocery store on Montezuma street.

Cheboygan—J. L. Moloney & Co. have opened a grocery store on Third street.

Otsego—L. & L. Ludwig succeed the estate of C. P. Ludwig in the grocery business.

Saginaw—The Walsh Vulcanizing Co. has engaged in business at 135 North Warren avenue.

Ypsilanti—F. J. Basom has engaged in the granite and monument business at 321 River street.

Gaylord—L. A. Stevenson has opened a grocery store in connection with his jewelry business.

Otter Lake—The W. C. Cummings Co. has sold its stock of general merchandise to Tara Bros.

Detroit—E. Walton & Co., women's tailors, have increased the capital stock from \$10,000 to \$60,000.

Ontonagon—Ralph Watt is erecting a feed and flour mill which he will have in operation about August 1.

Gobleville—D. E. Rich has sold his stock of meats and fixtures to Orval Bradshaw, who has taken possession.

Hawks—Horwitz & Buchhalter are closing out their stock of general merchandise and will retire from business.

Jonesville—Fire damaged the H. A. Brise confectionery stock and fixtures to the extent of about \$1,000 May 17.

Lansing—Frank C. Larabee succeeds F. H. Freshour in the grocery business at 1028 West Allegan street.

Kingston—R. E. Smith, grocer, is remodeling and enlarging his store building, also installing plate glass windows.

East Jordan—Clyde Hipp has opened a clothing, men's furnishing goods and men's shoe store in the Freilberg building.

Marlette—The Gleason pharmacy has purchased the Fred J. Erwin drug stock and will consolidate it with its own.

Muskegon Heights—Simon Fehrenbach, jeweler at Montague, has removed his stock here and will continue the business.

Saginaw—Rev. C. L. McLean has sold his grocery stock at 502 Brockway street to E. C. Shook, who has taken possession.

Marquette—Charles Dorais, who conducts a grocery store and meat market at 416 South Third street, had his stock damaged by fire to the amount of several thousand dollars May 18. The loss is partially covered by insurance.

Alanson—R. T. O'Reilly, has purchased the Flick building and will occupy it with a stock of general merchandise and the postoffice.

Middleville—Mrs. Lillian Marr, manager of the Middleville Hotel ever since it opened, two years ago, has purchased it of the company.

Bay City—C. H. Frantz, Center avenue druggist, will open a branch store at the corner of Monroe and Third streets June 1.

Manistee—Toy and Kee Lee have formed a copartnership and will open a Chinese and American restaurant under the style of Lee Bros.

Paw Paw—Charles R. Avery who has conducted a general store and millinery shop since 1877, died at his home May 20, following a short illness.

Holland—Kardux & Karsten have purchased the store building at the corner of River and Seventh streets, which they occupy with their grocery stock.

Big Rapids—Al Hines has purchased the W. J. Johnson confectionery stock and will continue the business at the same location on South Michigan street.

Sault Ste. Marie—Poulos Bros. have opened a confectionery store and ice cream parlor at 227 Portage avenue under the style of the Soo Candy Shop.

Manistique—Mrs. Margaret Mackin, of Gladstone, has leased the Girvin bakery and will continue the business at the same location on Oak street.

Williams—L. Haas is closing out his stock of general merchandise and will remove to Kalamazoo, where he will engage in a similar business about July 1.

Sand Lake—Burglars entered the M. P. Merrin dry goods and grocery store and robbed the safe of several certificates of deposit and valuable papers.

Battle Creek—Thieves entered the Eisenhood Bros. grocery store at 463 Marshall street, May 21 and carried away several hundred dollars worth of stock.

Detroit—The E. A. Nauman & Co. has changed its name to the Newman Lumber & Supply Co., and also increased its capital stock from \$15,000 to \$40,000.

Allegan—Mrs. S. A. Guard has sold the plant of the Electric Flour & Feed Mills to Leon Kolvoord, who will continue the business under the same style.

Laurium—J. Vivian Jr. & Co., conducting a department store, sustained a loss by fire May 19 of more than \$25,000. The loss was fully covered by insurance.

Freeland—R. A. Law and D. W. Thomson have sold their interest in the People's Grain Co. to O. A. Beach, of Saginaw, who will continue the business under the same style.

Mancelona—J. M. Hollinger has sold his jewelry stock to Frank Shroeder and son, Theofil, who will take possession June 19 and conduct the business under the style of F. Shroeder & Son.

Battle Creek—H. H. Taylor has erected a store building near the waiting room at the Gull Lake station and will occupy it June 1 with a stock of groceries, confectionery and cigars.

Sault Ste. Marie—The Trap Rock Sales Co. has been organized with an authorized capital stock of \$16,000, of which amount \$15,200 has been subscribed and \$1,600 paid in in cash.

Detroit—The Portable Fireplace Co. has been incorporated with an authorized capital stock of \$200,000, all of which has been subscribed, \$1,100 paid in in cash and \$198,900 paid in in property.

Fountain—Karl Ashbacher, who conducts a clothing and men's furnishing goods store at Ludington, will open a similar store here May 29 under the management of his son, Grant Ashbacher.

Muskegon—E. T. Carbine, engaged in the commission business at Hesperia and Brunswick for the past fifteen years, will engage in the produce and commission business at 152 West Western avenue about June 1.

Birmingham—The Birmingham Creamery & Ice Manufacturing Co. has been incorporated with an authorized capitalization of \$30,000, of which amount \$24,000 has been subscribed and paid in in property.

Cadillac—Fred H. Ernst and son, Will, have purchased the Harry H. Kingsley meat stock in the Ernst building, on North Mitchell street, and will continue the business under the style of Fred H. Ernst & Son.

Bellevue—The Bellevue Co-Operative Elevator & Warehouse Co. has engaged in business with an authorized capitalization of \$20,000, of which amount \$10,000 has been subscribed and \$3,000 paid in in cash.

Akron—The Reinke & Wolf, Inc., has engaged in the general store business with an authorized capital stock of \$15,000, all of which has been subscribed and \$1,000 paid in in cash and \$14,000 paid in in property.

Battle Creek—William Maxwell, who conducts a chain of five groceries and a bakery at Kalamazoo, has purchased the six A. J. Kyes bankrupt grocery stocks and will conduct them as a part of the chain for the time being.

Detroit—The Drabold-Mott Manufacturing Co. has engaged in the manufacture of automobile traffic signals, with an authorized capitalization of \$50,000, of which amount \$35,000 has been subscribed and paid in in property.

Lansing—Jacob Pregulman, engaged in the wholesale meat business, has merged the business into a stock company under the style of the Pregulman Brothers Packing Co., with an authorized capitalization of \$50,000, of which amount \$33,000 has been subscribed, \$3,000 paid in in cash and \$30,000 paid in in property.

Detroit—The Sanborn & Lore, Inc., has engaged in business to carry on a commission business in merchandise, with an authorized capital stock of \$1,000, of which amount \$500 has been subscribed, \$250 paid in in cash and \$150 paid in in property.

Detroit—The Daschner Company of Michigan has engaged in business to handle furniture, fixtures and all kinds of equipment for hotels, restaurants, etc., with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Detroit—The Loughlin-Wallace Sales Co. has been incorporated to manufacture automobile supplies and accessories, with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$2,500 paid in in cash and \$2,500 paid in in property.

Petoskey—The stock of the Petoskey Hardware Co. was sold by Receiver John M. Shields, to a recently-organized company composed of Albert Bremmeyr, Jay Bain and B. H. Cook, who will conduct a wholesale and retail hardware business under the style of the Bremmeyr & Bain Co.

Battle Creek—The H. H. Metcalf & Co. grocery store, at 405 Maple street, has been closed, but so far no proceedings have followed this action. A bill of sale was recently recorded by which Harold Metcalf transferred to Howard Metcalf all of his interest in the company.

Lansing—George W. Christopher, who has conducted a shoe store in the same building, at 306 East Franklin avenue, for the past fifty-one years, has retired from business, owing to failing health and will seek relief in climatic change. The stock and store building will be sold.

Detroit—The Woodward Hardware Co. has merged its business into a stock company under the style of the Woodward Hardware Co., Inc., with an authorized capital stock of \$10,000, of which amount \$5,340 has been subscribed, \$1,780 paid in in cash and \$3,560 paid in in property.

Lansing—The entire stock of the Don-sereaux store has been sold in bulk by the receiver to the Clevenger Stores, Inc., which will continue the business at its present location. Carl H. Reynolds made the sale as receiver for the Don-sereaux creditors. No consideration for the sale or estimate of the inventory value is made public.

Manufacturing Matters.

Coral—The Coral Creamery Co. will begin operations June 1.

Lansing—The Michigan Crank Shaft Co. has added 7,000 feet floor space to its plant.

Kalamazoo—The Piper Ice Cream Co. has increased its capital stock from \$5,000 to \$25,000.

Owosso—The Independent Stove Co. has changed its principal office from Detroit to this city.

Midland—The Dow Chemical Co. has declared a special dividend of \$10 a share on common, payable June 15. This brings the total payments of special dividends since the beginning of the war up to 180 per cent. on the common stock, or \$2,700,000. Of this 100 per cent. was paid in preferred stock.



Review of the Grand Rapids Produce Market.

Apples—Baldwins and Starks command \$3.75 per bbl.; Russets, \$3.50; Ben Davis, \$3.50.

Asparagus—75c per doz. bunches for home grown.

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

Beans—Prices range around \$3.75 for pea and \$4.25 for red kidney in carlots.

Beets—60c per doz. bunches for new.

Butter—The consumptive demand is very good and the receipts are ranging the same as a week ago. The quality of the butter arriving is very good. Other conditions are very favorable for making fine butter, and there is likely to be a good market at unchanged prices for the next week. Creamery grades are held at 29½c in tubs and 31c in prints. Local dealers pay 23c for No. 1 in jars and 20c for packing stock.

Cabbage—\$5 per 100 lb. crate from Moblie.

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

Eggs—The quality of the receipts is very good. The market is firm, prices ranging the same as a week ago, with an active consumptive demand. Some of the receipts are going into cold storage warehouses, and it is not likely that there will be any change from present prices for the next few days. Local dealers are paying 21½c, cases included.

Egg Plant—\$1.75 per dozen.

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

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

Green Onions—Home grown, 15c per doz.

Green Peas—\$2.25 per bu. hamper.

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

Lemons—California, \$4 per box for choice, \$4.50 for fancy.

Lettuce—15c per lb. for hot house leaf. Head lettuce, \$1.50 per bu.

Maple Sugar—17c per lb. for pure.

Maple Syrup—\$1.40 per gal, for pure.

Mushrooms—40@50c per lb.

Nuts—Almonds, 18c per lb.; filberts 15c per lb.; pecans, 15c per lb.; walnuts, 16c for Grenoble, 16½c for California; 15c for Naples, \$2 per bu. for

Shellbark hickory nuts and \$1.75 for large.

Onions—Texas Bermudas, \$2.10 for yellow and \$2.25 for white.

Oranges—California Navals, \$2.25@3.75; Sweets, \$3@3.75; Valencias, \$3.50@4.

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

Pineapples—\$2.50 for Cuban.

Plants—Tomato and cabbage, 75c per box; peppers and astors, 95c per box; geraniums, \$1.40 per box.

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

Potatoes—The market has sustained a strong advance. Country buyers are now paying \$1.25 per bu. 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—20c for long; 15c for home grown.

Rhubarb—85c per bu.

Strawberries—\$2.25@2.50 per case of 24 qts, either Tennessee or Ozark; \$2.75@3 for Missouri Aromas.

Sweet Potatoes—\$1.50 per hamper for kiln dried Jerseys.

Tomatoes—\$4.50 for 6 basket crate, Florida stock.

Turnips—60c per doz. bunch for new.

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

Wax Beans—\$1.75 per box for Southern Illinois stock.

The Grocery Market.

Sugar—The market is unchanged, but to the Tradesman it looks like the lull before the storm—a period of unrest in anticipation of a higher range of values. Both foreign and domestic orders have been small factors of late, the domestic trade because it is taken care of for some weeks to come and finds the demand less active owing to weather conditions and the tendency in some quarters to curtail consumption. Manufacturers of ice cream and soft drinks feel the effect of the late spring and the attendant cold, rainy weather keenly, as withdrawals indicate. It is hoped that the prospects for a large and cheap fruit crop will offset the advance in granulated, so that canners may continue the usual big factor in the summer business. However, the main stimulus must come from abroad, and in this regard the British Commission plays an important part. It has been out of the market for sugar here for some weeks,

and its reappearance would be welcomed. Refiners are receiving some orders from the smaller European countries, but the aggregate is not large. They are quite well sold up for May and June, but will want orders for July, in which month England and France should also be interested. The grinding in Cuba is coming rapidly to an end, as the small number of centrals in operation (62) shows. It is raining heavily, and receipts will be much lighter from now on, with stocks soon decreasing sharply as a result. Presumably, the out-turn will reach 3,000,000 tons, but this will all be needed to supply the world shortage incidental to the war. The financial position of the Cuban planter is emphasized as permitting him to carry sugar in the face of the indifference of the refiner, two-thirds of the crop being already sold.

Tea—Business is quiet. There is no large stock of tea to work on, which keeps holders firm in their ideas. The country is buying tea for requirements and paying the price. Formosas have been rather firmer in sympathy with the primary market, where activity and higher prices are reported. Advices from Colombo state that a considerable falling off in the crop movement is expected in June. The receipts of late weeks have been running poor quality, which explains the slightly easier prices in contrast to London, where moderate improvement was noted.

Coffee—Rio coffees are unchanged and dull. Mild grades show no change from a week ago and are in very moderate demand. Java and Mocha is unchanged.

Canned Fruits—While the trade is expecting daily to hear the announcement of opening prices of California canned fruits, there is not so much surprise at the delay, considering the unusual conditions that have developed during the present season. The spread of growers' organizations and the arbitrary prices they are demanding for raw fruit—in most cases fully treble the normal—has caused canners to proceed cautiously in estimating their costs. The growers, however, are not altogether to blame for the high price levels, as in many localities the crop conditions are unfavorable and particularly in the Southern sections has it been necessary to go outside of the districts to purchase the fruit for canning purposes. The increase in the cost of the cans themselves, of the labels, of transportation and of labor place the whole proposition on a new basis. Hence when the new prices are finally announced it will be a matter of unusual interest. Local demand for old crop is seasonable, but in practically all instances offerings are light.

Canned Vegetables—The market for No. 3 tomatoes has been comparatively firm, although there has been a little selling here and there on the basis of 97½c, as against \$1 generally asked. The amount of these offerings, however, has not been sufficient to weaken the general situation. Future tomatoes are slightly firmer in tone. Corn is working up and the general situation is quite strong; demand fair.

Peas are still heavy, and will nowhere clean up before the new pack comes on the market. What that new pack will be is, of course, uncertain, but Wisconsin has had the worst growing season on record. As a matter of fact the only thing that can rescue peas from their present depression is the cutting down of the production this year.

Canned Fish—Columbia River salmon prices are due, but while the trade for a while was inclined to look for an advance, owing to the increased canning costs, the feeling now is that an advance would be unjustified in view of the fact that packers generally are carrying over stock from last season. Considerable interest is being manifested in the report that the French government has prohibited the importation of lobster on the ground that it is a luxury. This will make a considerable difference with Canadian packers, but domestic packers will be only moderately affected. Domestic sardines of the new pack are a shade under what they were a week ago. Imported sardines are still very scarce and very high.

Dried Fruits—Based upon the attitude of growers on the Pacific Coast the entire dried fruit situation is one of increasing strength and a condition is developing that will be of more than general interest. The success that has thus far attended the organization of the raisin growers has stimulated other fruit growers to similar endeavors. The result has been the formation of organizations in practically every other line and their arbitrary advance in the prices at which they have agreed to sell, so that a new alignment of costs has to be reckoned with. As to raisins the developments of the week have been rather interesting in that the demand for the new crop has been excellent and the Association has sold, subject to approval of opening prices when made, all the unbleached Thompsons and Sultanas that it is considered wise to sell ahead until crop conditions are more fully established. As to the prune situation from the packers' standpoint, the market is very firm for the reason that growers are demanding prices higher than the present selling prices to distributors. It is a question whether or not the packers have already made contracts with the growers to cover their present season's requirements. There is claimed to be a large short interest, but the testimony on this point is contradictory. Apricots and peaches are in much the same position, but in the meantime the demand for all dried fruits is at a minimum and speculative buyers are also rather indifferent.

Cheese—Stocks of old are very light. The market is firm at about ½c per pound advance over last week. New cheese is steady at unchanged prices, with a good consumptive demand. There is also considerable cheese being sold for export. There is likely to be increase in the make, which may be followed by an increase in the consumption, but not much change is looked for in price.

Boomlets From Bay City.

Bay City, May 22—John W. Rouse, of this city, is in possession of an unique letter which I think the readers of the Tradesman will enjoy. At the time it was written Mr. Rouse was located at St. Helen, Mr. Guerin formerly lived there, but later moved to Waters. It seems that he owned a road sprinkler, which he left in charge of Mr. Rouse to sell, but which he himself sold to Charley Fletcher for \$5 and wrote Mr. Rouse to collect the amount before delivering it to him. The remainder of the letter is self explanatory:

Waters, Jan. 12, 1895—I wrighth you this fews line for lett you no i sold my sprinkler to charly fletcher and dont let go before he paye you five dollar for the tink and please do that for me and i got good pille of shingle bolts over on hather side the depot if you want to have for woods you cane go and take homme for your stove, he must good dry woods for cook. Done the best you cane dont let tink go beside mony in your packet for your truly Jules Guerin.

A. S. Austutz, of Rhodes, who recently purchased the stock of general merchandise of L. E. Les Dernier & Co., has sold the same to John Mathieron, who has taken possession and will continue the business.

Harry Michelson, the well-known and popular merchant tailor, was found dead in his place of business, 610 Washington avenue, at 7:30 Monday morning. An empty four ounce bottle which had contained carbolic acid told the cause of his death. The loss of his wife, who was buried one week ago Sunday, since which time he has been very despondent, caused him to take the fatal dose.

A large delegation of the Saginaw lodge of Eagles, seventy-five strong, came down to Bay City Wednesday night as guests of the local lodge. At 8 o'clock a parade took place, headed by the local band, through the principal business streets. The Eagles' drill team was a prominent feature of the parade. A large class of candidates was initiated, after which a self-serve banquet was given, followed by addresses by Mayor H. F. Paddock and others, of Saginaw, and Mayor F. P. S. Kelton and Judge of Probate E. E. Aunke and others, of Bay City.

That Bay City real estate is considered a good investment is indicated by the number of transfers recorded last week, which reached over seventy, a great many of which were to outside investors.

Thirty-two persons were killed on Detroit streets in the first three months of this year, according to the coroner's report recently made public. This, of course, does not include the killing of police officers, which is a little diversion for the gunmen.

The Board of Education at its last meeting passed a resolution fixing June 10 as the date for submitting to the school electors the question of bonding the city for \$500,000 for the erection of a high school building.
W. T. Ballamy.

Kalamazoo Retailers to Conduct Country Tours.

Kalamazoo, May 22—Preliminary provisions for trade extension tours to be conducted out of Kalamazoo into the territory immediately adjacent to this city were made at an enthusiastic gathering of retail dealers in the Chamber of Commerce assembly hall. The executive committee of the Chamber retail trade division was empowered to formulate definite plans for the tours and the hearty co-operation of the retailers in general was assured the committee.

Gathered at the meeting were clothiers, butchers, grocers, shoe dealers, furnishers and department store heads. Every branch of the retail business in Kalamazoo was represented around the banquet table, and all were assembled

for a single purpose—that of co-operation, one with another, for the general betterment of trade conditions in Kalamazoo.

Many matters incident to the retail business were discussed, but the principal issue was that of trade extension. The tentative plan as outlined at the meeting provides for a series of automobile jaunts into the rural districts to be conducted weekly.

The retailers will go in bodies of four and five, visiting the farmers and rural dwellers, thus better acquainting themselves with their customers in the outlying districts.

Although J. Charles Ross, chairman of the retail trade division, presided at the session, the meeting was turned over to Samuel Folz during the discussion of trade tours and the principal address of the evening was made by Mr. Folz.

"We need to get acquainted with our farmer friends and customers," he said. "We need to let them know that we are interested in their welfare and to enlist their interest in our welfare. We need to convince them that we can be of mutual benefit to each other."

That no time will be lost in arranging for the tours was assured, and the executive committee will at once begin work on a definite plan.

In addition to the trade tour discussion, Mr. Ross, as chairman of the division, outlined the work that has been done by that branch of the Chamber of Commerce during the last year, and he told of the plans that are being formulated for the coming months. He appealed for better and closer co-operation on the part of every retailer who is interested in bettering general trade conditions in Kalamazoo.

Charles Morath spoke to those assembled on the benefits to be derived from truthful advertising. Fred A. Appledoorn told of the benefits that are to be derived from the Chamber of Commerce if the proper co-operation is accorded, and Ray O. Brundage outlined the plans that are being formulated for the county fair next fall.

Retail Clerks Form Efficiency Club.

Lansing, May 22—For social and efficiency reasons the Retail Clerks' Efficiency Club has been organized here. Forty charter members participated in the organization. The Club membership will be confined to the following lines of trade; furniture, department stores, clothing, shoes, hardware and dry goods. The Club is in no way a union and is affiliated with no labor organization. The organization grew out of a plan discussed by a few clerks a short time ago at a social gathering. The Club's principal business, say officials, is to make Lansing stand out on the map of Central Michigan as a "city of service and efficiency." And while this is the principal business of the new organization, the social end of the Club will not be neglected.

It is purposed to meet regularly and at each meeting some local business man or efficiency expert will be asked to speak. Informal discussions of the lectures will follow. A plan for a summer picnic of the organization is also being discussed. A number of other matters of interest to the clerk's service will be taken up at meetings to follow.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, May 24—Creamery butter, extras, 30½@31c; first 29@30c; common, 25@28; dairy, common to choice, 25@28c; poor to common, all kinds, 22@25c.

Cheese—No. 1 new, 17c; fair, 16½c. Eggs—Choice, new laid, 23@23½c; fancy, 24@24½c.

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

Beans—Medium \$4.20@4.25; pea, \$4.20@4.25; Red Kidney, \$4.75@5; White Kidney, \$5@5.25; Marrow, \$4.75@5.

Potatoes—\$1.10@1.20 per bu.
Rea & Witzig.

The Book For NOW

With the merchandise supply of the whole world thrown into the greatest confusion and uncertainty, with American buyers literally fighting for merchandise to supply the greatest demand in a generation, with prices growing as if by magic, there is a force that stands out with unruffled calm and unshakable steadiness.

The force we refer to is our catalogue. It is the book for NOW.

Our customers know that for them there is no crisis for at least thirty days—the period each catalogue is in force. They know just how much merchandise is going to cost them for thirty days. They know what goods they are going to get. They can go ahead with their plans in confidence, comfort and security.

The June number is in the mails.

Are you going to let it show you what it can do for you NOW in this time of strenuous test?

Butler Brothers

Exclusive Wholesalers of General Merchandise

NEW YORK

CHICAGO

ST. LOUIS

MINNEAPOLIS

DALLAS

Urges Retailers to Hold Cost Convention.

Muskegon, May 23—A cost convention of Muskegon grocers and butchers to determine the overhead in the grocery and meat business, that dealers may know how to price their merchandise and sell at a profit, was advocated by J. D. A. Johnson, ex-President of the Muskegon Chamber of Commerce, at the big grocers and butchers' banquet held at the Occidental Hotel.

The banquet was the biggest turnout of food products retailers Muskegon has ever witnessed and was given by the wholesalers of the city to their patrons. A total of 156 people gathered at the board, the banquet being an initiatory function for the splendid new Occidental dining hall.

Illustrating freely from his own business experiences, Mr. Johnson showed the grocers and butchers that many of them are doing business on margins that will leave them practically unprovided for in their old age.

"There's nothing in fighting each other," he said. "Get together and eliminate your extra expense. Some of you fellows are in business for ten or twenty years and at the end find you're \$1,000 or \$2,000 to the good. That's \$100 a year to pay you for getting up early in the morning and working until late at night, hustling around all day, and worrying year in and year out on business matters. That isn't enough. There's something wrong somewhere. Get together and find out what it is.

"We had a meeting of washing machine manufacturers the other day. For the first time in the history of the business several of us got together and put our cost sheets next to each other and figured out just what it was costing us to do business. We found that the overhead ran from 130 to 180 per cent. One of the group figured his overhead at 30 per cent. We knew right away that he had figured wrong.

"In the same way a lot of you grocers

and butchers are not taking every item into account. Take your delivery system for instance. I'll wager there isn't a grocer here who can deliver for less than 8 per cent. of the cost of the products he sells. What does it cost you to deliver your stuff? Do you know? A woman fifteen blocks away calls you up for a loaf of bread or a bottle of milk and you burn more gasoline making that delivery than the milk, bottle and all is worth. Do you take those things into account.

"Hold a cost convention and see what it costs you to do business. The Government won't prosecute you for it. It is doing all it can to help the business man figure his costs and is spending a lot of money making investigations into these very things. Call up your competitor and find out what prices he is making. There is no harm in it, and it is better for business. When we in the washing machine business send out our price lists we send them to our competitors as well as to our customers.

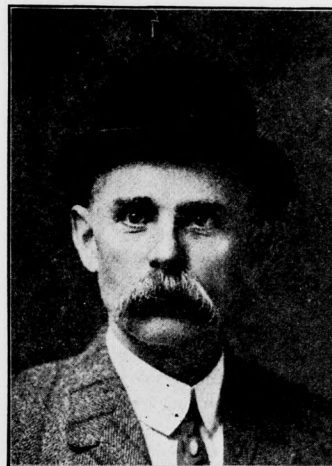
"The easiest way to lose a customer is to be a poor collector. Get after the people that owe you. If you don't they'll be afraid to face you when the bill grows and they'll transfer their account."

People want to think more, to feel more, to love more intensely, to utter themselves more spontaneously, more freely, but they are afraid of public opinion. Now, to imprison oneself in public opinion is to imprison oneself in the intellectual and moral notions of the average man, and that means inevitable mediocrity—a sort of living death.

Each Chinese schoolboy has to furnish his own stool and table, as well as his own ink, brush and writing paper.

From Selling Hats to Raising Chickens.

Grand Rapids, May 22—The accompanying picture is a portrait of one of the oldest hat and cap salesmen who traveled for the Bush Hat Co., of Chicago, in Michigan for twenty-three years. I have come to the conclusion that there is no more room for an old man (not saying I am old, by any means) on the road, as business men at the present time want growing men, not those who have passed the age of 60. Therefore, I



L. C. Iden.

have bought a small place on East Leonard street, near Fuller avenue, and am thinking seriously whether to buy a mule or a ford. Have about decided on the mule. If I get the mule, I think of planting a good part of my farm in garlic and onions. Then I can have a strong hand and think I could go up against any old

rhum or smear game that comes along. As for the chickens Mr. Haight speaks of, will say that his advice is good as to the feed, so far as my personal experience has been. I have seen many an old rooster and several old hens which were raised on oysters and champagne, but I expect to eat fried chicken oftener than I ever did bumping around on the road and I will know what they have been fed on, too. I know I will miss a lot of good old smear and rhum parties which a great many of my U. C. T. brothers know I always enjoyed and will say now if any of them ever call on me when I get the mule, I will hitch him to the fence and try and interest them. So, boys, come out and see the old man. The front gate will have no lock and the latch string will always be out with the sign Welcome in big letters of hospitality at the 4 Oaks, East Leonard street, near the corner of North Fuller avenue.

L. C. Iden.

We are all pitifully under bondage to the traditions and notions of the world. We think as the world bids us think, we pray as the world bids us pray, we act as the world bids us act and we mourn as the world bids us mourn. It pipes in the market place or in the church, and we dance the conventional dance or worship in a conventional way a conventional God.

Unless you have learned when to stop talking and give the customer a chance, you have not learned all the rudiments of salesmanship.

People naturally assume that a handsome woman marries a homely man because he has a lot of money.



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

Barney says—

In the Old days we didn't know about Powdered Sugar, but people now days want Powdered Sugar, and they don't want it hard and lumpy.

The great care we take in having the Quaker Powdered Sugar carefully looked after and super-dried before it is put into packages, is why it does not get HARD and LUMPY and must be the reason why we sell more of it every month.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

MICHIGAN TRADESMAN

(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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E. A. STOWE, Editor.

May 24, 1916.

ONLY OBSTACLE TO PEACE.

From the first it has been evident that, unless there should be a rapid and complete triumph of arms, on one side or the other, the question of making peace would seriously be taken up only when the nations became utterly weary of war, when they came to despair of being able to bring their enemies to their knees, when they saw nothing but misery and fruitless sacrifice in prolonging the struggle. Now that this psychological change is coming in Europe there are endless signs. If one looked at Germany alone, he could see them in abundance. That the Germans are acutely feeling the pinch of the war is manifest. We do not need to accept all the reports of food-riots and anti-war demonstrations, significant as they are of the suffering of the people who begin to realize that they have been deceived all along as to the cause of the war by the Prussian despotism. Take the single fact, beyond dispute, that the appointment of a "food dictator" is contemplated. The call is for a sort of Superman of iron will, boundless energy and knowledge little short of omniscience, who shall co-ordinate everything, punish every rascality, seize all supplies, and see to it, by a kind of sublimated German efficiency, that every man, woman, and child is properly fed. We need no other proof of German suffering and German discontent. This does not mean that the German government is ready to sue for peace, or would not spurn what it would consider ignominious terms; but it does mean that the German mind is more and more taken up with the thought of ending hostilities which are apparently leading nowhere except the further impoverishment of a devoted and deluded people.

The only thing which now stands in the way of peace is that the "crushing" of Prussian militarism cannot be done from the outside. Germany might be stricken down helpless, yet if the German attitude did not undergo an inner change, it would only be a question of time when militarism would show a threatening front again. The real conquest, if it is to be wrought at all, must be in the soul of the German people. Not until they are led to believe, and to act upon the belief, that the food upon which they have been fed for two generations by the Treitschkes and the

Bernhardis has been poisoned, and that the idea of imposing the will of Germany upon the whole world by blood and iron must be abandoned, will the doom of Prussian militarism be pronounced.

Evidence is rapidly accumulating that such an altered state of mind is already being brought about in Germany. There is, first, the fact that Germany does not any longer expect to win the war—in any such way, that is, as to compel the Allies to give up the fight. A Russian journalist, recently in Berlin, reports the general acquiescence of Germans in the view that the Allies cannot be beaten outright. More significant is the appeal which Dr. Karl Liebknecht issued on May Day, and in connection with which, and the riotous demonstrations that attended it, he was arrested and is to be tried. Yet one-third of the members of the Reichstag voted that he ought not to be tried. This may have been partly a desire to assert his parliamentary privilege, but it must also have indicated a considerable agreement, even in the Reichstag, with the position taken by Liebknecht. And what was it? We have only a portion of his May Day appeal, as printed in the *Kölnische Zeitung*. But the burden of it clearly was that the German people had been deceived and misled by their government; that the war was not caused by Germany's enemies, but by "certain classes and industries powerfully represented in the government;" and that the workers in Germany should raise their protests against "Imperialistic butchery," and against "the Junkers and their executive committee—the German government!" Can anybody doubt that the hoped-for revolt against Prussian militarism has begun in Germany?

With such a profound change going on in the belligerents, it is not strange that there should be a stirring for peace moves by neutrals. From Holland, from the American Peace Society, statements have come urging that the psychic moment for mediation is drawing near. Echoes of this are everywhere heard. No definite plan of procedure has yet been worked out, so far as we know, but it is plain that if some sort of concerted and friendly and insistent approach to the nations at war would soon be made by the nations at peace—perhaps with the Pope joining in—a moving response from the heart and conscience of mankind could not fail to follow.

Clubwomen of Kansas City who went to hear Billy Sunday deliver a special sermon in their honor heard him say he ought to "cut out the slang." When his hearers smiled at the "cut out" he turned the tables by saying: "A lot of your clubwomen are working to better working conditions for the girls who work in stores and factories and while you are doing it the girl in your kitchen is working fourteen hours a day. Do you call that reasonable or fair? You know what I call it? I call it hot air, sister, hot air." And they did not smile at the "hot air," for several of them knew he told the truth.

A woman can keep a secret if nobody cares whether she does or not.

THE MERCHANTS' CONGRESS.

The Retail Merchants' Congress to be held in Grand Rapids on June 6, 7 and 8, under the auspices of the Wholesale Department of the Grand Rapids Association of Commerce, is the first attempt of its kind in the State of Michigan. The event is in the nature of appreciation to the retail trade by the wholesalers, who realize that their interest in the retailer should not cease with a sale of merchandise. Whether the retailer sells the goods; whether he collects for the sale are all matters in which the wholesaler is interested. If not sold, then the wholesaler cannot get a repeat order; if not sold at a profit the retailer will not continue the line and if he is handling his entire stock on the same basis he will not long remain in business; if he sells the goods at a profit, but fails to make his collection, he is unable to place a second order with the wholesaler, because he has not the money with which to pay the original bill.

Certain men throughout the country have solved many of these problems—some from actual experience and some from scientific study. It would be impossible to get these men to visit the retailer in his store. The cost would be prohibitive. It is possible to get them to come to a gathering of retailers such as will be in Grand Rapids next month at the Congress and address the retailers in a body. These men will tell how they have solved these perplexing problems, will tell how others have done the same thing and explain how all can and should solve them.

The Michigan Tradesman is in full accord with the aims and objects of the Congress, commends it to its readers and urges them to attend as many days and as many sessions as possible.

TAFT AND HUGHES.

Former President Taft was in Washington the other day and among other calls made was one at the home of Justice Charles E. Hughes, where he remained an hour. What they talked over neither has told, but about it there is unlimited conjecture. Mr. Taft did say to newspaper reporters before leaving the Capitol City that he believes Justice Hughes the best and strongest man the Republicans can nominate and virtually made him his preference. It is naturally supposed that he would not have given out this statement without reasonable assurance that the Justice would accept if asked. The situation is accepted as being such that Mr. Hughes will not under any circumstances seek the honor, but if nominated with a reasonable degree of spontaneity, unanimity and enthusiasm he will feel it his duty to accept. Presumably if he has talked frankly to anybody on the subject it would be to the former President who appointed him to his present position.

The conviction is steadily growing among political leaders in Washington that Justice Hughes will be nominated as the Republican presidential candidate after the Chicago conven-

tion has gone through the formality of wasting complimentary votes for favorite sons. Various influential Republicans are quoted in support of this prophecy, which is evidently fast being regarded as a foregone conclusion, so much so that they are now devoting their efforts and energies to picking out a man for Vice-President. A good many politicians are credited with favoring ex-Vice President Fairbanks who has a little presidential boom of his own which has never been regarded as serious. Indiana is a good State for the second man on the ticket to hail from if the first is a New Yorker. There are very many, however, who claim that ex-Senator Burton of Ohio is an abler man and there are already intimations that he would accept the vice presidency if tendered. The geographical argument is nearly as good in his behalf and the personal argument much stronger. If they are now turning their entire attention to second place, it indicates that the first has been pretty well settled.

TESTIMONY OF TRADE.

Whatever may be said as to apprehensions of a business reaction in case of sudden peace, or of international complications, or of an exciting Presidential contest, there are no signs of such a check to activity as yet in sight. Business throughout Michigan continues extremely good, and there is abundant indication that it will remain so for some time to come. Manufacturers are generally busy. Jobbers are selling more goods than at any time since the war began. Retailers are doing a good trade, and there is a feeling that large consumption of goods is to be looked for this coming season.

The most unfavorable consideration is the unrest prevailing among labor. Some want more money, some easier working conditions, some shorter hours, and some recognition of the union. The last is a most important factor.

There is more active demand for money from mercantile and manufacturing interests, yet bankers say it is still not large enough to take up their surplus, and they are in the market as buyers of commercial paper even at current low rates. Grain interests are not increasing their borrowing; in fact, their stocks of grain are being reduced. It looked to a few bankers a week ago as though the money market was about to become stronger; but so far no advance in rates has been made, and bankers now say that they see no immediate prospect of it.

Germany, where iron money of small denomination has for some time been in circulation, is not alone in suffering such a stringency. Russia is having printed duplicates of the Romanoff jubilee postage stamps on heavy cardboard, the pieces to have the same value as money of the stamp denomination, while in England also a new treasury note has been put in circulation, values, £1, 10s.

A woman will believe anything a man tells her if he puts it in a letter.



Sugar Points
"Reputation" ^{NUMBER} II

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

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

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

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"IOWA"

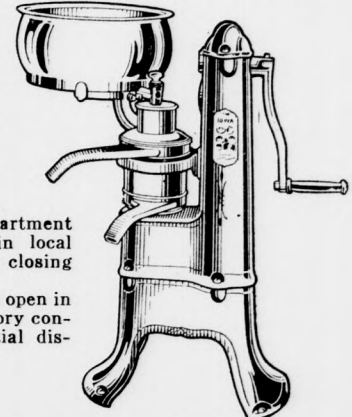
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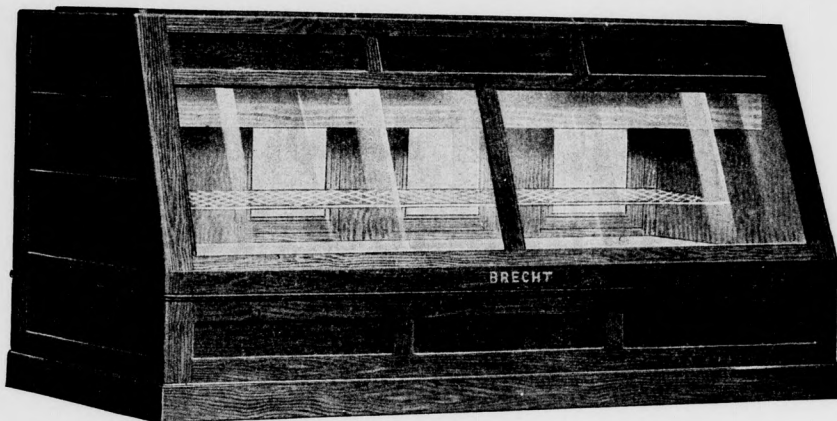
If the "IOWA" agency is open in your territory, ask for territory contract and Dealer's confidential discount at once.



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

KEEP 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.

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3 feet deep
4 1/3 feet high

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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.

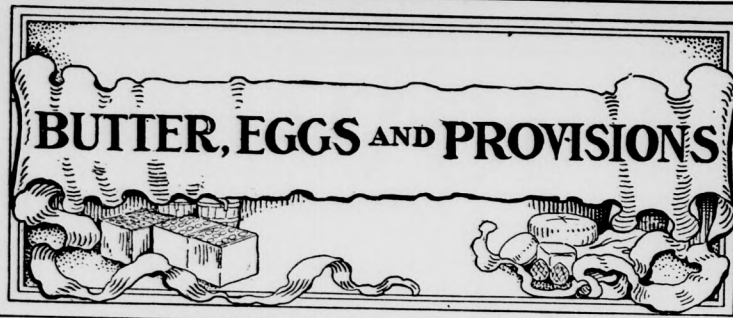
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N. B.—Gentlemen: For over 65 years "BRECHT" has been synonymous with progressive ideas and new equipment for the wholesale and retail meat trade. BRECHT goods stand first: "Quality first, last and all the time" is the BRECHT slogan. Therefore, when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



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.

Texas Onion Season Closing.

The office of Markets and Rural Organization, of the U. S. Department of Agriculture, reports that the Texas onion crop is rapidly being shipped out of the State, 3,586 cars having gone forward up to the night of May 17. It is possible that the season will close by June 1.

The temporary branch of the Office of Markets, located at Laredo during the season, reports that good prices have been received by the growers to date. Both the Crystal Wax and Yellow Bermuda varieties have probably sold at an average price of over \$1.00 per crate for the entire season. The Office of Markets has maintained a branch at Laredo since shipments first became heavy and has been supplying shippers and growers with telegraphic information relative to shipments and market conditions, and has been assisting in securing efficient distribution. This information has been released daily at 2 o'clock at the Laredo Chamber of Commerce.

A large chart showing the destinations of all shipments for each day, has been kept on display. From this information shippers have been enabled to divert their product to the best markets. The majority of the onion growers in Texas are being supplied daily with a mail bulletin which gives a complete summary of the shipments of the previous twenty-four hours and of market conditions on the morning of the day issued. Over five hundred persons are receiving these bulletins daily.

The Department of Agriculture is also supplying shippers of Texas potatoes with information regarding shipments and prices. A field office has been opened at Eagle Lake.

Growers of tomatoes in the East Texas district will be supplied with a market news service in June when the tomato movement from that territory begins.

Eggs From Incubators.

The mixing of eggs taken from incubators with other eggs sent to market, as the practice has grown from year to year, has tended to lower the average prices offered for spring eggs by cold-storage packers, who are important buyers at this season. Spring shipments of eggs, free from incubator eggs, are of such good

quality that packers do not have to go to the extra cost of candling each egg before storing it. Such eggs can be "clicked," three at a time, to detect cracks, and quality is determined by the fresh, powdery look of the shell. These measures, however, will not detect eggs which have incubated and failed to hatch and which are useless for storage purposes, because, even if not actually rotten when stored, they soon become so.

When the egg packers are forced to candle, they quickly determine accurately the average number of incubator eggs to the case from the different collecting points and regulate their prices accordingly. In final analysis, therefore, the country shipper is paid on the average for just what he ships to the wholesale center, and he in turn bases his payment to the producer on his own returns.

The eggs removed from an incubator because they are infertile, while not fit after such heating for keeping and not good for boiling or poaching, may, if used at once, be fried, and are good for cake and certain other baked foods. Such infertile eggs, moreover, make one of the best feeds for early chicks, and many poultrymen use all their infertile eggs from incubators for this purpose. The farmer, therefore, would be wise to use such eggs immediately at home and not to mix them with his spring eggs. He should send only fresh eggs to market and should try to sell to the country collector, or store, on a strict quality basis. Incubator eggs when they reach market are classified as "low grade No. 2" and the presence of any number of them in a case reacts unfavorably on the grading of the entire thirty dozen, at the hands of the first wholesaler.—Department of Agriculture.

It is on the invitation of the Eastern States Agricultural and Industrial Exposition, Inc., that the next National dairy show will be held in Springfield, Mass. The dates have not yet been definitely settled but the show will be held late in September or early in October. Reliable information reaching the Tradesman is to the effect that this corporation owns ample land, located very close to the city of Springfield; that the corporation itself was effected by a number of Eastern business men of means with the idea in mind of developing the East agriculturally. There appears to be no question about the financial ability of the backers, and the interest they have in the matter is very apparent.



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When you have Fresh Quality Eggs, Dairy Butter or packing stock. Always in the market. Quick returns. Get our quotations.

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

It will not char or carbonize.

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 Grand Rapids, Michigan

THE MEAT MARKET

Washing Grease.

This is usually done by washing with sulphuric acid. Into a wooden or lead-lined vat clear water is run to the amount of 10 to 15 per cent. of the grease to be washed, and when the water is in 1 per cent. of sulphuric acid to the grease to be washed is added the acid, being of 66-degree density. It is important that the water be put in first, for if the acid is put in the tank first and the water afterwards run in, an explosion is liable to occur on account of the intense heat generated by the absorption of the water by the acid. In case of such an explosion the acid is liable to be thrown on the attendants.

After the water and the acid has been mixed, add the liquid fat, turn on steam and boil until the fat and acid show clear; at first it will be muddy or cloudy. Usually a boiling of twenty to thirty minutes is sufficient. This work should be done on the top floor of the building, or some place where there is ample room for the escape of the vapor, as the fumes of the acid are very strong and are injurious to the building. After the boiling is finished, allow the tank to settle ten to twelve hours, then draw off the acid water from the bottom, and if the same is clear and clean it shows that the fat has little foreign substance and the solution can be used over again. If it shows a great deal of foreign matter in the solution it should be run away.

All pipes leading from such treating vats should be of lead. It is also necessary that the pipes in the vat be of perforated lead coils, as iron pipes are very soon destroyed. After the fats have been washed they should be drawn into trucks or tierces and placed in a room where there is good ventilation, giving the acid fumes an opportunity to pass off. The fat will then be found to be lowered to about 80 deg. F., and should be removed to a room refrigerated to the degree required by each special class of product to be pressed.

Bologna.

Use lean fresh meat trimmings and cheek meat, if available. Hearts may be added, if they do not exceed one-quarter of the whole bulk. Chop together very fine. While chopping, add from twenty-six to thirty ounces of salt for every 100 pounds of meat. To every 100 pounds of beef add five pounds of fat pork, either fresh or salted. When the meat is well chopped, add about a pound of binder and a small amount of water, if the mass be to stiff. Mix thoroughly and stuff

into beef middles, rounds or bungs. Smoke with hickory wood or sawdust, as that gives a better coloring and flavor. Remove from the smoke when well colored. Cook in boiling water. When the bologna is well cooked it will rise to the top. Pepper and coriander are the spices used for bologna.

Cutting Yield of Hogs.

A hog cut into extra short clears should yield the following percentages of live weight: Extra short clears, 26 per cent.; loin, 9 per cent.; ham, 12½ per cent.; shoulder, 9 per cent.; lard, 13 per cent.; total, 69½ per cent. A hog cut into extra short ribs should yield: Extra short ribs, 2½ per cent.; loin, 9 per cent.; ham, 12½ per cent.; shoulder 9 per cent.; lard, 13 per cent. It should be remembered that these percentages are average and will vary slightly in different markets and in the same markets at different periods of the year, according to the quality of the hog. These variations however, will not be more than 2 per cent., probably, on the total yield.

Bare Truth.

The teacher of a small class of children recently gave a physiology lesson on the bones of the body. The time to ask questions had come.

"Who will tell me what the backbone is?"

The question was a poser, and no one ventured to reply.

Finally the teacher detected a gleam of hope in Sammy's face and smiled encouragingly at him.

"Well, Sammy?"

"The backbone is a long, straight bone. Your head sits on one end and you sit on the other," answered Sammy.

Loin Clear Pork.

Loin clear pork is made from the sides of hogs with the loin and backbone removed and the belly ribs left in; in other words, an extra short rib cut in five-inch widths and packed five tiers to the barrel. In the New England trade this is known as clear pork. Packed as follows: Extra heavies, nineteen to twenty-three pounds. Heavies, twenty-four pounds to thirty pounds.

Smoking Bologna.

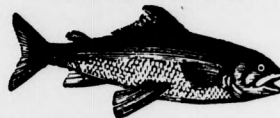
Long bologna should be smoked three hours at a temperature of 145 to 150 deg. F.; large bologna, three hours at 145 to 150 degrees F.; round bologna, two hours at 135 to 140 degrees F.; bag bologna, one hour at 140 to 145 deg. F.

Dandelion Vegetable Butter Color

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

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Breakfast Appetites

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

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DETROIT

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Country Banks Under Serious Handicap.

A great hardship has been worked upon country banks by the present regulations limiting the amount of postal savings deposits that can be carried by these banks, when members of the Federal Reserve System, to a sum equal to their capital and one-half their surplus, according to Arthur S. Corey, cashier of the Chehalis National Bank of Chehalis, Wash.

In discussing the handicap under which these banks have labored under present restrictions, and the great benefit that will accrue to the business interests of the country districts under the final adoption by Congress of legislation now in hand looking toward the removal of the capital and surplus relations, Mr. Corey says:

"The present law in regard to depositors for postal savings funds provides that the funds shall be deposited in banks that are members of the Federal Reserve System nearest to the place of origin of the deposit, in proportion to the capital and surplus of the banks in the city. But the deposit in any member bank can not exceed the capital and half the surplus of the bank. As security for the deposits, municipal bonds of certain specific requirements are deposited with the Treasurer of the United States at Washington, D. C. For this reason, the capital and surplus of the member bank are of no importance, for the collateral security furnished by the bank amply protects the Government against any possible loss.

"The theory and intent of the postal saving law is that hidden money will be placed with the postoffice and thus gets into active circulation to help business in every way. The Government rightly felt, however, that the community in which the deposit originated was entitled to the funds and that it would work a hardship on the country sections to allow these funds to be gathered into the large city banks.

"In some vicinities, for various reasons, the deposits originating there soon exceed the capital and half the surplus of the member banks, and thus all the excess deposits are sent out of the community and to the large city banks. This tends to drain the country of much available cash and to work a hardship upon the business element. As the prosperity of the cities is more or less dependent upon the prosperity of the country districts tributary to them, no real or compensating advantage accrued to the city because of these deposits.

"To correct this evil, a resolution

adopted by the United States Senate, at Washington, last month, provides elimination from the postal saving bill of the clause limiting deposits to any member bank and gives to the country banks all money that is deposited in the postoffices in their respective districts. Unless the House of Representatives restores the regulations as to capital and surplus, a distinct favor has been done the business elements of the country district by this action."

Gradual Reform of Regulation.

It frequently happens that one of our so-called practical men, the men who are held in the daily grind of business, throws a welcome ray of light through the fog of interminable discussion which constitutes our pet National weakness. President Willard did something like that when he said, before the Newspaper Publishers Association:

"Gradually, consistently and naturally, as I view it, the change in railroad regulation from state to Federal, is also taking place, and the thing most desired is that the complete change shall be accomplished in as brief a time as practicable, consistent with orderly transition. I believe few if any radical changes in the laws will be necessary, and such changes as may be made will be rather changes of detail than of principle. I think a careful survey of the matter will develop that we have already gone a long way toward Federal regulation of railroads—much further, in fact, than is generally supposed, without being fully aware of the change, and it now requires little more than the actual status should be fixed by Congress."

Six months ago President Wilson recommended to Congress the authorization of a broad enquiry into the status of railroad regulation. He did not even suggest any definite departure from the existing system. Nevertheless it was generally accepted that the leading question of such an enquiry would be the expediency of substituting Federal for state regulation in all matters affecting interstate commerce, and that the result of the enquiry would tend strongly to bring such a substitution about.

That was enough to ensure the indefinite postponement of the resolution in committee. Senator Kenyon, whose state boasts the most anti-railroad chairman of a state railroad commission west of the Atlantic or east of the Pacific, opposed the enquiry in the fear that it would operate to prevent the immediate enactment of a law giving the Commerce Commission jurisdiction over railroad security issues. Senator Kenyon is doubtless sincere in his position, but it may be at least suspected that others

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Combined Total Deposits.....	8,577,800.00
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are raising the same objection to draw a herring across the scent.

In other words the passionate devotees of regulation by forty-nine commissions would rather accept a Federal securities law which leaves the state commissions still in the same field than allow an enquiry to proceed which is likely to establish one exclusive authority over transportation. And there the matter rests.

Meanwhile, as Mr. Willard points out, the movement away from the states and toward the Federal Government makes progress in the minds of most men by sheer force of logic and common sense. Half a dozen important Supreme Court decisions in the past two or three years have prepared the way. In a legal sense, if not yet in every day practice, many of the barriers to the inevitable extension of Federal regulation and restriction of state interference therewith have already been removed.—Wall Street Journal.

Uniform Par Collections.

There is little or no question that from a scientific standpoint the par collection arrangement decreed by the Federal Reserve Board, if made uniform throughout the country and inclusive of checks against non-member as well as member banks, will do away with a clumsy detail which is obstructive to business. A uniform system seems imperative, too, if the Federal reserve law, in its application and operation, is to be a thorough success, which every good citizen hopes it will be.

The results of Daily Financial America's canvass among banks in New York State revealed a state of disaffection relative to par collections which bodes, unfortunately, no immediate good results from the Reserve Board's order. It is probable that there will be withdrawals of membership; many present members, in their replies to our canvass, flatly expressed an intention of leaving the Reserve System if the par collection arrangement were forced upon them. As the date of the effect of the Reserve Board's order is June 15, these objecting banks were given a full month and a half in which to make final determination as to their action. We cannot doubt but what the Reserve Board has in mind certain suggestions to be made to these banks which will induce some if not all of them to reconsider that threat to go out of business or to reorganize under state charters. We do not believe that the Reserve Board has cast the die without leaving any new basis upon which the objection banks can be reconciled.

It is chiefly, of course, the country banks which are the objectors. Their opposition is very largely based on the proportion of their earnings contributed by the charges on check collections. The country banks may not provide the greater part of the financial strength of the country, but they do provide a considerable part; numerically they form the majority of the Federal Reserve membership, and without them the system would not be well-balanced. We are hopeful that such as have expressed an intention of withdrawing from the reserve membership in the event of the application of the par collection system will find in what new suggestions the Federal Reserve Board

may have in mind ground upon which they can reconcile the business of their respective institutions to the uniform plan.—Financial America.

War, Bonds, Neighbors.

The strenuous days through which international finance has passed during the past two years should have hardened its character. But President Wilson's note to Germany gave Wall Street the tremors which even reached Canadian bond brokers, despite the fact that the United States, after all, is about as far from war as it was a year ago. Our bond houses figured that the United States being the only important market for Canadian bonds, close possibilities of a war declaration between that country and Germany, or the declaration itself would close the doors of the United States market to Canadian bonds.

That is looking a long way ahead. It is a pessimistic guess, too. Even with the United States actually at war, her bankers could well afford to finance the comparatively small requirements of this country which would then be an ally of the United State in the Great War. Our bonds, popular there now, would have increased prestige. Domestic war loans of the United State would swallow up big sums of money but there would be ample left to let us have the \$200,000,000 or so per annum in the aggregate which our governments, municipalities and corporations might seek in the market. The United States has no war debt; it has the smallest normal debt in comparison with the belligerents; it has loaned \$830,000,000 to the warring countries; and with good crops this year, it will have a favorable trade balance estimated at from \$2,000,000,000 to \$2,500,000,000.—Monetary Times.

A Kind-Hearted Controller.

National banks have never been so busy studying themselves as they have been since the appointment of John Skelton Williams as Controller of the Currency. No two calls for condition have been alike since his entrance to office, and each new bank carries requests for more informaton. The result has been that the clerical work of the banks has been greatly increased, and officers have come to fear the approach of each call for the extra work that it entails. Mr. Williams may have had this situation in mind when he included in his latest form a request for information as to the clerks who have not had regular vacations in past years. If he finds that some of the men whose work it is to fill out his reports have not been allowed to get off for the customary fortnight he may simplify his next form. As a matter of fact, his solicitude for the welfare of bank employes is not expected to develop any abuses in the large city institutions. They are believers in vacations to such an extent that many of them provide club houses in the country for their employes to use in their vacation time.—New York Times.

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 Where climate is ideal; seats 365; daily noon to 11; best location; admission 5-10-15c; well established; built by owner; marble front; good lease; \$8,000 invested. Owner retiring. Will hold on telegram pending investigator's arrival
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Capital - - - - \$500,000
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EXPERIENCE and training enable us to perform to the best advantage. Our judgment in investment matters makes the appointment of our Company as your Executor or Trustee a matter of business prudence. Our facilities enable us to select seasoned investments for your Estate. Our financial strength places back of your Estate the strongest safeguard. Our charges are fixed by law. All consultations are confidential for which no charge is made.

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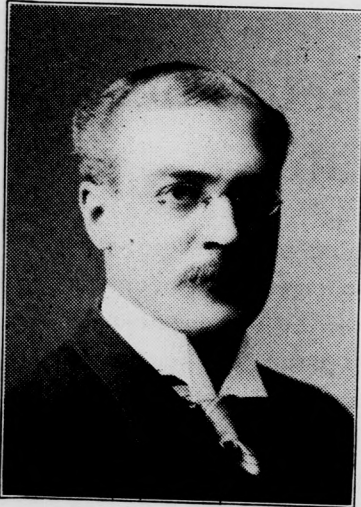
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INVESTMENT BANKERS

BUSINESS TRAINING.

Personnel of the Man Who Will Handle It.

Among the leading features to be presented at the Merchants' Congress in June is an address on Training Men for Business by Prof. William A. Scott, Director of the Course in Commerce at the University of Wisconsin.

Prof. Scott was born in Western New York. He was brought up on a farm. He attended the State Normal School, at Brockport, New York, and took his bachelor's degree at the University of Rochester, N. Y. For three years he was Professor of History and Political Science at the University of Dakota, now the University of South Dakota, Vermillion, South Dakota. He attended the Johns Hop-



Professor Wm. A. Scott.

kins University, Baltimore, Maryland, as a graduate student in Political Economy and Comparative Jurisprudence, taking the degree of Ph. D. in that institution in 1892. In the fall of that year he went to the University of Wisconsin and has been connected with that institution ever since. Since 1900 he has acted in the capacity of Director of the Course in Commerce and Professor of Political Economy. He is the author of the following books:

Repudiation of State Debts, published by T. Y. Crowell & Co.

Money and Banking, published by Henry Holt & Co. This book has passed through five editions, the fifth one having just come from the press.

Money, published by A. C. McClurg & Co.

Banking, published by A. C. McClurg & Co.

Recent Theories of Interest. Translation with introduction, published by McMillan & Co.

Besides his university and editorial work he has for many years lectured on economic topics in various parts of the country. He has given considerable attention to the subject of currency and banking reform and in this connection delivered a good many public lectures during the free silver campaign and during the campaign which resulted in the establishment of the Federal Reserve System. He has also lectured and written quite ex-

tensively on the subject of the education and training of business men, having, as indicated above, been engaged in that work since 1900.

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, May 22—Saginaw Council held a fine meeting Saturday night and there was a good attendance. All of the officers except Frank Bremner were at their stations and Orin Seidlein filled his post in a very creditable manner. A fine class of seven men, good and true, were added to our number. Fred Fox, manager of Lee & Cady's Saginaw branch, headed the class. The other initiates were: John O. Andrews, representing Studebaker Corporation; Guy H. Thomas, representing J. J. Reynolds Tobacco Co.; W. F. Krenz, of Dutch Master cigar fame; Oscar H. Wolf, representing Plankinton Packing Co., Milwaukee; Eugene A. Knight, representing the J. T. Case Threshing Machine Co.; C. J. Frisch, representing Morley Bros., Saginaw.

Owing to the resignation of Ora Lynch as Keeper of Parchments, there was a lively scrap for the office between E. A. Knight and C. J. Frisch, two of the new initiates. Mr. Knight was elected and installed by H. D. Ranney, High Ruler of the Parchment degree. The Council decided to make the trip to Traverse City on a regular train, most of them leaving Thursday, June 1. At the close of the meeting M. V. Foley was presented with a handsome umbrella as a token of respect on the occasion of his 75th birthday. H. D. Ranney made the presentation speech. Mr. Foley was deeply affected and responded in a touching manner, and with tear stained eyes thanked the Council for the gift. Mike Foley, as he is known by all has been a U. C. T. for twenty-one years, passed through all the chairs and at present is Chaplain of Saginaw Council. He has missed but two meetings in twenty-one years when he was in town, a reputation any of us would like to have. He is a delegate to the Grand Rapids Council meeting next month. Mike, may you have many such happy birthdays and the chances are for many, too. It is hard to kill an Irishman. W. F. Krenz, one of the new members, furnished the cigars for the evening—a box of Dutch Masters.

The wife of Elmer MacMann is home from the hospital and late reports are she is doing nicely.

Do you belong to the Fly Swatters union? For membership cards apply to the Bald Headed Bachelor's Club.

The following Saginaw Elks were elected as delegates to the State convention of Elks at the Soo next month: W. F. Jahnke, H. S. Ead, Jack Hessler, Wesley Irwin and Harry Biess.

O. R. Henkle arrived in Saginaw last week from Chicago to take charge of the New Franklin theater. He was manager of the La Salle opera house in Chicago for many years.

George Bremer, for nine years a local representative for the National Biscuit Co., has accepted a position as traveling representative for the Michigan Blind Institution, selling brooms.

The latest move to popularize the Grotto in Saginaw is in a contemplated club of auto owners who are members of Merlin, No. 62. They expect to make tours to the neighboring cities. It is expected the organization will be effected Friday night when the regular ceremonial is held.

Three cheers for Charlie Judd. He has secured a game with Bay City Council for next Saturday, to be played at Hoyt Park. It will begin at 2:30 sharp. It will be a great thing for our boys, as they need practice and such a game will put life into the team. We all hope Bay City Council will bring the best they have,

because it would be better if our slug-gers were held down a little and not overexert themselves scoring. Manager Judd would not announce his battery for this game, stating he would give all the slab artists a whirl at the Bay boys. Don't fail to come out. It will be interesting, even though the game will be one-sided. It will give you a chance to see the future Grand Council champions in action. Admission free. Bring the women folks and kiddies and help root.

John and William Mertz, proprietors of the Mertz Hotel, opposite the M. C. depot on the North side, sent

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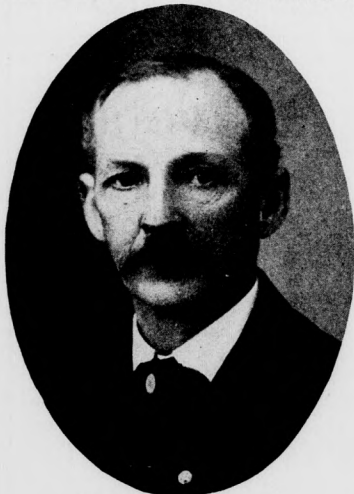


WM. H. ANDERSON, President
L. Z. CAUKIN, Cashier

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

a box of La Merto cigars up to the Council chambers Saturday night with their compliments. The Mertz Hotel is becoming very popular and is classed as one of the best in Saginaw. It has not been opened very long and is unknown to many of the boys. The rooms are nicely equipped with running hot and cold water and telephone service. Rates are very reasonable.

Charles William Grobe, who has been in the grocery business in Flint since 1876, made a new start last week by buying out Hansen & Neil, on Detroit street. Mr. Grobe is Treasurer of the Retail Grocers and General Merchants' Association of Michigan and also Secretary of the Flint Retail Grocers' Association. He has always been very active in helping to better conditions for the grocer. He attended the first State convention in



Charles W. Grobe.

Port Huron in 1898 and has missed but one convention since that time. He is held in high esteem by all who know him and, without a doubt, will be most successful in his new stand. He has been manager of the Flint grocers base ball team for several years and has turned out a couple of championship teams. He is planning his trip for Kalamazoo in 1917 already. No. convention is complete without him.

The Point Lookout Navigation Co. will start its Sunday excursions Sunday, June 11. The steamer Melbourne will start from the Hancock street dock on the West side and make another stop at Genesee street. She has been thoroughly overhauled and painted and a most successful season is looked forward to.

Manager S. T. Brown, of the Fordney Hotel, announces that owing to a great increase in patronage during the past year he is forced to enlarge the hotel. Alterations which will add to the two upper floors of the hotel are now under way.

A thoroughly equipped vulcanizing plant has been opened at 135 North Warren avenue. Mr. Walsh is the proprietor and states he is fixed to do all kinds of repair work. He has special equipment to take care of Silvertown cord tires.

Secretary T. F. Morris, of the local racing association, announced last week the classes for the meeting to be held at the local track July 4-7. There will be five \$1,000 stakes, in addition to the classes. Such noted horses as Hal Boy and Broden Direct will be seen in action here.

The Bancroft Realty Co. has sent out a notice to all those pioneers who attended the first opening of the Bancroft Hotel in September, 1859, to try and be on hand at the opening of the magnificent new Bancroft Hotel, to be opened about July 1. They have had one response to their call in W. B. Sears, the veteran Pere Marquette road builder and engineer.

They are expecting several others to answer to the call.

Guy S. Garber, manager of the Garber-Buick sales room, announced Saturday that he will add two more stores to the sales headquarters.

R. A. Lindenberg, of Saginaw, was elected Secretary-Treasurer of the Michigan Horseshoers' Association at Bay City last week.

Don McGee, Saginaw's young aviator, gave a public exhibition at the race track last Sunday, pulling off many fancy aerial stunts. He leaves shortly for Cincinnati, where he will be one of the features in a spectacular preparedness act.

Mrs. M. V. Foley, wife of Mike Foley, has gone to Grand Rapids to enter a sanitarium for treatment. We trust she will be greatly benefitted and soon return home, as it is hardly safe to leave a young man like Mike alone for any length of time. However, Mrs. Mike need not worry, as he is being closely watched by some of our members.

If you are not satisfied where you are now living, move to Jackson. Spurgeon wants 75,000 by 1920 and he must not be disappointed. My dear sir, being in the position you are, why not say 100,000 U. C. T. members by 1920! It can be done. Watch Saginaw Council do her share. Do I hear a second?

J. B. Hill, representing the Diamond Crystal Salt Co., of Saginaw, will entertain the Michigan branch of the American Specialty Manufacturers' Association at his cottage at Bay Port, Saturday, May 27. It is the time for the regular monthly meeting and it will be called to order at 10:30 a. m. It is understood Mr. Hill has arranged for plenty of entertainment after the business session and a large crowd is looked for. Come one, come all! The more the better. Uncle Jim will be equal to the occasion. The meeting will be called to order by Mr. Robinson, President of the Michigan Association, and State representative of the Kellogg Corn Flake Co., Battle Creek.

I'll meet you there.
L. M. Steward.

He'd Get Mo' Later.

Little Rastus had come to see if Miss Jane would give his mother "a little 'lasses."

"Why don't you say a little molasses Rastus?"

"Why, Miss Jane, you don't nach'ly think I'm goin' ter say molasses when I ain't had none yit!"

Automobile Necessities

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You can buy all these goods through your regular garage man.

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Piles Cured WITHOUT the Knife



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

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

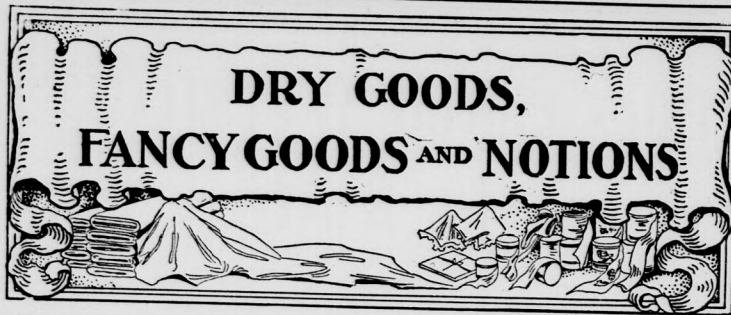
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GRAND RAPIDS, MICH.



Black and White Ribbons Increasing in Favor.

There is no lack of brightness and joyousness in the ribbons themselves and milliners are adding to this influence by the wondrous bows of many loops and ends with which they trim the hats. More ribbons are being used in millinery than we have seen in years, but they are higher in price and are thus forbidden to many. The lessened hours will make ribbons higher in price, the advent of the nine-hour day working having made a 5 per cent. raise on the New York selling prices in the ribbon trade. This increase on popular priced goods is equal to one-quarter of a cent a ligne.

The advance in the cost of manufacturing high class ribbons is now reflected in heavy advances over entered value. Appraiser Sague is unwilling to accept the entered prices as reflecting market value at date of shipment. They were raised to levels held by the authorities to coincide with values prevailing in France. The tendency is for novelty goods with especially good demands from the Far and Middle West.

Wide Ribbons Conservative.

From a fashion standpoint wide ribbons are more than active although they have not reached the top notch of business yet that develops into buying anything like ribbon. The cutting-up trade is taking wide ribbons for girdles that will blossom forth as soon as the heavy coats are removed. Much has been expected of wide and expensive fancies, but there has been a slight hesitancy on the milliner's part. The millinery trade favors wide ribbons and it has renewed life in the stove polish ribbons, but they must yet dispose of more very wide fancies to bring back "the good old summer days" when one easily used five yards on a hat.

Spring in the Fall.

A house noted for its originality in ribbons will show for the fall a line of spring colored goods which will help the dye question and also settle the question if spring colors will sell in the fall. It may be that every one is tired of dark colors and will "take to" the light spring shades when offered in such an unusual time.

All of the ribbon manufacturers are sold up quite closely, but the supply seems to be generous, as it is seldom that a retailer can not give what is asked for. The variety is so great that something fancy or plain can be found to suit any idea. The granting of price and time concessions to ribbon and broad silk operatives means increased prices, but manufacturers are opposing the idea of

advancing prices and expenses to the point of restraining sales.

New Life in Black Ribbon.

Millinery buyers started a demand for black ribbon, especially in moire of 60-80 lignes, and now the dry goods houses have picked up this trade and are pushing it bravely, until there is renewed activity in all blacks; a very good quality in moire sells well in large water waves.

Road salesmen are having good luck in orders for fall, although all houses will not book so early for the entire fall, preferring to limit dates after August. Buyers are accepting the higher prices now asked, knowing of the increase in the cost of labor and raw silk.

Ribbons at the Retailers.

The retailers have beautiful fancies in printed, striped, edged and other ribbons, not forgetting plaids, polka dots, etc.; plaids are not plentiful, but the showing of plaid broad silks in fall samples is sufficiently large to warrant the idea that plaid ribbons will be a fall fabric. Very wide moires will be worn in the fall, also wide ribbons for girdles that are returning. Many wide ribbons of pastel shades are shown knotted in lovely bows and sash ends.

Blazer or awning stripes in three styles are new and very taking in even stripes of white and coral, blue, green, etc.; stripes one inch and slightly wider. Then they come in moire effect and also of three pastel shades, as lavender, pink and green. Wide moire for millinery or girdles shows a feather edge. Narrow moire shows a tiny velvet edge on one side.

Narrow Fancies.

The sport hat is responsible for the fancy moire, picot, Ottoman, etc., ribbon, as well as stripes of vivid contrast, checked and printed examples that fill up the ends of counters in the ribbon department, where they are usually stacked. The printed ribbons are of highly colored shades and extreme ideas in blossoms.

Black and white effects and all-white goods have revived, and the former promise well for midsummer, warm weather being a necessary factor for pushing such effects in ribbon. Gray has lately appeared, and promises well, even after some buyers have cancelled first gray orders. Old rose, coral of the pinkish cast and Copenhagen rival the ever-favored black.—Dry Goods.

Artful.

"Where did you find this wonderful follow-up system? It would get money out of anybody."

"I simply compiled and adapted the letters my son sent me from college."

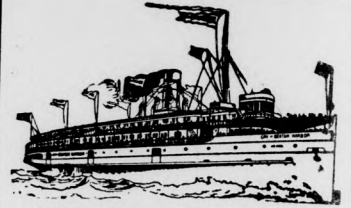
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CHICAGO BOATS

Graham & Morton
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Every Night

Boss of Michigan Overalls

In face of the fact that there is a great scarcity of good fast color Denims, we have been fortunate enough to procure a good supply of Stifle Indigos in horseshoe and club and spade patterns and invisible stripes, also tobacco stripe with and without bib.

Youths' Overalls in star pattern and invisible stripes, sizes 27-31.

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Ask for samples and get our prices.

Paul Steketee & Sons

Wholesale Dry Goods

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The Trail of White

Is A Familiar Sight

Until the introduction of **SAXOLIN**, no material improvement had been made in the Cotton flour package.

SAXOLIN—The Paper Lined COTTON, Sanitary Sack is **DUST PROOF** **DIRT PROOF**

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

Ask Your Miller.

SAXOLIN PAPER LINED
SANITARY SACK
THE CLEVELAND AKRON BAG CO. CLEVELAND

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

THE CLEVELAND-AKRON BAG COMPANY, CLEVELAND

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

Gabby Gleanings From Grand Rapids.

Grand Rapids, May 22—Our dear friend Jim must have been short of items for his Detonations when he originated that long item regarding the sale of raffle tickets by traveling men's organizations. We are very much surprised to hear that the travelers who are selling these tickets are considered pikers, for we have offered tickets for sale and have never had to force any person to buy, for they all seemed glad to buy or to politely tell us they did not care for a chance. The American people love to gamble and would rather play a game of chance at most any time than to buy and get just what they pay for, and we will include with this bunch of chance takers our Sunny Jim, who loves to play a little game of rhum or, perhaps, some other game of chance. His fellow travelers and a great many of his customers are no exceptions to this class and don't back up, but buy willingly when they have a chance to win \$785 or \$800 for a quarter or a dollar. The travelers are no different in this respect than all other organizations. They have most all, at some time or other, sold tickets on a game of chance to raise money to meet their running expenses, of which a greater portion consists of doing some charitable act with the money received from these sales. Why should a merchant or hotel man kick about buying a game-of-chance-ticket when you step into his store or hotel office and are confronted with from three to five punch-boards upon which he asks you to take a chance at from five to ten cents and maybe you win and maybe you don't, and after you do win, you get a box of cheap chocolates or a phony traveling bag or some item which is claimed to be worth \$10 and in real value is worth not to exceed \$1.98. They like to spend their money, Jim, and why should you or I kick because some fellow has more to spend or less to spend than you or I?

Don't forget the meeting of Grand Rapids Council at 7:30 Saturday, May 27.

R. B. Kellogg, President and General Manager of the Grand Rapids Supply Co., has returned from a business and pleasure trip through the East. While in Pittsburgh Mr. Kellogg attended the meeting of the National Jobbers and Wholesalers' Association.

Fred Pierson, who has been clerk at the Park Place Hotel for several years, has resigned his position and accepted a similar one in Detroit.

The Bagman Patrol are requested to meet at the council chamber Saturday, May 27, at 2 p. m.

Harry Harwood reports a beautiful snow storm at Onaway last Thursday. Harry must have been greeted with a cold reception at this place.

A very nice new hotel has been opened at Grayling under the name of the Shoppenagen Inn. Rooms with bath, hot and cold running water, European or American, and, in fact, everything that goes to make up a big city hotel. C. C. Fink has the management and from all reports this is a real place to stop.

The Michigan Central has changed its leaving time for all trains out of Mackinaw City now so that they leave just about ten or thirty minutes before the arrival of the G. R. & I. trains. This will enable all passengers going south on the Michigan Central to have plenty of time to play Ping-Pong or pick wild flowers before leaving this beautiful spot on the next train out.

Don't forget that special car on the train over the P. M. to Traverse City and also that we will have a special train back home Sunday, with dining car attached, so that those who get hungry can eat. There will be plenty to eat and plenty of help to see that they get theirs in a hurry.

Ed, MacMillan and his dear wife enjoyed a nice ride in their car to the farm of Art. Baker, near Alto, one day this week. Ed says they picked some very choice, strictly fresh, ripe hen fruit and also brought home a few crocks of butter. Ed says that the but-

ter beans they raise out that way make very fine butter.

The Lakeview Hotel, at St. Joseph, has been given a new coat of paint and varnish and Mr. Walker says they are all ready to give the boys the best there is.

A bouncing, ten pound baby boy came to the home of Mr. and Mrs. Charles Chown Sunday afternoon. The mother and the boy are reported doing nicely and the grand-father, Dave Drummond, is being watched very closely by the family, for Dave is so happy, they think, perhaps, he might do something desperate. Dave, you and the boy have our best wishes and also the mother and father.

On account of the illness of the wife of our official scribe, I will try and line up a few items which might interest the boys for this issue. Mrs. Haight, the wife of our scribe, was taken with a severe attack of acute indigestion Sunday morning, but we are glad to say that Earl reports her much better at this time. You have our sympathy, Earl, for we have done the work many a time. We hope the Mrs. will soon be about again.

Mrs. J. A. Burr is reported as being very sick and is at a private sanitarium. She is getting along nicely at present and she wishes to thank the ladies of the Four Leaf Clover Club for the beautiful flowers they sent her.

George F. Ruthardt, who lives at 802 Turner avenue, has been on the sick list for about three months and is getting around again. We are glad to hear that George is coming along nicely. In fact, this is the first news we have had that he had been sick.

Mrs. J. R. Wade has returned home from St. Mary's hospital, where she has been taking treatment for a few weeks.

Secretary-Treasurer Rockwell has been spending some of that hard earned salary of his in decorating and repairing his home. He says they are out of the muss now and will be only too glad to have all their friends come over and take a look at the new wall paper.

The East End Improvement Association is working for new boulevard lights on Wealthy street and the West Leonard street merchants are also working for the same improvement.

A. W. Morgan, the Grand Rapids contractor, has been given a contract to construct the new Antrim County State Bank, at Mancelona. Art. Borden.

Why, of Course.

The teacher was hearing the class in history recite.

"Now, Dorothy," she said, "who followed Edward VI?"

"Queen Mary," replied Dorothy.

"Very good. And who followed Mary?"

The class was silent, but small Elsie waved her hand wildly.

"Well, Elsie, you may tell us who followed Mary."

"Her little lamb."

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.

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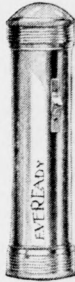
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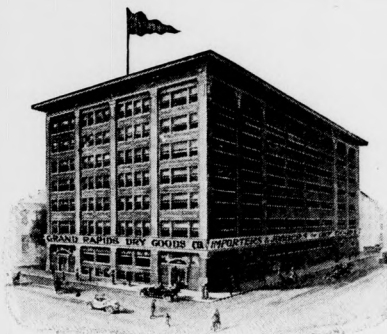
alone cannot make a home but it helps a great deal

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The Largest Furniture Store in America

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"Sport" Shirts Are Growing In Popularity

And we have kept pace with the demand. Our present stock is one of the best we have ever had. Take a look at the samples our salesman is showing and buy. Goods bought at present prices will surely look cheap a little later in the season. We offer

- Plain Blue, light or dark, short or long sleeves, for workingmen. Per dozen..... \$4.50
- Plain Palm Beach shade, Palm Beach shade with white collars, also plain white with white cord stripes, short sleeves. Per dozen.. 4 50
- Plain champagne shade, also plain white, short sleeves. Per dozen.... 9.00

We also carry a big stock of

- Work Shirts at \$4.50, \$4.75 and \$5.50
- Fancy Soft Shirts, assorted patterns, at \$4.50
- Fancy Soft Shirts, laundry cuffs, assorted stripes, at \$9.00 and \$12.00
- Indigo Blue Shirts—for railroad workers—union made, plain or dotted, two detached collars, at \$9.50

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Exclusively Wholesale

Grand Rapids, Mich.



Building Up an Efficient Repair Department.

Written for the Tradesman.

I know of a man now living in New York City who saves up his worn shoes, and, when he comes to Cincinnati to visit his mother each summer, brings his shoes with him and has a certain old repair man of the community put new bottoms on them. When the work is done, the shoes are, to all purposes as well as appearances, as good as they were the day he bought them. That repair man is an artisan of unwonted skill. His charges are somewhat above the average, but his work is worth it. It is mostly hand work. It is not only neat, but it is substantial, for of materials he uses only the very best. His little shop, inconspicuously located on a somewhat secluded side street, is full of work. Always, winter and summer, this Continental repair person is busy—and happy. He will always be busy, for his shop is now, always has been, and always will be, a one-man shop—and he'll never lack for business as long as he can see to put out the sort of work he now does.

I mention this case to show that people do appreciate good repair work. They don't always get it when they send in worn shoes to be rehabilitated; but they know what it is; and they take very kindly indeed to the shop or repair department that turns out neat and dependable work.

The shoe repair business of this country amounts to a great big item during the course of a twelvemonth. The repair bill on children's shoes alone must amount to an astonishing sum. Established repair shops of the larger cities are doing a thriving business, if one may judge from appearances, and the repair departments of the big exclusive shoe shops are also swamped with work. In addition to this many of the smaller shoe stores, and other stores carrying footwear among their lines, solicit and do repair work. If they haven't a repair man under their own roof, they have arranged with some repair shop or repair person to do the work for them, the store retaining a percentage of the price.

In many ways it is better for the shoe dealer to have the repair work done somewhere about the store premises—or at events, near enough at hand so he can keep a pretty close supervision over the work done. He should be able to know precisely what materials are used, and how the work is done.

A large and profitable repair business can generally be built up, in any community large enough to supply

the requisite work—provided business principles are adhered to in the development of the business.

Before I attempt to state a few of these principles, I want to look at the negative side of this repair proposition, and tell you how not to go about it.

First, not by making excessive charges. The charges should be ample, of course; and it should be consistent; i. e., it should be always so much for a pair of heels, so much for half soles if nailed on; and so much if sewed. If there is occasion to advance the price—as the repair shops have done, or will presently have to do, on account of the increased cost of sole leather, thread, nails, ink and what not—then due announcement should be made of the proposed advance, along with an explanation of the reason therefor. And a good way is to have a large cardboard price-schedule exhibited somewhere in a prominent place about the shop, showing when the new prices went (or will go) into effect.

I have known repair shops to lose splendid accounts simply because of a single over-charge. People will not often stop to explain that they think the price excessive in a certain case; nor do they try to find if it was a mistake; nor are they interested to know why the charge happens to be fifteen or twenty cents more than the amount they always paid. They simply make a mental note to the effect that the charge was excessive—and they quit the repair shop cold.

You can't build up a repair shop if your charges are exorbitant.

Second, you can't build up a successful repair business if the work is inferior. Slip-shod repair work; crude, cumbersome, cloddy repair work won't go. People will not stand for it.

Owing to the introduction of machinery into the repair shop, the daily output has been enormously increased. But unfortunately some repair operatives seem not to have mastered the art of getting the maximum of possibilities out of this excellent repair machinery; or, if they know how, they have grown careless. There's a lot of shoddy repair work turned out. You can see loads of it in the big city repair shops operated by American citizens of foreign extraction. Speed seems to be the main thing striven for by some of this gentry. They have the speed all right. Indeed it is amazing to see how a shoe goes down the line from one operative to another. But the speed is often too great to permit of really a neat and workmanlike job.

A White Shoe Season

Are You Ready For It?



No. 3514

- Stock No. 3514—Women's white Ostend cloth Lace Oxford, white rubber sole and heel, B, C and D wide \$2.50
- Stock No. 7576—Women's white reign cloth, lace boot, white rubber sole and heel 2.75
- Stock No. 7530—Women's white eight inch reign cloth boot, lace, Louis heel 2.60

Hirth-Krause Company

Hide to Shoe
Tanners and Shoe Manufacturers

Grand Rapids, Michigan

BIGGER, BETTER SALES ARE YOURS

If you will center your business on the
H. B. HARD PAN (service) and BERTSCH
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It is extremely difficult to OVER-ESTIMATE the importance of
HEROLD-BERTSCH quality in your shoe department.

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

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

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

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

CONCENTRATE ON THESE LINES AND
WATCH YOUR BUSINESS GROW
THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.
Manufacturers Serviceable Footwear GRAND RAPIDS, MICH.

No substantial repair business can rest on any other foundation save that of real service. It must turn out good work—dependable, neat, satisfactory work—otherwise the business will not grow and endure.

Third, unfulfilled promises do the repair department no good. If you promise a certain kind of a job, make your promise good. If you promise the work to be finished and delivered at a certain hour, keep your promise. Often it means a good deal to a patron to have a certain piece of work done by a certain hour. If it isn't, he resents it—and not without reason.

Fourth, neglected items put you in bad with customers. The way to avoid overlooking details, is to have a suitable card large enough for the customer's name and address, and a list of items on the reverse side covering about all the things that may be done to rehabilitate an old pair of shoes. But, in order to be dead sure of missing nothing, leave two or three blank lines under this printed list. Check off, one by one, the things that are to be repaired; and, if there is something to be done not listed, write it out carefully on one or more of the blank lines at the bottom of the printed list. And then, when the job is finished, somebody in authority ought to look over the list and check off to see if all that was promised has been done. You can readily understand how angry some people will become over a relatively small oversight. Maybe the tantrum is all out of proportion to the cause of his ire, but that doesn't matter: something has been neglected that ought to have been attended to—and your customer is so mad, it may be, he'll quit you in a huff.

I have indicated that the prime condition of a successful repair shop or repair department is efficient service: i. e. good work, work promptly done and promptly delivered (if you have a delivery system, as you certainly should have, if you are in a town), with no omitted details.

This, I repeat, is the foundation of the business. But in addition to this you must inaugurate an aggressive policy of featuring or advertising your repair service. In each of the departments of your store there should be a large, attractively-lettered and prominently-displayed card or poster, calling attention to the fact that you do repair work. And the salesforce ought to suggest, discreetly, that needed repairs be made—not only for the sake of prolonging the service of shoes, but for preserving their looks, comfort and the like. And, occasionally, the repair department can be featured in one's trim without jeopardizing the principal business of the shop; viz., selling new shoes. For example, take a pair of worn dull leather shoes—soles worn through and heels run down; put a new bottom on one of them, polish it up, iron it, and tree it; and then place this "unequal" pair in the window—the untouched left along with the rejuvenated right—and have a little card explaining what has been done, and what the cost of such service is. That's a demonstration that will at-

tract attention every time. It will bring you business.

Try to think up new schemes for locating and rounding up repair business that hasn't been developed by anybody in the community. Make your shop efficient—and keep it so, and you'll not lack for business.

Cid McKay.

Children Wear Wooden Shoes In Germany.

Berlin, April 12—After more than a century and a half of relative unpopularity and disuse, except among the peasantry, wooden shoes are becoming the vogue with school children once more, and their use is being actively and practically encouraged by school authorities. The reason is the scarcity and expensiveness of leather shoes. Hundreds of school children in the last few weeks have taken either to leather shoes with wooden soles or to the old all-wooden "pantine."

The first move in favor of a resumption of wooden shoes was taken by the school authorities in notifying teachers that they should countenance the use of such things, in spite of the noise made when the children clattered about the bare floors in them. Then the authorities of the suburb of Lichterfelde went a step further and offered a premium of one mark to all children being in part or entirely supported who would wear wooden shoes with wooden soles for a period of four weeks.

At first only the boys took to the new shoes, but gradually the girls, too, have adopted them, and hundreds of children of both sexes wear them to school daily. Gradually they are winning a vogue in other parts of Berlin, and, of course, are widely worn in the country districts.

Quotations on Local Stocks and Bonds. Public Utilities.

	Bid	Asked
Am. Lt. & Tr. Co., Warrants	388	393
Am. Light & Trac. Co., Com.	388	393
Am. Light & Trac. Co., Pfd.	110½	114½
Am. Public Utilities, Com.	44½	46½
Am. Public Utilities, Pfd.	76	78
Citizens Telephone	71½	74
Comw'th Pr. Ry. & Lt., Com.	63½	65
Comw'th Pr. Ry. & Lt., Pfd.	84	86
Comw'th 6% 5 year bond	102	103½
Michigan Railway Notes	100½	102
Michigan Sugar	117½	119
Pacific Gas & Elec., Com.	57	60
Tennessee Ry. Lt. & Pr. Com.	11	13
Tennessee Ry. Lt. & Pr., Pfd.	51	53
United Light & Rys., Com.	52	54
United Light & Rys., 1st Pfd.	76	78
United Light 1st and Ref. 5% bonds	88½	90½
Industrial and Bank Stocks.		
Commercial Savings Bank	225	
Dennis Canadian Co.	75	85
Fourth National Bank	225	
Furniture City Brewing Co.	40	50
Grand Motor	10	11
Globe Knitting Works, Com.	145	150
Globe Knitting Works, Pfd.	98	100
G. R. Brewing Co.	80	90
G. R. National City Bank	155	162
G. R. Savings Bank	255	
Holland St. Louis Sugar	10	10½
Holland St. Louis Sugar, Pfd.	8½	10
Hupp Motor	8	9
Kent State Bank	250	260
Old National Bank	197	203
Perlman Rim	128	132
Peoples Savings Bank	300	
United Motors	64	66

Buy R. K. L. Outing Shoes
"The Kind That Always Wear"



R. K. L. Outings are made in all styles, both black and tan, with chrome and hemlock soles.

IN STOCK

- No. 8000—Men's Brown Service Outing, Hemlock Sole \$1.95
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- No. 8013—Men's Black Chrome Outing, Hemlock Sole 2.10
- No. 8023—Men's Brown Chrome Outing, Hemlock Sole 2.10
- No. 8015—Men's Brown Chrome Outing, Chrome Sole 2.15
- No. 8014—Men's Black Chrome Outing, Chrome Sole 2.15

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

Two Styles of Gotshall Quick Sellers

RIGHT THIS MINUTE.

You know what the Gotshall line is.

No line of Misses and Childrens touches it. Try them on **OUR RECOMMENDATION**



No. 97 Pat. Colt White Calf Top
Goodyear Welt
Pearl Milo Buttons
Misses 11½ to 2 @ - - \$2.65
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No. 7 Pat. Colt Ankle Strap
Mary Jane
Goodyear Welt
Growing Girls 2½ to 7 @ - \$2.15
Misses 11½ to 2 @ - - 1.75
Childs 8½ to 11 @ - - 1.50

NO STORE TOO FINE FOR GOTSHALLS

We give them to you at Gotshall's Bottom Prices, net.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Bump of Caution May Get Too Large.

Written for the Tradesman.

It seems to be all but impossible to have just the right amount of a good quality. If nature endows us with a reasonable degree of any given virtue, we are likely to cultivate it to excess—to let it become overdeveloped. This is true of caution. Those who have any at all are very likely to have altogether too much.

A woman whose head is built on normal lines ought to be rather cautious. Women are the born conservators—of money, of health, of life itself. It isn't so much what they produce in material things that counts for the welfare of humanity, as what they save. Men are naturally reckless and destructive—ever ready to take great hazards. According to a woman's way of thinking, half a loaf is better than no bread. She will not stake her few thousands, well salted down, on the bare chance of winning a great fortune. Of course there are exceptions both ways—there are women who are ready to take all kinds of risks, there are men so fearful of misfortune and danger as to be fairly pusillanimous, but the general rule holds good.

From being just cautious enough to avoid all foolish hazards herself and to lay a restraining hand on others who would expose themselves to needless perils, it is quite easy for a woman to fall into a state of morbid timidity and apprehensiveness.

It is hardly to be wondered at that some careful, thoughtful minds do just this. A single issue of an ordinary daily paper with its grewsome account of murders, suicides, burglaries, fires, floods, storms and other disasters, to say nothing of the wholesale butchery of the war now going on in Europe—all this to a sensitive soul is like a visit to a chamber of horrors. We might cut out reading the papers, but we can not help seeing with our own eyes sickness and death, poverty, accidents and fire misfortunes. It is not strange that some get into a state in which the avoidance of danger and losses is constantly the chief subject of thought.

The very cautious person almost always is somewhat of a specialist, so to speak. That is, the mind has become particularly apprehensive regarding some one kind of danger on which the attention, for some reason or other, is sharply focused. To other perils perhaps no more than ordinary heed is given.

Here is a woman—very bright and intelligent she is too—who is greatly aroused on the subject of germs. She has read and studied about them, and

is fully alert to the possibilities of disease and death that may lurk in the food we eat, the water we drink, the air we breathe. Since germs are invisible and intangible to our ordinary powers of sense, how is one ever to know when and where to stop fighting them? The woman of thoroughgoing tendencies who has been really awakened to the danger of germs is bound to have a nerve-racking time of it.

Another good sister lives in terror of burglars, always picturing in her mind the atrocities of maiming and murder which house-breakers sometimes commit. Another thinks mainly of the grave hazards of automobiling, and reads about all the accidents. Still another, while not especially fearful of burglars or germs or auto wrecks, shows her extreme caution in financial matters. Such a one, if she happens to have money, never knows what to do with it. She is afraid of every sort of investment that can be suggested. She trusts no one. If she finds an adviser whom she believes honest, then she is sure to doubt his judgment!

Such women do not realize that the nervous strain induced by habitual dread and fear is a danger far more serious than some they are trying to avoid. The woman who find herself growing overcautious, her mind all the time dwelling on how to escape possible calamities, should bring herself squarely to face the great fact that there is an unavoidable element of risk in everything. No matter what precautions are taken to preserve health, a deadly contagion may be contracted. There is no such thing as an absolutely safe investment. Buildings burn. In time of war fertile fields are laid waste and the accumulated treasure of years is destroyed. We readily can think of circumstances under which a United States Government bond, now a synonym for security, would become worthless. Doubtless we could have been given an existence free from the perils that here surround us on every hand, but a wise Creator, for reasons that we may not altogether understand, considers these very perils necessary. A great step has been taken when the truth is fully grasped and accepted that risk is inevitable.

Another thing for the overcautious person to consider is that in laying too great stress on avoiding one kind of danger or misfortune, one may directly court another that is worse. I know a man who is so much afraid of all banks that he refuses to deposit a dollar in the strongest. Because of this foolish distrust, he and his wife carry their money, sometimes considerable amounts, on their persons. He is not in the least discreet as to whom he tells his business methods, so they all

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Tip-Top Bread

Made in a model sanitary bakery, where cleanliness is a commandment that is preached and practiced.

Make "Tip-Top" Your
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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.

KEEPS the CAT OUT of the SUGAR

Your Old Style Counter Is a Thief

It's stealing your money by taking up space that should be making money for you every day. Throw the old thing away! Be up to date! Save money and make money by installing the modern

SHERER PURE FOOD COUNTER

It's a store house—a display window—and a counter all in one. Utilizes space now wasted by your old time counter. Stores 30 lines within arm's reach. Displays each line behind a clean glass window. Helps you wait on more trade. Increases sales because it displays the

goods. Saves waste by keeping out dirt and dust and flies and mice.

40,000 Grocers say the Sherer Pure Food Counter is an asset—a money maker a trade builder. Find out for yourself how to Shererize your store.

Our free booklet No. E. tells all—shows how you pay for it out of the money it saves. Write to-day.

SHERER-GILLET CO.
1707 S. Clark St., Chicago



the time are taking a great chance of being held up and robbed.

The mind may become so warped as to take precautions for which there is not the slightest occasion. According to the old story, a woman who was soon to be hanged asked to be allowed to smoke once more her beloved pipe. When offered a match to light it, she requested a coal, declaring "Matches are so unhealthy!"

The overcautious woman makes a serious mistake when she tries to impose her extreme ideas on the other members of her family. Suppose she has a son, a boy of from 10 to 15 years of age. She doesn't want him to play ball or to learn to swim or to climb trees or to skate. She is afraid he will be hurt or drowned or killed in some other way. When not at school she would like to have him stay around home where she can have her eye on him. She would prefer that he take no part in the sports and games that are the natural and healthy outlet for the surplus energies of the growing boy, as well as an indispensable element in his physical and mental development. If she has her way her boy grows up a perfect sissy. If the boy rebels and proposes to take his own head for things, then, unless prevented by his father, he is likely to go the limit of youthful foolhardiness. She is powerless to curb him.

It works out much the same with reference to her husband. If he is a man of force and initiative, he would like to conduct a business of his own. She thinks it safer to remain working for some one else on a salary. If he heeds her, she paralyzes his ambition. If he disregards her wishes, then his affairs are likely to go wrong, for every man needs occasionally to listen to shrewd wifely words of warning.

Safety first is a good slogan, provided it is taken to mean not the constant nervous expectation of evil, but instead the use of all reasonable means to prevent misfortune and calamity. We want the sort of woman who swats the flies, keeps everything clean and sanitary, and guards faithfully the health of her household, but who does not torture her mind with a constant dread of possible diseases; who will put her money in good bonds and mortgages rather than in risky stocks, but who, having invested as wisely as possible, will not then worry about the bonds and mortgages; the sort of woman who discountenances speeding and reckless motoring, but who does not take all the pleasure out of an automobile ride by continually nagging a good and careful driver. Quillo.

Live Notes From a Live Town.

Owosso, May 22—Owosso Council held a regular meeting Saturday evening. A large and enthusiastic bunch of U. C. T.'s were in attendance. At the close of the meeting Mr. McIntosh, as spokesman for the Council, presented Gus. Stephan with a beautifully engraved Past Counselor's jewel. Gus has always been a vigilant and untiring worker in securing new members for his home Council.

Charles Holman, whose cigar and tobacco store was closed on account of enlarging the Citizens Savings Bank, appeared in public this week with a brand new gold emblazoned pop corn and lunch wagon which is a peach and would, for splendor and

adornment, make Pharaoh's Sunday chariot look like a ford.

Samuel Carmel, proprietor and good feeder of the Hotel Mertz, at Middleton, has added an auto livery in connection. Sam says if the boys don't like his tavern he will take'em to one they do like if they know where it is. (Charges reasonable.)

Judd Cox, of Bannister, is building a fine new implement store to be run in connection with his harness shop. The cement block front gives a metropolitan aspect to the town.

The remodeled Salisbury opera house will be opened to the public as the Strand. Fred Patterson comes before the show going people with plans and specifications for a fine opera house and movie with everything up-to-date, seating capacity for 800 grown folks and a rest room for tired mothers and babies. This will be located on Main street where now stands the old Patterson block.

We notice in last week's edition of the Tradesman that Comrad Daniel R. Benton, of Byron, comes to the front with a bunch of coagulated conversation. We came very near missing the article, as it was injected with so many large words we thought it was a Democratic speech on the tariff; but on reading it carefully, we discovered it was a slam at our endeavors to pose as an example of an upright citizen of this grand old United States. Dan's seeming familiarity with great men long since gone to their reward would almost lead us to suspect that he was the old original Daniel who was once cast into the den of lions to keep him from talking too much and we also notice that, although he mentions nearly all the great men we ever heard of, he neglected to call our attention to his three old chums, Hananiah, Misheal and Azariah, who also kicked on the bill of fare furnished by King Nebuchadnezzar. As we remember that story, even the lions backed away and refused to associate with him. Come again, Mr. Benton, and also don't forget the old adage, "Honesty is the best policy."

That broad smile spread over the face of E. J. Hayes, the genial groceryman on Corunna avenue, is caused by an eleven and one-half pound girl who come along this week and asked for a job in the store and got it. All concerned are doing nicely and the doctor says if Ernie don't have a relapse, he will pull through, too.

Bill Bofysil, the candy man, met with a serious accident this week, when, in turning out to pass a team, his auto skidded and tipped bottom side up, pinning its occupants underneath. Bill has a broken shoulder and is also seriously hurt internally. It will, no doubt, be several weeks before he will be back on the job. Bill, we're all sorry. Be more careful after this. Honest Groceryman.

Watson-Higgins Milling Co.

Merchant Millers
Grand Rapids, Michigan

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Products Sold Only
by Merchants

Brands Recommended
by Merchants

A Hotel Bargain

Hotel DeHaas, a 35-room brick hotel, 15 other rooms available, on main corner in Fremont, a live, growing town of 2,500 in the fruit belt of Western Michigan. This is a money maker, as it is the only first class hotel here. Cost \$30,000, will sell for \$17,000. Easy terms: will not rent; reason age. No license and 4 sub-rentals. Address: The Evans-Tinney Co., Fremont, Mich.

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

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Are as GOOD as the BEST
And BETTER than the rest

Our Watches

Are guaranteed to keep correct
TIME all the TIME

Our Optical Department

is handled by one of the
BEST OPTOMETRISTS
in Michigan

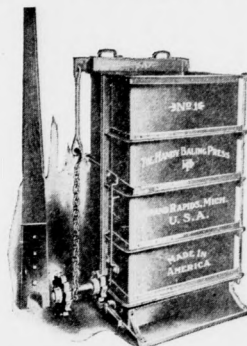
CASH OR CREDIT

REPAIRING

J. J. Thomson Jewelry Co.
327 Monroe Ave., Grand Rapids
O. W. STARK, Mgr.



The Handy Press



All Steel Fire Proof
Paper Baler at
\$25.00
(Also larger sizes)

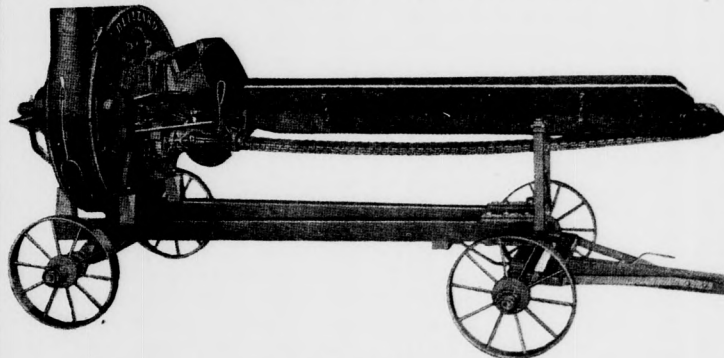
Proved by years of service
Write To-day

The Handy Press

Manufactured by
The Grand Rapids Salvage Co.
Grand Rapids, Mich.

"BLIZZARD"

Ensilage Cutters



Let your customer fill his silos next fall with a "Blizzard" before making any payment or settlement. That kind of a proposition looks good to any farmer. And it's a whole lot of satisfaction to a dealer to handle goods that he can sell on such a broad guarantee, without taking any chances.

Our salesman will help you sell the "Blizzard."
Get our dealers' proposition.

Clemens & Gingrich Co.

Distributors for Central Western States

MAIN OFFICE
1501 WEALTHY ST. GRAND RAPIDS, MICHIGAN



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.

Electrical Goods as a Hardware Side Line.

Written for the Tradesman.

The "gospel of service" has been exploited until many retailers are apt to regard it as a fad. The average retailer hasn't any use for fads. Fine spun, over-elaborated theories can't hold his interest very long. As a rule, the retailer has to work hard to make a living; and he hasn't any room in his business for theories that don't work at all. So, when chaps who have never put in long hours behind the hardware counter talk airily about "service," the hardware dealer growls or else just goes his unheeded way.

"There's quite a bit in it," said one dealer recently, "but I like to get my gospel service in terms of cold, hard cash. All there is to it, is just this: You use your brains to help your customer and you get back the worth of your time and labor in bigger sales. Well, every dealer that knows his business at all knows enough to do that, and he does it without parading it as art or science, or signing up with correspondence school to study it."

Part of the "service" included in every wide-awake retailer's policy consists in foreseeing the trend of business, and shaping his course accordingly. He guesses; and, if he guesses right, he profits thereby. Not so many years ago electricity was a luxury limited to the rich man in the big city. It represented a convenient form of lighting—nothing more. Lighting by electricity cost many times as much as lighting by kerosene lamp. To-day, it is the rule rather than the exception to wire new houses; and electricity is used for everything.

The hardware dealer who, when such innovations as electric irons were first introduced, took them up cautiously and got into touch with local users of electric current, is in most instances now doing a profitable business in electric lines.

Of course, the public service corporations which supply electric current handle all these appliances; and the hardware dealer who takes up this line has them for competitors. Nevertheless, dealers in most places do compete successfully, and secure a good share of the business in these lines.

A primary essential is to know the goods. This involves not merely the ability to explain how the iron or

toaster is operated—to demonstrate them—but the salesman should know how much current is required, or, better still, how much per hour it will cost to operate any contrivance. The range of electrical lines is steadily widening. They represent the logical development of the Nation-wide movement for a more general use of labor saving household devices. People can cook, wash clothes, and even heat the house by electricity. There are electric grates for use in the living room, foot-warmers, vacuum cleaners, toasters, irons, wringers, washing machines, ranges, broilers, percolators, and a host of other articles. Modern electrical invention as steadily adding to the list. And every home where electric wiring has been installed and where electric current is used for lighting represents a possible customer for every electrical line in stock. The field is to-day a big one, and it is a steadily growing one. The dealer who takes up this line in earnest—studies it thoroughly—and goes after the business systematically and determinedly, is building for the future.

Right now is a good time to push this line. The housecleaning season is an excellent time to interest the housewife in the electrical vacuum cleaner. Of course, the hardware dealer has an alternative in the hand-operated cleaner, and he can often sell this to customers who won't take the higher priced article. Then, right at this season the housewife's mind is running along the lines of eliminating the drudgery of housework. Furthermore, the hot weather is coming, when even the gas range is objectionable; the housewife who wants to keep cool in summer will be glad to utilize the various electrical devices for the preparation of the few articles of food which absolutely must be cooked. All told, this is a good time to push the sale of electric lines.

A little later, these articles will be in demand for wedding presents when the June bridal season arrives. The average electrical device combines beauty with utility. Of course, June hasn't any monopoly of weddings, although it is the popular month; and, for gift purposes, electrical goods are salable all the year round. They are equally useful in solving the problem of the Christmas gift, at the other turn of the year. The housecleaning season, followed by the June bridal season, however, makes this the psychological moment for the dealer to map out and launch an aggressive electrical campaign.

To know how much any specified article costs to operate is, as stated,

an important item. The ordinary purchaser is afraid that the operation of a toaster, a washing machine or a percolator is likely to double the electric bills. This is emphatically not the case. The amount of current required can be learned from the manufacturers. The dealer can then take the rate in force locally and compute the cost of operation of any article. Against this there can be set off, in selling, the items of simplicity, convenience, cleanliness and the saving of labor. "Cut out the drudgery of housework" is the slogan for the hardware dealer who handles electrical lines.

In handling these lines, display is important. It is a good idea to set aside a certain part of the store as an electrical department. The goods readily lend themselves to display; they are bound to attract notice; and ingenious window display can often be devised that will help sales. Of

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

TAKING INVENTORY

Ask about our way

BARLOW BROS. 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

Use Half as Much Champion Motor Oil

as of other Oil

GRAND RAPIDS OIL CO.

Sand Lime Brick

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

Brick is Everlasting

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

REYNOLDS

APPROVED BY THE NATIONAL BOARD OF FIRE UNDERWRITERS
 TRADE MARK
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 ESTABLISHED 1868
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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.

Foster, Stevens & Co. Wholesale Hardware

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

SHORT PRICE SPRAY MATERIAL

50 Gal. Barrels LIME SULPHUR SOLUTION		
10 Gal. Cans \$2.00.	5 Gal. Cans \$1.25.	\$5.75
100 Lb. Kegs ARSENATE OF LEAD		\$8.50
50 Lbs. 9c, 25 Lbs. 9½c, 10 Lbs. 10c, 1 Lb. 13c.		
PURE PINE TAR, Gal. Cans 35c.		
1 ounce 40% NICOTINE \$2.00 doz.		
10 foot BAMBOO POLES		\$1.50
	FISH OIL SOAP 9c per lb.	
	HIGH PRESSURE HOSE 9c	

The VanDervoort Hardware Co.
 Wholesale Hardware Lansing, Michigan

course, window display is largely a matter of the space the dealer has at his disposal. The hardware dealer has other lines to push. Nevertheless, if he handles electrics he should be prepared to give them some showing in the windows and some space in his newspaper advertising. Often they can be linked up effectually with household lines that are not electrical.

An important item is that of demonstration. The beauty of electrical devices is that anyone can readily learn to operate them; and it is no difficult matter to educate a member of the staff in the work of demonstration. Demonstrations should be held at regular intervals—perhaps on Saturday market days, when many people are down town. Advertise them, serve electric toast and electric coffee (with cream and loaf sugar) and have the salesman-demonstrator in charge explain the working of the devices to all comers. One dealer watches out for the big selling events put on by the local dry goods stores, and times his electrical demonstrations to synchronize with the bargain days. He pulls in a lot of women customers, who take in the demonstration as an interesting side issue to the main shopping tour.

One hardware dealer states that he sells large numbers of electric irons by allowing responsible customers to take them out on trial. The electric iron is a good leader. It is a comparatively inexpensive device, there is need for it in every home where current is available, and the danger of damage while on trial is practically

nil. Consequently, if the "free trial" feature is adopted by the dealer, the iron is probably the best article to put out. Usually a customer who has used an iron for two or three weeks will have no hesitation in keeping it and paying the price. The iron serves to overcome the suspicion with which electrical devices are sometimes regarded, and to pave the way for the selling of other articles.

William Edward Park.

Grass Is Immortal.

Lying in the sunshine among the buttercups and dandelions of May, scarcely higher in intelligence than the minute tenants of that mimic wilderness, our earliest recollections are of grass; and when the fitful fever is ended and the foolish wrangle of the market and forum is closed, grass heals over the scar which our descent into the bosom of the earth has made, and the carpet of the infant becomes the blanket of the dead. Grass is the forgiveness of nature—her constant benediction. Fields trampled with battle, saturated with blood and torn with the ruts of cannon grow green again with grass and carnage is forgotten. Streets abandoned by traffic become grass-grown like rural lanes and are obliterated. Forests decay, harvests perish and flowers vanish, but grass is immortal.

John J. Ingalls.

Every time anything disagreeable happens to the average married man his wife gets busy and reminds him that she warned him in advance.



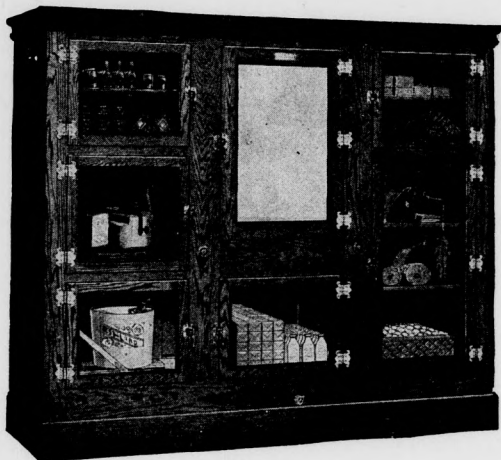
IT'S A CASE OF "PUSH AND PULL"

A sort of commercial "Tug of War" — with *both* parties at the *same end of the robe* — a *sure case* of "White House" for everybody.

YOU push — "White House" PULLS

Distributed at Wholesale by

JUDSON GROCER CO. — Grand Rapids, Mich.



Big Grocery Profits

Your perishable stock is your biggest source of loss through waste and quality deterioration. Yet it can be made the biggest source of profit through proper preservation. This means that your refrigerator and display cases must be scientifically correct. You can stop that waste through spoilage and deterioration—mimize ice charges and turn loss into profit when you install

McCray Grocers' Refrigerators

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

McCray Refrigerators are used and preferred in the country's finest and best groceries. Their supremacy has been maintained for over 30 years.

We make an extensive range of styles and sizes of grocer display refrigerators and cases which are already built, arranged for either ice or mechanical refrigeration. Or, if you desire, our expert draughtsman will design a refrigerator to meet your exact needs and to conform to any store arrangement.

Write To-day for Catalog

No. 70—For Grocers and Delicatessens

No. 92—For Residences

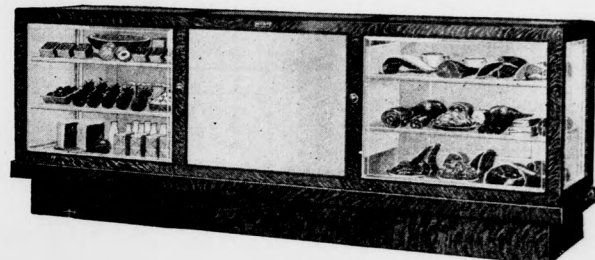
No. 61—For Meat Markets and General Storage

No. 50—For Hotels and Restaurants

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

Detroit Salesrooms, 239 Michigan Ave.

Agencies in all principal cities





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

Pickings Picked in the Windy City.

Chicago, May 22—Weather report for Chicago: "Cold and rainy, but no snow."

All Chicago express drivers are on strike, and to see some of the strike breakers get mobbed, one would think Villa was on the job.

R. Waterhouse, of the United Shoe Machinery Co., of Boston, with headquarters in Chicago, formerly with the Pingree Shoe Co., of Detroit, and whose home is at Detroit, is registered at the Morrison. Mr. Waterhouse reports that for a big city, Chicago is it, but for orders and business, Detroit and Michigan has Chicago beat a mile.

Never too old to learn is what K. M. Regan, division salesman for the Leggett & Myers Tobacco Co. in Chicago, tells the writer. Thinking one of the Chicago, Milwaukee & St. Paul sand pit tracks was out of commission just outside the city limits, he drove his tin ford on the tracks and missed a head-on collision by only a few inches with a sand pit train. Mr. Regan saved himself and his assistant by making a quick turn, striking a telephone pole and completely wrecking the car, but escaping with minor bruises himself. Again remember, "Safety First."

When in Chicago, don't fail to see the parks. They are at their finest and one can find them in all parts of the city. Take any surface line or "L" and tell the conductor or guard to let you off at one of the public parks. They are very convenient.

From all reports of the last few weeks, Traverse City will become a city when the U. C. T. convention meets there on June 1, 2 and 3. Traverse City has always been known as the biggest little city in Michigan.

All outgoing and incoming express is held up until the drivers and clerical force come to an understanding regarding increased salaries. All small shipments for a short time will get quicker delivery, it is reported, by parcels post.

Strikes in Chicago are very popular. It is of small note to hear and read of a number at one time.

Notice to all Michigan readers of the Tradesman: When in Chicago, if you will drop a card to the writer at the Morrison Hotel, he will be glad to mention your visit to Chicago, if you so wish.

J. B. Ott, supervision for the Chicago City Railroad Co., at South Chicago, is one of the old Grand Rapids boys. He left Grand Rapids in 1892 and has been with the railroad twenty-four years. He spent his school days with

some of Grand Rapids' most successful business men of to-day. He never fails to visit Grand Rapids when off duty. He recalls a good many of the old Grand Rapids boys by their first names. Mr. Ott resides at 721 East 92nd Place.

Harry V. Spurling, formerly with Carlton Bros., Chicago, has resigned his position and accepted a business opportunity at Elgin, Ill. Mr. Spurling is a hustler and will, no doubt, make a success in his new venture.

While in Chicago and on your shopping tour, don't fail to visit the play rooms of the big department stores. These rooms are some size and accommodate hundreds of children, relieving the mothers of all care while shopping. Each store with a play room in connection employs from two to five matrons whose duty it is to give their entire time to the children.

During the G. O. P. convention the city will furnish for the pleasure of delegates and visitors considerable amusement in the line of a carnival. This is to be held on what is known as Grant Park, on the lake front, and from the interest being shown, all visitors will be entertained royally.

Louis Johannesen, formerly with the Thorwart & Roehling Co., tobacco jobbers, is now with Carlson Bros., same line. Mr. Johannesen will feature nothing but Dutch Master cigars.

C. W. Reattoir.

Teach Girls About Electricity.

That the girls who are being trained to be the housewives of to-morrow will have a clear knowledge and understanding of the various and important uses of electricity in the modern household, the domestic science department of the Washington Irving High School, New York City, maintains a thorough course in electric household appliances. Eight hundred young women are enrolled in the domestic science department.

Two More Travelers at Eaton Rapids.

Eaton Rapids, May 22—In sending you a list of the traveling men of Eaton Rapids recently, I unintentionally omitted two names, as follows: Earl Christmas, who travels for the Aetna Insurance Co., and M. J. Curtis, who travels for Bert White & Co., produce commission dealers of Detroit. Wm. S. Godfrey.

CUSHMAN HOUSE

PETOSKEY
 Leading Hotel in Northern Michigan
 W. L. McMANUS, Jr., Prop.
 We always take care of our regular patrons during resort season if they give us one day's notice in advance of their arrival.

Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

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



Snyder's Restaurant

41 North Ionia Ave.

4 Doors North of Tradesman

Special Dinners and Suppers 25c

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.

Park Place Hotel

Traverse City, Mich.

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

All outside Rooms.

American plan.

W. O. HOLDEN, Mgr.

The Hotel Geib

Eaton Rapids, Mich.

L. F. GEIB, Propr.

AMERICAN PLAN

Artesian Water Steam Heat

\$2 Per Day

Sample Room in Connection

Hotel Charlevoix

Detroit

EUROPEAN PLAN

Absolutely Fire Proof

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

Grinnell Realty Co., Props.

H. M. Kellogg, Manager

Bell



System

Flexibility in an army is the quality that makes it quickly, intelligently and efficiently responsive to the will of its commanding general.

Flexibility in telephone service is the quality that makes it universal in scope, uniform in operation and economically and continuously available.

The Bell System

embraces all these characteristics, and its local and long distance service makes it possible for business commanders to bridge space, leap obstructions and pour a winning fire over a competitor's breastworks.

Use the Local and Long Distance Lines.

Michigan State Telephone Company

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, May 22—Thomas Bailey, our esteemed citizen and local capitalist, purchased a launch at St. Ignace last week and Commodore Art. Bailey, eldest son of Thomas Bailey, in company with a full crew, left for St. Ignace to bring back the new craft. At last reports they had reached DeTour safely without a mishap. The new craft will add much to the attractiveness of the river and afford the Baileys and their friends much pleasure during the summer. The Baileys are anglers with a reputation and know just where to get the big ones. Art. Bailey holds last year's record for catching the largest brook trout.

Robert Cowan, well known hustling manager for the Pranzlauer Bros. department store, has returned from a business trip to New York. He stopped off at Detroit to see what was doing at Fordville and while there secured a large order for some special furniture that he selected while in the East. The order amounted to several thousand and speaks well for the Soo firm being able to draw trade from our metropolis.

The Chippewa meat market will change ownership June 1. Albon & Marine retiring. H. A. Williams will be the new proprietor. Mr. Williams is known as one of the Soo's successful butchers who was able to retire a little over a year ago, and he has been enjoying every minute meanwhile, taking in the California exposition, returning to the city a few months ago. Too full of ambition to continue longer on the retired list, the call back to the business world was more than he could resist.

Chase S. Osborn, our esteemed citizen, left last week for Detroit, where he was the guest at a luncheon given at the Detroit Athletic Club Friday for ex-President Theodore Roosevelt.

Fifteen years ago W. E. Weber, at that time proprietor of the Elliott green houses, Negaunee, arrived in this city. Mr. Weber became so impressed with the advantages offered at the Soo for a green house that he decided to locate here, and that his good judgment and ambitions have been fully realized is vouched for by his success during his stay at the Soo. He has worked up an enormous business throughout Chippewa county and has the reputation of running one of the best green houses in Cloverland, everything being up to the minute and the surroundings most beautiful. Mr. Weber also has a branch office and salesroom in the heart of the city, which affords Soo people an opportunity of getting anything in the line of flowers which can be obtained at any season of the year. Mr. Weber has also served the city as alderman for a number of years and is counted as one of the Soo boosters, being interested in all of the Soo welfare propositions.

Phil McKay, the rapid driver by the Cornwell Company for the past year, has resigned and accepted a position with the Booth-Newton Co. He will be a valuable asset to his employers.

T. McMillan, formerly with the Western Express Co., has resigned his position to accept one with the Cornwell Company.

Frank Allison, the popular salesman for the Cornwell Company, made a record trip to DeTour in his trusty auto last week in company with Charles Haase, the Uneda biscuit man, and Harry Young, booster for the Elks' convention. The trip to DeTour was made without delay, although the record between DeTour and the Soo had been lowered. Feeling fresh after the trip, Frank invited James Cockeran, proprietor of the DeTour Hotel, out for a spin. James is somewhat of a driver himself, but after turning a few corners as Allison's guest, he decided to get out and walk back, as he had been taught to practice "safety first" and considers life too short at best to take any unnecessary chances on the DeTour speedway. Com-

ing back to the Soo, the party encountered a narrow escape while plowing through a herd of cattle between DeTour and Gatesville. Frank's skill as a chauffeur was again demonstrated when he passed all but a calf and the only damage done to the auto was the putting out of one of the headlights. The accident did not cause any delay, as we understand the calf was able to move along without extra effort and there was only a few minutes' difference in the time of going and that of returning.

Some of the old time trappers who arrived here last week, bringing in the skins of the beavers at the close of the season, report that very few fur-bearing animals were trapped in this country and the present market prices do not justify devoting much time to the work.

The infant daughter of Mr. and Mrs. Eugene Rogiero, proprietors of one of the Portage avenue groceries, died last week. The parents have the sympathy of a large number of friends in their bereavement.

H. R. Wenzel, of the Wenzel Lumber Co., Fibre, was a business visitor here last week.

The marriage of Miss Florence M. Hill, daughter of Mrs. W. P. Hill, and Clyde L. Ripley, son of Mr. and Mrs. Charles Ripley, of this city, was solemnized last Tuesday at the home of the bride. Miss Hill was one of the Soo's charming young ladies, being employed as stenographer at the Sault Savings Bank, while Mr. Ripley is one of the Soo's well known and popular young men. The couple have a host of friends who wish them a bright and prosperous future.

Theo. G. Paulantis, proprietor of the Parisian cafe, which is considered one of the best eating houses in Cloverland, is making elaborate plans to entertain the Elks next June and says that he is going to much extra expense preparing for the convention and will make the cafe one of the most attractive places here.

C. H. Scott, our former postmaster, has gone into the pressed rock business at his quarry, located at Spur 469, on the Soo Line railroad. A large consignment of equipment reached the quarry last week, which is now being installed, costing in the neighborhood of \$10,000. This will be a valuable addition to Chippewa county industries. The rock crushed by Mr. Scott is being used on the stone roads throughout Chippewa county. It has been tested by the highway department and proves to be of the best quality, being a high grade of dolomite stone and even superior to trap rock. Mr. Scott is an active member of the Soo Commercial and Civic Club and interested in anything pertaining to the advancement of his home town.

We learn that Land Commissioner J. A. Jeffery, of the D., S. S. & A. Railroad, is of the opinion that the present year will bring many settlers to the copper country and Cloverland. He has found in his travels through the Peninsula that other land agents hold the same view. The unmistakable prosperity of the district and the opportunity for an agricultural development are becoming better known. This will be reflected in the number of new arrivals. The dairy industry in the Upper Peninsula is also flourishing and has been developed into an important factor in Cloverland's industrial life. The creameries are doing a splendid business and the farmers are among the most prosperous in the State.

The per capita expense of keeping the inmates of the Chippewa county poor farm during the past year was \$3.44 per week, according to the State report, made public last week. This is considered a low average. It could be reduced by taking advantage of the authority from the Board of Supervisors to work the prisoners on the farm.

St. Ignace will have an opportunity to celebrate circus day this summer, which will be the first big event of the kind for some time. The Cole Bros. circus

will appear here on Monday, June 5. This will be a good time to take a picture, showing a busy day at St. Ignace, as the people from the surrounding towns will be their guests on circus day.

The Cloverland exhibit at the Chicago Land and Industrial Exposition is making a pronounced hit with thousands who are given an opportunity to inspect our products. The Chicago Herald gives our exhibit considerable publicity. With seven million acres ready for buyers and settlers, land interests in this part of Michigan are enthusiastic over the exhibition and some of the best exhibits to be found in the Exposition have been forwarded from Cloverland. It is easy to convince people there is something more than mining in the U. P. Fruit growing, live stock raising and mixed farming generally are attracting the attention and giving evidence of success.

A. Herbst, popular traveling salesman for the Soo Hardware Co., paid Mackinac Island a visit last week. This is Mr. Herbst's first trip of the season. He has made arrangements for accommodations and reservations later on in the season, as he has fully decided not to go abroad to spend his vacation this summer, being fully convinced that we have plenty of summer resorts and attractions nearby.

A. B. Klise, well known lumberman at Gilchrist, expects to open up a camp in Ontonagon and another at Gilchrist in the near future.

The Chief Wawatam during the month of April carried 6,724 cars across the Straits, making 162 round trips. This is an increase of 1159 cars over the same month last year. There is also a large increase in the number of passengers carried, which goes to show that business in general is picking up.

Charles Madison, the well-known lumberman of St. Ignace, had an experience last week which he will long remember as one of his successful ventures. His horse and rig were stolen from his barn. He learned the direction in which the culprits had departed and he and his chauffeur started after them. Passing through Brevort, Mr. Madison learned that a horse and rig answering the description had passed through there and stopped for a drink of water en route, also enquiring the way to Rexton. The party arrived at Rexton just in time to capture the young couple who had not as yet had time to be married. It seemed that an elopement had been planned. It was called off, however, and Mr. Madison is again in possession of his rig.

William Shoals, the successful lumber operator of St. Ignace, with extensive operations at Johnsonburg, has purchased a new Overland touring car and is enjoying the high cost of gasoline to a marked extent.

Dr. Earl Christofferson, our well-known dentist, has been honored by the Knights of Pythias at the meeting at Marquette last week, at which he has been elected President of the U. P. League. The annual convention is to be held in the Soo on June 8, 9 and 10 and the local order is planning great doings and making elaborate preparations to entertain the delegates during the annual convention. A large poster labeled "Moving Pictures of the Soo" has been sent out to all the lodges, including many points of interest in this city and vicinity. Many compliments have been received by the local lodge in this connection and those who see the poster will want to see the place in reality. There will be no expense spared to make this the banner meeting.

We are pleased to note that the Elks convention, which meets here in June, will sidetrack all crooks and pickpockets, as the Superintendent of Police in Grand Rapids assures our Chief of Police, M. H. Mitchell, there will be very little trouble with men of this ilk. All that will be necessary to make the convention a success will be good weather, as everything else is arranged. A. E. Burns, our Government weather man, will look after the sunshine. William G. Tapert.

Proposed Building for Board of Trade

Saginaw, May 23—For some time it has been demonstrated that the present quarters of the Board of Trade, especially since the addition of the traffic department, are too small, and a larger area is required. A resolution was adopted yesterday authorizing negotiations with the Bancroft Realty Co. for the use of a building on Genesee avenue to be constructed in the vacant space between the Bancroft House and the Union block. This building would probably be three stories in height with the first and perhaps the second floors occupied by the Board of Trade headquarters. The third story, forming a connection with the rooms in the Union block, could be used during rush times for the hotel when large conventions or other bodies are in the city. It was thought, too, that the Board of Trade rooms on the first floor would prove to be of advantage to the membership and those doing business with the organization. The property has a frontage of 20 feet and the building would probably extend back about 60 feet.

In connection with the flood problem the Board unanimously adopted the following resolution offered by Director H. A. Savage:

Resolved—That the widening and deepening of the channel in the Saginaw river, to prevent serious and disastrous floods in the whole territory, be referred to the Committee on Rivers and Harbors for a report back to the Board, the Committee to take into consideration such other towns and cities as are also affected every year, including Flint, Alma and Midland.

Death of Veteran Druiggist.

Free-soil, May 22—Albert B. Dean, who had been engaged in retail trade for nearly forty years, was found dead in bed here last Thursday. Deceased was born in Hudson, June 10, 1856. When a young man he learned the drug business and was connected with a drug store of that city for a number of years. Several years ago he came to Mason county and started a drug store with his brother O. S. Dean at this place. Later he disposed of his interests, returned to Hudson for a few years and later went to Hartford, where he conducted a grocery for about ten years. About eleven years ago Mr. Dean returned to Free-soil and had since made this village his home.

Provisions—The consumptive demand for smoked meats is very light, prices remaining high, and stocks are reported to be light. Pure and compound lard are steady at unchanged prices, with a moderate demand. Barreled pork, canned meats and dried beef are firm with a light demand at unchanged prices.

Fred E. Holt and Charles Stewart have formed a copartnership and purchased the E. G. Freeman grocery and bazaar stock at Madison Square.

Salt Fish—Mackerel shows no change from a week ago. Cod, hake and haddock are out of season and almost out of the market.

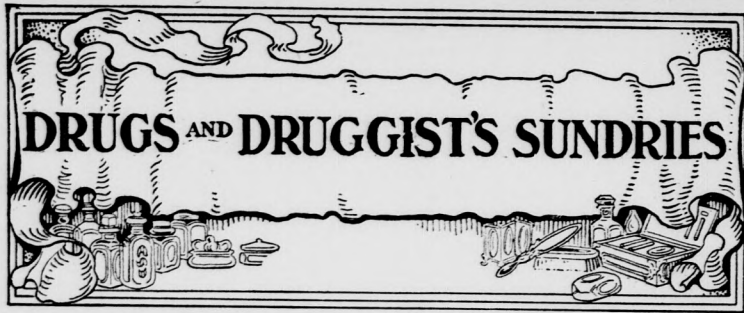
John A. Borgman has purchased the grocery stock of the estate of William Andre at 758 Franklin street.

And many a man has managed to get out of a bad scrape by letting his whiskers grow.

CUSHMAN HOUSE
PETOSKEY

Leading Hotel in Northern Michigan
W. L. McMANUS, Jr., Prop.

We always take care of our regular patrons during resort season if they give us one day's notice in advance of their arrival.



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.

Official Programme of the Detroit Convention.

The Programme Committee of the Michigan State Pharmaceutical Association has completed the following programme for the thirty-fourth annual convention to be held in Detroit June 20, 21 and 22:

All business sessions will be held in the roof garden of the Hotel.

Registration headquarters will be in the lobby of the Hotel.

Registration committee will be in attendance from 9 a. m. to 2 p. m. daily.

Registration fee will be \$1 for each person.

It will be necessary for every person in attendance to be registered in order to obtain tickets for the ball and the many other entertainment features provided.

The programme in detail will be as follows:

First Session, Tuesday, June 20.

10 a. m. Reception of members and friends.

1:30 p. m. Opening of convention by the President.

President's Address—C. H. Jongejan.

Officers and Committees reports:

Secretary—D. D. Alton, Fremont.

Treasurer—G. A. Steketee, Grand Rapids.

Board of Pharmacy—C. S. Koon, Secretary, Muskegon.

Executive Committee—J. H. Webster, Detroit.

Membership Committee—F. J. Wheaton, Jackson.

Legislative Committee—H. M. Goodale, Battle Creek.

4:30 p. m. Address by C. M. Woodworth, Secretary of the National Association of Manufacturers of Medicinal Products.

During the afternoon the ladies will tour the shopping district, leaving the Hotel at 2 p. m. under the guidance of Mrs. W. H. Martin and committee.

8 p. m. Informal reception and

ball held in the grand ball room, roof garden, Hotel Tuller.

Wednesday, June 21.

9:30 a. m. Report of the Trade Interest Committee—Herbert Baker, chairman.

11 a. m. Address by W. H. Marsh, Advertising Service Division of the Burroughs Adding Machine Co., Detroit.

The ladies are requested to meet in the lobby of the Hotel Tuller at 9:30 a. m. for a surprise party.

1:30 to 5:30 will be spent as guests of Parke, Davis & Co., enjoying a boat ride on the river.

Farrand, Williams & Clark will entertain the visiting ladies with a cabaret dinner at the Hotel Statler.

8 p. m. Business session.

Address by T. H. Potts, Secretary of the National Association of Retail Druggists, Chicago.

Report of the Prescott Memorial Scholarship Fund—C. F. Mann, Treasurer.

Address by E. J. Parr, Big Rapids, on the subject of Clerks.

Thursday, June 22.

9:30 a. m. Business session.

Address by C. N. Burrows, President of the One Cent Letter Postage Association, Cleveland.

Report of the Nominating Committee—Henry Riechel, chairman, Grand Rapids.

Election of officers.

Installation of officers.

2 p. m. Ball game: Cleveland vs. Detroit, Navin Field, as guests of Nelson Baker & Co., who cordially include the ladies in their invitation.

The Michigan Drug Co. will entertain the visiting ladies at 7:30 with a theater party at the Temple, followed by a supper at the Detroit Athletic Club. Automobiles will be provided to take the guests from the Temple to the Club.

8 p. m. Frederick Stearns & Co. will entertain the gentlemen with a smoker in the roof garden at the Hotel Tuller, followed by a full ceremonial session of the Laughing Order of Hyenas.

Hotel reservations may be made by addressing W. H. Martin, 165 Rhode Island avenue, Detroit.

Marshmallow Syrup.

Sugar 16 ozs.
Water 32 ozs.
Gum Arabic, clean tears 6 ozs.
Whites of three eggs.

Dissolve the gum in half the water (cold) by frequent agitation; strain; dissolve the sugar in the remainder of the water with the aid of heat; beat the egg-white to a froth, add the syrup, previously allowed to cool;

then incorporate the gum solution, beating constantly while adding both sugar and gum solutions, and keep in a covered glass jar.

There is another marshmallow formula, considerably used, as follows:

Gum Arabic, powder 150 grs.
Orange Flower Water 1 oz.
Solution Citric Acid 2 ozs.
Syrup 28 ozs.
Water, to make 32 ozs.

Triturate the gum arabic to a smooth paste, and add the remaining ingredients.

The first marshmallow formula gives a better result, on the whole. The second is somewhat cheaper and easier to make.

Wafted Down From Grand Traverse Bay.

Traverse City, May 22—The Four Drive Tractor Co., of Big Rapids, is about ready to put one of its new tractors into operation. It has a neat little factory and Big Rapids can pat herself on the back on being fortunate enough to secure this important industry. This tractor looks as if it is going to revolutionize the tractor business, especially in light soil where the ground is inclined to be rolling, and also in wet ground. The power is applied to all four wheels alike. The weight is also about the same on all four wheels, making it a very powerful tractor under all conditions. It is being built as light as possible and still retain traction, and is so constructed that it will stand a heavy strain. It will certainly rank with any of the high grade tractors. Mr. Jenkins, the sales manager, is a man well adapted to this position, and Mr. Fitch, the inventor, has charge of the factory. Mr. Fitch is one of the best farmers in Mason county and has also had considerable experience with heavy machinery. These men, together with some of the best business men in Big Rapids holding stock, make the future of this concern look very bright.

C. W. Oatly, from Lansing, has bought one of the best farms in Antrim county, known as the French farm, consisting of about 500 acres of the best soil in Northern Michigan. Mr. Oatly is equipping the farm with all modern machinery, the writer having the pleasure of starting a three bottom tractor plow on the farm this week. These are the kind of farmers we need in Northern Michigan.

Harry Hurley spent Sunday in Detroit, after visiting his house, the Central Milling Co.

About ninety-two of the best ball players of Traverse City Council are out practicing base ball and putting on the finishing touches to an already well developed team. If any of the councils need some first-class ball players at the convention, we could spare a few, as we have enough professional ball players in our Council to make about six good teams.

A special meeting of No. 361 was called Saturday afternoon and final arrangements were completed for the big noise in June. The visitors will be met at the trains day and night and will be taken direct to headquarters, which will be held in the Chamber of Commerce building. Those that have already engaged rooms will be taken at once to their hotel, and those that have not engaged rooms will be assigned rooms immediately and located by the committee in charge. Complete arrangements have been made to have something doing all the time from Thursday afternoon until Sunday morning. An abundance of automobiles have been secured and placed at the service of our guests all the time. Every member of No. 361 will wear a white cap and reception committee badge and it will be

a pleasure for us to give the visiting members any information they want and see that every one has a good time. A card index system will be used at headquarters where you can find the location of the room of every visitor. We hope to see the largest U. C. T. convention ever held, but if it is not the largest, we hope the boys will go away saying, "We've had the best time of our lives!"

Cadillac is always up-to-date and if there is anything new in city government she is among the first to try it out. She has just installed a new system of parking automobiles. Being favored with an exceptionally wide main street, she has chalked off a strip twenty feet wide in the middle of the street where the cars are parked cross wise of the street. This keeps the sides of the streets clear at all times and reduces to a minimum the possibility of collisions of the main street.

Don't forget the big U. C. T. convention June 2 and 3. F. W. Wilson.

If a man does not read his trade paper, either he thinks he knows it all already, or he has no ambition to learn.

UNIVERSAL CLEANER

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

ORDER FROM YOUR JOBBER

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

Malt and Hop Tonic

"When mothers once take it
They never forsake it."



Grand Rapids
BREWING CO.
For Sale by all Wholesale Druggists

Now is the Time to Consider

Spraying Materials

Arsenate of Lead, Paris Green

Mixed Paints

Stains and Varnishes

White Lead

Linseed Oil, Turpentine

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

Hazeltine & Perkins Drug Co.

Wholesale Druggists Grand Rapids, Michigan

DUTCH MASTERS SECONDS



Will stimulate your trade. Handled by all jobbers.

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

WHOLESALE DRUG PRICE CURRENT

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

Table listing various drug categories such as Acids, Ammonia, Balsams, Berries, Barks, Extracts, Flowers, Gums, Leaves, Oils, Roots, Seeds, Tinctures, and Paints, with their respective prices and quantities.

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

- Holland Herring
Evap. Apricots
Clothes Lines
Coffees
Syrup

DECLINED

Index to Markets

By Columns

Table with columns for market categories (A, B, C, D, E, F, G, H, I, J, K, L, M, N, O, P, Q, R, S, T, U, V, W, X, Y, Z) and corresponding items like Ammonia, Baked Beans, Butter, etc.

Table with columns for market categories (1, 2) and corresponding items like Ammonia, Axle Grease, Baked Beans, Bath Brick, etc.

Table with columns for market categories (Clams, Corn, French Peas, Hominy, Lobster, Mackerel, Mushrooms, Oysters, Plums, Peas, Peaches, Pineapple, Pumpkin, Raspberries, Salmon, Sardines, Sauser Kraut, Shrimps, Succotash, Strawberries, Tomatoes, Tuna) and corresponding items.

Table with columns for market categories (CHEWING GUM, CHOCOLATE, CLOTHES LINE, COCOA, COCOANUT, COFFEES ROASTED) and corresponding items like Adams Black Jack, German's Sweet, Baker's, etc.

Table with columns for market categories (McLaughlin's XXXX, CONFECTIONERY, Mixed Candy, Specialties, Chocolates, Pop Corn Goods, Cough Drops, NUTS-Whole) and corresponding items like package coffee, Stick Candy, Auto Kisses, etc.

Table with columns for market categories (Peanuts, CRACKERS, In-cr-Seal Trade Mark Package Goods, Other Package Goods, Bulk Goods, Cans and boxes) and corresponding items like Fancy H P Suns, Baronet Biscuit, etc.

6

- Sugar Fingers 13
Sugar Crimp 11
Vanilla Wafers 20

- Butter Boxes
N B C Square 7
N B C Round 7

- Premium Sodas 8
Saratoga Flakes 13
Saltines 13

- Dandy Oysters 7
N B C Oysters Square 7
Shell 8

- Adora 1.00
Nabisco 1.00
Festino 1.50

- Cream Tartar
Barrels or Drums 50
Square Cans 54

- Dried Fruits
Apples
Evaporated Choice blk @7 1/2
Evaporated Fancy blk @8 1/2

- Apricots
California 10 1/2 @ 12
Corsican 16 1/2

- Currants
Imported, 1 lb. pkg. 12
Imported, bulk 11 1/2

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

- Pearl
Lemon, American 13 1/2
Orange, American 13 1/2

- Peas
Cluster, 20 cartons 2 25
Loose Muscatels, 4 Cr. 7 1/2

- California Prunes
90-100 25 lb. boxes @ 6 1/4
80-90 25 lb. boxes @ 6 3/4

- Evaporated Milk
Red Band Brand
Baby 2 40
Tall 3 50

- Farinaceous Goods
Beans
California Limas 6 1/2

- Farina
25 1 lb. packages 1 70
Bulk, per 100 lb. 4 50

- Peas
Green Wisconsin bu. 3 25
Split lb. 6 3/4

- Sago
East India 8 1/2
German, sacks 9

7

FLAVORING EXTRACTS

- Jennings D C Brand
Pure Vanilla
No. 1, 7/8 oz. 85

- Pure Lemon
Terpeneless
No. 1, 7/8 oz. Panel 75

- FLOUR AND FEED
Grand Rapids Grain
Milling Co.

- Winter Wheat
Purity Patent 6 00
Fancy Spring 6 75

- Valley City Milling Co.
Lily White 5 50
Light Loaf 6 10

- Worden Grocer Co.
American Eagle, 1/2s 6 50
American Eagle, 1/4s 6 40

- Spring Wheat
Roy Baker
Mazepa 6 20

- Judson Grocer Co.
Ceresota, 1/2s 7 25
Ceresota, 1/4s 7 15

- Wheat
Red 1 08
White 1 03

- Oats
Michigan carlots 48
Less than carlots 50

- FRUIT JARS
Mason, pts., per gro. 4 90
Mason, qts., per gro. 5 25

- GELATINE
Cox's, 1 doz. large 1 45
Cox's, 1 doz. small 90

- PLAYING CARDS
No. 90, Steamboat 75
No. 15, Rival assorted 1 25

- GRAIN BAGS
Broad Gauge 18
Amoskeag 19

- Herbs
Sage 15
Hops 15

- HIDES AND PELTS
Green, No. 1 16
Green, No. 2 15

8

- Tallow
No. 1 @ 6
No. 2 @ 5

- Wool
Unwashed, med. @ 32
Unwashed, fine @ 27

- HORSE RADISH
Jelly
5 lb. pails, per doz. 2 30

- ICE CREAM
Piper Ice Cream Co. Brands
Bulk, Vanilla 60

- JELLY GLASSES
1/2 pt. in bbls., per doz. 15
1/4 pt. in bbls., per doz. 16

- MAPLEINE
2 oz. bottles, per doz. 3 00
1 oz. bottles, per doz. 1 75

- MINCE MEAT
Per case 2 85
MOLASSES

- New Orleans
Fancy Open Kettle 45
Choice 38

- MUSTARD
1/2 lb. 6 lb. box 16
Bulk, 1 gal. kegs 1 10 @ 1 20

- OLIVES
Bulk, 2 gal. kegs 1 05 @ 1 15
Bulk, 5 gal. kegs 1 00 @ 1 10

- PEANUT BUTTER
Bel-Car-Mo Brand
25 lb. fibre pails 10

- PETROLEUM PRODUCTS
Iron Barrels
Perfection 8 5

- PICKLES
Medium
Barrels, 1,200 count 8 50

- POTASH
Babbitt's, 2 doz. 1 75
PURIIFICATIONS
Barreled Pork

- Dry Salt Meats
S P Bellies 14 1/2 @ 15

- Land
Pure in tierces 14 @ 14 1/2
Compound Lard 12 1/2 @ 13

9

- Smoked Meats
Hams, 14-16 lb. 18 @ 18 1/2
Hams, 16-18 lb. 17 1/2 @ 18

- Bologna
Liver 10 1/2 @ 11
Frankfort 12 @ 12 1/2

- Beef
Boneless 20 00 @ 20 50
Rump, new 24 50 @ 25 00

- Tripe
Kits, 15 lbs. 90
1/2 bbls., 40 lbs. 1 00

- Caseins
Hogs, per lb. 35
Beef, rounds, set 19 @ 20

- UNCOLORED BUTTERINE
Solid Dairy 12 1/2 @ 13 1/2
Country Rolls 13 @ 16 1/2

- Canned Meats
Corned Beef, 2 lb. 4 50
Corned Beef, 1 lb. 2 40

- RICE
Fancy 7 @ 7 1/2
Japan Style 5 @ 5 1/2

- ROLLED OATS
Rolled Avenna, bbls. 5 90
Steel Cut, 100 lb. sks. 5 00

- SALAD DRESSING
Columbia, 1/2 pint 2 25
Columbia 1 pint 4 00

- SALERATUS
Packed 60 lbs. in box.
Arm and Hammer 3 00

- SALT
Granulated, bbls. 1 75
Granulated, 100 lbs. cs. 1 85

- SALT FISH
Large, whole @ 8
Small, whole @ 7 1/2

- Smoked Salmon
Hullbut
Strips
Chunks

- Holland Herring
Standard, hbls. 18 50
Y. M. wh. hoop 1/2 bbls.

- Trout
No. 1, 100 lbs. 7 50
No. 1, 40 lbs. 2 25

10

- Mackerel
Mess, 100 lbs. 16 50
Mess, 40 lbs. 7 00

- Lake Herring
100 lbs. 4 00
40 lbs. 2 35

- SEEDS
Anise 18
Canary, Smyrna 3

- SHOE BLACKING
Handy Box, large 3 dz. 3 50
Handy Box, small 1 25

- SNUFF
Scotch, in bladders 37
Maccaboy, in jars 35

- SODA
Boxes 5 1/2
Kegs, English 4 1/4

- SPICES
Allspice, Jamaica 9 @ 10
Allspice, lg Garden @ 11

- STARCH
Corn
Kingsford
40 lbs. 7 1/4

- Muzzy, 20 lb. pkgs. 5 4
Silver Gloss, 40 lb. 7 1/4

- Muzzy, 40 lb. pkgs. 5
Gloss
Argo, 24 5c pkgs. 90

- SALAD DRESSING
Silver Gloss, 16 3/4s. 6 3/4
Silver Gloss, 12 6/4s. 8 1/4

- SALAD DRESSING
Silver Gloss, 16 3/4s. 6 3/4
Silver Gloss, 12 6/4s. 8 1/4

- SALAD DRESSING
Silver Gloss, 16 3/4s. 6 3/4
Silver Gloss, 12 6/4s. 8 1/4

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Silver Gloss, 16 3/4s. 6 3/4
Silver Gloss, 12 6/4s. 8 1/4

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Silver Gloss, 16 3/4s. 6 3/4
Silver Gloss, 12 6/4s. 8 1/4

- SALAD DRESSING
Silver Gloss, 16 3/4s. 6 3/4
Silver Gloss, 12 6/4s. 8 1/4

11

- Celeng
Formosa, Medium 25 @ 28
Formosa, Choice 32 @ 35

- English Breakfast
Congou, Medium 25 @ 30
Congou, Choice 30 @ 35

- Ceylon
Pekoe, Medium 28 @ 30
Dr. Pekoe, Choice 30 @ 35

- TOBACCO
Fine Cut
Blot 1 45
Bugle, 16 oz. 1 24

- Blot 1 45
Bugle, 16 oz. 1 24
Dan Patch, 8 and 16 oz. 33

- Am. Navy, 16 oz. 31
Apple, 10 lb. butt 36

- Drummond Nat. Leaf,
and 5 lb. 60
Drummond Nat. Leaf,
per doz. 60

- Battle Ax 36
Bracer, 6 and 12 lb. 30

- Big Four, 6 and 16 lb. 32
Boot Jack, 2 lb. 80

- Boot Jack, per doz. 96
Bullion, 16 oz. 46

- Climax Golden Twins
Climax, 14 1/2 oz. 44
Climax, 7 oz. 47

- Climax, 5c 6 00
Day's Work, 7 & 14 lb. 38

- Crepe de Menthe, lb. 65
Derby, 5 lb. boxes 28

- Four Roses, 10c 90
Gilt Edges, 2 lb. 50

- Gold Rope, 6 and 12 lb. 58
Gold Rope, 4 and 8 lb. 58

- G. O. F., 12 and 24 lb. 40
Granger Twist, 6 and 12 lb. 46

Small 20
Medium 26
Large 34

SPECIAL PRICE CURRENT

12

13

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15

16

17

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

Table with 2 columns: Item Name and Price. Includes categories like Churns, Clothes Pins, Egg Crates and Fillers, Faucets, Mop Sticks, Pails, Toothpicks, Traps, Tubs, Washboards, Window Cleaners, Wood Bowls, Wrapping Paper, and Yeast Cake.

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

TELFER'S ROASTED COFFEE. MADE IN DETROIT USA. Includes a list of coffee products and prices.

AXLE GREASE. MICA AXLE GREASE. Includes an image of the product can and a list of prices.

BAKING POWDER. K. C. Includes a list of prices for various sizes.

MORTON'S SALT. NEVER CAKES OR HARDENS. FREE RUNNING. Includes an image of the product can and a list of prices.

ROYAL. Includes an image of the product can and a list of prices.

FITZPATRICK BROTHERS' SOAP CHIPS. Includes a list of prices for various soap products.

The Only Five Cent Cleanser. Guaranteed to Equal the Best 10c Kinds. 80 Cans.....\$2.90 Per Case. SHOWS A PROFIT OF 40%. Handled by All Jobbers. Includes an image of the product can.

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

White House Coffee. Dwinell-Wright Brands. Includes an image of the product can and a list of prices.

White House, 1 lb. White House, 2 lb. Excelsior, Blend, 1 lb. Includes a list of prices for various coffee blends.

MORTON'S SALT. NEVER CAKES OR HARDENS. FREE RUNNING. Includes an image of the product can and a list of prices.

ROYAL. Includes an image of the product can and a list of prices.

FITZPATRICK BROTHERS' SOAP CHIPS. Includes a list of prices for various soap products.

Table with 2 columns: Item Name and Price. Includes Cotton Oil, Cream Borax, Circus, Climax, Gloss, Big Master, Mystic White Borax, Oak Leaf, Queen Anne, Queen White, Railroad, Saratoga, White Fleece, and White Fleece.

Table with 2 columns: Item Name and Price. Includes Proctor & Gamble Co., Lenox, Ivory, and Star.

Table with 2 columns: Item Name and Price. Includes Swift & Company, Swift's Pride, White Laundry, Wool, and Wool.

Table with 2 columns: Item Name and Price. Includes Tradesman Company, Black Hawk, Black Hawk, and Black Hawk.

Table with 2 columns: Item Name and Price. Includes Scouring, Sapollo, Sapollo, Sapollo, Scourine, Scourine, and Queen Anne Scourer.

Table with 2 columns: Item Name and Price. Includes Soap Compounds, Johnson's Fine, Johnson's XXX, Rub-No-More, and Nine O'Clock.

Table with 2 columns: Item Name and Price. Includes WASHING POWDERS, Gold Dust, 24 large packages, and 100 small packages.

Table with 2 columns: Item Name and Price. Includes Lautz Bros. & Co., [Apply to Michigan, Wisconsin and Duluth, only], Snow Boy, 100 pkgs., 5c size, 60 pkgs., 5c size, 48 pkgs., 10c size, 24 pkgs., family size, and 20 pkgs., laundry size.

Table with 2 columns: Item Name and Price. Includes Naphtha, 60 pkgs., 5c size, and 100 pkgs., 5c size.

Table with 2 columns: Item Name and Price. Includes Queen Anne, 60 5c packages, and 24 packages.

Table with 2 columns: Item Name and Price. Includes Oak Leaf, 24 packages, and 100 5c packages.

Table with 2 columns: Item Name and Price. Includes BBLs., 210 lbs., 250 lbs., 225 lbs., and 300 lbs.

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 Or Exchange For Merchandise—225-acre farm, located in Hardin Co., Ill., on north bank of Ohio river, 100 miles above Cairo, Ill., and 100 miles below Evansville, Ind., 45 miles above Paducah, Ky. Lies touching and partly within corporate limits of a fast growing Fluor Spar mining town of 1,500 people. This farm adjoins the large tract of land on the west owned by the Spar mine, the largest of its kind in the world, and extends to within 300 feet of the main working shaft. Land all cleared except woods lots and black locust groves preserved for fence posts. About 100 acres of Ohio river and creek bottom land, black sandy loam limestone soil, balance up-land grows blue grass naturally, adapted to grains of all kinds, any kind of pasture or meadow grasses, vegetables and small fruits. Ideal location for dairy, fruit and truck farming; ready market for everything raised right at the door at city prices. Good six room farm house in good repair, large barn, implement sheds and other out buildings. Cross fenced with good wooden wire fences and everlasting black locust posts. This farm is desirably located for any purpose. As a home, the residence is situated on a beautiful limestone cliff overlooking the Ohio river, nearly one mile wide at this place. Ten minutes walk to postoffice, church and school. There is also a valuable limestone quarry located on the farm, operated a good portion of the time on royalty basis, which could be made a valuable and permanent industry. Price including the mineral right and stone quarry \$150 per acre, mineral right and stone quarry reserved, \$120 per acre. Land is clear of incumbrance. Abstract of title. Owner is a merchant and no farmer. Will exchange for department store, hardware, shoes or general merchandise. Will bear the most rigid investigation. Address Owner, Box 185, Elizabethtown, Illinois. 150

For Sale—New Buster Kist pop corn machine, \$200 cash f. o. b. Sault Ste. Marie, Michigan. Conway & Hall, Drug-gists, Sault Ste. Marie, Michigan. 142

Wanted—15 or 20 bazaar or variety store managers to write me about a proposition for consolidated buying. It will not cost a cent to get my plan and may do you a lot of good. C. H. Yaxley, Big Rapids, Michigan. 143

For Sale—A stock consisting of groceries, shoes and men's furnishings. All new clean salable merchandise located at Byron, one of the best little business towns in Central Michigan. This is by far the leading store in the town. Stock is in a two-story and basement brick store 22 x 80 feet with all new shelving, electric lights, plate glass front. Business established 15 years. Will sell the furnishings and shoes separate from the groceries. Shoe and furnishings stock will invoice about \$4,000. Groceries and fixtures will invoice about \$3,500. Will sell or lease the store building as buyer prefers. Reason for selling, I am connected with a manufacturing enterprise to which I must give my entire time after July 1. If you mean business I can soon convince you that this is a good paying opportunity for the right man. If you want a good paying retail business get in touch with me at once. H. C. Walker, Byron, Michigan. 144

\$12,000,000 a Month From Oil In Oklahoma Fields where we own large property in proven field; producing oil wells on every side. Will develop on co-operative plan. Wonderful opportunity to join with successful oil men who have drilled eight wells and struck oil every time. Small investors get deed to land and share in all wells drilled by our company. Invest \$15, payable \$5 cash, \$2 monthly. May pay you thousands—as small investments have others in these fields. Write to-day for complete particulars, maps and bank endorsements. Oklahoma Oil Wells Company, 278 Stewart Bldg., Houston, Texas. 145

For Sale—4-station Lamson Barr cash system. Will sell for \$10 per station if taken at once. Address Allen Bros., Ionia, Michigan. 147

For Sale—Stock of groceries, dry goods and shoes, invoice about \$5,500. Strictly cash store on main corner. Fine location. Daily sales average \$50. Other interests demand my attention. Box 205, Yale, Michigan. 148

For Sale Or Trade—Ten acres best fruit land and orchard, fine water; frame store building, two floors 35 x 80, well rented, five-room brick cottage, large barn, two lots. Will trade any part or all for good stock of furniture or furniture and undertaking. E. C. Paist, Paonia, Colorado. 152

For Sale—Rexall drug store. A winner. Invoice \$3,000. Live town. Easy terms. Doc. care Tradesman. 146

Opportunity of buying a first-class clothing and furnishing store. Has done \$40,000 a year. Will require about \$5,000. Price very attractive. No old stock. If you are looking for a business that is right better look this up. Triflers and green stock buyers stay away. Address No. 153, care Tradesman. 153

For Sale—Cheap—Cash carriers and other store display fixtures including a new large safe. A. M. Epstein, 106 Portage St., Kalamazoo, Michigan. 154

For Sale Or Exchange—Large, clean up-to-date stock of furniture, rugs, queensware, including undertaker's complete outfit, consisting of new, up-to-date funeral car, caskets, supplies, etc., all located in one of the largest and best equipped furniture and undertaking rooms in Eastern Nebraska, in city of 1,800 population. Building new brick, built expressly for this business. Will sell business and real estate together or separately to suit purchaser. Stock \$10,000 real estate \$10,000 less \$2,200 encumbrance. If necessary, may consider part trade by way of clear or lightly encumbered, well improved farm property. A. G. Collins, Hebron, Nebr. 149

For Sale—199-acre stock and grain farm, 4 miles northeast of Dowagiac, Michigan. Good buildings. Will take some property in part payment. Wm. Wallace, 1419 Forbes Ave., St. Joseph, Michigan. 133

For Sale—Building with general merchandise store established in it; all fresh stock; seven-room flat. The only business in town. Good barn and new grain house goes with it. Good location for busy man. Price \$5,500. Selling on account poor health. Address No. 134, care Tradesman. 134

For Sale—Stock of general merchandise in prosperous Upper Peninsula town. Stock inventories about \$9,000. Annual sales are about \$40,000. Will sell or rent store building. Terms reasonable. Reason for selling, ill health. C. W. Bretz, Engadine, Michigan. 135

For Rent—Fine new store building, 22 x 95, large plate front. Located in good business town on P. M. railroad of 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

For Sale—\$25,000 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

For Free Map of the Oklahoma oil fields and information about profitable investments in Oil Belt property. Address Frank P. Cleveland, 1100 Adams Express Bldg., Chicago. 124

For Sale—General merchandise business located in the heart of city of 10,000. Invoice about \$5,000. Will sell 80 cents on the dollar. Address, Gast & Banister, Valparaiso, Indiana. 125

For Sale—Shoe department now conducted in connection with other lines, but in separate room, in one of the best towns in Northern Michigan. Only good live shoeman who would continue the business need apply. Address No. 126, care Tradesman. 126

On account of sickness must sell a stock of general merchandise consisting of dry goods, shoes and groceries. Invoice \$8,000 to \$10,000. Best farming section in Michigan village of about 600. No old stock. Enquire John Tuinhoff & Son, Hopkins, Michigan. 107

Plumbing Shop with stock and tools for sale or rent; an ideal location with my hardware store and lumber yard. Big boom here. F. J. Poole, Pontiac, Mich. 128

For Sale—Old established hardware business. Write No. 624 Main St., Marine City, Michigan. 117

Dry goods and shoe stock; \$12,000 stock; \$4,000 new spring goods, cheap for cash. A nice clean stock, no trades. Doing fine business. Get busy if you want it. Box 416, Vandalia, Mo. 119

Handy Egg Tables—For merchants and produce men. Shows worth of any number of dozen eggs, or part of dozen instantly, at from 8c to 40c. Price, post-paid, \$1. Address, Replogle & Garrett, Holton, Kansas. 120

For Sale—Old home on river surrounded by beautiful grounds. Write No. 624 Main St., Marine City, Michigan. 118

For Sale—Stock of General Merchandise. In Dowling (Inland town). Stock will invoice around \$6,000. Dowling is located in Barry county in one of the best farming districts in Michigan ten miles south of Hastings, seventeen miles from Battle Creek. Any one wishing to buy a first-class business cannot go wrong buying this stock of goods. Postoffice in connection with store pays \$300 per year. This is a partnership business and we are going to sell. Don't write unless you mean business. Rice & Cassidy, Dowling, Michigan. 121

One Thousand Acres of Land, located in the new zinc fields of Arkansas, for sale cheap. Leslie Land Company, Leslie, Arkansas. 105

For Sale—A good well equipped power cement building material manufacturing plant will be sold at auction May 16. Doing good business; good reason for selling. Guy Lutz, Pioneer, Ohio. 106

For Sale—Grocery stock \$600, fixtures \$500. Good location, cash business. Will sell stock for cash, fixtures on time. Other business, must sell at once. Address Grocery 8, care Tradesman. 108

For Sale—All marble liquid carbonic soda fountain, used two years; 17 foot front, at less than half the price. Address, C. Denecke, Inc., Cedar Rapids, Iowa. 109

To close an estate, an established jewelry business of over seventy years in automobile manufacturing center, 20,000 population. Near Detroit. For particulars write Glenn C. Gillespie, Atty., Pontiac, Michigan. 112

Wanted—A restaurant and bakery, grocery or bazaar stock. Have an improved 80-acre farm to exchange for same. No. 113, care Michigan Tradesman. 113

For Sale—Stock dry goods, groceries, boots, shoes and millinery. Millinery separate if desired. Big business, best town in State of about two thousand population. C. S. Mead, Youngsville, Pennsylvania. 114

For Sale—Squaring shears, been used only short time. Peck, Stow, Wilcox No. 136, 38 in. cut. List \$85. What will you bid for this machine? Johnston Hardware & Iron Co., Newburgh, N. Y. 116

For Sale—Stock dry goods and notions invoice about \$1,800. Liberal discount. Address D. G., care Tradesman. 130

For Rent—July 1, brick store building 26 x 80 ft., in a town of 1,500 population; best location in the town. Good opening for dry goods and millinery, only one other dry goods store in the town. Address owner, C. G. Pitkin, Whitehall, Michigan. 132

For Sale—Account sickness, only variety store in good Michigan town. Paying proposition. Address No. 131, care Tradesman. 131

For Sale—Rexall 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

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. Cltz. Phone 1950. 70

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

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

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

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

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

For Sale—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

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

HELP WANTED.

Wanted—Registered druggist or young man with drug store experience. State age, experience and references. Scirodders, 47-49 Monroe, Grand Rapids. 151

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

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

POSITION WANTED.

Wanted—Position by experienced grocery man. Best of references. M 10, Tradesman. 155

Economic Coupon Books

They save time and expense.
They prevent disputes.
They put credit transactions on cash basis.
Free samples on application.

Tradesman Company
Grand Rapids, Mich.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, May 9—In the matter of Albert F. Kraal, bankrupt, Holland, the final meeting of creditors was held this date. The final report and account of the trustee was considered and allowed. It appeared that only one of the creditors of the bankrupt had proved his claim and a dividend of 100 per cent. was therefore declared on this claim and the balance of the estate, \$64.02, returned to the bankrupt. This was a small matter, with about \$150 in assets, but demonstrates that creditors pay little or no attention to matters pending in which they are interested, with the result that their best interests are often sacrificed.

May 15—In the matter of Claud W. Barry, bankrupt banker and merchant of Harrietta, special meeting of creditors was held this date. Claims were allowed. The first report and account of the trustee, showing total receipts of \$3,361.53, disbursements of \$204.40 and a balance on hand of \$3,157.13, was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. Certain administration expenses and a first dividend of 10 per cent. was declared and ordered paid. This estate will probably pay in the neighborhood of 10 per cent. additional at the time of the final closing. All of the assets have now been disposed of. Many of the creditors are depositors in the defunct bank of the bankrupt.

May 16—In the matter of the Arcadia Co-operative Co., bankrupt, Arcadia, the first meeting of creditors was held this date. Claims were allowed. Adrian Oole, of Traverse City, was elected trustee in bankruptcy. The trustee under the trust mortgage prior to bankruptcy reported sale of the tangible stock in trade assets for \$900 and the sale was approved. The accounts and bills receivable have either been collected in cash or in marketable notes and will bring into the estate an additional sum of about \$700. A first dividend of 10 per cent. was declared at once and ordered paid to the creditors.

In the matter of Clarence R. French, bankrupt, Ludington, a special meeting of the creditors was held. The first report and account of the trustee, showing total receipts of \$1,526.68, disbursements of \$43.04 and a balance on hand of \$1,483.64, was considered and the same appearing proper for allowance and there being no objection thereto was approved and allowed. A first dividend of 10 per cent. was declared and ordered paid to general creditors at once. Two witnesses, C. L. Hook and C. E. Kistler, were sworn relative to a preferential payment of \$1,100. It was determined that the trustee be authorized to institute suit for the recovery of the same.

May 18—In the matter of the National Woodenware Co., bankrupt, Grand Rapids, a hearing was held on the offer for the assets of the estate, consisting of factory plant, land and stock in trade on hand. Several bids were received, the highest of which was from Henry Dickinson, of Grand Rapids, in the sum of \$5,000 and the assets were sold to him for that amount. There is against the property a mortgage with interest and taxes aggregating about \$3,300, which must be paid from this fund. The dividend to the general creditors will be very small.

Clarence C. Purchase, of Grand Rapids, has this day filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Wicks. The first meeting of creditors has been called for June 2, at which time creditors may appear, elect a trustee, prove their claims and transact such other or further business as may come before the meeting. The schedules of the bankrupt on file at this office reveal assets listed at \$375.40 and the following are shown as creditors of the bankrupt:

Secured.	
G. R. Loan Co., Grand Rapids ..	\$ 75.00
Mrs. Anna M. Borden, Grand Rapids ..	195.00
Unsecured.	
Dr. H. Pyle, Grand Rapids ..	\$ 66.00
Dr. W. Northrup, Grand Rapids ..	11.00
Dr. M. E. Elzinga, Grand Rapids ..	2.00
Dr. W. D. Lyman, Grand Rapids ..	100.00
Dr. D. B. Hagerman, Grand Rapids ..	15.00
Chas. Bisbee, Moline ..	55.68
Byron Graves, Grand Rapids ..	42.43
Fred Smith, Jennison ..	5.46
A. E. Points, Jennison ..	57.98
C. Hunsberger, Grand Rapids ..	70.14
Charles Smith, Jennison ..	11.13
Mrs. E. Norton, Grand Rapids ..	51.90
J. R. Neer, Moline ..	14.60
Louis Van Haffern, Jennison ..	326.00
Mr. Plas, Grand Rapids ..	6.52
Dykstra & Musselman, Grand Rapids ..	9.75
Mr. Van Hammond, Grand Rapids ..	26.13
C. Riordon, Grand Rapids ..	17.90
L. Hunt, Ada ..	27.70
Welbers Dykna Fuel Co., Grand Rapids ..	7.50
J. & D. London, Grand Rapids ..	6.00
John Jasperse, Grandville ..	2.50
H. J. Willemsen, Grand Rapids ..	5.43
Colby Gear Co., Grand Rapids ..	48.45
A. J. Spielmaker, Grand Rapids ..	11.86

Everitt & Timmers, Grand Rapids ..	2.50
Martin Mollema, Grand Rapids ..	14.00
N. Drieborg, Grand Rapids ..	14.50
E. M. Graham, Grand Rapids ..	22.00
U. B. A. Hospital, Grand Rapids ..	11.00
Clyde Park Pharmacy, Grand Rapids ..	2.50
Collins Ice Co., Grand Rapids ..	6.75
Wallace Waalkes, Grand Rapids ..	65.15
Ide Tea Co., Grand Rapids ..	2.30
Clyde Zeller, Grand Rapids ..	14.00
Eagle Clothing Co., Grand Rapids ..	23.00
Bell Telephone Co., Grand Rapids ..	3.00
G. R. Gas Co., Grand Rapids ..	9.40
Dykstra Bros., Grand Rapids ..	1.08
Dr. Baert, Grand Rapids ..	1.00
Lett Purchase, Grand Rapids ..	65.00
Clyde Purchase, Grand Rapids ..	24.75
Heyman Co., Grand Rapids ..	25.00
Harry Pulse, Grand Rapids ..	17.00
White Sewing Machine Co., Grand Rapids ..	22.00
Dr. C. E. Beeman, Grand Rapids ..	8.50
Hartman Furn. Co., Chicago ..	11.45
Grand Rapids Press, Grand Rapids ..	1.66
John Waalkes, Grand Rapids ..	145.00

May 19—In the matter of Linford L. Winslow, bankrupt, Saranac, the first meeting of creditors was held this date. Claims were allowed. John Snitseler, of Grand Rapids, was elected trustee and bond fixed at \$4,000. The inventory has been filed showing assets of about \$6,000, inventory price. A sale will be made within a short time.

May 22—In the matter of the Fair, a corporation, alleged bankrupt, Grand Rapids, the alleged bankrupts have filed in court their schedules of assets and liabilities and offer of composition at 50 per cent.—40 per cent. to be paid in cash at order of the court and 10 per cent. within one year from the date of the confirmation of the composition, notes to be given endorsed by John W. Kingsbury. A special meeting of the creditors has been called for June 9, to consider the offer of composition. A special sale is to be put on at the place of the bankrupt's business and all possible cash realized from the stock in trade now on hand. It is expected the composition offer will be accepted by the creditors.

Grand Rapids, May 22—I wish to call your attention to the item under date of May 9, attached hereto, wherein the final meeting of creditors was held in the matter of Albert F. Kraal. Here is a small estate of about \$150 and only one creditor with a claim of some \$40 proved his claim. He gets a dividend of 100 per cent. The balance of the estate, after paying expenses, is returned to the bankrupt. It seems to me a clear case in point of the general attitude of creditors and credit men to the bankruptcy law. When matters are up that should interest them, and after notice of all such matters, they sit still and let advantage be taken of them because of their carelessness. In view of the big cry that is now going up all over the country by the National Credit Men's Association in favor of the repeal of the bankruptcy law it seems that an excellent article might properly be written by some one telling credit men their own weak points. The real trouble with the bankruptcy law is not the law but the fact that those who administer it do not have the right co-operation from the credit men who wish it repealed. Mr. Lee Hutchins has made several very fine talks along this line recently. Could you not get him to write something, and if so, I believe it would be eminently worth while. Geo. S. Norcross.

The Art of Brevity.

A large department store in New York has dispensed with all salutations and closing phrases in its correspondence. Even "Dear Sir" and "Your Truly" are cut out. A printed paragraph on the letter-head explains that the omission is not made because of discourtesy, but to save labor. Assuming that this concern writes a hundred thousand letters a year to its customers, it would take the time of a stenographer for several weeks just to write "Your Truly."

This is an extreme method, and few business houses will accept it, but it serves to remind us of the common verbosity in letter-writing.

Kalamazoo — The Thermophore Manufacturing Co. has engaged in the manufacture of gas and electric heaters and appliances, with an authorized capital stock of \$60,000, of which amount \$35,000 has been subscribed, \$5,000 paid in in cash and \$30,000 paid in in property.

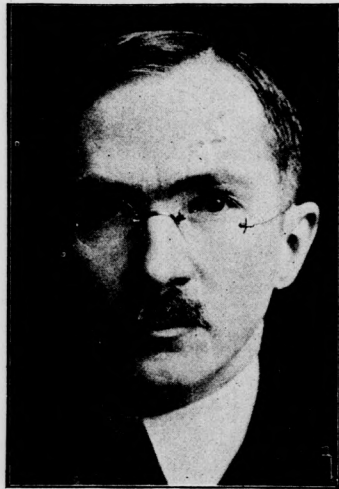
Go slow—but you'll arrive late.

Why Merchants Are Not Making Money.

Chicago, May 22—In regard to the "personal memorandum," I shall write herein something of my experience and point out why retail merchants are not making as much money as they are entitled to. You may re-vamp this into whatever shape you like.

I have spent about thirteen years in the field of retail accounting and management. Instead of working exclusively with the large stores, I have spent a large portion of this time helping the smaller stores to get something in the line of better accounting methods—something which would enable them to get a more efficient merchandise control and control of the cost of doing business.

In my talk to the merchants at Grand Rapids, I shall endeavor to give them something of practical value in this direction and shall so far



Robert B. Schreffler.

as possible, keep away from the technical points of book-keeping. In order to make my points as clear as possible, I will illustrate my talk with a stereopticon.

I have found in my experience that very few merchants are making more than a bare living out of their business and the cause is (1) lack of the proper merchandise control—a means of regulating the amount of goods bought, so as to keep the stocks at a point where they will produce the very best obtainable return, and (2) a control of the cost of doing business.

These things cannot be done unless there is an efficient book-keeping system to back them. This book-keeping system should be as simple as it can be made and must be such that it will take the least possible time and effort to keep in operation. The most important thing about a retail book-keeping system is that the proprietor of the business personally understands it. It should be so planned that information on all the vital points about the business may be instantly available and always up-to-date.

I find that very few merchants do anything toward keeping any record of the stock carried between inventory periods and I will point out an easy way to do this. The merchant who does not calculate the amount of stock on hand at frequent intervals never realizes what danger of loss he faces in the case of fire if he has the 80 per cent. co-insurance clause inserted in his policies—and the majority of the merchants have this clause in. I will undertake to demonstrate this point to them. Robert B. Schreffler.

Manufacturing Matters.

Detroit—The Self Adjusting Bearing Co. has engaged in the manufacture of self adjusting bearings with

an authorized capitalization of \$100,000, of which amount \$54,400 has been subscribed, \$300 paid in in cash and \$54,100 paid in in property.

Manton—Frank L. Downing has purchased the William Read creamery and produce stock and will continue the business under the management of William Kleckler.

Saginaw—The Auto Kamp Equipment Co. has been organized with an authorized capital stock of \$15,000, of which amount \$2,500 has been paid in in cash.

Detroit—The York Gas Saver Co. has been organized with an authorized capital stock of \$3,000, of which amount \$1,630 has been subscribed and \$1,600 paid in in cash.

Detroit—The Little Wonder Stove Co. has been incorporated with an authorized capitalization of \$100,000, of which amount \$90,000 has been subscribed and paid in in property.

Zeeland—The Federal Tool & Stamping Co. has been organized with an authorized capitalization of \$7,500, of which amount \$4,700 has been subscribed and \$1,000 paid in in cash.

Detroit—The Voxola Co. has engaged in the manufacture of talking machines, with an authorized capital stock of \$25,000, all of which has been subscribed and \$2,500 paid in in cash.

Detroit—The American Motors Tire Co. has been incorporated with an authorized capital stock of \$200,000 common and \$100,000 preferred, all of which has been subscribed and paid in in property.

Detroit—The Bowling Dental Manufacturing Co. has been incorporated with an authorized capital stock of \$30,000, of which amount \$15,100 has been subscribed, \$100 paid in in cash and \$15,000 paid in in property.

Muskegon—The F. G. Ruddiman Co. has engaged in business to manufacture India cocoa fiber running board mats and rugs with an authorized capital stock of \$10,000, all of which has been subscribed, \$3,699 paid in in cash and \$6,301 paid in in property.

BUSINESS CHANCES.

Special—Want to increase your trade? Send for free sample of our Trade Booster. It will surely appeal to you. Colonial Printing Co., Mansfield, Ohio. 158

For Sale Cheap—Only repair shop and exclusive shoe store in town of 2,300. Brick building and complete repair machinery outfit. Terms on part. H. E. Wellman, Mancelona, Michigan. 157

A Variety Store For Sale—Good clean stock at a bargain. Must sell on account of sickness. If you mean business address C. B. Pennock, Coldwater, Michigan. 158

HELP WANTED.

Wanted—A first-class all around man who understands clothing, shoes and furnishings from a to z. Must be a first-class salesman and stock keeper, able to trim good windows and write cards. A good steady position and good wages. None but a first-class man need apply. A Lowenberg, Battle Creek, Mich. 159

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

Boston Breakfast Blend



—Splendid Quality
at a
Moderate Price

Judson Grocer Co.
The Pure Foods House
GRAND RAPIDS, MICHIGAN

A Million Mothers

are marshaled in solid array behind the purest,
cleanest, most nutritious of all cereal foods—

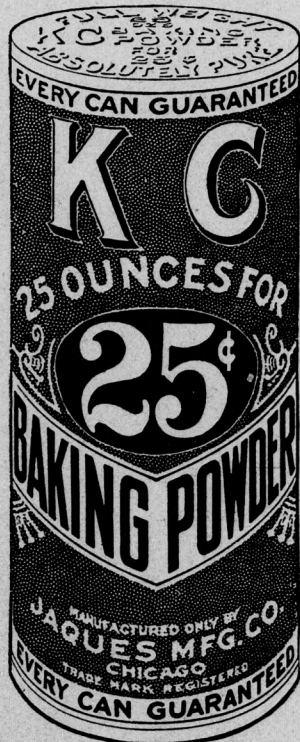
Shredded Wheat

If you want to cater to the women who decide
the food question in a million homes, you will
always carry a good stock of Shredded Wheat.
It is ready-cooked and ready-to-serve. Deli-
cious for breakfast with milk or cream, or for
any meal with fruits.

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.



THIS PACKAGE

Represents

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

We Guarantee

KC BAKING POWDER

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

“Keep It In Front”

ABSOLUTELY FREE TO ALL RETAILERS

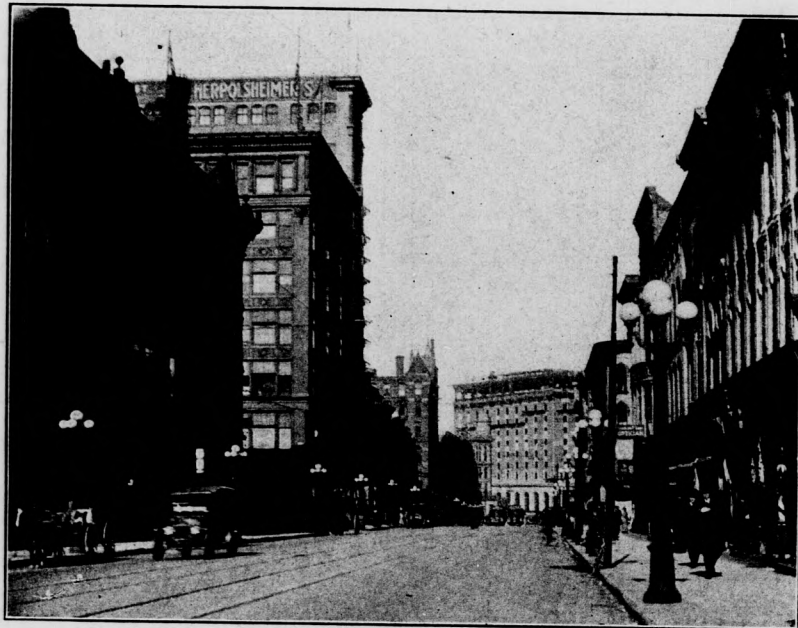
THE Retail Merchants' Congress to be held in Grand Rapids on June 6, 7, 8, 1916, is absolutely free to all Retailers who care to attend. The Grand Rapids Wholesalers have secured speakers who are recognized authorities on the topics they will present.

This is the first opportunity that has been offered to Retailers of this section of the country to attend such a Congress where will be discussed the problems that have been perplexing them for years.

Plan now to be in Grand Rapids during the days of this Congress.

SPEAKERS

ARCHIE M. PEITCH, University of So. Dakota, Vermillion, S.D.
ROBT. B. SCHREFFLER, Store Efficiency Expert, Chicago, Ill.
E. ST. ELMO LEWIS, Former Advertising Mgr. National Cash Register Co., Burroughs' Adding Machine Co., Vice President and Gen'l Mgr. Art Metal Construction Company, Detroit, Mich.
HON. PHIL. T. COLGROVE, Pres. Michigan State Good Roads Association, Hastings, Mich.
PAUL H. NYSTROM, United States Rubber Company, New York City.
H. LESLIE WILDEY, General Merchant, Graettinger, Iowa.
WILLIAM A. SCOTT, Director of the Course in Commerce, Univ. of Wisconsin, Madison, Wis.
A. C. MACMAHON, Special Sales Expert, National Cash Register Co., Chicago, Ill.
W. H. MARSH, Advertising Service Division, Burroughs' Adding Machine Co., Detroit, Mich.
E. A. STOWE, Editor, Michigan Tradesman, Grand Rapids, Mich.
CHAS. F. HILDRETH, former Pres. Nat'l Ass'n of Ins. Agts. Freeport, Ill.



A VIEW OF MONROE AVENUE LOOKING TOWARD THE NEW PANTLIND HOTEL

TOPICS

"New Problems in Merchandising".
"How to Develop Your Retail Market".
"Credits and Collections".
"Accounting Methods for Retail Merchants".
"The Man Behind the Counter".
"Good Roads and the Retail Merchants".
"Stock Turnovers".
"Special Sales and Getting New Customers".
"How to Meet and Overcome Mail Order Competition".
"Training of Men for Business".
"Retail Salesmanship".
"New Methods in Retail Advertising".
"Retail Store Systems".
"Relation of the Retail Merchants to the Farmers".
"Insurance and Inventory".

Tuesday, Wednesday, Thursday, June 6, 7, 8, 1916
Convention Room - New Pantlind Hotel
Grand Rapids, Michigan

This Congress is **ABSOLUTELY FREE TO ALL RETAILERS**. The Wholesalers of Grand Rapids invite you to attend and participate in the discussions. In extending this invitation the Grand Rapids Wholesalers wish to render a service to the retailers which could not be obtained in any other manner.

The object of the Congress is to improve merchandising conditions in this section of the country; to help the retailer increase his profits, decrease his losses, eliminate his worries and serve his customers better.

IT IS FOR YOU. COME!