

The Attics on the Ground

In my slumbers I dreamed of a city fair,
Its streets were wide where the toilers live,
And its well kept lawns and the flowers there,
Of comfort and beauty did freely give.
And the signs impressed me, for they vied
In passing the homey cheer around,
It was "Comfort Den" and "The True and Tried"
And "The Attic Built Upon The Ground".

And I thought of the poor of the other days
When wages were less and their tasks were more,
How they simply stayed because the ways
Of the sordid world did their rights ignore.
And O! the thrill that startled me there
As in toiler's homes this joy I found,
For I saw that around and everywhere
The attics were built upon the ground.

Could it be that man had come to will
With a new, broad vision, to act and live,
Had he found that habits that sometimes kill
Take away the substance that they might give?
Did they now the "frills of fashion" forego,
And had the toiler the same grace found?
It must be really and truly so
For the attics were built upon the ground.

But the vision I saw of this glorious day
When man, as a race, lived for his kind
Soon passed in my waking, but I will pray
That the world may this "salvation" find,
That surfeited wealth and poverty's grind
Through the "mills of the gods" refined be found
And man his place in a brotherhood find
And the attics all built upon the ground.

Hart, Mich.

L. B. Mitchell.

"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

THE MEANING OF A MEDAL THE JOY OF BEING USEFUL



THE SEAMAN MEDAL

"It can be safely asserted that The Diamond Match Co., more than any one person or interest, has been responsible for the great improvements made in the match industry during the past few years—the elimination of occupational disease from the factories and the promotion of safety in the home." Extract from Special Bulletin of the American Museum of Safety, announcing the presentation to The Diamond Match Co. of St. Louis Livingston Seaman Gold Medal.



THE SEAMAN MEDAL

Our aim is to produce matches that are the last word in quality and safety;

Safe to Make—Safe to Use—Safe to Sell—and Safe to Recommend

THE DIAMOND MATCH COMPANY

It pays to buy Good Furniture

from a GOOD firm

Klingman's

The Largest Furniture Store in America

Entrance Opposite Morton House

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



THE BEST

piece of goods
any dealer
can hand over
the counter.

K C BAKING POWDER

The best at any price.

Free from adulteration.

It will pay you to push K C

Jaques Mfg. Co., Chicago



Eat Plenty of
Bread

It's Good
for You

The Best Bread is
made with

Fleischmann's Yeast



NEW DEAL

MORE PROFIT

SNOW BOY WASHING POWDER 24s—Family Size

through the jobber—to Retail Grocers

25 boxes @ \$3.05—5 boxes FREE, Net \$2.54
10 boxes @ 3.05—2 boxes FREE, Net 2.54
5 boxes @ 3.10—1 box FREE, Net 2.58
2½ boxes @ 3.20—½ box FREE, Net 2.66

F. O. B. Buffalo; Freight prepaid to your R. R. Station in lots of not less than 5 boxes.
All orders at above prices must be for immediate delivery.
This inducement is for NEW ORDERS ONLY—subject to withdrawal without notice.

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

Yours very truly,

Lautz Bros. & Co.

MICHIGAN TRADESMAN

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, JUNE 21, 1916

Number 1709

SPECIAL FEATURES.

Page	
2.	Chain Store Menace.
3.	Good Roads.
4.	News of the Business World.
5.	Grocery and Produce Market.
6.	Upper Peninsula.
7.	Bankruptcy Matters.
8.	Editorial.
9.	New Light in Their Eyes.
10.	Butter, Eggs and Provisions.
11.	Automobiles and Accessories.
12.	Financial.
16.	Hardware.
18.	Shoes.
20.	Dry Goods.
22.	Woman's World.
24.	The Commercial Traveler.
26.	Drugs.
27.	Drug Price Current.
28.	Grocery Price Current.
30.	Special Price Current.
31.	Business Wants.

TAKE YOUR CHOICE.

The disclosure made by the official head of the Sperry & Hutchinson Co. on the twenty-first page of the Michigan Tradesman this week is both interesting and suggestive. Mr. Caldwell very plainly indicates the intention of his organization to establish a chain store in every city in the country which refuses to tolerate the trading stamp propaganda. The profits on the trading stamp business will furnish the necessary capital to finance the chain store system. As between the two nuisances, the chain store is to be preferred, because it gives people something in exchange for their money, whereas the trading stamp is a delusion and a snare.

An interesting sidelight on the subject of trading stamps is that the business originated in Michigan, one of the partners having formerly lived in Jackson and the other in Ypsilanti. Mr. Caldwell, who is reputed to draw a salary of \$50,000 per year, was born in Ionia county, conducted a fire insurance agency in Greenville and subsequently worked for Tucker, Hoops & Co., of Grand Rapids, as book-keeper at a salary of \$20 per week, leaving this position to take up a clerkship in the office of the State Treasurer at Lansing. He subsequently became identified with banks at Detroit and Indianapolis, gravitating to a Chicago banking institution, where he achieved signal success as a promotor and bond distributor.

Mr. Bryan's huge system of military thoroughfares may remain in limbo, but this does not mean that we are indifferent to the improvement of our roads. The imagination that is untouched by the appeal based upon military considerations responds to the call of peaceful organizations like that of the Dixie Highway Association. At first planning a road from Chicago to Florida, those behind the scheme have become more ambitious, and now the road is to run to Northern Michigan. One of the twin routes of the 2,000 miles it is hoped to complete this fall, in time for Northerners to use it before winter catches them on their way South. Work is beginning upon the most difficult link in the chain—the road across the Cumberland Mountains in Tennessee. Convict labor

is assured for it and six months set as the period of its building. Indiana is doing her part in reducing grades and laying foundations. Florida counties are issuing bonds to cover the expense of their section of the line. Already a tour is announced for the highway, to start from Florida on July 2 and end at Mackinaw City on July 15. Yet it is only a year since the first meeting of the Association. The plan recalls that of the Sheridan Road, which has been built bit by bit from Chicago to Milwaukee as communities along the way could be interested in it. Then there is the proposed Lincoln Highway between Washington and Gettysburg. But all these recent undertakings are but emulating the National Road, which, running from West Virginia to St. Louis, overcame obstacles in a way that arouses the admiration of the traveler two generations after its completion.

Responsibility is what Gen. Joffre thrives on. It might be imagined that even the Generalissimo's capable shoulders would sag a bit under the criticism aroused by twenty-one months of a nibbling and waiting policy, and that they would lurch perceptibly under the accusation of serious errors committed during the first phase of the battle of Verdun. As if that were not enough, Joffre seems now to be perfectly ready to assume responsibility for the supposed inaction of the British army during the prolonged crisis around Verdun. What Bonar Law has said to a Paris press representative has been said before, although not with so much authority; namely, that the British army is under Joffre's orders, and that it will move when he gives the word. It is not so much the tenor of Bonar Law's statement, as the occasion, that gives some ground for taking it as the announcement of the long-awaited grand offensive in the West. Russia's victories would naturally supply the cue; but what Joffre knows better than any one else is whether the Russian effort has yet attained its maximum. That this may not be the case is shown by developments along the northern half of the battle line in the East. It was natural to assume that the Russians would be satisfied with holding back Von Hindenburg while they were driving back the Austrians. But instead of standing on the defensive, the Russians are now reported to be delivering furious attacks against Von Hindenburg's lines. From Joffre's point of view the Teuton armies may not yet be so busily engaged in the East as he would like them to be, and as he expects to see them in the near future.

Success in business depends upon something beside how hard you try. It depends upon how wisely you try.

RUSSIAN DEVELOPMENT.

Russia discovers, rather late in life, that what she needs is a better system of transportation. For the lack of adequate railroads the Russian army has been at a great disadvantage during the war not merely in the imperfect movement of troops but in the slowness with which munitions have been sent forward. Accordingly that country has been one of the most conspicuous in the market for railroad equipment in the United States. A conference of cabinet ministers has now decided that it is necessary to construct 25,000 miles of railroad as soon as possible. This of course will count for nothing in the present war, for it will take some years to get even a good start in this enterprise, but more in peace than in war does that country need transportation. This subject has been presented to Americans by the American-Russian Chamber of Commerce. An appeal will no doubt be made to capitalists in the United States to participate in this work. Here is a large opportunity, but it is only one of many that will open up in Europe after the war. There will be plenty of call for American capital and American skilled labor.

Sad that the hatred and contempt of an entire people should have fallen on the hyphen, which is, after all, as humbly useful and innocent a member as one might find in the whole scheme of English punctuation. It is not the hyphen at all, but the comma that calls for perpetual watchfulness and strict accountability; the misplaced comma which works more mischief than all the other points in typography put together. Of what real consequence is the hyphen? Whether you say good-night or good night, brother-in-law or brother in law, twenty-third or twenty third, there is never any chance for misunderstanding or for hard feeling. Much more conducive to confusion of thought, much more productive or divided allegiance to the laws of syntax, much more the fomenter of exasperation, is the shifty, unassimilated comma. The hyphen has never been the enemy of the law, but the comma is responsible for limping statutes, faulty indictments, broken-backed judicial decisions, and much of the legal clutter from which justice in this country suffers so badly.

That the Teuton powers weakened their battle-line in the East for the sake of forcing a decision in the West has, of course, long been recognized. That a serious miscalculation has frustrated the plan is now evident. The miscalculation was on both fronts. Germany did not expect the French at Verdun to hold out as they have

done and it did not expect the Russians to strike so hard and so soon as they have done. The extent to which the transfer of forces from East to West has been carried on is shown in a detailed study of the German alignment by the highly qualified military writer of the Paris Temps. Since last fall he estimates that twenty-two German divisions have been brought to France from the East, and that virtually the whole of the two armies that bore the brunt of the Russian campaign of last summer—the army of Von Mackensen, which shattered the Russian line in Galicia, and the army of Von Linsingen, which so long stood on guard in the Carpathians—is now around Verdun. Of the forty-nine divisions left to hold the Russian line, less than a dozen are first-class troops or their reserve; the remainder are the new formations of 1915, with a strong admixture of landwehr. On the Austrian front the thinning process was apparently carried to a still more perilous extent. But no danger was anticipated from an enemy at whose "extraordinary energy" the German press is now marvelling.

It is not true that the fall of Czernowitz is more important in its diplomatic implications than in its military results. Czernowitz has changed hands before this, and Rumania has not taken action. Russia more than a year ago stood at the gateways of the Carpathians, and Rumania held off. We may be sure that only complete Austrian disaster will force Rumania from her position of obstinate neutrality. The fall of Czernowitz and the forcing of the Pruth are important military events. The pursuit of the Austrians will unquestionably net a large haul of prisoners. But more than that, the advance of Russian forces from Czernowitz Northward towards Kolomea and Stanislaw develops a threat against the rear of the German army under Von Bothmer, whose obstinate stand on the Strypa is one of the conspicuous incidents of the campaign. It is only the Germans who can make head against Brusiloff, in the South under Von Bothmer and in the North under Von Linsingen. Where the Russians are confronted by Austrians the progress of the former is steady. From Lemberg two lines of railway run to the Russian frontier. At Radziwiloff the Russians are now half a dozen miles from the Galician frontier on the Southward railway, and at Gorochoff they are a few miles further from the terminus of the Northern line. A concentric advance on the capital of Galicia may be one of the developments of the near future.

CHAIN STORE MENACE.

Fallacious Economic Basis Presages Its Short Life.*

There never was a time in the history of the wholesale grocery business when we were confronted with more changed or serious conditions than we are right now, and it will require most intelligent merchandising on the part of every jobber to conduct his business successfully and properly.

It is not so very long ago that the question of the necessity of the jobber was seriously agitated. Many seemed to think that his period of usefulness had passed, and that the natural channel of distribution was from the manufacturer to the consumer via the retailer. But all that has now changed; the agitation cleared the atmosphere, and the jobber is now regarded as an indispensable factor in business development.

When one problem passes, another comes to engage our attention. The question of the chain store rises to plague us, and according to some threatens to overwhelm and destroy the small grocers of the country. Those who have conjured up such distorted visions have been the victims of disordered mental states. Personally I entertain no fear of the chain store. I believe they are performing a useful service in putting the jobber and the retail grocer on the alert. I find no fault with them so long as they offer competition that is fair, but when we find a condition existing that has a tendency to give them an unfair advantage, we believe the privilege to be ours to point out the truth, and do our part as American citizens to see that our country's laws against unfair competition, monopoly and discrimination are not violated.

The chain store has in many cases succeeded in inducing some manufacturers to believe that goods should be sold to them on the same basis at which they are sold to the jobbers, and use them as a bait in luring the customers of the small grocer into their stores, offering such goods at what is cost or less than cost to the small retailer and to his unquestioned injury.

To protect themselves against this competition, the retail grocers in some sections of the country have thought it wise to organize themselves into buying exchanges, that they might buy direct from manufacturers on the same favorable terms as do their larger neighbors, and the small grocer, outside of these exchanges, finds himself, be the jobber's margin ever so small, apparently entering the race under an impossible handicap.

In some interesting figures given out recently, the annual food bill of the country was placed at four and one-half billion dollars, disbursed through the following channels:

\$1,698,000,000, or 37.9 per cent. through the corner grocery stores.

\$900,000,000, or 20 per cent. through the general stores.

\$1,000,000,000, or 22 per cent. through the meat markets.

*Address by Theodore F. Whitmarsh, President National Wholesale Grocers' Association, before the Tri-State Wholesale Grocers' Association at Reading, Pa.

\$400,000,000, or 9 per cent. through rural stores.

\$50,000,000, or 1.1 per cent. through mail order houses.

\$150,000,000, or 3.3 per cent. through chain stores, and the balance, 6.7 per cent. through various other sources.

These figures show that the chain stores handle a little more than 3 per cent. of the food distributed in the country in the course of the year, and allowing for 1.1 per cent. accounted for by the mail order houses, the balance, 95.6 per cent., or \$4,300,000,000, represents the sales through other sources; and the question naturally arises in my mind why should any intelligent manufacturer, who wants to be fair to himself and his customers, make it possible for less than 5 per cent. of the distributing agents to discriminate against more than 95 per cent. who do not and who cannot buy direct. He is unquestionably aiding mightily in the building of a monopoly that not only violates his country's laws, but that will ultimately crush him.

Personally, I believe that the manufacturer should himself determine whether he wants to sell entirely through the retailer or entirely through the jobber. He should do one thing or the other and not both. Whatever may be their effect as now enforced, the purpose of our trade laws, state and National, is to foster the small, the weak, to protect the merchant with limited capital against extermination by his wealthy neighbor. Manifestly, the fair thing for the manufacturer to do is to sell all the retailers at the same price or let the jobbers handle all his goods so that all of the retailers may buy on an equal footing. The proud declaration of our forefathers, "that all men are created equal" must have a hollow, cynical ring for the struggling merchant who finds his native land permitting his big rival slowly, but inevitably, to squeeze the life out of him.

If I were a small grocer I should not fear the competition of any chain store. That which is founded on discrimination, or wrong of any kind, may work injury for years, but it cannot permanently prosper. Ultimate success must be built on fair dealing. I believe that we wholesale grocers in supporting the movement which is under way to educate the retail grocers and their assistants to be better merchants will do much in fitting them intelligently and successfully to meet the chain store monopoly problem.

I am hopeful that the National Wholesale Grocers' Association will soon hit upon some plan to successfully disseminate helpful information to the grocers of the country and their clerks, and incidentally make more efficient merchants of the wholesale grocers, for we have much to learn. I believe there is little doubt but that there will be unanimous agreement to the necessity of this educational feature of our work.

I believe the future holds great promise for the grocery trade. I believe that the period of prosperity through which we are now passing will not be of short duration. It is

true that we are living in unusual times, and that no one can clearly foresee what conditions will be when hostilities have ceased; but one man's guess is as good as another's, and I prefer to believe that our future prosperity does not hang upon the continuation of the war. I believe that our industry, foresight and willingness to co-operate with the present opportunities offered—the greatest ever presented to any country in history—will determine the measure of our prosperity.

Gabby Gleanings From Grand Rapids.

Grand Rapids, June 19—Cliff C. Herrick had a severe attack of acute indigestion at the union station Friday evening and had to be taken home in an ambulance. At this time he is convalescent, but has decided to remain at home for ten days or two weeks and rest up.

A. B. Greenman, formerly of Traverse City, has purchased the cigar store and billiard hall of W. J. Green, at Alba.

E. J. Phillips, who formerly conducted a restaurant at Alba, has closed his business and moved to Mackinaw City.

Charlie Jones, the popular P. M. conductor running North out of Grand Rapids, was recently asked for a transfer to the Muskegon line by a passenger coming South. Charlie also has a good story regarding the red and green lights at the end of each coach. Ask him for it.

Gene Harwood, clerk at the Johnston, South Haven, was returned a winner in the recent Handsome Hotel Clerks contest. Gene could also qualify in the Accommodating Hotel Clerks contest.

The Antrim County Savings Bank, at Mancelona, is undergoing extensive repairs. Fifty feet is being added to the rear and a new front is being installed, while the interior is being finished in mahogany, marble and tile. This bank is one of the most prosperous and progressive financial institutions in Northern Michigan.

Mr. Benjamin has just closed the contract for a fine new glass front for the Northern Hardware Co., of Petoskey, to be installed by the Pittsburgh Plate Glass Co. Attractive building fronts and Benny go hand in hand.

Will Bosman says he still insists Roosevelt should have been nominated, but he will pay his \$10 wager without protest.

Dr. G. W. Ferguson has closed his Grand Rapids residence and, together with Mrs. Ferguson, hied to the wilds of Canada. His address for the next sixty days will be 50 Lenty avenue, Kew Beach, Ontario, Canada.

The doctor asks that his friends keep him in touch with the times by mail.

Senior Counselor A. N. Borden and wife gave a farewell party in honor of Mr. and Mrs. Harry L. Wood, who are about to leave for their new home in Dowagiac. Their friends regret to see them leave Grand Rapids and their good wishes go with them.

Mrs. J. A. Burr, who has been confined to the hospital by illness for two weeks, is at home again and getting along nicely.

The Lakeview Hotel, at St. Joseph, is enjoying its usual good summer business and advertising "afternoon caught fish" for the evening meal. Mine host Walker has made this hotel one of the most popular in that corner of the State. As a consequence, many of the boys are spending Sunday here.

Homer Bradfield spent Sunday in Manistee.

John D. Martin, accompanied by Mrs. Martin, leaves Wednesday for a business trip to New York. They will return via Buffalo and Niagara Falls, coming to Detroit by boat. Mrs. Martin will come to Grand Rapids and John will journey to Columbus to

attend the Supreme Council meeting.

The June meeting of the Bagmen was called to order by Acting Great Ruler William Francke. Among important matters taken up was the financing for a big noise to be made by some of the boys to be present at the Supreme Council meeting at Columbus. A recess was taken until the second Saturday in September for a big round up.

C. E. Walker, of Central Lake, is closing out his hardware stock and will engage in the clothing business.

Harry Curkendall, of East Jordan, has moved from his old location to the building made vacant by the Empey Furniture Co. Improvements have been made which renders this one of the most attractive billiard halls in the State.

The usual annual picnic for the employees of the Grand Rapids Supply Co. was staged Saturday, June 17. About 11 a. m. the employees—wives, prospective wives and sweethearts—numbering in all about sixty, gathered at the company's store on Ellsworth. After the usual greetings and necessary chatter had subsided, the bunch was loaded on three trucks and four autos and carted out to a beautiful spot on the Grand River, near Plainfield. The good time in sight drove every thought of "eats" away from the crowd, but through the careful planning of President Kellogg, a picnic dinner was found to be stored away in the various machines. After the dinner had been discussed and the tables were being cleared away by the ladies, the gentlemen located a ball ground, there to decide which was supreme—the office force or the shipping department. Through the high class pitching of H. B. Dunton and the three home runs with the bases full, made by L. V. Pilkington, the pen pushers demonstrated to the back room hunkies that they were there in the National pastime. The score was 18 to 1. The ladies tried their hand at the game and gave such a splendid exhibition that it has been planned to match them against the shipping department at the next annual picnic, to which every employee is looking forward with pleasant anticipation.

John Cumins, of the Judson Grocer Company, and F. F. Stearns, of the George E. Watson Paint Co., are making elaborate preparations for an extended outing in the wilds of Northern Maine. They will motor to Boston, thence to Moosehead Lake, going inland from there with two Indian guides who have been engaged. Later: The trip has been called off and these gentlemen are now fishing from the Crosby dock at St. Joe.

W. F. Ryder, with the Standart Bros. Hardware Co., recently purchased a 50 acre tract near Hart and has already started clearing the entire tract, preparatory to setting this all out in apples. Mr. Ryder has let a contract for a fine summer home on this location which overlooks Lake Michigan.

The little village of Climax is ranked among the prosperous and thriving towns in Southern Michigan. It is located in the midst of a rich farming community and numbers among its prosperous merchants one Ira Barkley, who is not only a good mixer, but because of his square dealings and shrewd business ability, has built up one of the best general stores in that neck of the woods. The most recent evidence of his prosperity is the fact that he has given his store a fresh coat of paint, and just to show folks that his heart is in the right place, he put on one day last week for the entertainment of a few of his friends a "Tipperary party" at the Hotel Phillips, which was thoroughly enjoyed by all. For further particulars address the genial gentlemen at the above named town, who will be pleased to give you full particulars how to put on this highly interesting and entertaining social function.

E. R. Haight.

GOOD ROADS.

Their Importance to Both Bankers and Merchants.

Written for the Tradesman.

Close observation for the past twenty-five years has convinced me that bankers and retail merchants do not realize fully the value to them of good roads. The wholesaler has an equal interest in improved highways, for whatever benefits the farmer benefits the retailer, and through him the wholesaler, and the prosperity of all these classes means more business for the banker. All classes are dependent on the prosperity of the farmer, although some are more remotely interested than others. The retail merchant is more immediately dependent on the prosperity of farmers than any other class of tradesmen. For this reason he should be vitally interested in good public highways.

Many country merchants of fine business ability have been forced into bankruptcy on account of the bad condition of public highways for a few weeks at some crucial time when merchants were indispensably in need of a large volume of trade to enable them to discharge heavy indebtedness to wholesalers. At certain times it is easily possible that bad roads may work greater calamity to country merchants than to farmers themselves, for if a farmer cannot get to town with his produce for two or three weeks, on account of bad roads, while it is a great inconvenience to him, it is not an irreparable calamity. His produce is there on the farm, in his barns and granaries, to be brought in when the roads do get in passable condition, but those two or three weeks may mean bankruptcy to honorable business men jealous for their good name and financial rating.

The vital importance of good roads to merchants was impressed on my mind a number of years ago while I was a young man. I had been working away from home only a short while and was young and impressionable, with an ardent admiration for worthy business men battling with adverse circumstances. I was working in a large printing office in a good country town of about 5,000 inhabitants.

The printing business was a side issue with my employer Mr. Johnson, for he had a large notion store—Christmas goods, toys, gift books, stationery, druggists' sundries, etc. Of its kind it was by far the largest stock of goods in the town—a larger stock, some people might have thought, than the town and surrounding country justified, but crops were fine that year, prices were good, money was plentiful and we were surrounded by a rich farming country. Mr. Johnson had acquired the printing office because he was a strong believer in the use of printers' ink and did more circularizing than any other four business men or firms in the town. He had not been in the town very long, but he felt justified in stocking up heavily with these goods in anticipation of a fine autumn and winter trade, especially Christmas holiday and New Year trade. This heavy stocking up was done in the late autumn in ex-

pectation of this trade, the goods being bought mostly on credit, with notes given to the wholesalers, due January 1, and everything was entirely favorable for Mr. Johnson's being able to meet the notes, for he was too shrewd a business man to take unwarranted risks.

The largest risk he took related to the condition of the weather during the latter half of December, for the roads around town were very bad during long periods of wet weather. The town was situated in what is known as the "black waxy belt," where the sticky black soil is deep, and at that early date public sentiment was not alive to the importance of good roads to the extent that it is to-day and no effort had been made to surface these roads with rock. In dry weather the roads were almost like rock roads—hard, firm and reasonably level—but during prolonged rainy weather they became so bad that it was a common sight to see empty wagons pulled by a fine span of mules stalled in the road, the sticky black mud clinging to the spokes, hubs and tires of the wheels until they were a solid mass of mud, with the axles dragging on the surface of the road.

The danger of bad roads during the Christmas season did not cause much uneasiness to merchants, for the reason that we did not have much wet weather during December. We generally had cool, bright days and cold, starry nights, the wet weather beginning in January or February.

This winter, however, was an exception to the rule, for a period of heavy rains and wet, soggy weather began about December 15 and continued until after the 1st of January, absolutely preventing hundreds of well-to-do farmers and their families from getting to town to do their Christmas shopping, with the result that but little of the holiday trade which Mr. Johnson was perfectly justified in expecting materialized. The result was that about January 1st he had to turn his fine stock of goods, also the printing office, over to his creditors. Being an honorable man, of fine old Presbyterian stock, he did not make an assignment to preferred creditors, but let them all take his goods and share equally in the proceeds of the forced sale.

This business tragedy made a deep impression on my mind because I was working for this man at the time, knew him well and liked him. Good roads around the town were vastly more important, in this case, to Mr. Johnson than to the farmers surrounding this town, for while the excessive rainy weather was inconvenient to them, it did not bring serious loss to any of them, for they had their produce to sell as soon as the roads became passable, but it brought irreparable disaster to Mr. Johnson, because when a man fails once, no matter how free he is of blame in the premises, he never thoroughly gets over it. Even if he retrieves his fortune and is successful in business later, his credit is never quite as unquestioned as if he had never sustained a financial reverse. His one failure stands to his disad-

vantage with every commercial agency to the day of his death.

In these modern days of rock roads there is not a town of 5,000 people in the United States with as bad roads as those leading to the town in question at the time to which I refer. Nevertheless there are thousands of towns and small cities in the United States where merchants, retail and wholesale, as well as bankers, are strangely unconcerned on the subject of good roads. About the blindest class of men in the world are retail merchants doing business in a thriving town in this great growing country—a town surrounded by fine agricultural country, who are not interested in public highways which will be good twelve months in the year.

Isaac Motes.

Penalty For Desecration of the Flag.

It does not appear to be generally known that the Legislature of 1901 enacted a statute prohibiting the use of the flag for advertising purposes. The exact reading of the statute, which is described as Act No. 98, is as follows:

Section 1. Any person who, for exhibition or display, shall place, or cause to be placed, any words, figures, numbers, marks, inscriptions, picture, design, device, symbol, token, notice, drawing or any advertisement of any nature whatever, upon any flag, standard, color or ensign of the United States or shall expose or cause to be exposed to public view any such flag, standard, color or ensign of the United States upon which shall be printed, painted or otherwise placed or to which shall be attached, appended, affixed or annexed, any words, figures, numbers, marks, inscriptions, pictures, design, device, symbol, token, notice, drawing or any advertisement of any nature or kind whatever, or shall publicly mutilate, trample upon or publicly deface, defy, defile or cast contempt, either by words or act, upon any such flag, standard, color or ensign of the United States, shall be deemed guilty of a misdemeanor.

Sec. 2. The words flag, standard, color or ensign of the United States, as used in this act, shall be construed to include any flag, standard, color, ensign or any representation or picture of a flag, standard, color or ensign made of or upon any substance whatever and of any size whatever, showing or displaying the National colors, the stars and stripes.

Sec. 3. This act shall not apply to any act permitted by the statutes of the United States or by the United States army and naval regulations, nor shall this act be construed to apply to the regular issue of a newspaper or other periodical on which shall be printed said flag, disconnected from any advertisement, or the vignette of any political ballot.

Sec. 4. Any person offending against the provisions of this act shall be deemed guilty of a misdemeanor, and upon conviction thereof before a court of competent jurisdiction shall be punished by a fine of not less than five or more than twenty-five dollars or imprisonment for thirty days in the county jail of the county in which such conviction is had, or by both such fine and imprisonment in the discretion of the court.

Approved May 1, 1901.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, June 21—Creamery butter, extras, 28@29c; first, 27c; common, 25@26c; dairy, common to choice, 22@25c; poor to common, all kinds, 20@22c.

Cheese—No. 1 new, 15½@16c; fair, 15c.

Eggs—Choice, new laid, 23½@24c; fancy, 24½@26c.

Poultry (live)—Fowls, 19@21c; broilers, 27@33c; old cox, 13@14c.

Beans—Medium, \$4.50; pea, \$4.50; Red Kidney, \$4.75@5; White Kidney, \$5@5.25; Marrow, \$5.

Potatoes—\$1.30@1.50 per bu.

Rea & Witzig.

The Shook Hardware Co., of Pinconning, has sold out to a party by the name of Jenks.

On the ocean of life many people sail under false colors.

The Flagman in Business.

A small neighborhood confectioner in a large Eastern city did more business last winter than in five previous winters put together, and he did it simply through a stroke of initiative so simple that he marvels at his long lethargy.

"In previous years," he told me, "I simply waited for people to come in and buy their Christmas candy—which for the most part they did not do. They went to the bigger downtown stores and bought tons and tons of it, going right past my store, many of them, on the way.

"This last Christmas season I resolved to get some of that trade. Now I knew that every family in my neighborhood would buy Christmas candies. There was no question about the market. Weeks before Christmas I put up some samples and sent two girls out with them to canvass for orders. I offered not only the goods, but the service, guaranteeing to deliver the candies in time for Christmas and save the customer all the time and annoyance of the usual final rush for these goods before the great day. The result far exceeded my expectations. I was deluged with orders, and my little business got a boom such as it never had before. The incidental advertising, I am sure, much more than paid for the expense of the campaign."

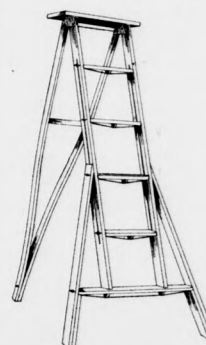
This might be used as the basis for a maxim:

"Trade goes past the door of the man who does not flag it."

The Federal Egg Car.

Many Gary, Ind., people as well as a large number of farmers visited the United States special egg car which remained in Gary one day early this month, at the New York Central yards and in which a federal egg expert made demonstrations on the best way to pack, ship and preserve eggs. The car contains a refrigerating apparatus and many other devices used by buyers and shippers of eggs and these were explained to the visitors. Literature was also distributed giving information on the subject of raising hens and the best way to treat them in order to get the best and biggest results in eggs. The United States car is making a tour of the country, stopping in the cities for a day at a time for the purpose of giving instructions on the egg industry.—Gary Post.

MR. DEALER!

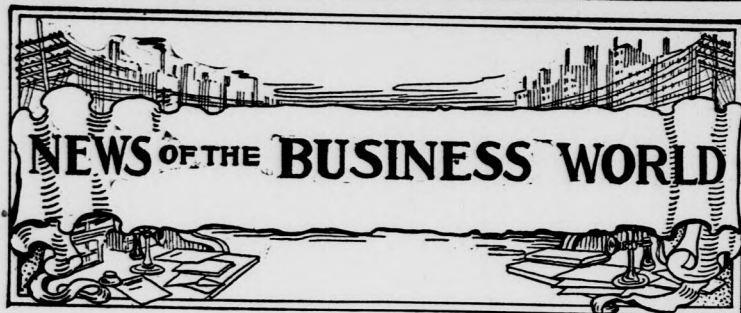


Are you handling a ladder that fully meets the requirements of the fruit grower and general farmer?

Study the rigid construction of this ladder carefully, can it be beaten?

We also make a complete line of "HIGH GRADE" extension, pointed, plain and step ladders. Send for circular and prices; they will interest you.

Holland Ladder & Mfg. Co.
Holland, Michigan



Movements of Merchants.

Cement City—Milford Jackson, of Hudson, has engaged in the meat business.

Mancelona—F. Schroeder & Son succeed J. M. Hollinger in the jewelry business.

Ishpeming—The Hughes Mercantile Co. has remodeled and enlarged its store building.

Crystal Falls—The principal office of the Nevada Land Co. has been changed to Alpha.

Belding—A. Friedman has added a line of mens and boys' shoes to his clothing stock.

Jackson—The Hugo Beiswenger Co. has changed its name to Beiswenger & Shea.

Vicksburg—Alfred Balod has closed out his grocery stock and removed to South Bend, Ind.

Akron—C. J. Becker has sold his undertaking stock to Emery Briggs, who has taken possession.

Port Huron—J. H. Knickerbocker & Co. succeed O'Brien Bros. in the grocery business at 901 Erie street.

Iron River—The Phoenix Lumber & Supply Co. has increased its capital stock from \$20,000 to \$25,000.

Ishpeming—J. Sellwood & Co. are conducting a stock reducing sale preparatory to rebuilding their store.

East Jordan—William P. Murray has closed out his stock of harness and livery supplies and removed to Pellston.

Buckley—The Farmers Co-Operative Mercantile Co. of Buckley has been incorporated with an authorized capitalization of \$15,000.

Denton—C. H. Schlicht, grocer, who lost his store building by fire recently, has erected a new one on the same sight, which he occupies.

Lansing—Thieves entered the grocery store of Kirk VanWinkle, 1149 South Washington avenue, June 15, securing about \$20 in cash and some stock.

Alma—James Redman, wholesale grocer and produce dealer, is erecting a produce warehouse which will enable him to greatly increase the business.

Schoolcraft—Thomas Hewitt, dealer in dry goods, died in Chicago June 19 of injuries received when he was struck and run over by an automobile June 17.

Sturgis—A. I. Kramer, recently of Mancelona, has leased a store building which he will occupy with a stock of dry goods and men's furnishing goods July 1.

Detroit—S. Miller & Co. has engaged in the wholesale and retail produce business in connection with the creamery business with an authorized capital stock of \$6,000, of which amount \$5,750 has been subscribed, \$2,300 paid in in cash and \$3,450 paid in in property.

Olivet—The Morgan & Kachelski Hardware Co. has been incorporated with an authorized capitalization of \$8,000, all of which has been subscribed and paid in in cash.

Cadillac—The Cadillac Produce Co. has engaged in business with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed and paid in in cash.

Battle Creek—C. H. Randolph, shoe dealer on North Washington avenue, will open a branch store on the second floor of the City Bank building, Aug. 1, under the style of the Main Shoe Store.

Belding—The R. H. Waldo Co. has engaged in the wholesale and retail jewelry business with an authorized capitalization of \$2,000, all of which has been subscribed and paid in in property.

Detroit—The White Eagle Tea Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$6,600 has been subscribed, \$2,600 paid in in cash and \$4,000 paid in in property.

Marquette—The Champion Sand & Gravel Co. has engaged in business with an authorized capitalization of \$30,000, of which amount \$15,000 has been subscribed, \$10,000 paid in in cash and \$5,000 paid in in property.

Port Huron—S. H. & N. G. Moore have engaged in the wholesale and retail fuel and ice business with an authorized capital stock of \$5,000, of which amount \$3,500, has been subscribed and paid in in cash.

Manistee—Thomas E. Andresen, grocer, has purchased and is remodeling the Kenny building at the corner of Fifth and Sibben streets, into a grocery store and meat market, to be conducted by his son, William Andresen, July 1.

Detroit—The Austin & Raup Co., 247 Napoleon street, jobbers of grocers' specialties, has leased three floors at 245 Napoleon, permitting the concern to double its floor space and capacity of its coffee roasting and olive packing plants.

Flint—Henry Winegarden, who has conducted a wholesale and retail fruit and vegetable business under the style of the New Orleans Fruit Co., will merge his business into a stock company July 1 and continue it under the same style.

Detroit—Philip Drinkaus, aged 68, died at his residence, 1179 Seyburn avenue, June 16. Mr. Drinkaus was born in New York City in 1848, and came to Detroit when 8 years of age. He was a member of the old volunteer fire department of the city for several years. He engaged in the manufacture of picture frame moldings in 1886, and had conducted that business ever since.

Holland—N. J. Yonker has sold his plumbing stock to his employees, George Woldring, Gerrit Knoll and John Yonker, who will continue the business at the same location, 17 East 8th street, under the style of the Yonker Plumbing & Heating Co.

Holland—It was forty-seven years ago Saturday that B. Steketee, merchant and groceryman, came to Holland. Mr. Steketee says the way of conveyance has certainly improved wonderfully, as when he came forty-seven years ago, he rode on the whiffle-trees of the old stage coach that formerly operated out of Holland.

Coopersville—W. N. Morse has sold his interest in the drug stock at this place to V. J. Tasker, L. D. Mills, and E. M. Mills, who have merged the business into a stock company under the style of Tasker's Drug Store. The capital stock is \$4,240, distributed as follows: L. D. Mills, \$2,530; E. M. Mills, \$1,000; V. J. Tasker \$710.

Holland—Andrew Steketee, the veteran dry goods merchant, has three anniversaries this month. He passed his 76th milestone, commemorized his fifty-first anniversary as a merchant, and will mark the fifty-sixth anniversary of his wedding day. Mr. and Mrs. Steketee have been the parents of twelve children, two of whom died at an interval of fifty years.

Manufacturing Matters.

Lansing—The Auto Body Co. has increased its capital stock from \$500,000 to \$1,000,000.

Lansing—The Michigan Brass & Glass Co. has changed its name to Michigan Brass & Electric Co.

Detroit—The General Manufacturing Co. has increased its capital stock from \$5,000 to \$30,000.

Delton—The Delton Co-Operative Creamery Co. has been organized and will erect its plant at once.

Detroit—The J. W. Murray Manufacturing Co. has increased its capital stock from \$200,000 to \$500,000.

Conklin—H. I. McMillan, of East Jordan, has purchased the flouring mill here and will continue the business.

Albion—Fire destroyed the creamery of the Maple City Dairy Co., entailing a loss of about \$5,000; insurance, \$4,000.

Detroit—The General Aluminum & Brass Manufacturing Co. has increased its capital stock from \$600,000 to \$950,000.

Freesoil—J. Laconna, of Albany, New York, has taken the management of the local cheese factory and will begin operations about July 1.

Lansing—The Auto Body Co. is building a large addition to its plant and will increase its capitalization from \$500,000 to \$1,000,000.

Albion—The Albion Bolt Co. has been organized to manufacture nuts and bolts for use in automobiles. It has an authorized capital stock of \$10,000.

Standish—The C. F. Hall Milling Co. has been incorporated with an authorized capital stock of \$6,000, of which amount \$3,000 has been subscribed and paid in in cash.

Detroit—The Michigan Metal Supply Co. has been organized to act as manufacturer's agents with an authorized capital stock of \$5,000, all of

which has been subscribed and paid in in cash.

Detroit—The Remer Fur Co. has been incorporated with an authorized capital stock of \$6,000, of which amount \$3,200 has been subscribed, \$1,200 paid in in cash and \$2,000 paid in in property.

Pontiac—The Pontiac Packing Co. has been incorporated with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$300 paid in in cash and \$9,700 paid in in property.

Detroit—The Michigan Curled Rope Co. has been organized to manufacture curled rope with an authorized capitalization of \$5,000, of which amount \$4,000 has been subscribed and paid in in cash.

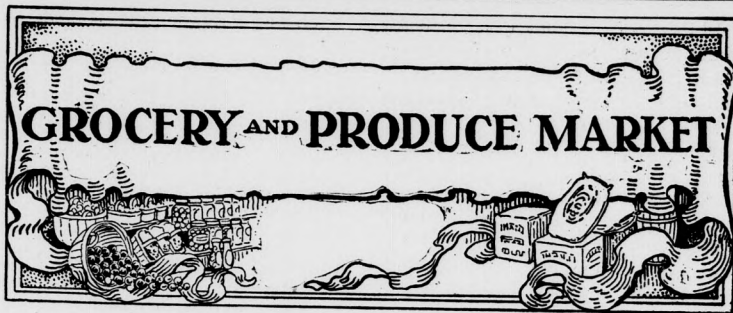
Kalamazoo—The L. R. Klose Electric Co. has been organized with an authorized capitalization of \$10,000, of which amount \$5,000 has been subscribed, \$207 paid in in cash and \$4,793 paid in in property.

Hillsdale—The Hillsdale Robe & Tanning Co. has been incorporated to purchase, tan, manufacture and sell raw and furnished furs and storage, with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Detroit—Owing to the recent death of Walter R. Hamper, directors of the Globe Tobacco Co., at their regular monthly meeting, recently, elected new officers for the company as follows: President, Louis F. Dillmann; Vice-President, John R. Kempf; Secretary-Treasurer and manager, Charles M. Hamper. The officers constitute the company's board of directors.

Menominee—A complete re-organization of the Marinette and Menominee Box Co. took place recently, when the Peninsular Box and Lumber Co. purchased the entire business of the Twin City firm for a consideration said to be \$150,000. The change in ownership will not mean any vital change in operation at present, although the two plants may be consolidated at some future time. The Marinette and Menominee Box Co. has been in existence for twenty-six years, having been founded by C. G. Cook and other Chicago capitalists. Mr. Cook remained at the head of the company until his death twelve years ago, when one of his sons, John A. Cook, took charge. Improvements on the sawmill to the extent of \$5,000 will be begun at once.

Holland—This city is in the midst of an unprecedented industrial building boom and work is plentiful in all lines of trade. The new concerns include the Analine Dye works, engineered by Dutch capital. The company has nearly 200 acres of land on the north side of the bay and will employ between 500 and 1,000 men within five years. Then there are the pigskin tannery, the Superior foundry, a furnace factory, the American Humidifier plant and the Dunn Concrete and Engine works. The DePree Chemical Co. has just erected a four-story addition; the Holland Canning Co. and Brown-Wall Gas Engine Co. are doubling their plants; the First State Bank is erecting a \$50,000 block; P. F. Boone has just erected a large new livery barn, and H. Boone is building a large new garage.



Review of the Grand Rapids Produce Market.

Apples—Western stock, \$2.75 per box.
Asparagus—\$1.25 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—\$1 per box.

Butter—The consumptive demand is very good and the market is firm at prices about unchanged. The average quality arriving is still very good. The market is firm on the present basis, with no immediate change in sight. Creamery grades are held at 28¢@29¢ in tubs and 30¢ in prints. Local dealers pay 23¢ for No. 1 in jars and 20¢ for packing stock.

Cabbage—\$2.75 per 100 lb. crate from Virginia.

Cantaloups—California command \$2.75 for 54s and \$3.25 for 45s; Pink Meat 12 to crate, \$1.25.

Carrots—60¢ per doz. bunches and \$1.25 per hamper.

Celery—California, 65¢ for Jumbo and 80¢ for Extra Jumbo.

Cocoanuts—\$5.50 per sack containing 100.

Cucumbers—90¢ per dozen for fancy hot house; \$1 for extra fancy.

Egg Plant—\$1.75 per dozen.

Eggs—New laid eggs are meeting with a ready sale at unchanged prices. The quality is holding up well on account of the cool weather. The consumptive demand is good. Local dealers are paying 21¢, cases included.

Fresh Pork—12½¢ for hogs up to 200 lbs.; larger hogs 11½¢.

Gooseberries—\$2 per 16 qt. crate.

Grape Fruit—Florida and Cuba stock is steady at \$6 per box.

Green Corn—80¢ per doz.

Green Onions—Silver Skins (black seeds), 18¢ per doz. bunches; Evergreen, 12¢ per dozen bunches.

Green Peas—\$2 per bu. hamper.

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

Lemons—California, \$5.50 per box for choice and \$6 for fancy; Messinas, \$4.75 per box.

Lettuce—6¢ per lb. for leaf; 75¢ per bu. for garden; \$1.25 per bu. for head.

Maple Sugar—17¢ per lb. for pure.

Maple Syrup—\$1.40 per gal. for pure.

Mushrooms—40¢@50¢ per lb.

Nuts—Almonds, 18¢ per lb.; filberts, 15¢ per lb.; pecans, 15¢ per lb.; walnuts, 16¢ for Grenoble, 16½¢ for California; 15¢ for Naples.

Onions—Texas Bermudas, \$2.25 for yellow and red and \$2.50 for white.

Oranges—Valencias, \$4.50.

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

Pineapple—Cubans command the following prices: 42s, \$2; 36s, \$2.50; 30s \$3; 24s, \$3.25.

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

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

Potatoes—Old stock, \$1.20 per bu.; Virginia cobbles, \$1.75 per bu. and \$5 per bbl.

Poultry—Receipts have increased to such an extent that prices have receded considerably. Mixed fowls now command about 15¢; turkeys, 19¢; ducks, 17¢; geese, 11¢. Dressed fowls average 3¢ above these quotations.

Radishes—15¢ for long; 12¢ for round
Raspberries—\$2.50 per 16 qt. crate for red or black.

Rhubarb—85¢ per bu.

Spinach—50¢ per bu.

Beet Greens—75¢ per bu.

Strawberries—Home grown range from \$1.50@1.60 per 16 qt. crate. The crop in this vicinity is only about half as large as was expected.

Sweet Potatoes—\$2.50 per hamper for kiln dried Jerseys.

Tomatoes—\$3.75 for 6 basket crate, Florida stock; home grown hot house, \$1.25 per 8 lb. basket.

Turnips—60¢ per doz. bunches for new.

Veal—Jobbers pay 14½¢ for No. 1 and 12¢ for No. 2.

Water Melons—40¢@45¢ apiece for Florida.

Wax Beans—\$1.75 per box for Southern Illinois stock; \$2.85 per hamper.

The Grocery Market.

Sugar—The Pennsylvania Refinery has reduced its quotation on granulated from 7.65¢ to 7.30¢. Arbuckle Bros. continues to accept orders for immediate shipment in bags only at 7.30¢. Since the United Kingdom has taken 50,000 tons the past week, it is a fair inference that it will be out of the market for some time, and support from this direction need not be awaited. There is further export enquiry from other countries, however, that will help sustain prices. Europe will have to take sugar, since the war has deprived some nations of their usual supplies of beets and cut down the production of others. Just how great the shortage is is a question that will be solved by the summer movement from these shores. After all is said, however, the trade believes that refiners will find a good domestic demand requisite if meltings are to remain at present levels. The

distributors and manufacturers have been holding off and using up old contracts for various reasons. The weather, to begin with, has been bad for active consumption, while the tendency of the housewife to economize is reported by retailers in most sections of the country. It is suggested that the preserving outlet will be smaller than usual. Allowing for this factor, it is still evident that the summer supply must be filled, and a buying spurt is generally expected in the near future.

Tea—The market is very quiet, the business being of the same routine order as of late. Prices rule heavy in sympathy with the Far East, but holdings are not pressed. The country is pursuing a waiting policy and buying for actual requirements. The reactionary tendency is more remarked in the cheaper grades.

Coffee—Prices on Rio and Santos grades are heavy. The new crop is impending in Brazil and will come forward in a few weeks. This makes the situation uncertain and buyers are not much interested in the spot market. Mild coffees are inclined to be weak and supplies are accumulating. Java and Mocha grades are unchanged and quiet.

Canned Fruits—The market for California canned fruits has strengthened during the week and has in a measure vindicated the position taken by canners at the opening. The jobbers have made unusual efforts to provide for their requirements at discounts below the quoted prices, but have not succeeded in doing so. Hawaiian pineapple continues very firm and sales have been somewhat in excess of the immediate offerings. There is said to be plenty of pineapple in storage in Honolulu, but it can not be got here on account of the lack of shipping facilities.

Canned Vegetables—Tomatoes are easier. The demand has fallen off somewhat, and as the season is advancing buyers are inclined to reconstruct their views as to values of new pack, and it would now be difficult to interest them at more than 80¢. There has been a lull in the buying, but packers expect it to be only momentary. Peas show an advancing tendency, and crop advices from all sources are rather discouraging, although they are naturally expected to be pessimistic at this time. Nevertheless, the late season has restricted the planting. Corn is working up, but shows no change for the week. The growing conditions are not favorable and packers are beginning to feel firm.

Canned Fish—Whatever may be the effects of the recent transactions in pink salmon, there is little dispute as to the strength of the underlying position. The 1915 pack, what there is of it, is in the hands of a few operators, most of it being controlled by one large jobber. It is an off-year for the fish this season, so that with no carryover and a slight run, the situation is inherently strong from the supply standpoint. There undoubtedly will be a good demand, especially if other food-stuffs remain at their high level—particularly meats—to say nothing of the foreign de-

mand augmented by the war. Predictions have been made that the price should rise to \$1 before the end of the month, and some enthusiasts have declared that it would ultimately reach \$1.25. Both domestic and foreign sardines are unchanged, the new pack domestic fish being rather easier.

Dried Fruits—The entire dried fruit situation has resolved itself into a question of the ability of growers to maintain a firm front against the opposition of the packers. The latter do not believe that the newly organized associations will be strong enough to hold out against the deferred demand which the present high prices are causing. They count upon defections by timid growers, and some of them are going so far as to sell short in the expectation of covering later at prices below those now being asked. It is, of course, well established that growers in the past have, in instances, sold their fruit at less than the cost of production, but it is argued that this does not justify exorbitant prices under prevailing crop conditions. The threat by growers to dry and market the fruit themselves if the packers do not come to terms is not regarded seriously by the packers, who are of the opinion that when it comes to actual merchandising growers will find, as they have in the past, that they lack that particular kind of experience. About the only activity in dried fruits has been a demand for peaches, and most of the available offerings have changed hands. There has been very little interest in new crop, however, owing to the high prices asked by growers. Apricots have remained quiet. Oregon prunes have been offered more freely and at easier prices. The raisin situation has not changed materially, except that there is an intimation that opening prices will be higher than last year, and that, while not advancing the price to the consumer, the raisin company will endeavor to secure for themselves profits that have hitherto gone to the speculators.

Rice—The tendency is to wait for developments, as most distributors have fairly good supplies on hand and do not care to anticipate with the new crop ahead. Dealers, on the other hand, are for the most part disinclined to make material concessions, claiming that the stocks are not excessive and will be needed before the active movement of new rice in the fall. There is a better export movement reported in the trade. The South is quiet and steady. Progress is being made with the new crop.

Cheese—The consumptive demand for cheese is increasing and the market is steady at an advance of ½¢. The quality of cheese arriving is very good, as the weather has been quite favorable for fine production. A good make of cheese is looked for without material change in the near future.

The Wolverine Paint Co. has engaged in the wholesale and retail paint and oil business with an authorized capital stock of \$5,000, of which amount \$2,750 has been subscribed, \$500 paid in in cash and \$2,250 paid in in property.

UPPER PENINSULA.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, June 19—The Soo had its hands full last week, taking care of all the brother "Bills" and it is practically assured that they were the B. P. O. E. The key to the city, which was made especially for the occasion at a cost of \$125, was the best ever. It certainly opened the Soo to the Elks. Although he is not a member of the local lodge, W. B. Hutchinson proved to have a heart as big as a bushel basket and was responsible for more noise and good time during the convention than any ordinary regiment of soldiers could have made. The Grand Rapids bunch made a marked hit in the parade with their combination uniforms and the large number in line. The banquet given at the Country Club was one of the best banquets ever pulled off at any previous convention, according to reports from the Grand Rapids Elks, and it must be so, coming from that source. James Ryan, one of the local committee men, lost three pounds in weight during the three days, but says the good time was well worth this. Dick Reinhart, the local chairman, is feeling in the best of spirits, having the satisfaction of knowing that the Soo gave the brother "Bills" one of the best times ever in the history of the order. Phil Jacobs, who had charge of the decorating committee, transformed the Soo armory into a palace beautiful and the Elks who have been abroad stated that it compared favorably with the decorations in the St. Petersburg cathedral for the occasion. Jack Merrifield acted in the capacity of referee and general overseer and settled all arguments in favor of both parties. The various bands furnished the visitors with some splendid music and kept the crowd good natured. Our weather man, Mr. Burns, is also to be congratulated for passing out a few sunshines at the critical moment. The convention was a decided success and will go down on record as being the best pulled off by the local Elks in the history of the lodge.

The largest class of graduates in the history of the Soo high school was presented with sheep skins at the exercises held in the Central M. E. church last Tuesday evening. The programme was entirely made up by the graduates and was carried out in such a manner as to reflect great credit on the class.

The many friends of E. E. Ferguson, former superintendent of the Soo high school, but who for the past two years has been a resident of Bay City and general manager of the North American Construction Co., were pleased to learn of his accepting a new position with a leading Chicago mail order house and to know that he is meeting with unusual success in his new line of work. The steamer Algoma, of the Island Transportation Co., went into commission on the Mackinac City and Mackinac Island run last week.

A splendid collection of Indian and pioneer relics which the Honorable Edwin O. Wood has been gathering for many years has been donated to the museum at Mackinac Island Park and will hereafter be treasured by the State under the title of "The Edwin O. Wood Collection." Superintendent Kenyon, of Mackinac Island, personally supervised at the home of Mr. Wood in Flint the packing and shipping of this great gift. This addition to the museum at Mackinac Island will be greatly enjoyed by the numerous visitors to the Island and shows the great generosity of Mr. Wood and will always remain a monument to one of Michigan's first citizens.

The Neuronic arrived last Tuesday at Mackinac Island with 650 automobile engineers from all parts of the

world. From all accounts it was one of the greatest collections of prominent men in the automobile line which has ever visited Mackinac Island.

The Snow Hotel, at the Snows, is being put in readiness for the tourist season. Fred W. Myers, proprietor, is on the job and expects a busy season.

It is reported that Henry Thompson, who presided over the LaFluer barber shop for several years at Helsel, is again to be in charge of this tourist barber shop. Mr. Thompson has been in Alaska, Washington, California and various parts of the West, but he prefers the climate of the Snows to any which he has enjoyed during his travels.

It is expected that the Elliott House, at the Snows, will open for the season the latter part of this month. Mrs. MacBain, of Grand Rapids, will open the Lakeside House. The Cedar Inn was opened for business the first part of this month. With the accommodations of the above hostleries, the tourists will be able to enjoy life to its fullest extent. Many of them have already arrived.

The Michigan Northern Power Co. is putting on a large force of men to work on the concrete foundation of the power plant which is to be completed November 1 of this year, after which the plant will be able to deliver 35,000 h. p. A series of cylindrical buttresses, consisting of cast iron shells filled with concrete, will be sunk by tunneling and the use of compressed air from the pitwells on the north side of the power house to bed rock. This is a different method from that used by the Underpinning and Foundation Co. This will mean much more available power and help increase the factory industry at the Soo.

The Sault Civic and Commercial Association has contracted for a large advertising sign, 16x24 feet in dimensions, bearing the lettering "Sault Ste. Marie, Michigan, the Industrial City of the North. 55,000 Horse-Power. Transportation Lake and Rail. Raw Material-Forest, Mine and Farm. Leased Sites, 1,000 Acres and Exemption From Taxation." The sign is to be placed on Judge Steer's lower island in plain view of all boats, just before the end of the Soo. The Association also plans to place a similar sign at Soo Junction and possibly one at Trout Lake.

George Baldwin and John Clarke, of the Edison Sault Electric Co., two of our well known citizens and members of the Booster Club, are taking in the cruise aboard the steamer Alabama with the Michigan section of the National Electric Association. "When fame does come to the average man it roosts on his tombstone."

J. C. Sass, popular merchant at Rudyard, has returned home after spending several weeks in the Sault Ste. Marie hospital, feeling greatly improved in health.

The honorable Otto Fowle, one of our esteemed citizens, was elected as a member of the board of trustees of Hillsdale College, succeeding Charles Conley, of Detroit. Mr. Fowle is a graduate of the class of 1880 of that institution and one of the most active members of its alumni association. The honor came unsolicited.

"The golden rule measures business better than the wooden yardstick." William G. Tapert.

Boomlets From Bay City.

Bay City, June 19—Darvin & McLean, Whittemore, will enlarge their store building because it is too small for their rapidly increasing business.

East Tawas is rejoicing because there is a probability that a large chemical plant will be erected there. Brine from abandoned salt wells is being analyzed.

The B. B. Norton Co., Lachine, has added a shoe department. The stock was purchased from the F. Mayer Boot & Shoe Co., Milwaukee.

Charles Atkins, shoe merchant, Millersburg, who has been confined to his home by illness several weeks, is "on deck" again.

The D. & M. Railway will erect a large cement block passenger station at Millersburg on the site of the station destroyed by fire last October.

If business is not good and you don't feel well yourself, and you believe that, as a general rule you are badly abused, go to Northern Michigan and sleep in a room, the window of which has not been screened, be awakened at 3 a. m. by millions of ferocious mosquitoes, fight them until 6 o'clock and we will guarantee you will become an optimist, because your former troubles will look like thirty cents.

J. W. Radford, Joseph Fetter and E. W. Brown, of this city, have purchased the machine shop and foundry of Castor & Son, of Owosso, and taken charge of the plant. The new owners are men of large experience and all practical men and should make a success of their new venture. They will manufacture special machinery and do general repair work.

J. J. and William Lamont, both of whom have had wide general experience in various automobile factories in Detroit, will engage in the garage business at the corner of Eleventh street and Washington avenue.

Wenona Beach, Bay City's famous summer resort, opened for the season yesterday. The company has gone to considerable expense in improving the grounds and adding amusement features, which will make the resort more popular. A large number of contracts for Sunday school, lodge and other association picnics have been booked and exceed in number that of any other year.

Ford & Simon, who have been running a clothing store on the West side of the river for several years, will put in a store on the East side, having secured the first floor of the Bijou building, recently vacated by the Bay County Savings Bank.

The Billings-Lentz Co., of the West side, has leased the store at 804 North Water street, and will put in a stock of notions similar to the stock carried in the company's store on the West side.

A new corporation to be known as the Louis Drug Co. has been organized in Bay City and next week will take over the long-established drug business of Mason & Beach. Otto F. Louis is the President and manager and H. W. Garland Secretary and Treasurer. The company will do a wholesale and retail drug business, making a specialty of Louis remedies.

Mr. Curley, of Flint, has purchased the Salzburg pharmacy from O. F. Louis and will take possession the first of next week.

The Saginaw-Bay City Traction Co. has purchased the property on the corner of Saginaw and Sixth street, on which it will erect a new and modern interurban depot in the near future.

W. T. Ballamy.

Pickings Picked Up in the Windy City.

Chicago, June 19—The horse show which will be at the South Shore Country Club Thursday, Friday and Saturday, of this week is attracting considerable attention at this time. You can see most of Chicago's 400 here.

One of the city's pretty little tea rooms is at 6729 Sheridan Road. This is called the Applewood Tea Room and is owned by F. L. Bartholomew, who formerly was at Charlevoix. One will find this a very convenient place to partake of a light lunch while on a drive over Sheridan Road.

One of Chicago's visitors last week was John T. Moorehouse, of Detroit, representing the Michigan Optical

Co. Mr. Moorehouse reports business very good.

Just think! One whole week went by without having some so-called holiday to interfere with business.

The Boy Scouts of Woodlawn showed themselves Friday by giving a parade. The boys did themselves proud and set an example for much older men by the showing they made.

Northwestern Council, U. C. T., will meet Saturday night, June 24, 17th floor Masonic Temple.

One of Chicago's most honored days was last Tuesday, when Field Day was generally observed throughout the city by the school children of Chicago. This event was postponed three times on account of rain.

One of the pretty sights in Chicago at this time is any one of the parks. These parks are well worth the "once over" by anyone visiting Chicago.

Thanks, Jim, my motto is "boost." That's my first name.

The city administration is now making war on all crooked loan sharks and no doubt they will clean them up.

The G. J. Johnson Cigar Co., of Grand Rapids, has added one more advertising car to the Chicago streets. Everybody admires the car and its artistic decoration.

The writer is pleased to hear that Cadillac Council, Detroit, took the prize at the Traverse City convention.

We second the motion made last week by our Saginaw scribe—"Don't sponge on the Tradesman." Send in your eight shillings and get this paper for one year. Better still, make it \$5 and get it for six years.

The writer cannot help admiring the business ability of one of Grand Rapids' former druggists, C. E. McCauley, of Oak Park. Mr. McCauley had one of the very finest equipped stores in this little suburb, but, not being satisfied, contracted with a Grand Rapids factory for a new line of fixtures. These fixtures are the envy of other merchants in the same line. They are built from the floor to the ceiling in the store. Mr. McCauley surely keeps up-to-date, which speaks well for the business.

Charles W. Reattoir.

Wilson shares with Cleveland and Roosevelt the distinction of receiving a nomination by acclamation, there being but three such instances since the Civil War. There were also three before it—those of Jackson, Van Buren, and Clay. Upon each occasion, with the exception of Clay, a President was being renominated, and Clay had been his party's candidate before. Roosevelt is the only one of the six who had not previously received a Presidential nomination. But these are not the only candidates who might as well have been named by acclamation. The calling of the roll at Philadelphia in 1900, when McKinley was unanimously renominated, was a mere formality and the same was true at the Democratic convention of that year, which renominated Bryan. Clay and Van Buren, in addition to having the honor of a nomination by acclamation, had one in which they received every vote on the first ballot. Grant, who was neither nominated nor renominated by acclamation, had the unique record of two nominations upon the first ballot without opposition. Nomination by acclamation, while a gratifying and stirring performance, has been followed by defeat more often than by victory. Jackson and Roosevelt were successful at the election for which they had been so named; Van Buren, Clay, and Cleveland were defeated.

BAKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, June 12.—Frank Wynant, of Grand Rapids, has filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has been called for June 29, at which time creditors may appear, prove their claims, elect a trustee and transact such other and further business as may come before the meeting. The schedules of the bankrupt reveal liabilities of \$1,522 and there are no assets except those claimed as exempt. The following is a list of the creditors of the bankrupt:

Grand Rapids Electric Co., Grand Rapids	\$200.00
Joseph Hartstra, Grand Rapids	142.00
Unsecured Claims.	
Verhey-Northoeck Lumber Co., Grand Rapids	\$298.00
H. F. Cox & Company, Grand Rapids	57.69
J. Batts, Grand Rapids	10.00
United States Radiator Co., Grand Rapids	93.01
Herpolsheimer Company, Grand Rapids	79.97
William H. Vander Veer, Grand Rapids	293.00
Foster-Stevens & Co., Grand Rapids	62.00
Charles A. Coye, Grand Rapids	22.75
White Steel Sanitary Furniture Co., Grand Rapids	39.57
Stiles Brothers Lumber Co., Grand Rapids	100.00
C. Smit, Grand Rapids	125.00
June 13.—Warren A. Veltman, operating a machine shop and dealing in motorcycles, Grand Rapids, has filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Corwin. Mr. Corwin has also been appointed as receiver and George S. Norcross is in charge as custodian. First meeting of creditors has been called for July 3, at which time creditors may appear, prove their claims, elect a trustee and transact such further business as may come before the meeting. The bankrupt's schedules reveal liabilities of \$1,511.88 and assets are listed at approximately \$571. The following is a list of the creditors of the bankrupt:	
Covell-Hansen Printing Co., Grand Rapids	2.00
Standard Oil Company, Grand Rapids	30.20
Chicago Cycle Supply Co., Chicago	105.76
Wald Mfg. Company, Sheboygan, Wisconsin	11.40
Van Cleff Brothers, Chicago	15.70
Genesee Leather Co., Flint	8.00

Goodyear Tire Co., Grand Rapids	64.15
Auto Gas Filling Works, Grand Rapids	9.00
B. F. Goodrich Tire Co., Grand Rapids	58.65
O. W. Thump Co., Grand Rapids	30.00
Henderson Motor Cycle Co., Detroit	275.00
Acme Welding Co., City	17.60
Natun Novelty Co., New York	9.90
Beckley Ralston Co., Chicago	250.00
Henry Krouse, Grand Rapids	175.00
Kent State Bank, Grand Rapids	25.00
Reflex Ignition Co., Cleveland	25.88
Miami Cycle Company, Middleton, O.	73.00
Auto Spring & Machine Co., New York	34.85
William Stadel, Grand Rapids	1.70
Syndicate Trading Co., Grand Rapids	3.00
Grand Enameling Works, Grand Rapids	7.00
Evening Press, Grand Rapids	2.00
Alden & Judson, Grand Rapids	3.98
Wolverine Leather Co., Detroit	29.00
Donker & Mol, Grand Rapids	12.00
Edward Groff, Grand Rapids	6.00
W. B. Jarvis Co., Grand Rapids	27.00
Vaccum Oil Co., Detroit	10.00
John Mulder & Company, Grand Rapids	29.11
Clayton Innwood, Cannonsburg	30.00
June 14.—The Casnovia Dehydrating Corporation, Casnovia, has filed a voluntary petition in bankruptcy, adjudication has been made and the matter referred to Referee Corwin. George S. Norcross is in charge as custodian. The first meeting of creditors has been called for July 5, at which time creditors may appear, prove their claims and transact such other business as may come before such meeting. The schedules of the bankrupt reveal liabilities of all class, \$13,532.91 and the assets are shown at \$9,480. The following is a list of the bankrupt's creditors:	
Preferred Claims.	
Eva Johnson, Casnovia	\$ 1.28
Fannie Brooks, Casnovia	2.44
Secured Claims.	
Manley Burch, Sparta, real estate mortgage	2,500.00
Farmers & Merchants State Bank, Casnovia, mortgage	2,070.00
Muskegon Boiler Works, Muskegon	1,235.17
Unsecured Claims.	
Commercial Savings Bank, Grand Rapids	\$4,000.00
Farmers & Merchants State Bank of Casnovia	1,725.00
L. C. Brink, New Bedford, Ill.	400.00
Harlan Coal Company, Louisville	156.32
Bixby Office Supply Co., Grand Rapids	4.15
Barclay, Avers & Bertsch Co., Grand Rapids	5.74
Great Western Oil Co., Grand Rapids	4.92

Hazeltine & Perkins Drug Co., Grand Rapids	10.64
Lewis Electric Co., Grand Rapids	18.72
Hazeltine & Perkins Drug Co., Grand Rapids	10.89
United States Oil Company, Cleveland	8.64
Grand Rapids Supply Co., Grand Rapids	42.28
Estlow & Reed, Casnovia	3.65
F. H. Woodwork, Casnovia	2.04
Hutson Kuhn, Casnovia	3.85
Goodell Company, Antrim, New Hampshire	6.00
E. A. Webb, Casnovia	9.18
Waldron Williams	4,200.00
Webster Products Co., New York	1,912.00
Harris E. Galpin, Muskegon	200.00
June 15.—Denis McGrath, Grand Rapids, operating a hardware business at that place, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin, who has also been appointed as receiver. George S. Norcross is in charge as custodian. The first meeting of creditors has been called for July 5, at which time creditors may appear, prove their claims, elect a trustee and transact such other business as may come before the meeting. Liabilities are shown at \$4,509.44, and assets at approximately \$4,200. The following are a list of the creditors of the bankrupt:	
American Lawn Mower Co., Muncie, Indiana	\$ 16.39
Atlantic Stamping Co., Rochester	23.25
Butler Bros., Chicago	48.84
Brown Stamping Co., Toledo	19.09
Bouney Vise & Tool Co., Allentown, Pa.	20.47
Wm. Brummeler's Sons Co., Grand Rapids	107.45
Cattarangus Cutlery Co., Little Valley, N. Y.	14.52
Creston Fuel Co., Grand Rapids	3.69
Henry Cohen & Co., Chicago	11.75
Revine Safety Razor Co., Detroit	3.41
Detroit Vapor Stove Co., Detroit	31.15
B. F. Edge, Grand Rapids	75.00
Economy Light Co., Grand Rapids	6.25
Elkenhout & Sons, Grand Rapids	8.00
Foster-Stevens & Co., Grd. Rapids	798.15
Harrington Leather Co., Dunellen, New Jersey	20.25
Ferguson Supply Co., Grand Rapids	14.14
Fox Furnace Co., Elyria, Ohio	375.24
Grand Rapids Electric Co., Grand Rapids	11.97
Great Western Oil Co., Grand Rapids	67.74
Grand Rapids Varnish Co., Grand Rapids	14.25
Grand Rapids Supply Co., Grand Rapids	25.00
Grand Rapids Gas Light Co., Grand Rapids	16.10
Graff Furnace Co., New York	33.60

Gallup-Ruffing Handle Co., Norwalk, Ohio	14.09
Goshen Churn & Ladder Co., Goshen	15.41
Heystek & Canfield, Grand Rapids	51.15
Wienand Heuss Est., Grand Rapids	50.00
W. P. Hopson & Co., Grand Rapids	32.98
W. A. Hoebeke & Co., Grand Rapids	2.30
Indiana Indestructible Paint Co., Chicago	36.76
H. Leonard & Sons, Grand Rapids	35.00
Lisk Mfg. Co., Canandaigua, N. Y.	11.96
Lewis Geer Mfg. Co., Ypsilanti	14.46
Morley Bros., Saginaw	275.53
Michigan Hardware Co., Grand Rapids	65.84
Mills Paper Co., Grand Rapids	5.03
Milwaukee Corrugating Co., Milwaukee	34.54
Northwestern Stove Repair Co., Chicago	5.53
National Brass Co., Grand Rapids	9.72
Pittsburgh Plate Glass Co., Grand Rapids	87.01
Patek Bros., Milwaukee	359.74
Rosenbush & Solomon, Chicago	13.15
Rupp & Wittgenfeld, Cincinnati	22.54
Rex File & Saw Co., Chicago	7.38
Red Star Co., Grand Rapids	2.00
John Seven, Grand Rapids	227.83
Shipman Coal Co., Grand Rapids	19.15
Sherwin-Williams Co., Chicago	27.09
Standard Oil Company, Grand Rapids	29.00
Syracuse Twist Drill Co., Syracuse	8.54
Smoozer Lumber Co., South Bend	7.50
Safe Padlock & Hdwe. Co., Lancaster, Pa.	12.16
Toledo Plate & Window Glass Co., Grand Rapids	68.30
Virginia Ore Corporation, Grand Rapids	16.76
Wherle Co., Newark, Ohio	23.53
Western Hardware Mfg. Co., Milwaukee	5.75
Wabash Mfg. Co., Elkhart	12.96
Kent State Bank, Grand Rapids	554.00
Wm. Brummeler's Sons Co., Grand Rapids	175.00

A Much Wanted Man.

The book agent advanced toward the door.

Mrs. Flinn stood in the doorway with a huge stick in her hand and an ugly-frown on her face.

"Good morning," said the stranger, politely. "I'm looking for Mr. Flinn."

"So'm I," announced Mrs. Flinn, shifting the club to the other hand.



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

Barney says—

You've tried the rest
Now try the best

Worden's Hand Made
5c Cigar

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

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as Second Class Matter.

E. A. STOWE, Editor.

June 21, 1916

WOODROW WILSON.

The outcome of the St. Louis convention was exactly what the Tradesman predicted it would be as long ago as last January. There was no other name thought of seriously and no other presented to the convention. This is in accord with the established custom and has no special significance. The delegates could never have helped themselves to do differently, even had they so desired, so thoroughly has Mr. Wilson dominated the Democrats of late, often against their wish and sometimes to their advantage. That he has not had the entire approval and support of his own party at all times is certain, but it is fair to say that on such occasions he has had as much wisdom as his adversaries. He has come out ahead and they have been compelled generally to come to his terms. He controlled the convention as completely as Mr. Murphy ever controlled a Tammany caucus.

That the Wilson administration has made mistakes differentiates it from others only in degree. Even presidents of the United States are human and none of them ever have been or ever will be omniscient. It is urged that Mr. Wilson has made more and worse ones, that he has been vacillating and unsteady and that his attitude has not been sufficiently courageous and American under circumstances that are conceded to have been unusual and crucial. It is sure that had he done differently, the country would be better off and stand better before the world to-day. The European war created unprecedented conditions and the times have been strenuous. The question of preparedness is reckoned paramount, and that should apply to domestic industries as well as to defense. The times here are prosperous just now, made so by the war abroad, which can not last always, and when that is ended, a good many things in this country will fall with a thud if the present tariff policy continues operative. That is a question which should not be lost sight of for a minute, and which will, of necessity, be a big issue in this campaign.

That Mr. Wilson will be elected in November is altogether problematical, but those enthusiasts who think his defeat will be as easy as breaking

sticks will find themselves mistaken. This country has a large number of people who prefer correspondence to contests under any circumstances. Mr. Wilson is a man of ability and personal integrity. That he is autocratic and opinionated is both inherent and cultivated. When he has wobbled there were some ready with the answer that only wise men change their minds. He is ready with conversation adroitly worded and is a clever writer. Like many others the greater part of whose life has been spent with books rather than in actual and practical everyday activities he sees in the theory of free trade advantages which practical business insist are not there at all.

Mr. Wilson's greatest weakness is his apparent inability to surround himself with strong men. In this respect he is unlike Mr. Cleveland and—strange to state—very much unlike Mr. Roosevelt, who possessed remarkable genius in the selection and retention of experienced and competent advisors. Most of Mr. Wilson's mistakes have been due to this lack of care and discernment in the selection of men to uphold his policies and assist him in reaching correct conclusions.

Many will welcome the news that general opinion at the final hearings on gasoline prices before the Federal Trade Commission is that costs of motor fuels will continue to fall in the near future. A downward movement has already begun. In part, this is due to discovery of new fields, and increased exploitation of old ones; in part, to renewal of supply from the Mexican wells; and in part, according to witnesses, to the disappearance of a panicky fear which seized some refiners a year ago lest there be a prolonged shortage of crude oils. Improved methods of refining have not yet played much part in reducing rates, but there is hope that they will. The question whether the recent unprecedented increase in prices was in any degree traceable to monopolistic practices will be passed upon in detail by the Trade Commission's report, and for the present it can only be said that much conflicting testimony was developed by the hearings. It was asserted by independent jobbers in the Middle West that their prices had to follow those of the Standard Oil Company and that the industry there had been "demoralized" by the refusal of the Standard Oil Company of Indiana and the Standard Oil Company of Ohio to compete. Each of these companies asserted its separate personality, and stated that the lack of competition was merely apparent, and not the outgrowth of a business agreement.

People who look upon a piece of paper as so small as to be of no account should stop, look and listen. If they do they may open their eyes when they hear that 5,000,000 cords of wood are used in the manufacture of paper in the United States annually. Experiments with new woods are being made at present, for the price of white paper has increased so much that the manufacturers are looking for cheaper material.

CALLING OUT THE TROOPS.

The news that President Wilson had called out the militia of every state in the Union for service on the Mexican border, while not entirely unexpected, sent a thrill throughout the country. There have been critical periods before in the past three years when the two countries were on the verge of hostilities, but negotiations have intervened to prevent an open rupture. Fears are now entertained that the situation has become so bad as to require drastic measures. This is very emphatically demonstrated by the action of the President in calling out the National Guard of the country. Time and again it has been reiterated that the United States does not want war with Mexico and that is just as true to-day as ever. The President has been very patient—too patient in the estimation of many—and has endeavored by various ways and means to bring about peace in that unhappy country.

There can be no question that the present unfortunate situation is due to the lack of intelligent and patriotic leaders in Mexico. Carranza, the head of the de facto government, finds that his power is waning and is apparently willing to embroil his people in a war with this country solely that he may continue to rule. It is understood that he has been stirring up the Mexicans for some time with this end in view. He doubtless knows that the intentions of the United States are entirely in the direction of peace and that this country desires nothing more than to see Mexico again re-established upon a permanent basis of security, with a stable government, in the erection of which America has used its best offices. The sending of American troops into Mexico was quite as much for the maintenance of peace in that country as for capturing Villa and his bandits. Carranza also must know that the war must end in disaster to Mexico eventually, although intervention by this country may be the only way to bring about order. The only conclusion that can be reached is that Mexico, misled by selfish leaders, is foolhardy in courting hostilities with the United States.

Mexico, the scene of many raids and warfare for years, is in a much weakened condition. The people are in a deplorable condition. Anarchy is said to prevail throughout the greater part of the country. The so-called leaders are rather plunderers than patriots. It would probably be a mistake, however, to conclude that this country, in case of war, would have an easy task. Carranza has a large army of seasoned men and it is reported that he has them effectively disposed with the intention of attacking American troops and provoking a war. It is also probable that a declaration of hostilities would cause all the bandit groups of the country to unite under the banner of first chief. Thus at outset the American soldiers would undoubtedly meet with considerable resistance. But there can be no doubt of the ultimate outcome, considering the resources of this country as compared with already prostrate Mexico. At this writing the Washington dispatches give little information as to the facts which led the President to call out the militia and it is possible that

it may be only a precautionary measure, but one showing Carranza that the country is at last through fooling with him. Such is the situation developed by border raids and the apparent incapacity of the Mexicans to establish a permanent government, that intervention seems probable.

NEAR THE BREAKING POINT.

As expected, the conference between the railway managers and the four railway brotherhoods broke up last week with a sharp rejection of the union demands by the companies and a refusal by the union leaders to accept any proposals looking to arbitration. The next move is that of the brotherhoods. An appeal will be made to the rank and file to give the leaders authority to call a strike. There is little doubt that it will be granted and that the union representatives will go into another conference with their power thus greatly strengthened. If a second deadlock ensues, the railways may again call for the mediatory services of the Federal Government under the Newlands act of 1913. The chairman for the workers characterizes the chances for arbitration as slender, saying that the men are against it "because of the difficulty of obtaining neutral arbitrators who know the intricacy of the issues." But in the next month it will be the business of public sentiment to make the unions understand that, if the two sides cannot come to a compromise, the country will have no patience with those who would choose to tie up its traffic rather than submit their case to an impartial tribunal.

The principal demand of the brotherhoods is for a "basic" eight-hour day, with greatly increased wages for overtime. But before it can be passed upon it must be shown what is actually meant by the fact that in a typical recent year there were 260,000 instances in which crew members worked for sixteen hours; whether it is true that trainmen can earn an adequate income only by working for excessive periods; and whether, as the railway men claim, a feasible increase in the running time of freight trains, from ten to twelve and a half miles an hour, would bring most runs within the eight-hour limit. The railways should be able to estimate the probable cost of the change with some accuracy—their present statement is that it would be from seventy-five to 100 million dollars yearly; and their contention that it would be grossly unfair to the 82 per cent. of railway workers outside the train crews can be amplified by detailed comparison of the wages paid the two classes of labor. The campaign of education has already begun, one precedent being broken in the admission of reporters to the recent conferences.

It is a salesman of the higher order who devotes his energy to the moving of old stock and "slow sellers." Such a man is more than a clerk; he has the makings of a merchant.

Be careful about accepting favors from people when it may prove embarrassing to be under obligations to them.

NEW LIGHT IN THEIR EYES.

Keeping County Prisoners at Work Out of Doors.

After nineteen years of idleness; nineteen barren winters and nineteen weedy summers, the old Kent County Fair grounds on Madison avenue, at the crossing of the Michigan Central Railroad, is once more showing signs of useful public activity. The scene of many former gatherings of Kent county's country folk; where the sires and dames of some of our present dairy herds vied for blue ribbons; where neighborhood disputes as to relative merits of the good wife's preserves were decided; where the court of last resort for ambitious pumpkins and squash was held; where self satisfied hogs grunted despite the color of the ribbons they wore, a new idea is going into practice.

During all these years a scattering few survivors of the old Kent County Fair Association have kept up a semblance of the old organization. Hoping year by year that the fair would again come into its own and for a return of its former prosperity and community usefulness. But as the success and permanency of the competing Comstock grounds in the north end became more assured, interested citizens cast longing glances at the 146 inviting acres and vacant building with an eye to again turning them to some good public use.

Various groups and gatherings discussed the latent possibilities, but the task of convincing all the directors and members or stockholders of the Association who had clung to their hopes all these years, of the wisdom of giving up the grounds to some new public service was a hard and tedious one and many tired of the effort. Spasmodically, some ambitious group would pass sets of resolutions that usually died with the drying of the ink on them. At one of these meetings, G. J. Johnson, manufacturer of cigars, who more than once by deed had demonstrated a keen and active interest in public welfare problems, asked that he be allowed to submit himself as a committee of one with power to act as a substitute in place of the impending set of resolutions. His offer was accepted and he set to work. After several months of intensive effort, his soliciting met with success. On December 27, 1915, a meeting of the stockholders was held on the grounds in the old Art Hall. With a bleak wind blowing and the snow sifting through the rafters and broken window panes, the meeting was called to order and by a unanimous vote it was decided to turn the property of the Fair Association over to the Kent County Board of Supervisors, the only consideration being that the county pay outstanding debts to the amount of less than \$5,000.

A committee was appointed from the Board of Supervisors composed of Supervisors Welsh, Swarthout, Rogers, Rice and Mulder, who were to have charge of the grounds and make recommendation to the Board as to what use the property should be put.

At the May 1916 session the committee reported recommending its

use as a work farm in conjunction with the county jail.

The Board made an appropriation of \$2,000 and work was begun. From ten to fifteen men were taken from the jail and set to work under the direction and supervision of one lone deputy sheriff. At first the men were carried to and from the jail in automobiles daily until they had prepared suitable quarters on the farm.

The Secretary and Treasurer's office buildings which formed the imposing entrance to the old fair grounds were

has been found on the grounds. The holes left by removing the towers were patched with boards from the art hall. The old hanging doors from the "Palace of Fine Carriages" provided the new double flooring for the deputy's home and under the direction of deputy Robert London, whose resourcefulness and ingenuity are only exceeded by his interest in the undertaking, it is expected to build the permanent quarters for 100 to 150 men without going outside the grounds for a stick of lumber.



SWARTHOUT, ROGERS, MULDER, WELSH, RICE,
Kent Farms Committee of the Board of Supervisors

attacked first. The high, ornamental, ginger bread towers which had become a fine haven and refuge for all the bats and birds of the neighborhood were demolished. New roofs were put on; the interior scrubbed and painted; chimneys rebuilt and the buildings taken off their foundations and moved back into the grounds to a more suitable location.

The former caretaker's house, just inside the gate was entirely renovated. New roof; new floors; replastered and papered; scoured and painted from

The value of being able to furnish useful employment of this kind in place of the old depressing job of cracking stone is clearly shown by the changed spirit of the men. They know that their efforts are being put to a profitable use. They can feel that whatever their minor offense is they are squaring accounts with society and can leave mentally and physically able to start out anew. The moral incentive of being placed strictly on their honor is also not to be lost sight of. There are no bars or locks



FARM TRACTOR AT WORK AT KENT FARMS

top to bottom. This is now the home of the deputy in charge. The old race track fence and judge's stand were cleared away and under the direction of H. G. Smith, County Agriculturalist, forty-five acres were plowed, prepared for seed and planted.

All this has been done by men from the jail, who would otherwise be wasting out their terms by breaking stones by hand; a useless, senseless and profitless work.

The lumber for all the remodeling

only in need of a little encouragement and moral stimulus, cannot be over estimate. The classes in "Advanced Vice and Crime for Beginners" which have held sway in the county jail for so many years have suspended for lack of pupils. The prospects now being that the first offender will elect the new course, consisting of fresh air, good surroundings and helpful employment. The sentiment of the men toward the new method was amply expressed when, in the beginning, it was only possible to take out to the farm ten or twelve men, and each morning they lined up and begged for a chance to go out and urged as arguments their industry of the previous days or a promise of how good they could work if only given a chance.

For this summer the work will consist of completing the quarters for about fifty men and doing the general farm work. The main crops will be beans and potatoes, with enough garden truck for their own use.

A flock of hens, herd of cows and some hogs will also be kept. It is planned to utilize the garbage from the several county institutions to fatten the hogs and it is expected that in return the other county institutions will be kept in eggs, butter, milk and pork.

Before the demolishing of the old buildings on the grounds and the erection of all necessary permanent quarters is completed, it is expected suitable and profitable employment for the winter months will be arranged for. It is planned to provide for the accommodation of from one to three hundred men. Already the sheriffs of adjoining counties are making enquiries as to terms for sending their prisoners to Kent.

While the work has not been under way long enough for the general public to appreciate or express an opinion, those in charge know from the expressions of the citizens who have interested themselves enough to call and who have understood the true meaning of the new look on the men's faces; the absence of the usual prison palor and the new light in their eyes that, so far as the welfare of the men is concerned, the venture is now an assured success.

George W. Welsh.

What the Friends of a Failure Said.

He lacked tact.
Worry killed him.
He was too sensitive.
He couldn't say "no."
He did not find his place.
He never managed to save.
A little success paralyzed him.
He did not care how he looked.
He did not guard his weak point.
He was too proud to take advice.
He did not fall in love with his work.

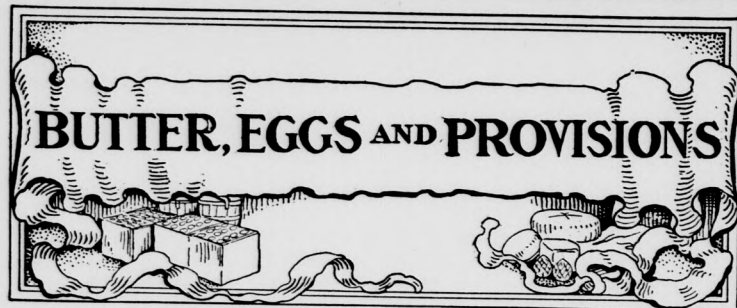
He got into a rut and couldn't get out.

He did not learn to do things to a finish.

He loved ease; he didn't like to struggle.

He was the victim of the last man's advice.

He was loaded down with useless baggage.



History and Growth of the Centralizer Movement.

The generally accepted meaning of the term "creamery" is a small butter manufacturing establishment in the country. As the creamery industry increased in volume, some of the individual creameries also increased in size, until the yearly butter output exceeded the million-pound mark. The centralizer creamery—to make an arbitrary distinction—is a factory which collects cream throughout several states in such quantities that the butter churned exceeds one million pounds yearly. The difference between the centralizer creamery and the country creamery lies in the extent of operations. The country creamery operates on a small scale, while the centralizer creamery operates on a large scale.

In the last twenty-five years the centralizer creamery has grown from nothing to a point where it threatens to crowd the small creamery plant out of existence. There are approximately 375 centralizer creameries in the United States to-day, making from 45 to 50 per cent. of the entire creamery butter output of the country. The rapid growth of the movement tends to increase still more rapidly in spite of the strong opposition of a large part of the agricultural press.

The first creamery which practiced the centralizer method of gathering butterfat, was founded in 1876, at Monticello, Ia. Milk stations were maintained in several adjoining communities. The next centralizer creamery opened its doors in 1890 at St. Albans, Vt. It was a whole milk concern and, while it was perhaps an advance over the first centralizer at Monticello, Ia., it was only the beginning of what we now know as the modern centralizer. It had skimmed milk stations from which the cream was sent on to the churning plant. The skimming stations were abandoned in 1903, being outgrown because of the hand separator method of separating cream.

The first modern centralizer was started at Lincoln, Neb., in 1897. The second large centralizer creamery was founded in Sioux City, Ia., in 1898. At the present time, the output of the latter company approaches 12,000,000 pounds of butter yearly. The product of the several plants of the former company was somewhat greater during 1913.

In 1900 the Bridgeman Russell Co., of Minnesota, and the Blue Valley Co., of Missouri, both sprang into existence. The fifth important creamery company was the Continental Co., of Kansas, started in 1902.

From the above dates, it is apparent that the centralizer creamery movement has taken place largely within the last ten to twelve years.

To mention other large centralizer creameries, there is the plant operated by Schlosser Bros., of Indiana. Swift & Co. has a line of creameries throughout a number of states. Armour & Co. is establishing a similar line at the present time. On the Pacific Coast prominent centralizing plants are the Townsend Creamery Co., Sunset Creamery Co., Washington Creamery Co., Hazlewood Creamery Co., Damascus Creamery Co., and the Creamery Department of the Union Wheat Co., all in Oregon. In the State of Washington we have the Hazlewood Co., the John B. Agen Co., the Clock Produce Co. and the Whiller, Reid and Paese companies. At the present time, the centralizer creameries manufacture the most of the butter in Nebraska, although the business is important in Kansas, Oklahoma, Missouri, Colorado, Iowa, Minnesota, North Dakota, South Dakota and Michigan. Other states contain centralizers; however, not to as large degree of importance.

The centralizer creamery in its phenomenal growth has caused untold injury to the small creamery, especially the co-operative plant. Whether the damage done is justified by the grade of butter manufactured by the centralizer, or whether the centralizers in doing this damage have always acted entirely according to the ethics of business, it is not the purpose of this treatise to take up. Perhaps, however, the requirements of a co-operative creamery for successful operation may partially show why the centralizer has succeeded, as well as indicate the relation between the two methods of buttermaking.

In the first place, at least 600 cows are necessary to furnish enough butterfat to maintain the small creamery; for in the arid region of the Middle West the cows do not average over 135 pounds of butterfat, and at least 80,000 pounds of butterfat are required yearly for the economical maintenance of the small creamery. The patrons must be within ten miles of the plant in order to ensure a good quality of cream. The buttermaker must be an efficient manager and an expert buttermaker, as well as a mixer among men. The patrons must be loyal to the creamery in times of competition.

In the sparsely settled regions of the West it is impossible to produce enough butterfat within a small enough area to guarantee a high quality of cream during hot weather. Hence, the centralizer creamery is the only sane method of marketing butterfat in these sections at the present stage of agricultural development. Perhaps, as the cow population increases, there will be an opening for the small creamery.

The great question which can only be

asked and then left for time to solve is, "Can the small creamery or any creamery which does not make butter by the millions of pounds compete with the centralizer creamery with its high managerial efficiency?" The owner of one of the largest centralizers in Nebraska believes that it can not. But as long as the centralizers maintain the expensive cream agent system of purchasing butterfat, the small creamery is not in any grave danger. However, the leaders in the centralizer movement are even now planning to do away with the cream agent. What the outcome will be is at best a conjecture.

Lots of beautiful days are spoiled by the grouchy fellows who can't help thinking there'll be rain before night.

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AUTOMOBILES AND ACCESSORIES

Georgia Court Upholds Verdict Against a Driver.

"The court of appeals of Georgia has decided that a person who injures another by driving an automobile recklessly may be prosecuted by the State for assault and battery. Lawyers who have followed the case say that if the injured party dies, the driver may be charged with murder. In the test case a motorist who ran into a buggy, injuring two women, was tried and convicted of assault. He was fined \$250, and he appealed. The court of appeals upheld his conviction."

The foregoing, which appeared in the daily papers of a recent date, is likely to cause reflection in the part of automobile drivers not only in Georgia, but throughout the country, in view of the fact that courts in other states are expected to use the Georgia ruling as a precedent.

The question arises as to what constitutes reckless driving. It is true that frequently the victims of accidents, of the above nature, have their own carelessness to blame for their trouble. However, under all conditions it would be necessary for the driver to prove beyond doubt that he was not driving recklessly and this naturally would sometimes be difficult, no matter how innocent of the charge he might be.

A Detroit attorney of experience in cases of this nature, is of the opinion that the precautions taken by the defendant would have weight in determining the verdict of the jury as to the recklessness of the defendant's driving. If it can be established beyond a reasonable doubt that the driver was not recklessly driving, the burden of responsibility for the accident must necessarily fall largely on the shoulders of the victim.

"To make my point plain," said the lawyer, "we will suppose that the defendant is compelled to admit in court that, although he was driving his car at a high rate of speed, the warning signal with which his machine was equipped would be introduced as part of the evidence and its efficiency demonstrated to the jury. If its warning tones were loud enough to carry any distance required, the only remaining evidence he would have to establish in his own behalf would be that he was driving carefully and did use his signal. His speedometer would bear evidence concerning the speed he was going, and passersby who saw the accident would, on the witness stand, confirm his statements that he used his warning signal. When evidence to this effect had been introduced and found correct, could any jury charge the defendant with reckless driving? It could not.

"The lesson in the whole case is this: See that your car is properly equipped with the right kind of warning signal and drive carefully."

Weigh Your Truck One End at Time.

Tires serve as a cushion for the truck and its load; they absorb shocks and vibration. Resiliency or the liveliness of the rubber should not be the only thing to consider in the selection of the equipment.

The tires must be compounded, constructed and designed so as to be tough enough to recover from displacement and not break down under the traction strains, loads, speed, etc. From a standpoint of economy in operation of the truck, the tires should possess the greatest degree of liveliness practical with rubber possessing the toughness to carry the load without breaking down in long, continuous service.

Tires adapted to the conditions of usage will play an important part in the performance of the truck and its maintenance cost. Getting the best results from the truck will also, in turn, apply to tires.

To meet the demand for long wear in mileage, some manufacturers offer tires of very hard, stiff rubber: resiliency and shock-absorbing qualities are sacrificed to the detriment of the mechanism of the truck. The continual cost of frequent repairs to trucks, the time and earning power lost by frequent lay-ups more than offsets any advantage or lower cost of tire mileage.

If, on the other extreme, the cushioning properties of the tires are developed beyond a safe limit, the rubber must necessarily be of a soft yielding nature, and therefore more susceptible than the firmer tire to damage from heavy loading.

The weight of loads to be carried, the weight of truck, the distribution of this weight on front and rear wheels, style of spring suspension, method of power transmission, speed of truck, height, width and length of body are things considered by truck engineers and tiremakers in determining the tire size necessary for equipment. It will be appreciated, however, that because of the vibration in the kind of merchandise carried, the condition of streets or roads and other things in the usage, the performance of the tires will likewise vary.

Selection of tires suitable in size for weight of truck and load is perhaps the item of most importance. The weight of truck should be ascertained by running the front half of it (empty) on a platform scales (middle of wheel base to be the dividing point), then weigh rear half

of truck; the same plan to be followed with the truck loaded.

The approach to the scales should be level and if reasonable care is exercised in weighing it will be easy to compute the loads carried by front and rear wheels.

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Visits to Hadden Hall and Chatsworth Castle.*

We left Whaley's Bridge the morning after our unique experience with the waiting maid, feeling that as a part of our trip this brief sojourn was interesting but not altogether pleasant. Our next stopping place was Buxton, the highest city in all England, and from Manchester it is a continuous climb. Just before we reached this elevated town there was a half mile of incline downward which we thought would be a relief to us from the hard pedaling we had been doing for hours in reaching the summit. There had been a little rain and it was still misting and we were on a lime rock road with about one-half inch of thin white mud upon the surface. It was greased for this particular occasion and we found the utmost difficulty in maintaining our balance while gilding about over this sea of mud and when we arrived at the bottom, having expended a great deal of energy in keeping our equilibrium and using the brakes, we were reeking with perspiration and pretty well plastered with mud. After seeking hotel privileges and getting fairly well dried out, we took a trip around what was known as the Duke's Drive, a beautiful stretch of highway around the city and famous among all tourists to this locality. The only blemish to us Americans was the prevalence of hedges which hid some of the fine landscapes from us as we traversed the road. We visited a number of the stores and were pleased to find Grand Rapids carpet sweepers and American lawn mowers the most attractive among the machine and implement displays.

We had been told in advance that one of the finest and most beautiful park areas in all Britain was to be found at Buxton and that it was a private affair and maintained for income. Four pence was the entrance fee and it did not seem to us that, no matter if the visitors came in multitudes, this would be sufficient to make a satisfactory income, but after entering the grounds we found that all sorts of methods of recreation were indulged in and for each one there was a special fee and it was patronized so liberally that the fact the corporation netted 5 per cent. on its investment was accounted for.

The park is called "The Gardens," and there are two prominent streets that traverse it, but the landscaping has been done so perfectly that no one passing over either of the highways would have any conception that they were in the midst of a park and

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

no people in the park would dream that there were any streets crossing the beautiful area. I should judge that there is between twenty and thirty acres in the park and different portions were devoted to various horticultural groupings, giving wonderful variety to the gardens. In one corner we found a rockery. Never before had I seen an artificial rockery that was in any way satisfactory, but the image of nature was so perfect in the arrangement of the ledges and the placing of the plants, both flower and flowerless, suited to the situation, that the whole effect was one of nature having her own sweet way.

Buxton is a celebrated watering place that would compare with Niagara Falls or Saratoga Springs in its popularity. We were now in Derbyshire and from the notes which had been given us by Mr. Robinson, in London, we found that there were many things in this locality which would be useful for us to see, and after spending most of the day at Buxton, we mounted our machines and turned towards Rowsley. We had wired ahead for quarters at the celebrated Peacock Inn. We passed over miles and miles of beautiful roads, always dropping a little lower as we proceeded from the high elevation we had attained at Buxton. Most of the way we coasted and took many occasions to step from our machines for the purpose of admiring some new and beautiful landscape. We passed through the village of Bakewell and while there was nothing in the village itself worth remembering, just in the outskirts was a beautiful playground and just at the close of the day we found everything in motion. There were cricket, baseball, bowling and other manly activities, which were supplemented by dancing greens and in one part of the grounds we noted a lot of girls daintily dressed for a summer evening, engaged in tripping the light fantastic toe to music that was discoursed by a band. We stopped for a few moments at the enclosing fence and while watching the beautiful scene, I heard one of my companions murmuring something rather incoherently. As I was listening, I heard this expression, "Too bad! too bad! But I cannot help it. I am a stranger here in a strange land, but I am awful sorry for those poor girls. It is just too bad."

"What is the matter now and what are you grumbling about when we are having such a good time?"

"Why, we are all right, but see those poor girls waltzing over there without any boys to dance with. How I wish I was with them."

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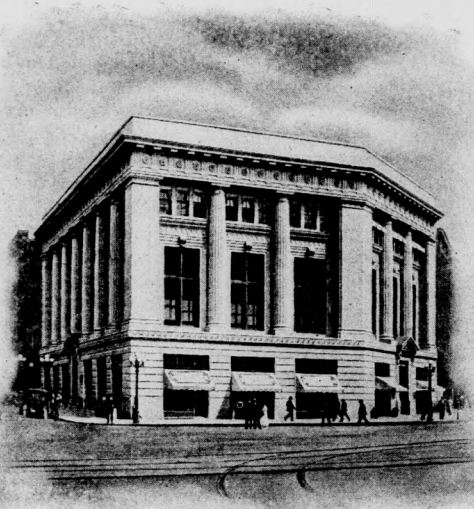
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Not having any method of introduction, we simply had to leave without in any way entering into any partnership with the young people who were having such a good time on the playground.

From here we proceeded to the Peacock Inn, only to find that it was full to the limit. After some enquiry, we found in Ivy Cottage a place of domicile which gave us for three days the keenest pleasure, and we were always glad that we failed to get in at the Peacock Inn. Our first day was a rainy day at this cottage and we were shut in for the whole time and so became acquainted with the father and mother and daughter who were our entertainers. We had an example of English exclusiveness even here and their interpretation of their responsibility to guests. In our own country the highest expression of hospitality would be the privilege of sitting down with the family and enjoying the meals together, but the English method was to furnish the meals in our rooms, only appearing in evidence as waiters when their service was needed. However, we probed through the English exclusiveness enough to come in close and delightful companionship with this little group during our sojourn. We found that they had entertained Longfellow, Whittier and Holmes and many other noted Americans and I could not help but think that the delightful catering was due to the fact that they understood the kind of things that Americans like.

Following the rainy day the clouds disappeared and we had a beautiful morning to visit the two celebrated places in this vicinity—Hadden Hall and the domain of the Duke of Devonshire, known all over the world as Chatsworth. As illustrating the entertaining replies which we received to our interrogations, an incident just before we arrived at Rowsley may be of interest to you. Meeting a countryman just as we were entering the environs of Rowsley, we accosted him and said, "Is this the road that passes Hadden Hall?" "Adden All?" he responded, "It's a fine hold place. Did you come 'ere on purpose to see the All?"

"Well, we expect to visit it before we leave Rowsley. Does this road go by it?"

"Some goes this way to Rowsley and some goes the back road. Both ways is good."

"Will you kindly tell us if we can see Hadden Hall from this road before we reach Rowsley?"

"Adden All is the holdest place 'ere and many come 'ere to see it. You hare Hamerians, hain't you?"

"Yes, yes, but where is Hadden Hall?"

"Is those machines Henglish make or did you bring them with you?"

"Well, good day. We hoped to get a bit of information from you," and, mounting our wheels, we were speeding away when we heard him calling from the distance, "The All is just hover the ill yonder to the left." This was a single sample in trying to get information on the road.

The morning of our visit to Hadden Hall was perfect indeed and the roll

over the beautiful highway to reach the ruined castle was exhilarating. We were met by a young woman at the entrance who piloted us through the place and the ground. We saw the great shelf in the kitchen—a massive oak plank which had been in use for centuries until there was a series of chopping bowls developed. The sinks were all stone and the tables and floors of the basement exhibited centuries of wear. We were shown the garden through which Dorothy Vernon passed when she eloped from the castle. We were shown the rich tapestries of her bed room and even the cradle in which she was rocked. Paintings and armory and household utensils which were centuries of age were exhibited and descanted upon. The most interesting feature, however, was the grounds, which originally had been covered by oak forests which had been cut down and the timber and lumber used in shipbuilding many generations ago. After the forest had been cut off, some thoughtful proprietor had planted acorns in regular rows and they had grown up to be wonderful forest trees, many of which measured from ten to fourteen feet in circumference at the height of a man's shoulder.

From this old castle we went to Chatsworth, which was strangely in contrast because it was modern in every respect. The domain is about nine miles in circumference and is largely devoted to pasturage. The entire manor is traversed by beautiful roads and there does not seem to be any waste in fencing. A line of division between pastures was made by a river which winds its way through the fields. We made an estimate of the stock which we saw in traversing the domain and made up our minds that there were about 1,000 cattle of various breeds and probably 200 deer, besides flocks of sheep. All the deer and the cattle seemed to be on friendly terms with each other, but they flocked by themselves. The leading breed of cattle was short horns and as fine specimens as I ever saw. The landscaping for this wonderful estate was done by the famous Loudon. The arrangement of gardens was one of great formality. To illustrate the popularity of this place, we were told that 800 people were there the day before we visited it and the great wonder of the Americans was that the owner should be perfectly willing to devote this estate to the public. The small fees that were paid by visitors went into the hands of trusted employes and every courtesy was extended that we could possibly ask for. Here are the finest private gardens and conservatories, unequaled anywhere in the world. The wood carvings in some of the rooms of the castle were exquisite. I recall now a perfect imitation of lace done in wood and many other things that were equally marvelous. We were told that the great fountain which throws a stream 265 feet high was only exhibited on great occasions and there needed to be considerable pressure brought to bear to secure the courtesy of seeing this most spectacular feature of Chatsworth. The various employes of whom we en-



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quired all told the same story, that when the Duke was not there the fountain was rarely in action. Upon enquiry we learned that the responsibility was in the hands of the head gardener. We sought him and used all the persuasion we could display putting some emphasis upon the positions of prominence we occupied in American and exhibited our letters of introduction and finally he was impressed and told us that just before sundown, if we would take a certain position, he would turn the fountain on. The head of water comes from hills in the vicinity and after we had adjusted ourselves upon the grass and were enjoying the play of the evening sunlight upon the pictures in foliage and grass, the water began to rise and it took a number of minutes for it to reach its maximum height. The rainbow which was produced by the mist and the evening sun's rays was a marvel of beauty and we felt, as we rode away from this wonderful fountain, that a picture had been etched upon our minds which would remain with us as long as we lived. This was a fitting close of a wonderful day of sightseeing among things which were entirely novel to Americans.

Concealed Bank Assets.

Some banks, and usually those most carefully managed, not infrequently have assets which their balance-sheets fail to disclose. The object of this is to provide for losses without making any deduction from the surplus or undivided profits as published. Is this deception? Hardly so, in the ordinary sense of that term, for it can not be said that a bank whose condition is really stronger than its published statements show is deceiving anybody.

But there is a "concealed asset" of another character.

There is a comparatively small bank in a large city whose banking rooms are so arranged that its principal officers are concealed from the public view. Entering the bank you can see at a glance every note teller, receiving teller, paying teller, and even the book-keepers are all in plain sight. Only by straining your neck and peering around a corner you can get a sight of one or two subordinate officers. The president and vice-president are not to be seen. It might be interesting to figure out how much that bank would gain if its president were placed where he could see and greet those who enter the bank. For he is a man worth seeing and knowing.

Presumably the president of a bank is the chief representative of the institution. Why should the bank not put its best foot foremost, so to speak?

Is your bank hiding its officers from the public and thus concealing what should be one of your principal assets? —Bankers' Magazine.

The Lightning's Flash.

A flash of lightning lights up the ground for one-millionth of a second, yet it seems to us to last ever so much longer. What happens is that the impression remains in the retina of the eye for about one-eight of a second, or 124,000 times longer than the flash lasts.

Activities in Some Michigan Cities. Written for the Tradesman.

After operating its garbage reduction plant for the past seven months, Pontiac has concluded that the plant cannot be made self sustaining. It is figured that the actual loss under city operation would approximate \$4,000 a year and Frank Harger, who has been in charge of the plant, takes it over for three years, at \$800 a year. Instead of trying to make fertilizer, it is planned to cook the garbage for pigs, after removing the grease.

Allegan aims to shut out peddlars and transients by exacting a license fee of \$25 a day for itinerants and \$10 a day for people operating stands.

Battle Creek has ordered a \$9,000 triple combination fire engine for No. 3 station. A steam shovel costing \$4,550 has also been purchased for use in making excavations for pavements and sewers.

Industrial growth at Benton Harbor is shown in recent orders of the Michigan State Telephone Co. to expend \$10,000 there in extension work, largely in the fast growing south and southwest sections of the city.

The Pere Marquette Railroad is removing its accounting department from Detroit to Saginaw, which means that thirty-five employs will go to Saginaw.

Warden Simpson, of Jackson prison, will ask the next Legislature to authorize a change of name of this institution from Michigan State Prison to Michigan Industrial Institute. He seeks to soften the stigma somewhat, as has been done in other institutions such as changing "reform schools" to "industrial schools" and "insane asylums" to "state hospitals."

St. Joseph will celebrate July 4 and 5 with fireworks, music and a Venetian night pageant on the water.

Work has started on Muskegon's new postoffice building. The contract calls for its completion by March 1 next.

The banks of Charlotte will close Thursday afternoons during July and August.

Detroit has two tax rates this year, one for people living inside the old city limits and one for annexed territory. The rates are \$18.52 per \$1,000 of assessed valuation in old territory and \$13.97 in the new, the new territory not being included as yet in Detroit's school system. Last year's tax rate was \$23.64 and the decrease was brought about through the great increase in assessed valuations.

Lansing's school population has increased 791 during the year and school buildings are overflowing.

The Michigan Children's Home Society opened a new building in St. Joseph this week. The new home was made possible through a bequest of \$20,000 made by the late Charles A. Chaplin, of Berrien county.

Alpena has engaged a tug boat for fire protection purposes along the river.

Saginaw has ordered a new auto fire engine of the combination type.

Almond Griffen.

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Sagacious Suggestions From Saginaw Salesmen.

Saginaw, June 19—Saginaw Council met last Saturday night. The attendance was good. The Grand Sentinel was on hand and was given a rousing welcome. He was introduced by Past Grand Counselor M. S. Brown, who spoke of the excellent work Mr. Ranney had done and in so doing had won for him the much-coveted prize, that of Grand Sentinel. Mr. Ranney responded and thanked the boys for their loyal support. Two candidates were initiated and given the full degree—H. A. Sowerby, representing the Dudley Paper Co., of Lansing, and A. W. Munger, representing the Gale Manufacturing Co., of Albion. Reports of the delegates to the Grand Council meeting were heard. Their praises for Traverse City were loud and long. Arrangements are under way already to capture all prizes at Bay City next year. No. 43 will be on hand in full regalia because everybody is going in full togs, headed by a seventy-two piece band. It was decided to dispense with meetings in July and August and during that time work up a big class for the September meeting. It is safe to say any of the local boys who do not belong to the U. C. T. will be glad to sign a blank before the September meeting. They will get little rest until they do.

H. E. Vassold, the Grand Old Secretary of No. 43, goes to Columbus June 26 to attend the U. C. T. Supreme meeting.

Mr. Cook bought the undertaking establishment of L. R. Decker, at Marlette, last week.

Charles Judd, manager of the U. C. T. base ball team, and known to all as "Judd the Julep man," was hurt last week by a heavy crate falling on his foot at the P. M. freight station. However, he was out Saturday by wearing his shoe "darkey" fashion.

W. S. King, a former resident of Saginaw, but now of Cleveland, was with us Saturday night. He travels for the National Casket Co., of Cleveland. He is a loyal U. C. T. and never fails to attend meetings when in town. He meets his family at Oscoda the last of this week and will sail from there for a two weeks' vacation up at the Soo.

Probably one of the most lonesome and discontented married men in this town is G. E. Wilson, of the Wylie-Wilson Co., of this city. Mrs. Wilson has been gone for some time visiting friends in the Buckeye State. I am informed that a consolation committee has been appointed to call on him and cheer him up.

Chester Lynch, brother of our Ora, who has been traveling for the Delamater Hardware Co., has resigned to accept the position of manager of the hardware department of the Chesaning Hardware and Implement Co.

Hurrah! Saginaw Council now has 280 men, good and true to the colors of U. C. T.ism. Watch 'em grow.

C. J. Becker, funeral director at Akron, has sold out. The name of the purchaser was not learned.

Mr. and Mrs. E. M. Owen delightfully entertained L. M. Steward and family and Mr. and Mrs. F. E. Wigen at their home, 607 South Warren, Sunday afternoon. Mr. Owen represents the Proctor & Gamble Co., of Cincinnati.

Herbert Smith, manager of the hardware department of Leipprandt Bros., of Pigeon, has resigned to accept a similar position with Terry & McConnell, at Flint.

Mrs. E. E. Ranney, mother of Grand Sentinel Ranney, has returned to her home in Jackson, after spending several weeks with her son and family on South Jefferson street.

Please take notice! Manager Judd wants the following ball players to report at Hoyt Park next Saturday afternoon at 2:30 o'clock: McManion, Whelan, Wolf, Akrens, Jr., Pidd, Beyer, Bremer, Frisch, Eberts, Baker, Robb, Putnam and Sellars; also Mr.

Toole, who travels for the Robinson shirt waist factory. Ben Mercer will be on hand with his old warriors and some heavy wagers are being made that they will trim anything Manager Judd can produce on the ball lot. Big time, be on hand, cars will be run to the park every fifteen minutes. Ladies and children urged to come. Admission free.

Floyd Brown, son of M. S. Brown, has accepted a position as assistant to the secretary of a large construction company which is building a big dam on the Manistee River, near Wellston, for the Commonwealth Power Co. It will take two years to construct the dam, which will be one of the largest in the U. S. when finished.

Many of the boys will be sorry to learn of the death of Mrs. George Dewar, wife of George Dewar, undertaker at Kinde.

Everyone has a sore neck. Don McGee is back in town and has been maneuvering in his machine over the city.

Am taking my vacation in Bay City this week. Most of the time will be spent in the Bay Circuit Court, Steward vs. Walsh. Some vacation!

Did you hear the latest? The U. C. T. baseball club met and defeated the famous A. K.'s at Hoyt Park Saturday afternoon. A great game it was, too. Many folks think all the traveling man knows is to sell goods, but we opened their eyes. The bleachers were filled when Umpire Ranney yelled, "play ball!" Everyone was on his toes in a second and almost enough runs were scored by us the first inning to cinch the game. Note, please, I said us. Yes, sir, us. I was subpoenaed by Manager Judd to handle the spirals that by chance might land in center field and although I had but one chance I fielded well. I threw myself in front of the oncoming bullet and it had to stop; in fact, it was the only way I could have stopped the darned thing. But when I was called to bat, you could hear everyone on the grandstand sigh. Two men on bases and the thoughts of me batting or trying to bat almost drove them wild. I looked the first one over and then with a mighty swing I whalloped one right on the nose. The two men on bases went home and I was on first. A mighty yell went up from the crowd. The umpire had to halt the game while the band marched round the field playing, "We judged you wrong, how sorry we are." The police finally cleared the diamond and the game was resumed, only to be stopped in the sixth inning by the rain. The U. C. T. battery was Eberts, Pidd, Frisch and Beyer; 1st base, Frisch and Brown; 2nd, McIntyre; 3rd, Bremer; short stop, Pidd and L. F. Snyder; center, Steward and R. F. Fox; umpires, Ranney and Mercer. Score, 4 to 3.

Plans are being made to play Bay City at Bay City the second Saturday in July and stay over for the meeting that night.

Arrangements are under way for a picnic to be given here soon. Watch for the announcement.

L. M. Steward.

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

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RAMONA THEATER

Better Than Ever

Brighter Than Ever

Bigger Than Ever

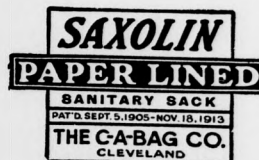
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Twice Daily:--- Afternoon and Evening



WHERE THE FLOUR COMES OUT—THE DIRT GETS IN.

The paper Film lining of the Saxolin paper-lined Cotton Sack—Closes the porous mesh of the cotton and prevents the Flour from sifting Out and likewise the Dirt, Dust and Impurities from getting In



Assurance of
Pure,
Clean Flour.

Ask Your Miller

The PAPER LINING does it

THE CLEVELAND-AKRON BAG COMPANY, CLEVELAND
Seal Brand Salt (Morton Salt Company, Chicago) is packed in this sanitary moisture proof paper lined sack

Use Tradesman Coupons



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.

Handling Furniture As a Hardware Side Line.

Written for the Tradesman.

Of the taking on of side lines there is no end. The hardware business is a steadily widening one; and it has reached a stage where there is difficulty in drawing a hard and fast line between what is legitimate hardware and what isn't.

As a matter of fact, the answer depends very largely on local conditions. If there is a need to be met, and the hardware dealer is the first to meet it, or meets it more intelligently than competitors in other lines, then it is legitimate.

One hardware dealer in a small town handles maple syrup. Now maple syrup cannot by any construction be classified as hardware. But this merchant, through his road men, is in closer touch with the sources of supply than any local merchant in any other line of trade. He is better situated to handle the business. He does handle it, and makes good money at it.

There are a good many hardware stores which handle furniture, and have found the line profit-making and satisfactory. In the narrowest and most limited sense of the word, furniture is handled in practically all hardware stores. Most hardware dealers stock refrigerators, kitchen cabinets, carpet sweepers and vacuum cleaners, and similar practical household lines suited to the kitchen and laundry. From the workrooms of the household is but a step—and a logical one—to the remainder of the home.

If, after a sizing up of local conditions, the hardware dealer is convinced that there is an opening in this direction—if he knows or is willing to learn facts about furniture and feels that he is capable of handling the line successfully—there is no line which dovetails more neatly into his regular business. The customer who comes to buy a stove, a range, a set of kitchen utensils, can be persuaded to look at dining room, living room and bed room furniture; and the salesman who sells the one line can, if he is intelligent and understands the goods, sell the other just as readily.

At the same time, the furniture business is like any other: it needs to be studied. Granted that there is a real opening, it is still necessary for the hardware dealer and his sales-

people to know the goods. It is better to make a beginning on a small scale, tentatively. The retailer is well advised to feel his way at first and find out by actual selling and getting in touch with real customers just what his customers need and want in furniture. If a hardware dealer handles vacuum cleaners or electrical goods, his salespeople must know how to operate them. Just so the hardware dealer who takes on furniture must know something about the different finishes, woods, styles of furniture; must be able to tell whether the upholstery is in genuine or imitation leather—and a host of other details that go to make the merchant helpful to his customers and a safe guide to intending furniture purchasers.

In short, the hardware dealer who wants to handle a wide range of furniture must develop himself into a furniture dealer as well.

In actual practice it is probably best to institute a special department, or to group the furniture with the households; and to put a capable salesman in charge; a man who will post himself thoroughly on the subject and give special attention to the more critical class of customers. The cheaper lines of goods any clerk can sell; but lines that run into money demand the attention of a fairly well qualified specialist. The more the salesman in charge of the furniture department learns about his goods—and, incidentally, about what people want and about what the manufacturers are turning out and about what competing stores are handling—the better the results he will produce. The man who wants a few cheap kitchen chairs will buy them anywhere; but the man who is purchasing an expensive parlor suite prefers to deal with a salesman who knows his business.

Of course, the extent of the furniture department will depend largely upon conditions. Here a merchant will find it best to handle only the cheaper lines, such as are in demand everywhere. In another place, a fairly extensive department can be built up and carried on to good advantage. Local conditions dominate. The merchant should aim to know these conditions thoroughly, and then to buy intelligently with a view to satisfying a demand which either exists or can readily be created. The merchant buys well who buys with one eye always on the selling end of the business. In buying, naturally, the retailer inexperienced in the handling of a new line will inevitably make mistakes, some of them expensive; but the man with the true

Tuthill Titanic Automobile Springs

Are guaranteed forever against center-breakage, where 75% of all springs snap, and are guaranteed for one year against breakage at any point.

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Get our prices before buying
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EASY AND PROFITABLE SALES Demonstrate in Your Store

The Eureka Electric Vacuum Cleaner

Won Grand Prize at Panama Pacific Exposition

INVESTIGATE! A card will bring you our proposition in detail

M. A. HARPER, Sales Mgr. West Michigan Branch
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Foster, Stevens & Co. Wholesale Hardware

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

"Blizzard" Ensilage Cutters



MR. DEALER: No need of your selling ensilage cutters which do not have any reputation. Every one knows the Blizzard is the best machine on the market, and size for size, based on actual capacity, it costs less than any other make. The Blizzard is the safest machine made. Our salesman in your territory is at your service to help you close your prospects. There is money in it for you, and best of all, your customers will be "boosters." Might as well handle "THE" ensilage cutter which you can sell, instead of trying to get business with just "an" ordinary machine. Think it over, then take it up with us.

Clemens & Gingrich Co.

Distributors for Central Western States

MAIN OFFICE
 1501 WEALTHY ST.

GRAND RAPIDS, MICHIGAN

mercantile instinct usually turns his expensive experiments to good account.

One difficulty will be that of finding accommodation for the new department. In some instances the department has been created to utilize otherwise unavailable space. A hardware dealer who owned his building had a flat above which he couldn't keep rented. He put in a furniture department and thereby secured a rental far better than he had ever had the temerity to ask of the ordinary householder.

Furniture requires much floor space; and where there is an extensive department, one window should be almost continuously in use for the showing of furniture displays. One merchant who handles furniture as a side-line to his regular business keeps always on display a model room—either a model living room, or a kitchen, or a dining room or a bed room. Naturally, such displays demand a large window, and are impracticable as window displays in the ordinary hardware store, although they can be shown on the floor. The same merchant features similar displays—usually three model rooms side by side—in a booth at the annual fall fair.

"The Household Equipment Store" is the slogan of one merchant who cut out implements and put in furniture instead. This merchant makes a prominent feature of practical advice on house furnishing. "Let us know how much you want to spend and we'll tell you how best to spend it," is his line of argument to the young couple just starting housekeeping. One interesting advertising stunt was an actual wedding in the furniture department window. The happy couple got \$50 worth of furniture free of charge; and the merchant was advertised far and wide by the stunt. An even better drawing card than spectacular advertising, however, is the policy of giving "free advice" on all house furnishing problems. To give such service to all comers requires knowledge of the goods. It requires a more careful study of house furnishing problems than 999 people in a thousand ever give those problems. But it makes the merchant a specialist to whom people turn confidently for advice; a specialist who can stretch a few hundred dollars to an incredible degree, and who, on the other hand, can show the man with thousands at his disposal just where to get the very best in furniture.

Of course, business on this scale is out of the question for the hardware dealer in most instances; but the principle, of knowing the goods and advising the customer, is just as true in the ordinary household department of the ordinary hardware store as it is in the biggest furniture business in the country. Know the goods—give good goods and good service—buy well and sell aggressively—these are watchwords of the successful furniture department.

Victor Lauriston.

Kind words never die, but the unkind live quite long enough.

Suggests Use of Lighter Weight Papers.

The use of lighter weight papers will do much to relieve the present stringency in paper-making materials and be profitable to paper users, according to Circular 41 of the Bureau of Chemistry, United States Department of Agriculture. Since the Bureau of Chemistry began to advocate this policy for the Federal Government, in 1908, many publishers of journals of large circulation and of important books, and many users of wrapping papers, have adopted this plan. It is believed that there is ample opportunity for additional saving in this way.

The weights of printing, writing, ledger, and wrapping paper in many instances can be materially and profitably reduced. This is especially true of coated papers, for which light, high-finished, supercalendered papers can be substituted with advantage in price, durability and utility. In a single year the Government through this plan reduced the cost of its ordinary printing paper about \$15,000 by lowering the weight of paper used from forty pounds to thirty-eight pounds per ream. In addition, there was an estimated saving on mail charges, due to these changes, of \$23,000, or a total saving of \$38,000 annually.

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

\$10. Automobile Refrigerators \$3.95

This is a High Grade Japanned Steel Box, about twice the size of a Tool Box to fasten on to any Auto Running Board; has insulated walls; fine brass lock and fitted to carry 10 lbs. Ice and a Dozen Bottles of "Pop." Just the thing to bring back the fish. Warranted to keep contents cool 36 hours. Retail for \$10.00. Will send a sample for \$3.95, subject to approval. Return at our expense if not satisfactory. Order quick, as you will need for vacation trade, and price will advance as soon as present stock made from material bought last year is gone, as it will cost us fully \$1.50 advance to build more.

VanDervoort Hardware Co.

Lansing, Michigan

Drink Habit Cured in Three Days

IT'S QUICK, SURE AND EFFECTIVE

A harmless vegetable treatment taken internally—no hypodermics used—absolute privacy with home comforts. Correspondence confidential. Interviews strictly private.

NEAL INSTITUTE For treatment of Drink and Drug Habits

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"The End of Fire Waste"

COMPLETE APPROVED

Automatic Sprinkler Systems

Installed by

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Grand Rapids, Mich.
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40,000 Grocers Say "Get the Sherer-Gillett Counter"

How do they say it? By using it themselves! What stronger proof can you ask? Wake up! Bestir yourself! These 40,000 men are increasing sales—boosting profits—while your old-time counter holds you back. Their stores are Shererized.

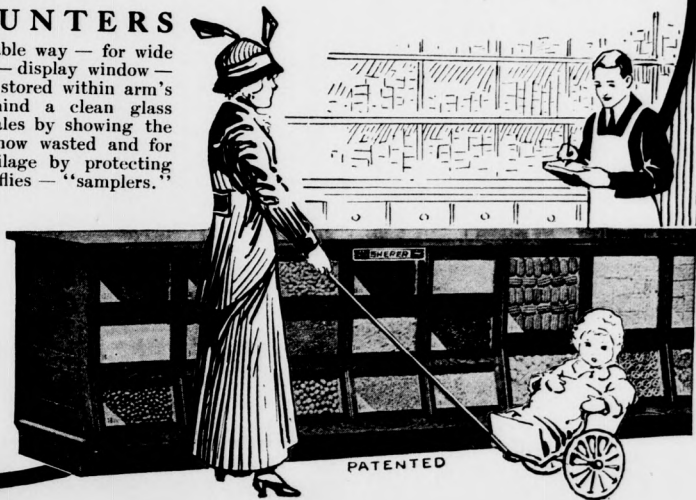
SHERER PURE FOOD COUNTERS

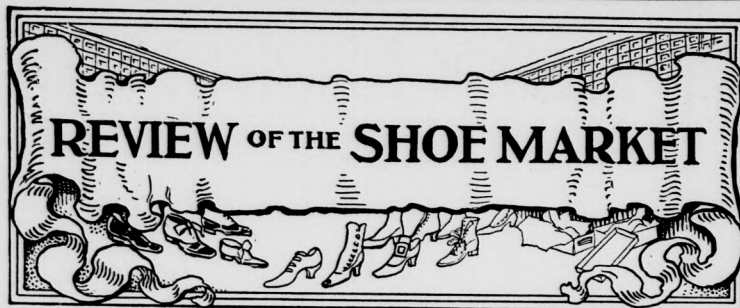
are the modern way—the profitable way—for wide awake merchants. Storage room—display window—counter—all in one! Thirty lines stored within arm's reach! Each item displayed behind a clean glass window! Saves steps. Makes sales by showing the goods invitingly. Utilizes space now wasted and for which you pay rent. Stops spoilage by protecting goods from dust—dirt—mice—flies—"samplers." The Sherer Pure Food Counter is a business asset which you should have.

Find out about it. Our free booklet E tells all. You can pay us as it pays you! Write today.

Sherer-Gillett Co.

1707 S. Clark St. Chicago





The Increasing Popularity of Low-cut Shoes.

Written for the Tradesman.

I recall a time, in my own age, when my personal conception of low-cut shoes for summer wear was associated with the idea of eccentricity and extravagance of taste and purse in masculine adornment.

It all dates back to some vivid impressions of my boyhood days. There may be no rime or reason in them—generally isn't in the impressions of a boy brought up, as I was, in a small, insular town of the Southland.

But the wonderful Toby Star—some of the boys had the temerity to speak of him as "Uncle Toby," although they were no more related to him than I was—always wore low-cuts on summer days when the weather was favorable.

Now anything Toby Star said or did or wore, claimed more than a passing interest with us boys.

Of all the men in our town, Toby Star was easily the most notable. He was considered the richest man in our town; and he lived in the largest and finest house—a great, rambling mansion that sat far back from the road, almost hidden from view of passers-by by trees and flowering shrubs and roses that bloomed luxuriantly in June.

Toby's wife was said to be a frail, delicate little woman, who never appeared at all in public, because she was so awed and subdued by the great fame of her husband; and Toby's daughter—then in the bloom of her young womanhood—never condescended to go with any of the young people of our town, because they were so poor and commonplace. At least that was the popular impression.

Toby Star had no boys.

And Toby Star wore low-cuts in summer.

I can close my eyes and see him now—a rather spare-built, sinewy, pre-occupied, rather fussily-dressed man, whose presence invariably filled us boys with vague disquiet and secret admiration. He had a quick, springy step—the kind of step that comes on you unawares. And he had a nasty, raspy voice—the kind of a voice that scares the liver-pins out of you when you've been caught trespassing.

Toby Star had hundreds of acres of the finest land running right from his mansion in town far out into the country. Some of the older boys used to boast that they had been "clean back to the end of Uncle Toby's farm." As a very small lad I used to consider that a long and perilous venture into the realm of the unknown.

I was mortally afraid of Toby Star. And so were all of the other boys, for that matter.

But Toby Star loved to wear his low-cuts in summer.

If it just hadn't been for that raspy voice and that menacing manner; and if it hadn't been for the presence of those posted notices that expressly and vehemently discouraged hunting, fishing and even trespassing (Under Penalty of the Law), we boys might have lived a perfectly ideal life in that little old Southern town.

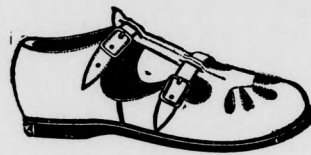
But even so, we couldn't always resist the witchery of his woodland pastures; for there the bluegrass was the softest, richest and most luxuriant, and there the shade of beech and sugar trees the most inviting, of all the countryside. But always we played there with secret terror, lest our presence be discovered. We kept the sharpest lookout to avoid being taken unawares, and we ran like little wild creatures when we saw him from afar sauntering down our way. And the sound of his angry, raspy voice coming down the wind made us quake—but we learned to quake "on high," and take the stake-and-rider fences almost at a bound. We dearly loved to fish in his pond, for it was fairly teeming with perch and little pot-bellied catfish that seemed never to be able to get their fill of angle worms, for they'd always "bite" there when they wouldn't "bite" anywhere else; but oh how trying it was to keep our eyes on our bobbers and at the same time maintain a sharp watch on every side for the wary, raspy-voiced owner of the premises!

But, as I have said, Toby Star wore low-cuts in summer.

Low-cuts in summer are common enough now, I dare say, in that quaint little, old Southern town (which, by the way, has grown appreciably during the last quarter of a century), but they weren't common at the time of which I write. As far as I am able now to remember, only Toby Star wore them.

Toby Star had the name of being a fastidious dresser—for a man. He invariably met the offerings of the weather with a suit adapted to the weather's requirements. If it were cloudy and cool in the morning, he wore a dark, woolen suit, and carried an umbrella with him instead of his

Barefoot Sandals and Play Oxfords



Will be Popular Selling

Styles for Children and Growing Girls During
the Next Two Months

We carry them in stock, all styles and sizes

No. 2758—Women's Tan Barefoot Sandal, sizes 2½ to 7	\$1.15
No. 3770—Misses' Tan Barefoot Sandal, sizes 11½ to 2	1.00
No. 3827—Child's Tan Barefoot Sandal, sizes 8½ to 11	.90
No. 4827—Child's Tan Barefoot Sandal, sizes 5 to 8	.80
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No. 3861—Child's Tan Barefoot Sandal, sizes 8½ to 11	.75
No. 4861—Child's Tan Barefoot Sandal, sizes 5 to 8	.65
No. 5830—Child's Tan Barefoot Sandal, sizes 2 to 5	.45
No. 3784—Misses' Black Barefoot Sandal, sizes 11½ to 2	.85
No. 3879—Child's Black Barefoot Sandal, sizes 8½ to 11	.75
No. 4879—Child's Black Barefoot Sandal, sizes 5 to 8	.65
No. 3771—Misses' Tan Play Oxford, Elk Sole, sizes 11½ to 2	1.00
No. 3970—Child's Tan Play Oxford, Elk Sole, sizes 8½ to 11	.95
No. 4970—Child's Tan Play Oxford, Elk Sole, sizes 5 to 8	.85

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Grand Rapids, Mich.

The name "Bertsch" on a shoe is day
by day meaning more in the minds of the people. The qualities it stands for are so uniformly good that every man will instinctively insist upon another pair of

Bertsch Goodyear Welt

when again in need of footwear.

You can rely on every pair to give that satisfaction . . . because they have those **SERVICE** and **SATISFACTION** giving qualities built right into them. In styles and lasts they are right up to date, making a combination that is **HARD TO BEAT**.

The **BERTSCH** Shoes are made from the very best material obtainable—Upper-Sole-Linings and Findings—for the service required. They are made in our own factory—a factory that has built up a reputation for quality, style and satisfaction, because every pair of shoes turned out by it has possessed these good qualifications.

In supplying the **BERTCH** shoes to their trade, dealers are not only making friends and profit for themselves—they have also the personal satisfaction of knowing that they have given more than a dollar in value for every dollar spent in their place of business.

If you are not now handling this line you should investigate fully.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.



famous gold-headed cane; but if it cleared off in the afternoon, and the sun came out hot, and Uncle Toby had occasion to come out upon the street, he came out in a light gray tweed or a brown suit of soft woolen goods. And his suit would be neatly pressed. And he'd come twirling his gold-headed cane. And he'd come wearing low-cuts!

Uncle Toby was something of a fop, and I recall that there was much speculation among our citizenry as to the amount he spent per annum on personal attire. Doubtless if we knew the figure now it would seem a paltry sum; but however that may be, he cut a wide swath in his day in the public notice of our insular little burg.

And his low-cuts undoubtedly helped to turn the trick.

Some of the low-cuts that may be had to-day in almost any town or city, from three dollars the pair upwards, would make Uncle Toby's low-cuts of those by-gone days look inconsequential. But that is due to the fact that the low-cut vogue has grown and developed marvelously since the days of Uncle Toby.

To-day we have low-cuts of many different kinds and varieties. And they are made out of various materials—chiefly leather, of course—and built on strictly nifty lines. At least many of them are built on such lines. There are low-cuts of shiny leather (not so numerous now as formerly) and dull leather low-cuts galore; Russia tan low-cuts, and cordovan, kid, and Palm Beech low-cuts; and all the vast array of low-cuts in white—canvas, buck, nubuck, kid, sea island duck and what not.

There are pumps, oxfords and sport shoes for women and growing girls, and many, many different types and styles of low-cuts for little tots, from the wee, wee people to the teen age youngsters.

And there are low-cuts for grand-ma and grandpa.

So, in spite of his eccentricities that made him a terror to the boys of our countryside, I am now convinced that Uncle Toby Star was ahead of his times, in that he loved to wear low-cuts during the hot summer afternoons and evenings when the other people of his town were sweltering in hot, stuffy shoes and dress boots.

In the days of which I write, most people—I meant most of the men folks—wore fine boots on Saturday afternoons and Sundays. These fine boots were generally (although not always) custom made. They cost from eight to fifteen dollars. And they were polished with Mason's shoe polish—the kind you always bought. Who can forget the trade-mark—the picture of the dog cavorting around at his reflection in the polished boot? The boot tops came almost to the knees, and the trousers were pulled down over them—except on rainy occasions when they were tucked inside the ample tops. How odd it all sounds now! But they were common enough then—even in the hottest weather.

But the low-cut type has come to stay, as a hot-weather style of foot-

wear. And there are reasons. It is a cool, comfortable, sensible shoe for warm weather wear. There is ample foot protection; and there is plenty of ventilation and the minimum of weight.

At a time when leather is becoming scarcer and scarcer in all the leather markets of the world, it is a good thing this type of summer shoe has become so popular. The upper leather in a pair of old-fashioned high top boots would make at least three (if not four) pairs of low cuts.

Cid McKay.

Three Legal Questions Answered.

Grand Rapids, June 20—Your letter of June 15, enclosing questions propounded by L. H. Wood, of Cass City, which he wishes answered, is received.

1. "How long is a chattel mortgage good?"

As between the mortgagor and mortgagee, a chattel mortgage is good for six years from the time it is due, or if after it becomes due payments are made on it, for six years from the time of the last payment.

As between the mortgagor and subsequent purchasers from the mortgagor or mortgagees or the creditors of the mortgagor, who become such without knowledge of the mortgage, it is not good unless it is filed in the office of the Township, Village or City Clerk where the mortgagor resides and where the property is, and if it is on a stock of goods, in the office of the Register of Deeds of the county where the mortgagor lives, and unless within the last thirty days of each successive year from the time of the filing of the mortgage, a renewal affidavit is filed with it. This affidavit must be made by the mortgagee or by his agent or attorney, stating the interest which the mortgagee has by virtue of the mortgage in the mortgaged property.

2. "Does note or account outlaw just the same if the debtor moves out of the state in which it was contracted?"

That depends upon the law of the state where the suit was brought, as that law would govern rather than the law of the state where the debt was contracted. In this State, if at the time the note or account is due, the debtor is out of the State, the suit may be commenced within six years after the time the debtor shall come into the State. If after the note or account has become due, the debtor shall be absent from and reside out of the State, the time of his absence shall not be taken as any part of the time limited for the commencement of the action.

3. "Does a creditor have to appear in person at time of suit in order to get a judgment? Would the attorney be obliged to have written power of attorney to represent without creditor's appearance?"

The creditor would not necessarily have to appear in person at the trial of the suit. If he is a witness, his deposition could be taken and used upon the trial, and same as his testimony if he were personally present. Whether he would get judgment or not would depend upon all the testimony in the case. In a contested case, he might not get judgment even if he were personally present. In this State, the attorney would not be obliged to have a written power of attorney in order to represent the creditor.

Reuben Hatch.

Schwartzberg & Glaser Leather Co

Shoemakers and Shoe Store Supplies

Both Phones

240 Pearl St. Grand Rapids, Mich.



The Big Seller

Season after season this shoe

Rouge Rex No. 442

MADE FOR THE MAN WHO WORKS

has been a big seller with the dealers who have them in stock

No. 442 is made from our best tan-nage of upper stock, tan colored Wolverine Kip. It has a 1½

inch cuff at top, and a full bellows tongue, and carries two chrome leather soles—the soles that give the best wear of any sole leather tanned. Price **\$2.35**

It sells at retail at a good profit, for the quality is there, and is immediately recognized by your working men who want good shoes.

Send for a sample case. We have them on the floor ready for at once shipment.

HIRTH-KRAUSE COMPANY

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Michigan

A Mule is Some Kicker and Our Mule Skin Outing Bal Will Stand the Kicks



This Tan "Mule" Shoe is JUST WHAT YOU WANT for the trade of the next two months.

Light and easy, but strong and serviceable.

No. 2641 @ \$1.25

Note the Price, \$1.25

With Gusset

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



Wonderful Vogue for Pile Fabrics This Season.

There is evidently to be a wonderful vogue for pile fabrics and to prevent any lack of fairness manufacturers have instructed buyers that purchases can be made now corresponding with former ones, which will prevent any speculation in these highly-priced fabrics. Overtime work is now required to fill present orders, as every house has sold up to and even beyond normal capacity. France has limited her sale of pile fabrics so that the French jobber will not run out; they understand helping each other over there better than we do. The entire production for 1916 is pretty well sold out. The year, so far, has been a wonderful one for pile fabrics.

It is well known that this state of trade will continue. Mohair yarns have been taken up so closely that every one recognizes that such goods are to be brought out. Suits, coats, evening costumes, evening cloaks, etc., trimmings, combinations, misses' and girl's wear also are to be of velvet. Among the fancy plushes is one forming light and dark checks with a dark stripe between having a plaid effect. Another plush has four tiny squares, together with solid medium dark squares, forming a plaid effect.

All deliveries promised so far will be met, although all mills have to work overtime in order to fill promises made during this wonderful velvet year. The imitation furs are very strong with goods increasing in value every season and the vogue for them growing more staple. For long coats and trimmings, also evening garments, this class of pile fabrics has met with excellent success and maintains firm prices.

Pile fabrics were once considered winter goods, now they are worn during all seasons, as the seasons and fashions have changed and furs and corduroys are worn in July as well as December. In the sport goods pile fabrics are invaluable and are becoming more popular every season. In spite of the talk of dyes, all shades are well represented, although many manufacturers claim it is difficult to procure fast black dye. In plushes and velvets, evening, day, street and house shades are in demand. Fabrics made of wool and artificial silk are going to have a big season.

It has been found that bands and accessories of mohair plush look well on plain cloth and fancy mixed cloths. These fabrics sell well in plain colors, and stripes and as they are much cheaper than the silk plushes, it is thought that many coats will be worn of the mohair plush. Silk plush is so smart that manufacturers are easily paying 50 per cent. more than one and two years

ago for silk plush coats, and wraps will have some call.

A not old fabric under the name of "Yemoot Velours" has a distinct cord stripe of one shade over another shade of the same color forming an inch or wider stripe. It is eighteen ounces to the pound and while intended for coats it does not seem too heavy for mid-winter suits. The depth of the pile in the stripes being uneven gives the fabric a silky, rather changeable appearance.

Next winter ball and opera gowns of pastel-colored and rich shades of old rose, purple, French blue, black and darker blue, as sapphire, will be seen many times. The pile fabrics are handsome in a brilliant light and universally becoming by day or night. Silver lace combines exquisitely with velvet and rhinestone trimmings are also used. Chantilly lace is very smart with black velvet.

Manufacturers have improved the shades and quality of velveteen until the chiffon weight will be used for many a dressy gown, separate skirts and dressy street suits in dark green, blue or brown, taupe, purple, French blue, medium gray, Burgundy and probably deep old rose, as that is coming up freely. Velveteen coats trim well with fur and fur will be much used in 1916-1917. There will be far less of English velveteen sent over, as they are not making it.

White corduroys have had and are having a big business in separate skirts, but now the sales are easing up, as there are many rivals in the field for corded white skirts, especially good will be pique and cordeline in the really warm weather, although corduroy in white and very brilliant as well as pastel shades will hold its own for resort and sport wear. Velveteen, being spot-proof and very light weight, will prove very suitable for separate garments. Fancy corduroys in white have black squares of uneven sizes. Fancy velveteens share the prosperity of all pile fabrics.

Ready-made corduroy skirts have reduced the visible stocks but the mills keep on making such goods without intermission, as the garment trade are turning out made and semi-made corduroy skirts by the thousand. The semi-made skirts of all fabrics are a great success; in corduroy they are in white, rose, beige, yellow, Joffre blue, taupe and a medium reseda green. Black and white stripes are smart. Black polka dots are to be well introduced, it is thought.—Dry Goods.

It's perfectly safe to loan money to a man who promptly returns a borrowed silk umbrella.

Leading Merchants Sell NOTASEME HOSIERY

"Direct from Mill to Retailer"
For Men - Boys - Ladies - Children
A card and I will call with Samples.
S. P. BERN'S, Michigan Representative
618 Murray Bldg. - Grand Rapids, Mich.

Brooms of the Hour "Prize" "Gold Bond"

Packed in Cases
Genuine Polished Handles

Never Approached
Write for Particulars

Amsterdam Broom Co

41-49 Brookside Ave.
AMSTERDAM, N. Y.

Largest Independent Broom Concern in the World

GUARANTEED BEDDING

QUICK SHIPMENTS

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

Made by

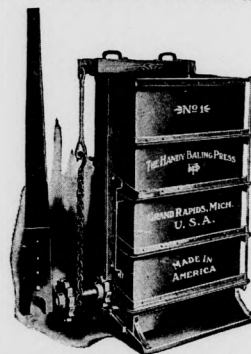
Grand Rapids Bedding Co.
Grand Rapids, Mich.

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

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

The Handy Press

Turns Waste Into Profit



All Steel Fire Proof
Paper Baler at

\$25.00

(Also larger sizes)

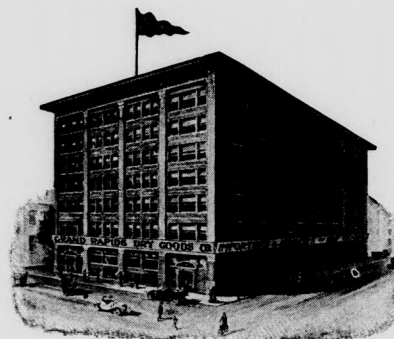
Proved by years of service

Write To-day

The Handy Press

Manufactured by

The Grand Rapids Salvage Co.
Grand Rapids, Mich.



**Our Notions
and
Fancy Goods
Department
is on the 3rd
Floor**

and we aim to offer merchandise that we can recommend.

Here we carry:—Yarns, Crochet Cottons, Embroidery Cottons, Stamped Fabrics, Jewelry, Hand Bags, Belts, Ladies' Neckwear, Dresser Scarfs, Center Pieces, Ribbons, Laces, Embroideries, Corsets, House Dresses, Bungalow Aprons, Lace Curtains, Window Shades, Curtain Rods, Handkerchiefs, Arm Bands, Garters, Buttons, Braids, Bindings, Pins, Combs, Hair Pins, Shoe Laces, Pencils, Corset Laces, Needles, Thimbles, Elastics, Tatting Shuttles, Thread, Spool Silks, Knit Caps, Knit Shawls, Gloves, Mittens, Playing Cards, Ball Bats, Base Balls, etc.

Mail orders will receive prompt and careful attention.

Grand Rapids Dry Goods Co.

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.

Sperry & Hutchinson To Establish Chain Stores.

George B. Caldwell, the \$65,000-a-year President of the Sperry & Hutchinson Co., came from New York to Topeka this week with his staff of secretaries and assistants. Mr. Caldwell has been President of the S. & H. Co. for four years, going from the Vice-Presidency of the biggest bank in Chicago to become head of the greatest trading stamp company in the world.

A reporter of the Merchants Journal asked Mr. Caldwell about the report that the Sperry & Hutchinson Co. is about to go into the chain store 5 and 10 cent business. He replied that this is true, that the company had just bought eleven stores already organized and running, located in cities in New Jersey, Massachusetts, Maryland and Virginia.

"We have a big buying organization that we have maintained in our premium business," said Mr. Caldwell. "We will use this same buying plant in the purchasing of merchandise for a string of stores which we will scatter all over the United States. This department of our business will be pushed energetically and new stores will be opened as fast as desirable locations can be determined upon. We will not open stores in those cities where we already are conducting a trading stamp business and have premium parlors. The Sperry & Hutchinson Co. is both an advertising and merchandising business. Therefore the opening of retail stores is a legitimate enterprise for our company to undertake. A number of states like Washington and Florida have passed legislation which makes it very difficult for us to continue our trading stamp business within their borders, so in those states where we cannot operate except under a handicap, we will place our 5, 10 and 25 cent stores in large numbers. The stores will be known as 'Sperry & Hutchinson Stores.' That name is well advertised and we consider that the good-will of the S. & H. name will be very valuable to the enterprise."

The above statement by Mr. Caldwell would indicate that the Sperry & Hutchinson Co. is expecting at some future time to become a formidable competition of the Woolworth and Kresge stores. Since Mr. Caldwell became President of the company, four years ago, he stated that nearly \$900,000 had been put into a reserve fund for the redemption of stamps; that this is being held by the company and while it is a liability, it is really an asset. Anyhow, the company has the money and it will probably be used in helping to finance a great chain of stores.

Mr. Caldwell stated that as long as big stores in Topeka continued to be stamp patrons of the S. & H. Co. that they would not open a store here. He also stated that the green trading stamps would be given as a trade inducement at all of their new 5, 10

and 25 cent stores. In other words, they will "practice what they preach." —Topeka Merchants' Journal.

The Foundation of Good Will.

Written for the Tradesman.

Here is a little analysis I have worked out after a good deal of reflection, which I give you for what it may be worth. It has helped to clarify my own thinking on certain phases of the one big subject in which we are all interested:

Knowledge of Six Things the Merchant Must Have: namely, 1. The goods he sells; 2. The needs, calls and buying capacity of his constituency; 3. Storekeeping (in general); 4. Publicity (including, of course, displays); 5. Efficient store service; 6. The men you employ.

In addition to this there must be simon pure ability along four lines: to wit: Ability to: 1. Buy right; 2. Select and train men; 3. Plan ahead; 4. Work your plans.

If a man possesses knowledge along the lines indicated by these six divisions; and if, in addition thereto, he has the ability specified by the four headings on the second section, —then he not only has confidence, enthusiasm and daring himself, but he will be in a position to promote these important qualities in others associated with him in the business.

This certainly means that he will have an efficient sales force; for he will be the kind of a merchant who can make them over as well as look them over.

Now the presence of these mental qualities in the key-man of the store (and, in a somewhat lesser degree, amongst all of the subordinates of the establishment) will, in turn, beget faith, satisfaction and good will on the part of the people who patronize the store.

It is essential to the success of the retail establishment that its patrons have faith in the merchandise, the men who operate the store, and the policy of the establishment.

This customer-faith which means so much to you is usually a matter of growth, under favorable conditions. It is up to the merchant to make conditions favorable.

The confidence that customers have in you and your merchandise has much to do in promoting customer satisfaction; or, in laying for you an increasing stock of good-will.

Frank Fenwick.

And some jokes are solemn enough to make an undertaker grin.

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

GOODRICH STEAMSHIP LINES

THE COOL, COMFORTABLE WAY
TO CHICAGO

SAVE MONEY — TRAVEL THIS ROUTE — STEEL STEAMSHIPS

FARE ONLY \$2.75

CITY TICKET OFFICE: 127 PEARL ST., "Powers Theatre Bldg."

CMC

The most perfect cable laid twist, its lustre is superior, has a beautiful snow white finish, and furthermore the one cotton on which the old price has been maintained.

White and Ecru . . \$0.65 Colors \$0.70

For prompt deliveries send your orders to

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

High-grade Goods the Popular Demand

IT is a difficult matter nowadays to sell an inferior article. Immediate results may make such a policy seem good business, but in the end your customers' confidence fails you, trade drops off, and business dwindles.

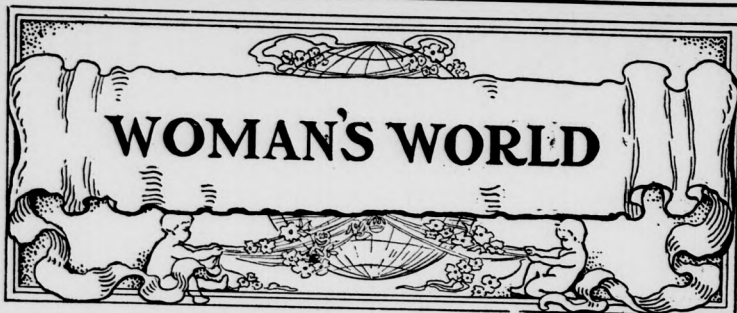
On the other hand, it is good business to sell people the high-quality goods that advertising has taught them to expect and demand. Such merchandise always affords quick turn-over that keeps your business and profits steadily growing.

National Biscuit Company products are universally known. They are constantly advertised and enjoy the confidence and good will of your customers. Sell them and you will strengthen the confidence of your customers in your business judgment and sense of fair dealing.



Spicy, crispy, snappy.
Popular as peanuts at
a circus. Retail for
5 cents and the nickels
come rolling in fast.

**NATIONAL BISCUIT
COMPANY**



Turning Her Knowledge and Skill Into Money.

Written for the Tradesman.

How is the middle-aged woman who has led a domestic life to earn her own living, if the necessity for so doing arises? Take the case of the woman who marries young, without any professional or wage-earning experience, and after her marriage leads a home life until she is 45 or 50 years old. If she loses her husband and hasn't enough to live on, how shall she manage to make her own way?

To this question the reply that first comes to mind is an indignant rejoinder that this kind of woman ought never to be obliged to earn her own living. Particularly if she has brought up a family of children, do we feel this to be true. Her sons and daughters should be able and willing to care for her. We may go back further and say that her husband was remiss in his duty that he didn't leave her well provided for. Or we may follow another line of reasoning and say that she is entitled to a pension—that her service to her country has been as great as a soldier's, and that Government bounty is her just due.

There is a measure of truth and justice in every one of these contentions. However, in actual fact, grown sons and daughters, even those who are dutiful and affectionate, are not always able to provide for a mother as they would like; a good, devoted husband sometimes dies before he has accumulated a fortune; and while in some states a widow may receive a pension to aid her in bringing up her children, no state nor the general Government has as yet seen fit to reward the housewife and mother for past service.

Whether or not it ever ought to be so, it frequently happens that a middle-aged or elderly widow of the domestic type must make her choice among three courses: she must be dependent upon some one not able to support her; or, supposing she has some insurance money or a small property, she must stretch every penny, really denying herself a comfortable livelihood, and still see her little pile, which should be kept for old age, diminishing; or she must in some way earn the whole or a part of her living.

If she has health and strength there can be no question as to which is most desirable. The only question is, to what can she turn her energies with most satisfactory results?

That she is somewhat handicapped is undeniable. It often is lamented that earning a salary for a number of years has a tendency to unfit a

woman for domestic life. It is no less true that a domestic life long confined unfits most women for getting out and hustling. All the thought of the home woman has been along other lines. If of a retiring disposition, she often has a great dread of contact with the world in a business or industrial way.

Then too she has had neither training nor experience in those occupations that are preferred by women of education and refinement, such as stenography and typewriting, teaching, and store work. Were she to try to equip herself for some one of these callings, she would find her years a serious barrier to securing a good position. True, she sees women fully as old as herself filling positions as teachers, book-keepers, stenographers and saleswomen. But they have been at the work for years and have become very skillful. Commonly they are in places that they have long held. In taking on new helpers, employers prefer those who are younger. The woman who has kept house until she is middle-aged stands no show in those overcrowded occupations that are the prime favorites of women workers.

Undoubtedly the best opportunity for the home woman lies somewhere along the line of her experience. She can cook, she can keep house. She is, or ought to be, a past master in these useful arts. Always and everywhere there are people wanting cooking and housekeeping done. Why not turn one's skill to profit and advantage?

For the woman who does not own a home and who has little means of any kind, just finding a place to do housework may be the most feasible thing. The idea naturally goes against the grain a little. A woman feels that going into someone else's kitchen

Watson-Higgins Milling Co.

Merchant Millers
Grand Rapids, Michigan

Owned by Merchants

Products Sold Only
by Merchants

Brands Recommended
by Merchants

TAKING INVENTORY

Ask about our way
BARLOW BROS. Grand Rapids, Mich.

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

Mr. Flour Merchant:

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

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

Purity Patent Flour

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

GRAND RAPIDS GRAIN & MILLING CO.,
Grand Rapids, Michigan

GEO. S. DRIGGS MATTRESS & CUSHION CO.

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

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

REYNOLDS

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

SHINGLES

Reduces Fire Insurance Rates

Will Not Ignite from Flying Sparks or Brands

Sold by
All Lumber Dealers

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

You Have Seen Them

go up and then go down—here to-day, gone to-morrow. Breakfast cereals may come and go, but

Shredded Wheat

like Niagara Falls, goes on forever. In the home, where its nutritive value is known, nothing can take its place. It is in a class by itself. There is no substitute. Delicious for breakfast, or for any meal, with sliced bananas, or other 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.

means a sacrifice of social position—she fears she will be looked down upon, perhaps even be snubbed by her acquaintances. She may have worked just as hard or much harder in her own home, but there she was not a servant. Then too, her own ways of doing things seem to her the best ways possible. Not one woman in a hundred who has kept her own house ever is really willing to follow some other woman's methods. She has been her own boss. She hates to be dictated to.

No one can justly blame her for feeling the repugnance she does, but she should consider the advantages as well as the drawbacks. The work for a small family in a well-equipped modern house is neither hard nor heavy. No capital is required. She has had all the training she needs. She will receive not only her wages but her board and room as well. What else can she do that is likely to yield her so much clear money? If a deft and capable worker, she practically can make her own choice of places, selecting one where she will receive kind and considerate treatment and in time earn the high esteem of her employers. Is it worth while to let figments of pride and prejudice hinder her from accepting such a situation? Her real friends will not forsake her, nor will their regard be lessened.

One can not always afford to consult one's preferences. Mrs. Jennings, who is a woman of exceptionally fine bearing and appearance, needs to earn. For more than a year she has wanted to secure a position as hostess in some large apartment house. She would show the rooms, install newcomers, and in various ways make it pleasant for the guests. She seems well adapted to that kind of work. But she finds no demand for it, because in most apartment buildings the things she would do are done along with the general management of the place, by the owner or by the lessee. Mrs. Jennings is still without a situation. Had she been willing to pocket her pride and do housework, almost any number of homes would have been open to her.

So much for what general housework has to offer as a field of effort. However, it is not necessary for every domestic woman to take the place of a maid in order to earn a living.

She who is capable of assuming responsibility very likely can get a position as a housekeeper. The woman who has a knack in taking care of the sick—acquired during the illnesses in her own family—may find a good demand for her services as an "experienced"—not a trained—nurse, or she may take charge of some invalid. The woman who has been handy in sewing for her own household, never need lack for a job if she is willing to work for outsiders.

With many women the problem is how to earn something and still live in their own homes, which they own and wish to keep. Luckily for such it is becoming more and more customary for women needing help to employ by the hour or by the day. Some women earn good money assisting wealthy families on special occasions such as weddings, dinners and teas. Some do home cooking and sell it. The practicability of this last depends on having a natural gift and liking for the work, and a location where there are customers who can afford to buy the product. The home-made is necessarily more expensive than that turned out by the bakers. I know one woman who has been quite successful with a marmalade which she sells to groceries and delicatessens. Needless to say she is very expert.

Other ways, suited to individual circumstances, will suggest themselves, by which the home woman can turn to account the useful knowledge that is in her head and the skill that is in her industrious fingers. This article will serve its purpose if it reminds her that there is at least a good living in doing for pay the tasks with which she is familiar. Once she has the pluck to make a start, she will find there is far more of happiness and satisfaction in earning her living and having a little money in the bank, than in eking out too-slender means, or in being dependent on those not well able to provide.

Does it need to be said that neatness, efficiency, a good appearance, a cheerful temper, adaptability, and a pleasing personality will be found powerful aids to her success?

Quillo.

Business is not made by staying awake nights, but by keeping awake daytimes.

Every Citizens Telephone is a Long Distance Instrument



Affording connections with 750,000 Telephones in Michigan, Indiana and Ohio.

Connection with 95,000 Telephones in Detroit

15,147 Telephones in Grand Rapids

Citizens Telephone Company

"IOWA"

LIGHTEST RUNNING

EASIEST CLEANED

CLOSEST SKIMMING

YOU are not in business for pleasure. You ought to sell a Cream Separator that brings you the very largest per cent. profit on your investment. Neither is a dairyman in business for pleasure. According to his best judgment, he not only chooses the lightest running and easiest cleaned Cream Separator, but the one that will save him the most butterfat.

A little demonstration and milk test will easily and quickly prove that the "IOWA" equipped with the patented "CURVED DISC" Bowl, is positively the closest skimmer on the market and actually places every particle of the valuable butter-fat in the Dairyman's cream check. Therefore the "IOWA" is the most profitable Cream Separator for the Dairyman.

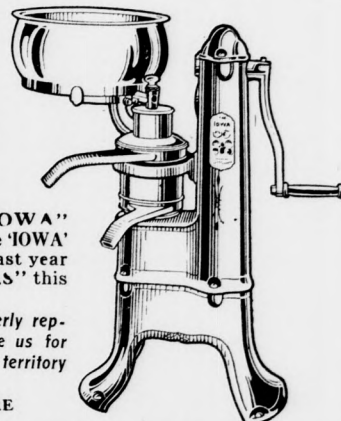
That's one reason the "IOWA" is the most profitable for the Dealer. His "IOWA" profits are permanent—where "IOWA" Dealers sold one "IOWA" last year they have sold three "IOWAS" this year.

If you think we are not properly represented in your territory, write us for Dealer's discount terms and territory contract.

DEALERS EVERYWHERE

Grand Rapids Branch, 208 210 Ellsworth Ave.

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



FOR EVERY POUND YOU SELL A FRIEND IS MADE

And the effect is cumulative:— Every one of those "friends" has friends of his own; and it is only natural for him to say a good word for the coffee he likes well enough to buy, and to tell **WHERE HE GETS IT.**

Do you get *that* point?

JUDSON GROCER CO.

Wholesale Distributors

GRAND RAPIDS, MICHIGAN



Grand Council of Michigan U. C. T.
 Grand Counselor—Fred J. Moutier, Detroit.
 Grand Junior Counselor—John A. Hach, Jr., Coldwater.
 Grand Past Counselor—Walter S. Lawton, Grand Rapids.
 Grand Secretary—Maurice Heuman, Jackson.
 Grand Treasurer—Wm. J. Devereaux, Port Huron.
 Grand Conductor—W. T. Ballamy, Bay City.
 Grand Page—C. C. Starkweather, Detroit.
 Grand Sentinel—H. D. Ranney, Saginaw.
 Next Grand Council Meeting—Bay City, June 1 and 2, 1917.

The Mainspring in the Works of Man.

Written for the Tradesman.

The biggest asset of man is the ability to say, "I will," and suit the words to action.

This has been called "volition," or the mind resolving, determining, deciding to act upon its own initiative.

Moral fibre, character, business capacity, and all the fine attainments and achievements of which the spirit of man is capable, are determined by force of will.

The real center of life, out of which all activities—good, bad and indifferent—flow, is the will.

The greatest stock of all stock is a merchant's will.

We talk a great deal about ways and means; plans, methods, schemes; devices, systems, equipment; location, advertising, service; the selection and training of clerks; stock turn-overs, cost accounting, clearance sales, and what not; but the average storekeeper needs not so much more ways, but more will.

Back of every plan that works there must be a man to work the plan. Back of every successful method there must be motive power. Back of the scheme there must be steam; back of the device, system and equipment, there must be a veritable human dynamo to make the wheels go round.

In every going business there's got to be a key man, for business is just one of the ways in which personality expresses itself.

We think of personality in terms of heart, head and hand, but the quality that determines the effective application of all other qualities, is the thing we call will.

The strength of one's will doesn't depend upon one's age, avoirdupois, or business opportunities. As big as his will, so big is a man—and no bigger.

The human will is one of those central and ultimate things, deeper than which one cannot probe—beyond which one cannot proceed in his analysis.

Business judgment is determined by experience, observation, study and reflection; but what determines a man's will with reference to the development of some new phase of the business?

If the will is weak, flaccid, vacillating and unreliable, so is the character. To put it somewhat differently, the mainspring in the works of a man is his will.

The will can be exercised, developed and trained—but only by the individual himself. The one way to will to do a thing, is to will to do it.

The levers of volition are worked from within. No outsider, no matter how rich and various his mental resources, can manipulate your will for you, and by secret manipulation leave you stronger.

Masterful wills, it is true, can—and do—dominate lesser wills; but they do not thereby make them stronger wills.

Independence of action, self-reliance, confidence and masterhood, are attainments that must be wrought out by one's own action in the sacred sphere of volition.

Sometimes a shock, such as the impact of a splendid new idea, a challenge, a vision, a call, or even a so-called misfortune, precipitates something vital in our mental solution, giving us a new and fortifying sense of volitional strength.

But it's not a good plan to sit down and wait for "shocks" to jar us into effective willing. If you want to will to do things that are worth while, things that are profitable, things that will actually help you on towards the City of Big Things, begin today to will to do.

Frank Fenwick.

The Hotel Geib

Eaton Rapids, Mich.

L. F. GEIB, Propr.

AMERICAN PLAN

Artesian Water Steam Heat

\$2 Per Day

Sample Room in Connection

Henry Smith
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Livingston Hotel

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

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AMERICAN PLAN \$2.50 AND UP

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The best Rooms and Meals in Michigan for the money.
 Come and see for yourself.
 Open all the year.

At Harbor Springs, Mich.

The

Emmet House

is a good place to stop

Open all year \$2.00 per day

Now under management of Will Cartwright, you will be treated right. Come on Fishing, the Perch are biting.

Grand Rapids NEW
MERTENS
 Rates \$1.00
 With Shower \$1.50
 Meals 50c
 FIRE PROOF
 WIRE FOR RESERVATION
 A Hotel to which a man may send his family

Attention, Hotel and Restaurant Men

FOR SALE—Six foot, hand carved solid oak side board for dining room. Cost \$300 new. Bargain at \$35.
 Coffee Ranch.
 12 Monroe Ave. Grand Rapids, Michigan

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

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Detroit

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Absolutely Fire Proof

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Grinnell Realty Co., Props.
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When in Doubt, Telephone

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When your next move is contingent upon the plans of some person in a distant city, you can get the information desired without delay by use of the Bell Long Distance lines. It saves time, money and worry to have exact information.



Michigan State Telephone Company

Sparks From the Electric City.

Muskegon, June 19—This is our first effort at a column in some time. Nor much excuse to offer, either. First, we were too busy getting ready for the convention. Next week we were some busy getting over the convention and last week we had a belated, but none the less, strenuous attack of the grippe which compelled us to stay at home for a few days under the watchful eye of the missus. She says next time there is a convention she is going along; says she thinks we'll get over it quicker. We went any way and there is no kick coming.

Are we downhearted? No. Although our candidate for Grand Sentinel was defeated we gave them all a run for their money and we are going to put Steve in that chair next year.

Last Saturday was a regular meeting night and, although rainy and cold, there was better than an average attendance. Much enthusiasm was displayed and we are confident that great good is going to come from it. The Council was divided into two teams, with Matt Steiner as one captain and Chris Fallrath as captain of the other. A sturdy contest for new members will be waged from now until Oct. 1, the losing team to give a banquet to the winners. At the October meeting new captains will be appointed and the contest renewed. We are willing to wager that they won't be able to tell us at the next convention that Muskegon Council has not grown during the past year.

The Hume Grocer Co. placed two new stocks during the past week—one for William A. Eaton, 110 Division street, Muskegon, and one for M. G. Miles, at Little Point Sable, near Shelby.

We notice from reading the items of other scribes about the State that they, too, have their troubles getting contributions from the members for these columns. Boys, we know that it isn't lack of interest on your part, but thoughtlessness. If you only knew how much easier it would make our job, you'd jot down a few items of interest during the week and hand them in. It won't take much of your time and it will save a whole lot of ours and much brain fag. Try it, please.

Ernest Hentschel stopped off at Manistee on his return from Traverse City and is taking the baths, hoping to get relief from rheumatism, which has caused him much suffering for some time.

We have just learned that Nick Luloff was quietly married a short time ago. Nick put one over us all right and we can now look for him to attend the meetings regularly.

J. E. Lyon.

The report of the Carnegie Foundation, noting the steady increase in tuition charges at American colleges, alludes also to the tendency towards making fees inclusive. The charging of incidental fees has been so general that the statement of tuition has often been but a rough indication of what the student would be called upon to pay for education. Certain colleges have indulged in the shifty practice of reducing tuition charges and at the same time increasing incidental demands, so that students are attracted by the apparent inexpensiveness of instruction, only to be rudely awakened by the cost of library privileges, gymnasium privileges, and the fees for student activities. This "fiction of entering student charges under various heads" has been protested against by other institutions. If it is felt proper to make charges in the department of engineering heavier than those in the liberal arts college of a

university, both can still be kept inclusive. An even better system, and one gaining ground, computes the fees upon the hours of instruction taken by the student. With a more thorough and scientific study of tuition charges, there is nothing alarming in their keeping pace with the general cost of living. Provision can always be made for aid to students requiring it, and there is a growing regard for the relation between charges and scholarships.

Any one of several events in one of the most dramatic weeks of the war would justify the presence in London of Gen. Joffre and Premier Briand with several members of his Cabinet. The situation around Verdun would call for discussion. The Austrian defeats in the East, taking on with every passing day the dimensions of a catastrophe, might conceivably bring a drastic change in the set plans of the Allied military campaign. The death of Earl Kitchener would open questions of British war administration, and possibly of command in the field. Even if it be taken that Kitchener is not irreplaceable in the War Office, it is plain that a certain amount of disarrangement is inevitable in a change of administration, especially when it is a question of replacing the man who has been in charge from the beginning of the war, and a man of slow speech who probably carried a great deal more information in his head than he was accustomed to utter. In this respect it is fortunate for England that only a few days before his death Earl Kitchener should have spoken freely of the military situation to several hundred members of the House of Commons in secret session. His policies, and his facts are thus available for his successor.

For the last year or two a great deal has been said and written about thrift and the advantage of cultivating the saving habit. The delegates to the Democratic National convention have needed this advice, or at least that is the verdict of St. Louis business men. They say that the 1916 convention crowd has been the most thrifty within their experience. St. Louis spent \$100,000 to get the convention, and it is claimed that the hotel keepers and business men will suffer a loss of \$200,000 due to the shortening of the convention and the economical delegates. The cheap restaurants have profited most, for they have been crowded. Beer has been the favorite beverage, and no one has been deafened by the loud pop of champagne corks. A citizens' committee supplied free automobiles for rides, and these have been popular, but the taxicab concerns say that walking has been an exercise indulged in by the delegates when a free ride was not in prospect.

No letter from our Detroit correspondent this week on account of Mr. Goldstein being compelled to change his residence. He has sold his flat building at 202 Montclair avenue at a handsome profit and is making his home temporarily with his brother-in-law. He has purchased another home, but cannot obtain possession for two weeks.

Leap before you look and you will look foolish.

Detroit Doesn't Do Things By Halves.

Detroit, June 19—Referring to the flippant remark of the Saginaw scribe, relative to the conduct of the members of Cadillac Council at the Grand Council meeting at Traverse City, I beg leave to state, in order to set Cadillac Council aright in the eyes of a suspicious world, that after the Detroit "Wallingfords" had checked out, the hotel management had so much of the stuff so plentiful in Detroit—Uncle Samuel's circulating medium—that it had no further use for the hotel. Furthermore, Cadillac Council doesn't do things by halves. If they set about to disarrange a hotel, there wouldn't be a place left to fasten a "For Sale" sign. I trust this explanation may be accepted for its real value and that there will be no useless attempts to restrict Cadillac Council's stunts in Bay City next year.

J. M. Goldstein.

One method of doing honor to Shakespeare which has received little public attention, but which, we imagine, is quietly being applied by a great many people, consists in the simple and obvious device of pulling down his plays from the shelf and reading them through. The citizen who makes up his mind not to let 1916 pass without renewing his acquaintance with a dozen of the plays will do as much for the memory of the poet as attendance at an equal number of out-of-door performances and pageants can accomplish, and will certainly do more for the reader himself. To the extent that the vogue of the Shakespeare pageant wi! encourage the reading of Shakespeare, the gain will be a permanent one. If, on the other hand, absorption in the delightful details of stagecraft and costuming exhausts the interest in the plays themselves, there will be a loss. When all is said and done, Shakespeare is a reality to the vast majority of us only through the printed page, and the measure of his fame through the ages is to be gauged by the booksellers' returns. While the professors and the professionals have been racking their brains over the possibility of restoring the simplicities of the Elizabethian stage, millions of plain people have been taking their Shakespeare with no other scenery than a reading chair and a lamp.

Next March the office of President of the United States will be 128 years old. Of the total 110½ years are accounted for by men who were elected President, and seventeen and one-half years by men who were elected Vice-President and were promoted by chance to first place. This mathematical relation makes it more difficult than ever to understand why the Vice-Presidency should have become something to be earnestly avoided. On the part of the public it is criminal indifference or ignorance which would make a joke out of an office laden with grave potentialities. Seemingly, the two instances of Andrew Johnson and Theodore Roosevelt ought to be enough to show that the office of Vice-President does carry with it the possibilities of ill or good for the Nation. What is still harder to understand is the attitude of the public man whose ambitions reach out to the White House. One chance out of fifty to be nominated for President

is enough to spur on an aspirant to years of effort for the prize, whereas the figures show that a Vice-President has one chance in six or seven to become President.

A physician who attended a New York woman during her last illness said what puzzled him was the quantity of money always to be seen about the house. "I never saw so much, even in a bank. I could not walk through a room without literally wading through yellow backs. The opening of a window would cause a draft that sent the bills flying, but no one paid any attention to them. There was money everywhere and in every room. There were piles of bills on tables, the sewing machine and in other places." Burglars who read this will sigh when they think what a rich haul they would have had if they had entered this house.

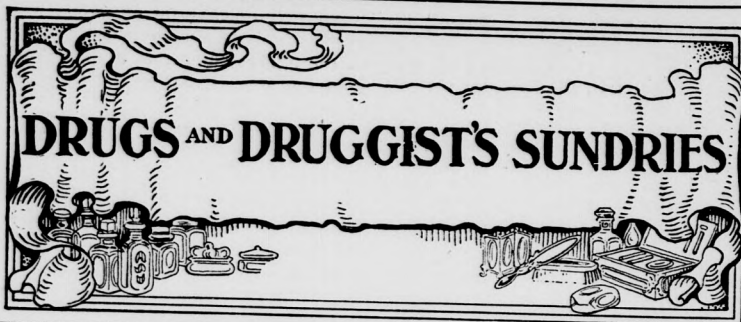
It is dangerous to eat, but it is dangerous to go without eating if we desire to live. Out of 135 restaurants and hotels inspected by the Health Department of Greater New York, only one has been rated "good" and only four rated "fair," while 130 have been rated as "bad." The one given a clean bill of health is a prominent hotel, whose employees are lined up each morning and inspected, their hands and nails examined and their general health looked after. In the restaurants decayed meat and fish were discovered and the refrigerators in many instances were in shocking condition. But we must eat to live.

Sending flowers to a friend who is ill is a graceful way of showing sympathy, but too often the flowers are sent at the wrong time. Only those who have been seriously ill appreciate this. A person coming out from ether after an operation or lying desperately sick does not care about flowers. In fact, there are times when the odor of blossoms is offensive in the sick room. It is when the patient is convalescing that flowers are appreciated. Many individuals can testify that they have received flowers when they were too ill to notice them, but during their convalescence their friends have forgotten them.

P. M. Roach (Hazeltine & Perkins Drug Co.) and Harry Winchester (Worden Grocer Company) have engaged in the manufacture of cigars at 891 Antoine street, Detroit, under the style of the P. & W. Cigar Co. Both gentlemen are sanguine they have made the beginning of what will develop into a large industry.

West Branch—Burglars pried open a window of Max Lanaberg's clothing store June 19 and stole several suits of clothes. When the clerk opened the store yesterday morning, he found clothing strewn all over. There were footprints on the floor indicating more than one burglar.

Edward D. Winchester (Worden Grocer Company) and C. F. Waters started Sunday on an automobile trip to Washington, expecting to be gone about three weeks. They are accompanied by their wives.



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.

Ponder on These Money-Making Ideas.

Carry a line of dog remedies? Go to the city hall, and if you can, get a list of those who are paying dog taxes this year, then mail them a little special talk about their pets and what you have to make the aforesaid healthy and happy.

If you are advertising to bring trade, is the outside appearance of your store such as to give new customers a chill of disappointment when they see it? Brighten the place up. A strong, compelling sign is cheaper than a dingy, old, mossgrown one.

What about your awning and doors? Cheer up, and a few dollars wisely expended will help to do it.

When a customer is in doubt deciding on an article, don't urge the sale because you are anxious to make it, but give, in a quiet, dignified way, the specific points of superiority of that article. Show the customer it is for his or her advantage to take the article. It is their side of the case that will appeal every time, not yours.

Objections are to be expected and criticisms of goods shown. It is up to the salesman to know his goods so well that these are fairly and courteously met.

To show that you believe in the goods you are selling begets confidence on the part of the customer.

A business man without enthusiasm is like an electric bulb without the current—ornamental, perhaps, but not useful.

No man can know too much about his own business, either from the professional or business standpoint.

With the coming of warmer days, ginger up the parts of business which need it. A good way to start is to observe the successes live methods are making—then to go and do likewise.

Don't say you never get any good, practical ideas at the drug meetings you attend, or some one will be cruel

enough to suggest that you didn't take anything with you, in which to bring the corking good ideas away. See?
 Russell Wilmot.

A Bargain Table.

A druggist whose store is located in a section largely populated by mill people and other folk of modest means, maintains a "Ten Cent Table" at the lower end of his store. The stand is tastefully decorated, bears a sizable placard as above, and on the table is a neatly arranged display of many things found in a drug store that retail for 10 cents. Occasionally it is possible to find some items, either from dead stock or other source that are extra value. This helps to keep up interest in the display. It has been the means of coaxing many dimes from customers that might not otherwise have been spent in that store. Whenever a customer purchases an article that can be had in larger size, as tooth paste, etc., the clerk is instructed to call their attention to this fact to the end that they may purchase the larger package at some future time. Started as an experiment the display has been retained as a profitable scheme and a good advertisement.

"A nimble sixpence is better than a slow shilling."

Warm Infusion Jar.

In preparing the official infusion of digitalis, the Pharmacopoeia recommends that the boiling water be allowed to act on the drug one hour.

The usual method employed by most brother pharmacists when called upon to prepare an infusion is to pour the boiling water upon the drug contained in one of those white porcelain ointment jars, or one of its kindred, which he has set aside for this purpose, or granting that he has a regular infusion jar. I wish to call attention to the fact that just as soon as that boiling water has been in that cold jar a short while the temperature is reduced materially and the proper extraction does not take place.

It is suggested that before the drug is introduced into the jar that the jar be subjected to a heating by means of hot water.

It has been found by experiment that a much finer preparation results if the above idea is carried out.

George A. Stall.

Russia is said to be the only warring nation whose people are actually growing more prosperous during the conflict, prohibition answering for part of the change and the forced development of new industries explaining the rest of it.

There's No Other Flavor Like
Mapleine
 That's why it continues to grow in popular favor
 Order from
 Louis Hilfer Co.
 1503 Peoples Life Bldg.
 Chicago, Ill.
 CRESCENT MFG. CO.
 Seattle, Wash.

Malt and Hop Tonic

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



Grand Rapids
BREWING CO.
 For Sale by all Wholesale Druggists

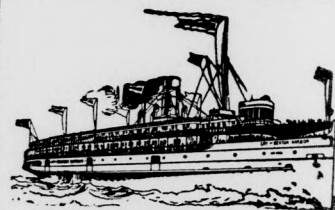
B. & S. Famous 5c Cigar

Long Filler

Especially Adapted to the Discriminating Taste of the Drug Trade

Send for Sample Shipment.

Barrett Cigar Co.
 MAKER
 Ionia, Michigan



CHICAGO BOATS

Graham & Morton
Line

Every Night

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

Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

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Locations for Industrial Enterprises in Michigan

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

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

Address

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

Soda Fountains

Soda Fountain Equipment

Including Carbonators, Shakers, Mixers, Glassware
Spoons, Sanitary Cups, Etc.

Tables—Chairs

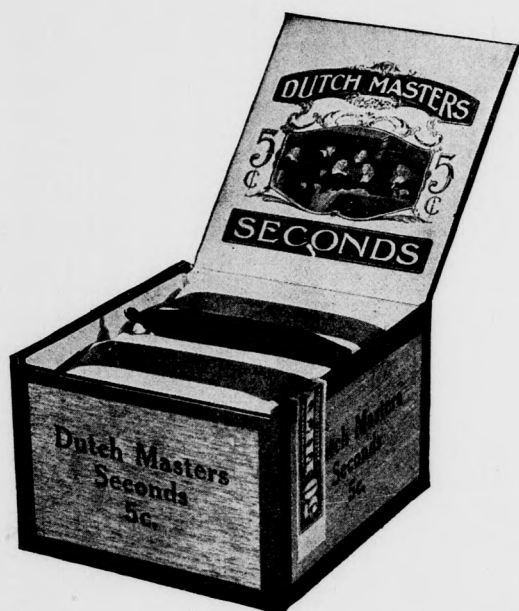
We are also headquarters for fruits, syrups, flavors, extracts, root beer, coca cola, and everything demanded by the retail public in this line. We are more fully equipped than ever before to serve you for the summer season and we solicit not only your orders, but inquiries in regard to the merchandise that we can furnish to the dispensers of summer drinks.

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

Acids		Mustard, true, oz. @ 2 00	Ipecac @ 75
Boric (Powd.) ... 17@ 25		Mustard, artifil. oz. @ 1 75	Iron, clo. @ 60
Boric (Xtal) 17@ 25		Neatsfoot 85@ 95	Kino @ 30
Carbolic 1 16@ 1 20		Olive, pure 2 50@ 3 50	Myrrh @ 1 05
Citric 85@ 90		Olive, Malaga, yellow 1 60@ 1 75	Nux Vomica @ 70
Muriatic 5 1/2@ 8		Olive, Malaga, green 1 60@ 1 75	Opium @ 3 50
Nitric 11 1/2@ 15		Orange, Sweet 4 00@ 4 20	Opium, Capmh. @ 90
Oxalic 88@ 95		Origanum, pure .. @ 2 50	Opium, Deodorz'd @ 2 75
Sulphuric 5 1/2@ 8		Origanum, com'l @ 75	Rhubarb @ 70
Tartaric 87@ 90		Pennyroyal 2 25@ 2 50	
Ammonia		Peppermint 3 00@ 3 25	Paints
Water, 26 deg. .. 8 @ 12		Rose, pure 12 00@ 14 00	Lead, red dry .. 10 @ 10 1/2
Water, 18 deg. .. 5 1/2@ 9		Rosemary Flows 1 50@ 1 75	Lead, white dry 10 @ 10 1/2
Water, 14 deg. .. 4 1/2@ 8		Sandalwood, E. I. 9 50@ 9 75	Lead, white oil 10 @ 10 1/2
Carbonate 13 @ 16		Sassafras, true 1 25@ 1 45	Ochre, yellow bbl. 1 @ 1 1/2
Chloride 10 @ 25		Sassafras, artifil 50@ 60	Ochre, yellow less 2 @ 5
Balsams		Spearmlnt 2 75@ 3 00	Putty 2 1/2@ 5
Copaiba 1 00@ 1 40		Sperm 95@ 1 05	Red Venet'n bbl. 1 1/2@ 4
Fir (Canada) .. 1 25@ 1 50		Tansy 4 00@ 4 25	Red Venet'n less 1 1/2@ 5
Fir (Oregon) .. 40@ 50		Tar, USP 30@ 40	Vermilion, Amer. 25@ 30
Peru 5 50@ 5 75		Turpentine, bbls. @ 47	Whiting, bbl. @ 1 45
Tolu 75@ 1 00		Turpentine, less 52@ 57	Whiting 2@ 5
Berries		Wintergreen, tr. 5 50@ 5 75	L. H. P. Prep'd. 1 60@ 1 70
Cubeb 70 @ 75		Wintergreen, sweet 4 00@ 4 25	
Fish 15 @ 20		Wintergreen, art 3 50@ 3 75	Insecticides
Juniper 8 @ 15		Wormseed 3 50@ 4 00	Arsenic 9@ 15
Prickly Ash @ 30		Wormwood 4 00@ 4 25	Blue Vitriol, bbl. @ 20
Barks			Blue Vitriol, less 22@ 23
Cassia (ordinary) 25@ 30		Potassium	Bordeaux Mix Pst 8@ 10
Cassia (Saigon) 90@ 1 00		Bicarbonate ... 1 80@ 1 90	Hellobore, White powdered 55@ 60
Elm (powd. 35c) 30@ 35		Bichromate 80@ 85	Insect Powder ... 30@ 50
Sassafras (pow. 35c) 30@ 35		Bromide 4 75@ 4 80	Lead, Arsenate 10 1/2@ 16
Soap Cut (powd.) 35c 23@ 25		Carbonate 1 60@ 1 75	Lime and Sulphur Solution, gal. .. 15@ 25
Extracts		Chlorate, xtal and powdered 75@ 75	Paris Green ... 37 1/2@ 45
Licorice 38@ 40		Chlorate, gran'r 75@ 80	
Licorice powdered 50@ 55		Cyanide 45@ 55	Miscellaneous
Flowers		Iodide 4 70@ 4 80	Acetanalid 1 40@ 1 50
Arnica 1 00@ 1 10		Permanaganate 2 40@ 2 50	Alum 12@ 15
Chamomile (Ger.) 95@ 1 10		Prussiate, yellow 2 00@ 2 25	Alum, powdered and ground 14@ 17
Chamomile (Rom) 55@ 60		Prussiate, red .. 6 50@ 7 00	Bismuth, Subnitrate 4 10@ 4 15
Gums		Sulphate @ 1 10	Borax xtal or powdered 10@ 15
Acacia, 1st 60@ 65		Roots	Cantharides po 2 00@ 10 00
Acacia, 2nd 50@ 55		Alkanet 90@ 1 00	Calomel 2 00@ 2 05
Acacia, 3rd 45@ 50		Blood, powdered 20@ 25	Capsicum 30@ 35
Acacia, Sorts ... 35@ 40		Calamus 75@ 80	Carmine 6 50@ 7 00
Acacia, powdered 40@ 50		Elecampane, pwd. 15@ 20	Cassia Buds @ 40
Aloes (Barb. Pow) 30@ 40		Gentian, powd. 45@ 50	Cloves 30@ 35
Aloes (Cape Pow) 20@ 25		Ginger, African, powdered 20@ 25	Chalk Prepared .. @ 8 1/2
Aloes (Soc. Pow.) 40@ 50		Ginger, Jamaica, powdered 30@ 35	Chalk Precipitated 7@ 10
Asafoetida 1 00@ 1 10		Ginger, Jamaica, powdered 30@ 35	Chloroform 65@ 75
Asafoetida, Powd.		Goldenseal pow. 6 50@ 7 00	Chloral Hydrate 2 00@ 2 25
Pure 1 15@ 1 25		Ipecac, powd. 4 00@ 4 25	Cocaine 5 40@ 5 60
U. S. P. Powd. 1 30@ 1 50		Licorice, powd. ... 28@ 35	Cocoa Butter 60@ 70
Camphor 66@ 75		Licorice, powd. ... 28@ 35	Cork, list, less 70%
Gualac 50@ 55		Orris, powdered 30@ 35	Copperas, bbls. @ 2
Guaiac, powdered 55@ 60		Poke, powdered 20@ 25	Copperas, less 2 1/2@ 7
Kino 70@ 75		Rhubarb 75@ 1 00	Copperas, powd. @ 10
Kino, powdered .. 75@ 80		Rhubarb, powd. 75@ 1 25	Corrosive Sublim 1 80@ 1 85
Myrrh 60 @ 65		Rosinweed, powd. 25@ 30	Cream Tartar 55@ 60
Opium 13 80@ 14 00		Sarsaparilla, Hond. ground 55@ 60	Cuticlebone 45@ 50
Opium, powd. 15 60@ 15 80		Sarsaparilla Mexican, ground 25@ 30	Dextrine 7@ 10
Opium, gran. 15 80@ 16 00		Squills 35@ 40	Dover's Powder .. @ 2 50
Shellac 31@ 35		Squills, powdered 40@ 50	Emery, all Nos. 60@ 10
Shellac, Bleached 35@ 40		Tumeric, powd. 13@ 20	Emery, powdered 5@ 8
Tragacanth		Valerian, powd. 70@ 75	Epsom Salts, bbls. @ 4
No. 1 @ 3 50			Epsom Salts, less 5@ 8
Tragacanth powder 2 25		Seeds	Ergot 1 25@ 1 50
Turpentine 10@ 15		Anise 20@ 25	Ergot, powdered 2 75@ 3 00
Leaves		Anise, powdered @ 25	Flake White 15@ 20
Buchu 1 75@ 1 85		Bird, ls @ 10	Formaldehyde lb. 15@ 20
Buchu, powdered 1 85@ 2 00		Canary 8@ 12	Gelatine 90@ 1 00
Sage, bulk 67@ 70		Caraway 25@ 30	Glassware, full cases 80%
Sage, 1/2s loose .. 72@ 78		Cardamom 1 80@ 2 00	Glassware, less 70%
Sage, powdered .. 55@ 60		Celery (powd. 50) 38@ 45	Glauber Salts bbl. @ 1 1/2
Senna, Alex 42@ 50		Coriander 10@ 12	Glauber Salts less 2@ 5
Senna, Tinn. 50@ 55		Dill 20@ 25	Glue, brown 13@ 18
Senna, Tinn. pow. 50@ 55		Fennel @ 1 00	Glue, brown grd. 12@ 17
Uva Ursi 18@ 20		Flax 5 1/4@ 10	Glue, white 15@ 25
Oils		Flax, ground ... 5 1/4@ 10	Glue, white grd. 15@ 20
Almonds, Bitter, true 15 00@ 15 25		Foenugreek, pow. 8@ 10	Glycerine 57@ 70
Almonds, Bitter, artificial 7 00@ 7 25		Hemp 8@ 12	Hops 45@ 60
Almonds, Sweet, true 1 25@ 1 50		Lobelia 40@ 50	Iodine 5 80@ 5 91
Almonds, Sweet, imitation 65@ 75		Mustard, yellow 22@ 30	Iodoform 6 75@ 6 94
Amber, crude 1 50@ 1 75		Mustard, black .. 19@ 25	Lead Acetate 20@ 25
Amber, rectified 2 50@ 2 75		Mustard, powd. 22@ 30	Lycopodium 4 00@ 4 25
Anise 2 00@ 2 25		Poppy @ 50	Mace 85@ 90
Bergamont 5 00@ 5 20		Quince 1 00@ 1 25	Mace, powdered 95@ 1 00
Cajuput 1 35@ 1 60		Rape 10@ 15	Menthol 4 50@ 4 75
Cassia 2 25@ 2 50		Sabadilla 40@ 50	Morphine 6 30@ 6 55
Castor 1 80@ 1 90		Sabadilla, powd. @ 40	Nux Vomica 20@ 25
Cedar Leaf 1 20@ 1 40		Sunflower 10@ 15	Nux Vomica pow. @ 20
Citronella 85@ 1 20		Worm American @ 25	Pepper, black pow. @ 35
Cloves 2 00@ 2 25		Worm Levant .. 1 50@ 1 75	Pepper, white @ 40
Cocunut 20@ 25			Pitch, Burgundy .. @ 15
Cod Liver 6 40@ 6 50		Tinctures	Quassia 12@ 15
Cotton Seed ... 1 15@ 1 25		Aconite @ 75	Quinine, 5 oz. cans @ 85
Croton 2 00@ 2 25		Aloes @ 65	Rochelle Salts .. 42@ 48
Cupbebs 4 25@ 4 50		Arnica @ 75	Saccharine 19 00@ 19 20
Eigeron 1 75@ 2 00		Asafoetida @ 1 35	Salt Peter 37@ 40
Eucalyptus 1 00@ 1 25		Belladonna @ 1 65	Seidlitz Mixture 40@ 45
Hemlock, pure @ 1 00		Benzoin @ 1 00	Soap, green 20@ 25
Juniper Berries 8 00@ 8 20		Benzoin Compo'd @ 1 00	Soap, mott castile 12@ 15
Juniper Wood .. 1 25@ 1 50		Buchu @ 1 50	Soap, white castile case @ 8 00
Lard, extra 95@ 1 05		Cantharides @ 1 80	Soap, white castile less, per bar .. @ 85
Lard, No. 1 85@ 95		Capsicum @ 90	Soda Ash 4 1/2@ 10
Lavender Flow. 5 00@ 5 20		Cardamon @ 1 50	Soda Bicarbonate 2 1/2@ 6
Lavender, Gar'n 1 25@ 1 40		Cardamon, Comp. @ 60	Soda, Sal 1 1/2@ 5
Lemon 2 00@ 2 25		Catechu @ 1 05	Spirits Camphor @ 75
Linseed, boiled, bbl. @ 68		Cinchona @ 1 20	Sulphur roll 2 1/2@ 5
Linseed, bld. less 73@ 78		Colchicum @ 80	Sulphur Subl. 3 1-10@ 5
Linseed, raw, bbl. @ 67		Cubeba @ 75	Tamarinds 15@ 20
Linseed, raw, less 72@ 77		Digitals @ 95	Tartar Emetic @ 80
		Gualac @ 1 05	Turpentine Ven. 2 25@ 2 50
		Gualac, Ammon. @ 80	Vanilla Ex. pure 1 00@ 1 50
		Iodine @ 2 00	Witch Hazel 65@ 1 00
		Iodine, Colorless @ 2 00	Zinc Sulphate ... 10@ 15

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

Jelly Glasses
Package Coffee
Clothes Pins

DECLINED

Index to Markets

By Columns

		AMMONIA		12 oz. ovals, 2 doz. box 1 00	
		Col		AXLE GREASE	
Ammonia		1		Frazer's	
Axle Grease		1		1lb. wood boxes, 4 doz. 3 00	
				1lb. tin boxes, 3 doz. 2 35	
				3½lb. tin boxes, 2 doz. 4 25	
Baked Beans		1		10½lb. pails, per doz. 8 00	
Bath Brick		1		15½lb. pails, per doz. 7 20	
Bluing		1		25½lb. pails, per doz. 12 00	
Breakfast Food		1		BAKED BEANS	
Brooms		1		No. 1, per doz.45@ 90	
Brushes		1		No. 2, per doz. 75@ 140	
Butter Color		1		No. 3, per doz. 85@ 1 75	
				BATH BRICK	
Candles		1		English	
Canned Goods		1-2		95	
Carbon Oils		2		BLUING	
Catsup		2		Jennings'	
Cheese		2		Condensed Pearl Bluing	
Chewing Gum		2		Small, 3 doz. box1 50	
Chicory		3		Large, 2 doz. box2 00	
Chocolate		3		Folger's	
Clothes Lines		3		Summer Sky, 3 dz. cs. 1 40	
Cocoa		3		Summer Sky 10 dz bbl 4 50	
Cocoanut		3		BREAKFAST FOODS	
Coffee		3		Apetizo, Biscuits	
Confections		4		Bear Food, Pettigohns 2 13	
Cracked Wheat		5		Crackn' Wheat 24-2 2 90	
Crackers		5		Cream of Rye, 24-2 3 00	
Cream Tartar		6		Quaker Puffed Rice 3 25	
				Quaker Puffed Wheat 3 45	
Dried Fruits		6		Quaker Brkfst Biscuit 1 90	
				Quaker Corn Flakes 1 75	
Evaporated Milk		6		Victor Corn Flakes 2 20	
				Washington Crisps 1 85	
				Wheat Hearts 2 05	
Farinaceous Goods		6		Wheatena 4 50	
Fishing Tackle		6		Evaporated Sugar Corn 90	
Flavoring Extracts		7		Grape Nuts 2 70	
Flour and Feed		7		Sugar Corn Flakes 2 50	
Fruit Jars		7		Standard Rusk 3 20	
				Krinkle Corn Flakes 1 75	
Gelatine		7		Mapl-Flake, Whole	
Grain Bags		7		Wheat 3 60	
				Minn. Wheat Cereal 3 75	
Herbs		7		Ralston Wheat Food	
Hides and Pelts		8		Large 18s 2 25	
Horse Radish		8		Ralston Wht Food 18s 1 45	
				Ross's Whole Wheat	
Ice Cream		8		Biscuit 2 80	
				Saxon Wheat Food 2 80	
Jelly		8		Shred Wheat Biscuit 3 60	
Jelly Glasses		8		Triscuit, 18 1 80	
				Pillsbury's Best Cer'l 1 35	
Macaroni		8		Post Toasties, T-2 2 60	
Mapleline		8		Post Toasties, T-3 2 70	
Meats, Canned		8		Post Tavern Porridge 2 80	
Mince Meat		8		BROOMS	
Molasses		8		Fancy Parlor, 25 lb. 4 75	
Mustard		8		Parlor, 5 String, 25 lb. 4 50	
				Standard Parlor, 23 lb. 4 00	
Nuts		4		Common, 23 lb. 3 75	
				Special, 23 lb. 3 25	
Olives		8		Warehouse, 23 lb. 4 75	
				Common, Whisk 1 10	
				Fancy, Whisk 1 40	
				BRUSHES	
Petroleum Products ..		8		Scrub	
Pickles		8		Solid Back, 8 in. 75	
Pipes		8		Solid Back, 11 in. 95	
Playing Cards		8		Pointed Ends 85	
Potash		8		Stove	
Provisions		8		No. 3	
				No. 2	
				No. 1	
Rice		9		Shoe	
Rolled Oats		9		No. 3	
				No. 7	
Salad Dressing		9		No. 4	
Saleratus		9		No. 3	
Sal Soda		9		BUTTER COLOR	
Salt		9		Dandelion, 25c size .. 2 00	
Salt Fish		9		CANDLES	
Seeds		10		Paraffine, 6s	
Shoe Blacking		10		Paraffine, 12s	
Snuff		10		Wicking	
Soda		10		CANNED GOODS	
Spices		10		Apples	
Starch		10		3 lb. Standards	
Syrups		o 10		No. 10	
				Blackberries	
Table Sauces		10		2 lb. 1 50@ 1 90	
Tea		10		Standard No. 10	
Tobacco		11, 12, 13		Beans	
Twine		13		Baked	
Vinegar		13		Red Kidney	
				String	
Wicking		13		Wax	
Woodenware		13		Blueberries	
Wrapping Paper		14		Standard	
				No. 10	
Yeast Cake		14		6 50	

1

AMMONIA	
12 oz. ovals, 2 doz. box	1 60
AXLE GREASE	
Frazer's	
1lb. wood boxes, 4 doz.	3 00
3 1/2 lb. tin boxes, 3 doz.	2 35
10 lb. pails, per doz.	6 00
15 lb. pails, per doz.	7 20
25 lb. pails, per doz.	12 00
BAKED BEANS	
No. 1, per doz.	45@ 90
No. 2, per doz.	75@ 1 40
No. 3, per doz.	85@ 1 75
BATH BRICK	
English	95
BLUING	
Jennings'	
Condensed Pearl Bluing	
Small, 3 doz. box	1 80
Large, 2 doz. box	2 00
Folger's	
Summer Sky, 3 dz. cs.	1 40
Summer Sky 10 dz bbl	4 50
BREAKFAST FOODS	
Apetizo, Biscuits	3 00
Bear Food, Pettijohns	2 13
Cracked Wheat 24-2	2 90
Cream of Rye, 24-2	3 00
Quaker Puffed Rice	4 25
Quaker Puffed Wheat	3 45
Quaker Bkfst Biscuit	1 90
Quaker Corn Flakes	1 75
Victor Corn Flakes	2 20
Washington Crisps	1 85
Wheat Hearts	2 05
Wheatena	4 50
Evaporated Sugar Corn	90
Grape Nuts	2 70
Sugar Corn Flakes	2 50
Holland Rusk	3 20
Krinkle Corn Flakes	1 75
Maple-Flake, Whole	
Wheat	3 60
Minn. Wheat Cereal	3 75
Ralston Wheat Food	
Large 18s	2 25
Ralston Wheat Food 18s	1 45
Ross's Whole Wheat	
Biscuit	2 80
Saxon Wheat Food	2 80
Shred Wheat Biscuit	3 60
Triscuit, 18	1 80
Pillsbury's Best Cer'l	1 35
Post Toasties, T-2	2 60
Post Toasties, T-3	2 70
Post Tavern Porridge	2 80

2

Clams	
Little Neck, 1 lb.	1 25
Clam Bouillon	
Burnham's 1/2 pt.	2 25
Burnham's pts.	3 75
Burnham's qts.	7 50
Corn	
Fair	85@ 90
Good	1 00@ 1 10
Fancy	1 30
French Peas	
Monbadon (Natural)	
per doz.	1 75
Gooseberries	
No. 2, Fair	1 35
No. 2, Fancy	2 50
Hominy	
Standard	85
Lobster	
1/4 lb.	1 55
1/2 lb.	2 60
Picnic Flat	3 10
Mackerel	
Mustard, 1 lb.	1 80
Mustard, 2 lb.	2 80
Soused, 1 1/2 lb.	1 60
Soused, 2 lb.	2 75
Tomato, 1 lb.	1 50
Tomato, 2 lb.	2 80
Mushrooms	
Buttons, 1/2s	@ 25
Buttons, 1s	@ 40
Hotels, 1s	@ 84
Oysters	
Cove, 1 lb.	@ 75
Cove, 2 lb.	@ 1 40
Plums	
Plums	90@ 1 35
Pears In Syrup	
No. 3 cans, per doz.	1 50
Peas	
Marowfat	90@ 1 00
Early June	1 10@ 1 25
Early June siftd	1 45@ 1 55
Peaches	
Pie	1 00@ 1 25
No. 10 size can pie	@ 3 25
Pineapple	
Grated	1 75@ 2 10
Sliced	95@ 2 60
Pumpkin	
Fair	80
Good	90
Fancy	1 00
No. 10	2 40
Raspberries	
Standard	@
Salmon	
Warrens, 1 lb. Tall	2 30
Warrens, 1 lb. Flat	2 45
Red Alaska	1 85@ 1 95
Med. Red Alaska	1 40@ 1 45
Pink Alaska	@ 1 20
Sardines	
Domestic, 1/2s	3 15
Domestic, 1/4 Mustard	3 15
Domestic, 3/4 Mustard	3 25
French, 1/2s	7@ 14
French, 1/4s	13@ 23
Sauer Kraut	
No. 3, cans	80
No. 10, cans	2 30
Shrimps	
Dunbar, 1s doz.	1 30
Dunbar, 1 1/2s doz.	2 60
Succotash	
Fair	@ 90
Good	@ 1 20
Fancy	1 25@ 1 40
Strawberries	
Standard	95
Fancy	2 25
Tomatoes	
Good	1 20
Fancy	1 50
No. 10	3 75
Tuna	
1/2s, 4 doz. in case	2 60
1/2s, 4 doz. in case	3 60
1s, 4 doz. in case	5 60
CATSUP	
Snider's pints	2 35
Snider's 1/2 pints	1 35
CHEESE	
Acme	@ 17
Carson City	@ 17
Brick	@ 18
Leiden	@ 15
Limburger	@ 19
Pineapple	40@ 60
Edam	@ 85
Sap Sago	@ 28
Swiss, Domestic	@ 20

3

CHEWING GUM

Adams Black Jack	62
Adams Sappota	65
Beeman's Pepsin	62
Beechnut	62
Chiclets	1 33
Colgan Violet Chips	65
Colgan Mint Chips	65
Dentyne	62
Doublemint	62
Flag Spruce	59
Heshey Gum	48
Juicy Fruit	64
Red Robin	62
Sterling Gum Pep.	62
Sterling 7-Point	62
Spearmin, Wrigleys	64
Spearmin, 5 box jars	3 20
Spearmin, 6 box jars	3 85
Trunk Spruce	59
Yucatan	62
Zeno	64
Smith Bros. Gum	62

CHOCOLATE

Walter Baker & Co.	24
German's Sweet	35
Premium	25
Caracas	28
Walter M. Lowney Co.	
Premium, 1/4s	35
Premium, 1/2s	35

CLOTHES LINE

No. 40 Twisted Cotton	1 00
No. 50 Twisted Cotton	1 40
No. 60 Twisted Cotton	1 75
No. 80 Twisted Cotton	2 00
No. 50 Braided Cotton	1 45
No. 60 Braided Cotton	1 85
No. 80 Braided Cotton	2 25
No. 50 Sash Cord	2 50
No. 60 Sash Cord	2 50
No. 60 Jute	1 10
No. 72 Jute	1 10
No. 60 Sisal	1 00
Galvanized Wire	
No. 19, each 100ft. long	1 90
No. 20, each 100ft. long	2 10
No. 20, each 100ft. long	1 00
No. 19, each 100ft. long	2 10

COCOA

Baker's	39
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	38
Epps	42
Hershey's, 1/4s	32
Hershey's, 1/2s	30
Huyler	36
Lowney, 1/4s	38
Lowney, 1/2s	37
Lowney, 5 lb. cans	37
Van Houten, 1/4s	12
Van Houten, 1/2s	36
Van Houten, 1s	36
Wan-Eta	36
Webb	33
Wilber, 1/2s	33
Wilber, 1/4s	32

COCOANUT

Dunham's per lb.	
1/4s, 5 lb. case	30
1/2s, 5 lb. case	29
1/4s, 15 lb. case	29
1/2s, 15 lb. case	28
1s, 15 lb. case	27
1/4s & 1/2s, 15 lb. case	28
Scalloped Gems	10
1/4s & 1/2s pails	16
Bulk, pails	16
Bulk, barrels	15
Baker's Brazil Shredded	
70 5c pkgs., per case	2 60
70 10c pkgs., per case	2 60
16 10c and 33 5c pkgs., per case	2 60
Bakers Canned, doz.	90

COFFEES ROASTED

Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23
Santos	
Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23
Maracaibo	
Fair	24
Choice	25
Mexican	
Choice	25
Fancy	26
Guatemala	
Fair	25
Fancy	28
Java	
Private Growth	26@ 30
Mandling	31@ 35
Aukola	30@ 32
Mocha	
Short Bean	25@ 27
Long Bean	

6	
Sugar Fingers	13
Sugar Crimp	11
Vanilla Wafers	20

Butter	Boxes
N B C, Square	7
N B C, Round	7
Soda	
Premium Sodas	8
Saratoga Flakes	13
Saltines	13
Oyster	
Dandy Oysters	7
N B C Oysters Square	7
Shell	8

Specialties	
Adora	1.00
Nabisco	1.00
Nabisco	1.75
Festino	1.50
Lorna Doone	1.00
Anola	1.00
Minerva Fruit Cake	3.00

Above quotations of National Biscuit Co., subject to change without notice.

CREAM TARTAR	
Barrels or Drums	50
Square Cans	54
Boxes	51
Fancy Caddies	59

DRIED FRUITS	
Apples	
Evaporated Choice blk	@7 1/2
Evaporated Fancy blk	@8 1/2
Apricots	
California	10 1/2 @12
Citron	
Coriscan	16 1/2
Currents	
Imported, 1 lb. pkg.	14
Imported, bulk	13 1/2
Peaches	
Muir-Choice, 25lb.	6 1/2
Muir-Fancy, 25lb.	7 1/2
Fancy, Peeled, 25lb.	12
Peel	
Lemon, American	13 1/2
Orange, American	13 1/2
Raisins	
Cluster, 20 cartons	2 25
Loose Muscatels, 4 Cr.	7 1/2
Loose Muscatels, 3 Cr.	7 1/2
L. M. Seeded, 1 lb.	8 3/4 @9

California Prunes	
90-100 25 lb. boxes	@ 6 1/4
80-90 25 lb. boxes	@ 6 3/4
70-80 25 lb. boxes	@ 7 1/4
60-70 25 lb. boxes	@ 7 3/4
50-60 25 lb. boxes	@ 8 1/4
40-50 25 lb. boxes	@ 9 1/2

EVAPORATED MILK	
Red Band Brand	
Baby	2 40
Tall	3 50
5 case lots, 5c less;	
case lots, 10c less.	

FARINACEOUS GOODS	
Beans	
California Limas	6 1/2
Med. Hand Picked	4 50
Brown Holland	4 00
Farina	
25 1 lb. packages	1 60
Bulk, per 100 lb.	4 00
Original Holland Husk	
Packed 12 rolls to container	
3 containers (40) rolls	3 20
Hominy	
Pearl, 100 lb. sack	2 50
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	3 50
Pearl Barley	
Chester	3 40
Portage	4 75
Peas	
Green Wisconsin bu.	3 25
Split, lb.	6 1/4
Sago	
East India	8 1/2
German, sacks	9
German, broken pkg.	

FISHING TACKLE	
1/2 to 1 in.	6
1 1/4 to 2 in.	7
1 1/2 to 2 in.	9
1 3/4 to 2 in.	11
2 in.	15
3 in.	20

Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20

Linen Lines	
Small	20
Medium	26
Large	34

Poles	
Bamboo, 14 ft., per doz.	55
Bamboo, 16 ft., per doz.	60
Bamboo, 18 ft., per doz.	80

7	
FLAVORING EXTRACTS	
Jennings D C Brand	
Pure Vanilla	
No. 1, 1/4 oz.	85
No. 2, 1/4 oz.	1 20
No. 3, 1/4 oz.	2 25
No. 4, 1/4 oz.	2 00
2 oz. Flat	2 00
Terpeness	
Pure Lemon	
No. 1, 1/4 oz. Panel	75
No. 2, 1/4 oz. Panel	1 13
No. 3, 1/4 oz. Panel	2 00
No. 4, 1/4 oz. Panel	1 75
2 oz. Flat	1 75

FLOR AND FEED	
Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	5 75
Fancy Spring	6 60
Wizard Graham	5 75
Wizard, Gran. Meal	4 80
Wizard Buckw't cwt.	3 50
Rye	6 00
Valley City Milling Co.	
Lily White	6 25
Light Leaf	5 85
Graham	2 65
Granena Health	2 75
Gran. Meal	2 20
Bolton Meal	2 10
Voigt Milling Co.	
Voigt's Crescent	6 25
Voigt's Royal	6 65
Voigt's Flour	6 25
Voigt's Hygienic Gra-	
ham	5 25
Watson-Higgins Milling Co.	
New Perfection	6 10
Tip Top Flour	5 60
Golden Sheaf Flour	5 20
Kern's Success Flour	6 40
Marshall Best Flour	6 25
Kern's Wisconsin Rye	5 35
Worden Grocer Co.	
Quaker, paper	5 90
Quaker, cloth	6 00
Kansas Hard Wheat	
Voigt Milling Co.	
Calla Lily	6 25
Worden Grocer Co.	
American Eagle, 1/4s	5 85
American Eagle, 1/4s	5 75
American Eagle, 1/4s	5 65
Spring wheat	
Roy Baker	
Mazepa	6 00
Golden Horn bakers	5 90
Wisconsin Rye	5 50
Bohemian Rye	5 85
Judson Grocer Co.	
Ceresota, 1/4s	7 05
Ceresota, 1/4s	6 95
Ceresota, 1/4s	6 85
Voigt Milling Co.	
Columbian	6 25
Worden Grocer Co.	
Wingold, 1/4s cloth	7 00
Wingold, 1/4s cloth	6 90
Wingold, 1/4s cloth	6 80
Wingold, 1/4s paper	6 60
Wingold, 1/4s paper	6 60

MEAL	
Bolton	4 60
Golden Granulated	4 80
Wheat	
Red	1 05
White	1 00
Oats	
Michigan carlots	44
Less than carlots	46
Corn	
Carlots	82
Less than carlots	85
Hay	
Carlots	20 00
Less than carlots	23 00
Feed	
Street Car Feed	33 00
No. 1 Corn & Oat Fd	33 00
Cracked Corn	33 00
Coarse Corn Meal	33 00

FRUIT JARS	
Mason, pts., per gro.	4 90
Mason, qts., per gro.	5 25
Mason, 1/2 gal. per gro.	7 60
Mason, cat. tops, gro.	2 25

CELLULOSE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 25
Knox's Acid'd doz.	1 25
Minute, 2 qts., doz.	1 25
Minute, 2 qts., 3 doz.	3 75
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	90

GRAIN BAGS	
Broad Gauge	18
Amoskeag	19
Herbs	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

HIDES AND PELTS	
Hides	
Green, No. 1	16
Green, No. 2	15
Cured, No. 1	18
Cured, No. 2	17
Calfskin, green, No. 1	20
Calfskin, green, No. 2	18 1/2
Calfskin, cured, No. 1	22
Calfskin, cured, No. 2	20 1/2
Pelts	
Old Wool	60 @ 1 25
Lambs	25 @ 40
Shearlings	15 @ 35

8	
Tallow	
No. 1	@ 6
No. 2	@ 5
Wool	
Unwashed, med.	@ 32
Unwashed, line	@ 27
HORSE RADISH	
Per doz.	90
Jelly	
5lb. pails, per doz.	2 30
15lb. pails, per pail	65
30lb. pails, per pail	1 15
ICE CREAM	
Piper Ice Cream Co. Brands	
Bulk, Vanilla	60
Bulk, Fancy, any flavor	65
Brick, Plain	1 00
Brick, Fancy	1 20
JELLY GLASSES	
1/2 pt. in bbls., per doz.	17
16 oz. in bbls., per doz.	17
8 oz. capped in bbls.,	
per doz.	18
MAPLEINE	
2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75
1 6oz. bottles, per doz.	18 00
16 oz. bottles, per doz.	18 00
32 oz. bottles, per doz.	30 00
MINCE MEAT	
Per case	2 85
MOLASSES	
New Orleans	
Fancy Open Kettle	45
Choice	32
Good	32
Stock	27
Half barrels 2c extra	
Red Hen, No. 2 1/2	2 15
Red Hen, No. 5	2 00
Red Hen, No. 10	1 95
MUSTARD	
1/2 lb. 6 lb. box	16
OLIVES	
Bulk, 1 gal. kegs 1 10 @ 1 20	
Bulk, 2 gal. kegs 1 05 @ 1 15	
Bulk, 5 gal. kegs 1 00 @ 1 10	
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 25
Stuffed, 14 oz.	2 25
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	90
Lunch, 10 oz.	1 35
Lunch, 16 oz.	2 25
Queen, Mammoth, 19	
Queen, Mammoth, 28	4 25
Queen, Mammoth, 28	5 75
Olive Chow, 2 doz. cs.	2 25
per doz.	2 25
PEANUT BUTTER	
Bel-Car-Mo Brand	
25 lb. fibre pails	10
14 lb. fibre pails	10 1/2
10 lb. tin pails	11
23 oz. jars, 1 doz.	2 30
2 lb. tin pails, 1 doz.	3 00
7 oz. jars, 2 doz.	1 80
11 oz. jars, 2 doz.	1 35
PETROLEUM PRODUCTS	
Iron Barrels	
Perfection	8 5
Red Crown Gasoline	28 9
Gas Machine Gasoline	18 5
V M & P Naphtha	33 9
Capitol Cylinder	33 9
Atlantic Red Engine	19 9
Summer Black	8 7
Polarine	32 9
PICKLES	
Medium	
Barrels, 1,200 count	8 50
Half bbls., 600 count	4 75
5 gallon kegs	2 10
Small	
Barrels	10 50
Half barrels	6 25
5 gallon kegs	2 40
Gherkins	
Barrels	14 00
Half barrels	6 75
5 gallon kegs	2 70
Sweet Small	
Barrels	17 00
Half barrels	9 00
5 gallon kegs	3 50
PIPES	
Clay, No. 216, per box	2 00
Clay, T. D. full count	80
Cob	90
PLAYING CARDS	
No. 90, Steamboat	75
No. 15, Rival assorted	1 25
No. 20, Rover, enam'd	1 50
No. 572, Special	1 75
No. 98 Golf, Satin fn.	2 00
No. 808, Bicycle	2 00
No. 632 Tourn't whist	2 25
POTASH	
Babbitt's, 2 doz.	1 75
PROVISIONS	
Barreled Pork	
Clear Back	23 00 @ 24 00
Short Cut Clr	20 00 @ 21 00
Bean	19 00 @ 20 00
Brisket, Clear	24 00 @ 25 00
Pig	
Clear Family	26 80
Dry Salt Meats	
S P Bellies	14 1/2 @ 15
Lard	
Pure in tines	14 @ 14 1/2
Compound Lard	12 1/2 @ 13
80 lb. tubs	advance 1/4
80 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4
10 lb. pails	advance 1/4
5 lb. pails	advance 1/4
3 lb. pails	advance 1

9
Smoked Meats
Hams, 14-16 lb. 18 1/4 @ 19

SPECIAL PRICE CURRENT

12

Smoking	
All Leaf, 2 1/2 & 7 oz.	30
BB, 2 1/2 oz.	6 00
BB, 7 oz.	12 00
BB, 14 oz.	24 00
Badger, 3 oz.	5 04
Badger, 7 oz.	11 52
Banner, 5c	5 76
Banner, 20c	1 60
Banner, 40c	3 20
Belwood, Mixture, 10c	94
Big Chief, 2 1/2 oz.	6 00
Big Chief, 16 oz.	30
Bull Durham, 5c	5 85
Bull Durham, 10c	11 52
Bull Durham, 15c	17 28
Bull Durham, 8 oz.	3 60
Bull Durham, 16 oz.	6 72
Buck Horn, 5c	5 76
Buck Horn, 10c	11 52
Briar Pipe, 5c	5 76
Briar Pipe, 10c	11 52
Black Swan, 5c	5 76
Black Swan, 14 oz.	3 50
Bob White, 5c	6 00
Brotherhood, 5c	6 00
Brotherhood, 10c	11 52
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Carnival, 16 oz.	40
Cigar Clip, Johnson	30
Cigar Clip, Seymour	30
Identity, 3 and 16 oz.	30
Darby Cigar Cuttings	4 50
Continental Cubes, 10c	90
Corn Cake, 14 oz.	2 55
Corn Cake, 7 oz.	1 45
Corn Cake, 5c	5 76
Cream, 50c pails	4 10
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz. pils	10 30
Chips, 10c	10 30
Dills Best, 1 1/2 oz.	79
Dills Best, 3 1/2 oz.	77
Dills Best, 16 oz.	73
Dixie Kid, 5c	48
Duke's Mixture, 5c	5 76
Duke's Mixture, 10c	11 52
Duke's Cameo, 5c	5 76
Drum, 5c	5 76
F. F. A., 4 oz.	5 04
F. F. A., 7 oz.	11 52
Fashion, 5c	6 00
Fashion, 16 oz.	5 28
Five Bros., 5c	5 76
Five Bros., 10c	10 53
Five cent cut Plug	29
F O B 10c	11 52
Four Roses, 10c	96
Full Dress, 1 1/2 oz.	72
Glad Hand, 5c	48
Gold Block, 10c	12 00
Gold Star, 50c pail	4 60
Gail & Navy, 5c	5 76
Growler, 5c	5 76
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 72
Hand Made, 2 1/2 oz.	50
Hazel Nut, 5c	6 00
Honey Dew, 10c	12 00
Hunting, 5c	5 8
I X L, 5c	6 10
I X L, in pails	3 90
Just Suits, 5c	12 00
Klin Dried, 25c	2 45
King Bird, 7 oz.	2 16
King Bird, 10c	11 52
King Bird, 5c	5 76
La Turka, 5c	5 76
Little Giant, 1 lb.	28
Lucky Strike, 10c	96
Le Redo, 3 oz.	10 80
Le Redo, 8 & 16 oz.	40
Myrtle Navy, 10c	11 52
Myrtle Navy, 5c	5 76
Maryland Club, 5c	50
Mayflower, 5c	5 76
Mayflower, 10c	96
Mayflower, 20c	1 92
Nigger Hair, 5c	6 00
Nigger Hair, 10c	10 70
Nigger Head, 5c	5 40
Nigger Head, 10c	10 56
Noon Hour, 5c	48
Old Colony, 1-12 gro.	11 52
Old Mill, 5c	5 76
Old English Crve 1 1/2 oz.	96
Old Crop, 5c	5 76
Old Crop, 25c	20
P. S., 8 oz. 30 lb. cs.	19
P. S., 3 oz. per gro.	5 70
Pat Hand, 1 oz.	63
Patterson Seal, 1 1/2 oz.	43
Patterson Seal, 3 oz.	96
Patterson Seal, 16 oz.	5 00
Peerless, 5c	5 76
Peerless, 10c cloth	11 52
Peerless, 10c paper	10 80
Peerless, 20c	2 04
Peerless, 40c	4 08
Plaza, 2 gro. case	5 76
Plow Boy, 5c	5 76
Plow Boy, 10c	11 40
Plow Boy, 14 oz.	4 70
Pride, 10c	11 98
Pride of Virginia, 1 1/2	77
Pilot, 7 oz. doz.	1 05
Queen Quality, 5c	48
Rob Roy, 10c gross	10 52
Rob Roy, 25c doz.	2 10
Rob Roy, 50c doz.	4 10
S. & M., 5c gross	5 76

13

Rob Roy, 5c foil	5 76
S. & M., 14 oz. doz.	3 20
Soldier Boy, 5c gross	5 76
Soldier Boy, 10c	10 50
Stag, 5c	5 76
Stag, 10c	11 52
Stag, 8 oz. glass	4 50
Stag, 90c glass	8 40
Soldier Boy, 1 lb.	4 75
Sweet Caporal, 1 oz.	5 76
Sweet Lotus, 5c	5 76
Sweet Lotus, 10c	11 52
Sweet Lotus, per doz.	4 60
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tip Top, 1 1/2 gro.	10 08
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 5c foil	5 76
Standard, 10c paper	8 64
Seal N. C. 1 1/2 cut plug	70
Seal N. C. 1 1/2 Gran.	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	11 52
Three Feathers and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	76
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Union Leader, 5c foil	5 76
Union Leader, 10c	11 52
Union Leader, ready	
cut	11 52
Union Leader 50c box	5 10
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way up, 2 1/2 oz.	5 75
Way up, 16 oz. pails	32
Wild Fruit, 5c	5 76
Wild Fruit, 10c	11 52
Yum Yum, 5c	5 76
Yum Yum, 10c	11 52
Yum Yum, 1 lb. doz.	4 80

14

Churns	
Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55
Clothes Pins	
Round Head	
4 1/2 inch, 5 gross	60
Cartons, 20 2 1/2 doz. bxs	65
Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20
No. 1 complete	40
No. 2 complete	28
Case No. 2, fillers, 15	
sets	1 85
Case, medium, 12 sets	1 15
Faucets	
Cork lined, 3 in.	70
Cork lined, 9 in.	80
Cork lined, 10 in.	90
Mop Sticks	
Trojan spring	1 10
Eclipse patent spring	1 05
No. 1 complete	1 05
No. 2, pat. brush hold	1 10
Ideal No. 7	1 10
12lb. cotton mop heads	1 50
Pails	
10 qt. Galvanized	2 75
12 qt. Galvanized	3 00
14 qt. Galvanized	3 25
Fibre	3 00
Toothpicks	
Birch, 100 packages	2 00
Ideal	85
Traps	
Mouse, wood, 2 holes	22
Mouse, wood, 4 holes	45
10 qt. Galvanized	1 55
12 qt. Galvanized	1 70
14 qt. Galvanized	1 90
Mouse, wood, 4 holes	70
Mouse, tin, 5 holes	65
Rat, wood	80
Rat, spring	75
Tubs	
No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	10 00
Medium Galvanized	8 50
Small Galvanized	7 50
Washboards	
Banner, Globe	3 65
Brass, Single	5 50
Glass, Single	3 60
Double Peerless	6 50
Single Peerless	4 60
Northern Queen	5 25
Good Enough	4 65
Universal	4 75
Window Cleaners	
12 in.	1 65
14 in.	1 85
16 in.	2 30
Wood Bowls	
13 in. Butter	1 75
15 in. Butter	3 15
17 in. Butter	6 75
19 in. Butter	10 50
WRAPPING PAPER	
Fibre Manila, white	6
Fibre, Manila, colored	6
No. 1 Manila	6
Butchers' Manila	5
Kraft	9
Wax Butter, short c't	10
Wax Butter, full c't	15
Parchm't Butter, rolls	15
YEAST CAKE	
Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Foam, 1 1/2 doz.	85
CIGARS	
Johnson Cigar Co.'s Brand	
Dutch Masters Club	70 09
Dutch Masters, Inv.	70 00
Dutch Masters, Pan.	70 00
Dutch Master Grande	68 00
Little Dutch Masters	
(300 lots)	10 00
Gee Jay (300 lots)	10 00
El Portana	33 00
S. C. W.	32 00
Worden Grocer Co. Brands	
Canadian Club	
Londres, 50s, wood	35
Londres, 25s tins	35
Londres, 300 lots	10

15

TELFER'S COFFEE

MADE IN	
DETROIT	
USA	
Jamo, 1 lb. tin	31
Eden, 1 lb. tin	27
Belle Isle, 1 lb. pkg.	27
Bismarck, 1 lb. pkg.	24
Vera, 1 lb. pkg.	22
Koran, 1 lb. pkg.	22
Telfer's Quality 25	19
Mosan	18
Quality, 20	16
W. J. G. Tea	37
Cherry Blossom Tea	37
Telfer's Ceylon	40

AXLE GREASE



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

BAKING POWDER

A. C.	
10c, 4 doz. in case	85
15c, 4 doz. in case	1 25
25c, 4 doz. in case	2 00
50c, 2 doz. plain top	4 00
80c, 1 doz. plain top	6 50
10 lb. 1/2 dz., pln top	13 00
All cases sold F. O. B.	
jobbing point.	
Special Deal No. 1.	
12 doz. 10c, 12 doz. 15c	
12 doz., 25c	49 20
Barrel Deal No. 2	
3 doz. each 10, 15 and	
25c	32 80
With 4 dozen 10c free	
1/2 Barrel Deal No. 3	
6 doz. each, 10, 15 and	
25c	24 60
With 3 dozen 10c free	
Half-Barrel Deal No. 3	
4 doz. each, 10, 15 and	
25c	16 40
With 2 doz. 10c free	
All barrels sold F. O. B.	
Chicago.	



Royal	
10c size	90
1/4 lb cans 1 35	
6 oz cans 1 90	
1/2 lb cans 2 50	
1 lb cans 3 75	
1 lb cans 4 80	
5 lb cans 13 00	
5 lb cans 21 50	
Fitzpatrick Brothers' Soap Chips	
White City (Dish Washing)	210 lbs. 3c per lb.
Tip Top (Caustic)	250 lbs. 4c per lb.
No. 1 Laundry	88% Dry
Palm Soap	88% Dry

The Only Five Cent Cleanser

Guaranteed to Equal the Best 10c Kinds

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

SHOWS A PROFIT OF 40%

Handled by All Jobbers

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

SEND FOR SAMPLES

FOOTE & JENKS' Killarney (BRAND) Ginger Ale

(CONTAINS NO CAPSICUM)

An Agreeable Beverage of the CORRECT Belfast Type.

Supplied to Dealers, Hotels, Clubs and Families in Bottles Having Registered Trade-Mark Crowns

A Partial List of Authorized Bottlers: A. L. JOYCE & SON, Grand Rapids and Traverse City, Mich.; KALAMAZOO BOTTLING CO., Kalamazoo, Mich.; KILLARNEY BOTTLING CO., Jackson, Mich.

16

Roasted Dwinnell-Wright Brands



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

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



Morton's Salt
Per case, 24 2 lbs. 1 70
Five case lots 1 60

SOAP
Lautz Bros. & Co.
[Apply to Michigan, Wisconsin and Duluth, only]
Acme, 70 bars 3 05
Acme, 100 cakes, 5c sz 3 40
Acorn, 120 cakes 2 40

BBLs.
210 lbs. 3c per lb.
250 lbs. 4c per lb.
225 lbs. 5 1/4 c per lb.
300 lbs. 6 1/4 c per lb.

17

Cotton Oil, 100 cakes	6 00
Cream Borax, 100 cks	3 90
Circus, 100 cakes 5c sz	3 75
Climax, 100 ovals cakes	3 05
Gloss, 100 cakes, 5c sz	3 40
Big Master, 100 blocks	3 90
Mystic White Borax	4 00
Naphtha, 100 cakes	3 90
Oak Leaf, 100 cakes	3 40
Queen Anne, 100 cks.	3 40
Queen White, 100 cks.	3 90
Railroad, 120 cakes	2 40
Saratoga, 120 cakes	2 40
White Fleece, 50 cks.	2 50
White Fleece, 100 cks.	3 25
White Fleece, 200 cks.	5 50

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

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

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

Scouring
Sapolio, gross lots 9 50
Sapolio, half gro. lots 8 85
Sapolio, single boxes 2 40
Sapolio, hand 2 40
Scouring, 50 cakes 1 80
Scouring, 100 cakes 3 50
Queen Anne Scourer 1 80

Soap Compounds
Johnson's Fine, 48 2 3 25
Johnson's XXX 100 5c 4 00
Rub-No-More 3 85
Nine O'Clock 3 50

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

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

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

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

Queen Anne
60 5c packages 2 40
24 packages 3 75

Oak Leaf
24 packages 3 75
100 5c packages 3 75

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—On account of sickness the Owosso Vulcanizing, Tire and Accessory business; one of the best equipped shops in Michigan; a rare chance for a good tire man or anybody who wishes to engage in the tire business. Owosso Vulcanizing Co., Owosso, Mich. 218

For California Timber write F. A. Baird, Redding, California. 219

For Sale Or Exchange—Only coal business in small town also blacksmith shop, house, barn, henhouse, three lots and garage. R. P. Bigelow, Owosso, Mich. 220

For Sale—A Holcomb & Hoke popcorn machine. Complete and in practically new condition. Will sacrifice if sold at once. If you are going to sell popcorn, now is your chance to get the best machine made at a bargain. Michigan Stores Co., Flint, Michigan. 221

Wanted—Stock general merchandise. State size of stock. D. H. Hampton, Minneapolis, Minnesota. 222

For Sale—Stock of general merchandise in good condition, invoice \$6,000 to \$7,000, good trade. Situated in the Thumb District. Address No. 223, care Tradesman. 223

For Sale or Exchange—For farm, clean stock of groceries, dry goods and shoes in town of 1,000. Well located in new farming district. Inventory about \$3,800. Wide, light store, living rooms on second floor. Address Box 168, Lakeview, Michigan. 224

One 2-pocket Dutchess Divider, motor drive; one 2-pocket Dutchess Divider, belt drive; two 4-pocket Dutchess Dividers, motor drive; one 4-pocket Dutchess Divider, belt drive; one 2-pocket Lynn-Superior Divider, motor drive; one 2-pocket Werner & Pfeiderer Divider, belt drive; two 2-pocket Champion Dividers, belt drive; one 4-pocket Champion Divider, belt drive. Any reasonable offer accepted. Write to-day, American Bakers' Machinery Co., 2121 North Ninth St., St. Louis, Missouri. 225

For Sale—Stock general merchandise, country store, good location, fine cement building, electric lights, good clean stock; also feed and cider mill. Poor health cause of selling. Mary J. Rose, Ludington, Michigan. 226

For Sale—Fine general mercantile business in prosperous western country town; stock and buildings \$12,000. Bargain. Will consider part trade on acceptable property in Twin Cities. Write H. C. Schultz, Krupp, Washington. 227

Business block with good lease centrally located in prosperous city in Michigan. If interested in a gilt-edge investment, write T. D. Daken, Seattle, Washington. 228

For Sale—Old established hardware in good town about 1,000. Invoice about \$3,000. Must get out sale. Address No. 230, care Tradesman. 230

For Sale—Stock general merchandise with two-story brick store. F. Burnett, Corunna, Michigan. 231

One of the best hotel propositions in Michigan, \$16,000 invested. Price \$5,500. Will take some income property. Box 172, Wayland, Michigan. 232

Winter Garden Land—Forty dollars cash and small monthly payments places you in immediate possession of ten acres of rich, black, loam farm land—that will grow five crops per year. A postal will bring seventy-seven beautiful illustrations and full information. H. Ivan Martin, Lansing, Mich. 233

Shoe Repair Shop—No better shop in Ohio, best of prices, work for three men. No dull weeks the year around. Shop fully equipped with nailer, stitcher and finisher, including rubber boot and shoe vulcanizer. Cheap rent, and best location in town. Write for particulars. Only those with ready cash need apply. Good reason for selling. Address Theo. Hummer, Bellevue, Ohio. 234

Hardware For Sale—A very good trade and excellent location, all clean stock, no dead stock. Good reasons for selling. 526 Allegan St., Lansing, Mich. 235

Department Store For Sale—In town of 7,000 Northern Michigan. Established 18 years. Stock new and up-to-date, bought at old low prices. Other business requires my attention. A snap for the right party. \$12,000 will handle it. Address No. 215, care Michigan Tradesman. 215

Wanted—Information regarding good store for sale. Send description and price. R. G. List, Minneapolis, Minn. 240

Extra Good country store, fine buildings, clean stock, cash trade; \$3,700 takes everything. Box 172, Wayland, Michigan. 203

For Rent—Dry goods store 25 x 85, two stories with shelving and fixtures. Rent cheap, location center of city. Been doing business thirty years. First class clothing store connected with it. City population 12,000. 10,000 country people trade in city. There are only four dry goods stores in city. Good chance. Enquire of A. J. Wilhelm, Traverse City, Michigan. 202

For Sale—Ice Cream parlor and variety store in town 1,500, center of business block. Invoice about \$800. Will bear investigation. Other interests demand my attention. Lock Box 418, Marlette, Michigan. 204

For Sale—Box factory and sawmill. Plant in operation, with good trade and well located. Bargain for practical box man. Write Alabama Box & Lumber Company, Montgomery, Alabama. 205

Wanted—To hear from owner of stock of general merchandise for sale. Lowest cash price in first letter. P. Hoffman, Phoenix Bldg., Minneapolis, Minn. 197

For Sale—\$4,000 stock shoes and clothing. Well established business in one of best manufacturing towns of 2,000 population in Southern Michigan. Fine business for right man at reasonable price all or part cash. Hambleton & Son, Plainwell, Michigan. 198

George Gover, Letterer and Designer, Bellevue, Ohio. Correspondence solicited. 199

For Sale—General store in good farming community and turning stock about three times annually. Good chance for the right man to increase materially. Address No. 200, care Tradesman. 200

For Sale—Stock clothing and men's furnishings located in town of 800, in best farming district in Southern Michigan. Stock will invoice about \$6,000, can be reduced. Stock is in fine condition and will bear close investigation. Low rent, no competition. Owing to rapid advance in merchandise this is a snap. Do not answer this unless you mean business. Address Clothing, care Michigan Tradesman. 207

For Sale—F. P. Lighting plant, four gallon capacity with piping and eight lights, \$25. Two Oscar Onken revolving clock racks, \$10. New oval top umbrella case, 84 umbrella capacity, \$10. Tobacco wall case 58 inches wide, 52 inches high, \$10. Cracker case, \$2. Cheese case, \$3. Large enterprise coffee mill, \$15. H. C. Walker, Byron, Michigan. 208

For Sale—One late style National Cash Register, slightly used. Write for price and description. A bargain for some one. H. R. Klocksiem, Box 134, La Porte, Indiana. 210

For Sale—Store buildings and lots \$6,000; merchandise stock \$10,000. Will sell stock and fixtures but prefer to sell all. Doing a cash business of about \$40,000 yearly. Dodson is about half way between Havre and Glasgow on the main line of the G. N. Ry. Northern Mercantile Co., Dodson, Montana. 211

For Sale—New cash market doing nice business. Must sell as owner wants to go West. Cheap if taken at once. Address No. 212, care Tradesman. 212

To Rent—Modern store building in Concordia, railway center, paved streets; best trading point in State. Elevator installed should tenant need three floors. C. W. McDonald, Concordia, Kansas. 175

Wanted—One lever paper press 16 x 20. Must be cheap for cash. Address W. P. Myers, Linden, Michigan. 185

Collect Your Own Bills—Without expense of agencies. Write for samples absolutely legal collecting letter forms free for trial on debtor. John T. Dainton, Publisher, 3 Leland St., Detroit, Michigan. 188

For Sale—Stock consisting of dry goods, shoes, furnishings, china and enamelware, wall paper and bazaar goods. Yearly sales about \$10,000. Doing business for 13 years. Can reduce stock to \$2,000. Located forty miles from Detroit on two railroads and D. V. R. Good reasons for selling. A chance of a lifetime for the right men. Act at once. Apply No. 189, care Michigan Tradesman. 189

Only bakery and ice cream parlor in town of 1,500. Good bargain. Selling on account of sickness. Address Box 384, Kalkaska, Michigan. 190

Meat Market For Sale—Best location in the city. Reason for selling, other business takes attention. Cherry Street Market, 719 Cherry St., Phone 1210, Grand Rapids. 178

For zinc mines or lands in Missouri and Arkansas, write W. J. Robinson, Box 717, Joplin, Missouri. 182

For Sale—Grocery stock and fixtures. Address Box 165, Birmingham, Michigan. 172

Best location for new drug store or ladies' ready-to-wear garments, in the fastest growing city in Southern Michigan. New modern steam heated block just finished. All rooms occupied but one, by first-class tenants, on the main business street and line of transit between railway depots. Newest and finest moving picture house in the same block. Address F. T. Smith, Sturgis, Michigan. 173

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 \$3,000. 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

For Sale or Exchange For Farm—Hardware, Lumber and harness stock in live town, Bay county. Good business for live man. Good reasons for selling. Address No. 192, care Tradesman. 192

For Rent—A good up-to-date meat market and all modern fixtures at reasonable rent for both. In one of the best locations in Owosso, Michigan. Address Owosso Grocery Co., Owosso, Mich. 196

For Sale—Old established hardware, furniture and implement store in town of 600, Southern Michigan. Cheap rent, clean stock. Best chance in State. Good reasons for selling. \$2,000 will handle it. Apply at once. Box D, care Tradesman. 194

For Sale—Clean stock general merchandise in fine country town. Established over thirty years. Money making location. Good reasons. W. F. Beatty, New Lothrop, Michigan. 191

Auto-Vim, The Gasoline Rectifier—Gives 25 per cent. increased mileage. Good for autos, tractors, gasoline or coal-oil engines. Based on internal lubrication idea. One gallon delivered \$1.85. Auto-Vim Co., Swetland Bldg., Cleveland, Ohio. 167

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 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

Reall Store For Sale—Fine soda, cigar, stationery and sundry lines carried. Eastman agency. Good fixtures. \$6,000 gets it for a quick sale. Established trade, full prices, two railways, situated in Michigan fruit belt, population 5,000. Address No. 176, care Tradesman. 176

For Sale—Only restaurant and bakery in best little town in Michigan. Write Judge, care Michigan Tradesman. 169

Oklahoma Oil Field Lots \$10 each. May make your fortune. Map and description free. Address Frank P. Cleveland, 1100 Adams Express Bldg., Chicago. 195

Safes Opened—W. L. Stocum, 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

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, invoicing \$4,000. A dandy opening for young man. Address No. 49, care Tradesman. 49

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—A meat cutter at once. W. T. Lancaster, Box 23, Oden, Michigan. 229

Wanted—First-class spinner, principally in zinc and copper; steady position. Gerock Brothers Mfg. Co., 1252 South Vandeventer Ave., St. Louis, Mo. 139

POSITION WANTED.

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

WHY

Michigan People should use
Michigan Flour made from
Michigan Wheat

- 1—It excels all other flours in flavor.
- 2—It excels all other flours in color (whiteness.)
- 3—It excels all other flours for bread making.
- 4—It excels all other flours for pastry making.
- 5—It requires less shortening and sweetening than any other flour.
- 6—It fills every household requirement.
- 7—Michigan merchants should sell, and Michigan people should buy Michigan flour made from Michigan wheat for every reason that can be advanced from a reciprocity standpoint.

Manufacturing Matters.

Delton—The Delton Co-Operative Creamery Co. has been incorporated with an authorized capital stock of \$5,000.

West Branch—More than \$75 in gifts will be donated by the West Branch merchants to the couple who will be publicly married at the celebration here July 24. No applicants have as yet come forward.

Detroit—The Julio Lozo-Arriaga, Inc., has been incorporated to act as manufacturing agents for automobiles and accessories, with an authorized capital stock of \$30,000, of which amount \$15,000 has been subscribed and \$3,000 paid in in cash.

Detroit—Everitt Brothers have engaged in business to paint and trim automobile bodies and manufacture automobile bodies and other parts with an authorized capitalization of \$50,000, all of which has been subscribed and paid in in property.

Detroit—The Michigan Tube Co. has been incorporated to manufacture any article of commerce from metal and seamless tubing from brass, copper and other metals, with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$2,500 paid in in cash.

Benton Harbor—The Superior Steel Castings Co. has engaged in business with an authorized capital stock of \$60,000, of which amount \$50,000 has been subscribed and \$10,000 paid in in cash. This concern will manufacture or otherwise acquire and sell steel and other castings and metal products.

Detroit—The Ford Motor Co. has been in existence thirteen years, having been organized June 16, 1903, with a capital stock of \$100,000. It has financed its growth entirely from profits. In this period an aggregate of 1,386,802 Ford cars has been turned out. The Detroit factory now has 30,000 employees and the plant in Windsor, Ont., has 2,500.

Flint—When representatives of the Lutz & Schram Co. reached here to open the local pickle factory for the season they found that their plant had been dismantled piecemeal, and that there was little left but the bare walls of the plant. Even two large vats were missing, and a hole had been cut in one wall to remove timbers too large to carry through the doors.

Detroit—The J. R. Stone Tool & Supply Co., 24 Goebel building, has purchased the plant and business of the General Manufacturing Co., at 93-103 Meldrum avenue, manufacturer of specialties, jigs and fixtures. The sale price was approximately \$30,000. The deal gives the Stone company, heretofore manufacturers' representatives, an opportunity to enter the manufacturing field.

Reed City—Fire broke out in the flooring plant of the William Horner Co. June 20 and ruined the dry kiln causing a loss of \$5,000. Besides the kilns 9,000 feet of lumber were destroyed. The plant is the main industry of the town. The Horners operate a large mill in Newberry and will send a large number of their men to that place where a night shift will be run

to keep up with the large orders of the plant.

The requisite qualifications for voting differ in the several states. A pauper can not vote in Massachusetts, nor a man who has fought a duel in Florida. There are several states in which an election bet acts as disfranchisement, and in Idaho a bigamist can not cast a ballot, nor in Wyoming a man who can not read the constitution. In several states women can vote, and about four million of them altogether will have that privilege next fall. The general requirement all over the United States is that the voter must be 21 years of age. In Denmark the voting age is 30, in Prussia, Holland, Belgium and Japan it is 25, in Austria it is 24, but a Hun can vote at 20. In Belgium men are permitted voting strength according to their actual or supposed intelligence. For example, a college graduate has three votes, while just a plain, everyday moderately educated man has only one. It is said that there are about 300,000 Belgians who have three votes each, and a still larger number who have two votes. These are decidedly interesting differences. In this country a good many have a vote who ought to have none.

The abandonment of the proposed motor combination will be welcomed by the more conservative interests. These combinations are always fascinating and it is also true that these can be carried through only in a period of great prosperity like the present, which means, necessarily, a capitalization at a high point of earnings. As time goes on, these combinations are often found to be justified, as we believe to have been the case, for instance, in United States Steel. Nevertheless, there is a point of danger and a point of saturation, so far as the public absorptive policy is concerned, and it would seem probable that both of these points had been about reached.

Provisions—All cuts of smoked meats, including picnic, regular, skin-back hams, bellies and bacon are steady and unchanged, with an active consumptive demand. Stocks are reported lighter than usual and the general feeling in provisions is firm. Pure lard is steady and unchanged with a good consumptive demand. Compound is also wanted at unchanged prices. Barreled pork, canned meats and dried beef are all unchanged and in moderate request.

Salt Fish—Some new shore mackerel are in the market at prices correspondingly high compared with Irish and Norway. The shore fish are ruling from \$3@4 above normal. Some new Irish mackerel are here at the high prices reported a week ago. Norway on spot are about cleaned up, the few remaining are selling at very high prices. Cod, hake and had-dock are practically off the market for the summer.

If you have clerks who are not honest, stay with them. If you can't stay with them, don't keep them.

Ready-To-Eat Cereals Attain Their Majority.

On a little white building nestling among the great factories of the Postum Cereal Co., Ltd., at Battle Creek, appears the legend: "Started Here January 1, 1895." The visitor is told that in those bygone days the building was a carriage barn belonging to the late C. W. Post, who with his own hands here began the making of Postum Cereal and Grape-Nuts.

Considerable sentiment surrounds the beginnings of the Postum Cereal Co., but more interest focuses in the man whose fortunes as a manufacturer, were, for more than a score of years, closely allied to the grocery trade. To him, as perhaps to few other men, belongs the credit for the present day widespread use of "ready-to-eat" cereal foods.

The Postum business began at a time when Mr. Post, then in poor health, was making a careful study of dietetics, with especial reference to improving his own condition. He found for himself what he called "The Road to Wellville," and with inspired vision proceeded to advocate the same way of living for others.

Mr. Post was a prince of advertisers. He had the advertising sense. His faith in the power of the printed message and his fearlessness in this field are shown in a business which, but twenty-one years old, disburses for advertising alone over two millions annually.

Mr. Post early inaugurated plans for the welfare of his employees. At the present time practically all the workers own their own homes in a beautiful section of the city adjoining the Postum Cereal plant—a section laid out and planned by Mr. Post, and sold on easy terms about equal to rent. The company has never had a strike.

The development of community homes was one of Mr. Post's greatest pleasures. Following out this same idea, he purchased some two hundred thousand acres of land in Northwestern Texas, built a town—Post City—now a flourishing center, established there a great cotton mill, and laid out model farms which are being sold to bona fide farmers on easy but safe terms to ensure a solidly developing community.

Visitors—over 20,000 of whom are welcomed at the Postum Cereal plant annually—find a trip through the factories and the unique administration building a revelation of what food products with merit and sound advertising can accomplish in a few years' time.

Farmer Nailed to the Mast.

Since the pure food law requires that 95 per cent. of eggs offered for marketing must be clean and in A-1 condition. DeJonge & Meengs, the Vriesland merchants have adopted the system of marking the cases of eggs received at their place of business with the farmers name and address. The Phenix Cheese Co., receiving some of the eggs from DeJonge & Meengs, made an inspection of two cases which did not look fresh, and after candling the eggs found only three good eggs. The cases being marked with the name of the farm from whom they were originally received, the Phenix Cheese Co. wrote the farmer to report to their office immediately and

return \$12.30 to save prosecution. It is needless to say that our friend did not waste many hours in returning the amount, for he well knew that the first offense involved a fine of \$200.—Zeeland Record.

Quotations on Local Stocks and Bonds.

Public Utilities.	Bid	Asked
Am. Light & Trac. Co., Com.	383	388
Am. Light & Trac. Co., Pfd.	110	114
Am. Public Utilities, Com.	45 1/2	47
Am. Public Utilities, Pfd.	77	78 1/2
Citizens Telephone	7	7 1/2
Comw'th Pr. Ry. & Lt., Com.	63 1/2	65
Comw'th Pr. Ry. & Lt., Pfd.	83 1/2	85
Comw'th 6% 5 year bond	102	103 1/2
Michigan Railway Notes	100 1/2	102
Michigan Sugar	109	111
Pacific Gas & Elec., Com.	57	60
Tennessee Ry. Lt. & Pr. Com.	12	13
Tennessee Ry. Lt. & Pr., Pfd.	51	54
United Light & Rys., Com.	53	55
United Light & Rys., 1st Pfd.	75 1/2	77
United Light 1st and Ref. 5% bonds	88 1/2	90 1/2
Industrial and Bank Stocks.		
Commercial Savings Bank	225	
Dennis Canadian Co.	75	85
Fourth National Bank	225	235
Furniture City Brewing Co.	40	50
Grant Motor	11 1/2	13
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	15 1/2	16 1/2
Holland St. Louis Sugar, Pfd.	8 1/2	10
Hupp Motor	9	10
Kent State Bank	250	
Old National Bank	199	205
Perlman Rim	135	140
Peoples Savings Bank	300	
United Motors	73	75

Awarded Five Thousand Dollars Damages.

Vicksburg, Miss., June 19—A verdict of \$5,000 has been returned in the suit of Miss Ollie Budford against the Valley Dry Goods Co. The girl sued for slander, claiming that when she was a clerk of the company M. J. Mulvihill, manager, and the detective forced her to sign a document admitting she had been stealing, threatening to drag her through the streets to jail handcuffed unless she did as ordered. She swore Mulvihill grabbed \$25 from her purse and kept it. The jury was out two nights and a day.

Business is the cardinal virtue in advertising; no matter how good advertising may be in other respects, it must be used frequently and constantly to be really successful.

BUSINESS CHANCES.

A small, clean stock of general merchandise and buildings in a lively little oil town, surrounded by farming and stock country; want to retire; terms to the right parties. Address Chas. T. Padden, Glenrock, Wyoming. 236

For Sale—Grocery stock in country town. Doing good business. Owner wishes to retire. Address No. 239, care Tradesman. 239

HELP WANTED.

Wanted—Doctor in small town. Eight miles to nearest doctor. Good point for young man. Particulars address Box 118, Benton, Michigan. 237

Wanted—Experienced shoe clerk not over 35 years of age; accustomed to first-class city trade. References must accompany application. Address No. 238, care Tradesman. 238

Salesmen Wanted for Southern Michigan

By one of the largest and best known rubber houses in the Central West, carrying a full line of Rubber Footwear and Raincoats and with an established business in this territory. No applicants will be given consideration who do not have a thorough knowledge of and ability to sell a high grade line of Rubber Footwear.

Address all communications to Rubber, care The Michigan Tradesman.



Sugar Points ^{NUMBER} "Reputation" II

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

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

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

The FRANKLIN SUGAR REFINING COMPANY
PHILADELPHIA

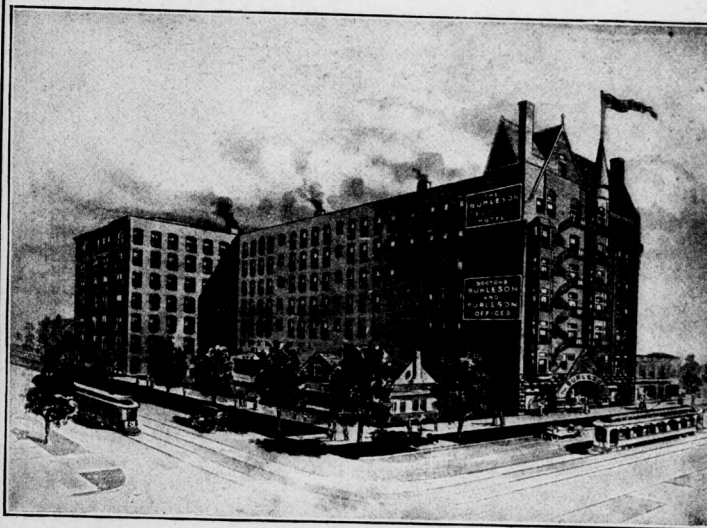
Boston Breakfast Blend



—Splendid Quality
at a
Moderate Price

Judson Grocer Co.
The Pure Foods House
GRAND RAPIDS, MICHIGAN

Piles Cured WITHOUT the Knife



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

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

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

DRS. BURLESON & BURLESON
RECTAL SPECIALISTS

150 East Fulton St.

GRAND RAPIDS, MICH.

SAFE BUYING IN A RUDDERLESS MARKET

What are goods worth—almost ANY kind of goods?

May I know in advance what they will cost or must I buy in the dark and wait till the bill comes?

Where can I place orders with the reasonable assurance that THE GOODS and not excuses for non-shipment will come forward promptly?

These are questions which, in the present rudderless market, are prematurely graying the average retail merchant's hair.

Our catalogue—"The Only Book of Its Kind in the World"—answers them in a way to take the risk out of buying. It quotes definite prices with no strings to them; makes the prices hold good on re-orders up to thirty days; gives the assurance that the goods will be sent at once.

Watch for the July number.

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

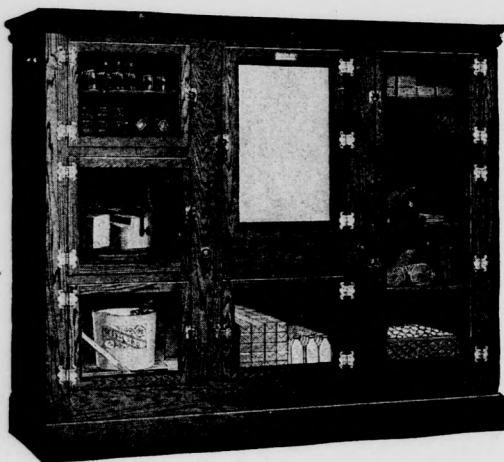
NEW YORK

CHICAGO

ST. LOUIS

MINNEAPOLIS

DALLAS



Either Makes or Loses Money

That's exactly what your refrigerator does. It's either the means of loss, or a source of profit. It either preserves your perishable foods, stops the waste from spoilage, makes possible an attractive display and saves ice or it does just the opposite and wastes your good money—and lots of it. As long as you are in business to make money why not have refrigerator equipment that helps you increase your profits instead of decreasing them? If you want money makers get

McCray Grocers' Refrigerators

Any successful grocer will tell you if you ask him that McCray Refrigerators have answered this one big problem for him. He will explain how his spoilage has been reduced to nearly nothing. He will tell you how the beautiful display cases made his perishable foods more attractive and more salable, and consequently increased his sales on them. He will

also tell you how the McCray reduced his ice bills materially.

The McCray scientific construction provides for a constant circulation of cold, dry air and carries off all odors and impurities through a water sealed drain pipe.

McCray Refrigerators come in a large variety of styles and sizes and are built to order to meet any need. They may be arranged for either ice or mechanical refrigeration and conform to all legal requirements on display of perishable foods.

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

