

# MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$1 PER YEAR

Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, JUNE 28, 1916

Number 1710

## GOD BLESS THE FLAG!

Washed in the blood of the brave and the blooming,  
Snatched from the altars of insolent foes,  
Burning with star-fires, but never consuming,  
Flash its broad ribbons of lily and rose.

Vainly the prophets of Baal would rend it,  
Vainly his worshippers pray for its fall;  
Thousands have died for it, millions defend it,  
Emblem of justice and mercy to all.

Justice that reddens the sky with her terrors,  
Mercy that comes with her white-handed train,  
Soothing all passions, redeeming all errors,  
Sheathing the sabre and breaking the chain.

Borne on the deluge of old usurpations,  
Drifted our Ark o'er the desolate seas,  
Bearing the rainbow of hope to the nations,  
Torn from the storm-cloud and flung to the breeze!

God bless the Flag and its loyal defenders,  
While its broad folds o'er the battlefield wave,  
Till the dim star-wreath rekindle its splendors,  
Washed from its stains in the blood of the brave.

*Oliver Wendell Holmes.*

"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

## RAMONA THEATER

*Better Than Ever*

*Brighter Than Ever*

*Bigger Than Ever*

POPULAR PRICES

Twice Daily:--- Afternoon and Evening

## 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



Eat Plenty of Bread

It's Good for You

The Best Bread is made with

## Fleischmann's Yeast



## THE BEST

piece of goods  
any dealer  
can hand over  
the counter.

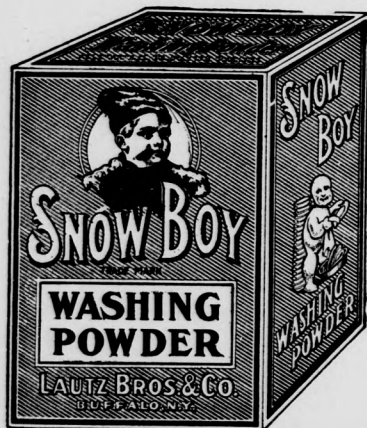
## K C BAKING POWDER

The best at any price.

Free from adulteration.

It will pay you to push K C

**Jaques Mfg. Co., Chicago**



## 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 28, 1916

Number 1710

## SPECIAL FEATURES.

- Page  
2. Commend the Congress.  
4. News of the Business World.  
5. Grocery and Produce Market.  
6. Free Trade is Dead.  
8. Editorial.  
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.

## CROP PROSPECTS.

Despite the unseasonable wet and cold spring and early summer, from every portion of the Northwest come gratifyingly favorable reports of the progress of the crops. This section has hardly enjoyed one really hot day, and the nights have been uniformly cool; and yet wheat and rye and barley and oats are making amazing advances daily. Rye shows the greatest maturity, and is heading out beautifully. Oats are coming on fast, although the growth in many fields is uneven; barley is flourishing; and wheat is developing a deep root and a very heavy growth.

With the start already made by the small grain and the amount of moisture in the ground taken into consideration, a stretch of hot weather now would be of the utmost benefit. This is true, especially of corn, which is well above the ground, and which stands in great need of warm sunshine. The farmers in some localities are beginning to cultivate their corn, but the shortness of the plant and the muddiness of the soil make the work very slow and tedious.

The hay crop promises to be immense. As during the season of 1915, the frequent rains have caused a rank growth of all grasses, and only a period of dry weather is necessary to bring timothy and clover to maturity. The bountiful growth of grasses has made for an extraordinary successful dairy season.

The decennial edition of the American Pharmacopoeia, just issued from Philadelphia, which in October becomes the official and legal standard for the guidance of doctors, druggists, and chemists in the compounding of drugs, contains one regulation that is a clear reflection of a public campaign. Henceforth all tablets of bichloride of mercury must be made in a peculiarly angular shape, and must be colored a vivid blue. It is explained that when previous issues of the volume were compiled the use of such tablets had not become so widespread that complaints of mistakes with them were heard. The war is responsible for an uncommon number of alterations in this edition. Sixty new drugs are added to the list offered in 1905, one of them trinitrophenol, a high explosive compound used as an antiseptic for burns. Nearly two hundred drugs difficult to obtain or little used are dropped—typ-

ical of them being coca, the base of cocaine, no longer to be employed in legitimate medicine. This is the first edition since the Pure Food and Drugs act, and hence the first to establish the minimum standards of purity for drugs that enter into the preparation of certain prepared foods.

The German press is probably under no illusion as to the soundness of its argument that the Russian offensive has been brought to a stop because the only successes recorded by the Czar's armies are against the Austrians. It is precisely against Austrians as much the weaker of their opponents that the main effort of the Russian armies has been directed from the beginning of the war. Gen. Brusiloff would be perfectly content to no more than hold his own against Von Linsingen and Von Bothmer, if his left wing might continue to move forward as rapidly as it has done in the last three weeks. In that time the crownland of Bukowina has been reconquered, and the Russians are close to the Carpathian passes. Taught by bitter experience, it is not likely that they will again attempt an invasion of Hungary. Instead of breaking through the mountain passes, the Southern Russian army, after disposing of the remnants of Gen. Pflanzer's forces, will turn North and move along the edge of the Carpathians into Galicia. Such a movement, if unchecked, would threaten the entire Austrian position as far as Lemberg. The Austrians, by themselves, cannot make a stand. Either German reinforcements must take up the old work of stiffening their allies at the furthest end of the battle-line, or the Germans themselves, at the other end, must inflict a decisive defeat on the enemy.

"Every American citizen has the right to be protected in his efforts to earn an honest livelihood. No man or combination of men should have the power to prevent him from following his vocation, even by intimidation, for he may have not only himself but a wife and children for whom to provide. It is my opinion that the honest laborer who is willing to do the work which is proper and in no way conflicts with the interests of the community should be given the opportunity to perform it, and to have the same protection from the authorities which is extended to any peaceful citizen, no matter how powerful or influential may be the person or society which opposes him."—Cardinal Gibbons.

Efficiency consists in doing the right thing at the right time and in the right way.

## EBB OF FREE TRADE TIDE.

The Tradesman calls attention to a comprehensive statement on the world-wide abandonment of free trade on page 6 of this week's issue. In doing this some unthinking persons may be so indiscreet as to charge the Tradesman with dabbling in politics, but this is not true. The tariff is not a political issue, although it has been dragged into the mire of party politics by both the Republican and Democratic parties. The tariff is an economic issue, pure and simple, and should be discussed from an economic viewpoint and not from a political standpoint. Any subject which has a direct bearing on business conditions is a legitimate subject for discussion in a trade journal or any other journal which aims to deal fairly and justly with the great governmental questions of the day. Any person who would seek to deprive a conservative publication of this privilege—and duty—is too narrow to deserve serious consideration.

Two Westerners who had a bunch of hogs in a field and went out in an automobile to feed them could not understand why the animals were so thin. They puzzled their brains over it for some time, for they were sure the hogs were well fed. But an explanation for the thinness has been found. It seems that every time the hogs heard an automobile in the road they all rushed across the field, thinking their feed was coming. They exercised so much they lost instead of gained flesh. This furnishes an idea for those who desire to reduce. They might run to a front window or out in the front yard every time they hear an automobile.

The labor outlook in these times of unprecedented activity is one of the least reassuring factors in the situation. The insufficient supply of workers is a cause of part of this uneasiness. But the attitude of labor itself is the most disturbing feature. When it is considered that the continued successful operation of the industrial machine at high speed depends so much upon this attitude, the importance of the subject is apparent. It is a time when labor itself should be realizing its greatest harvest. It is a wonderful opportunity to make large earnings. Labor is not taking advantage of this, and wage-earners are apparently not netting much more than formerly. This is because labor has insisted upon reducing the working week many hours, and in some instances the six full days have been cut down to four and five days of actual work. While proprietors are strenuously endeavoring to keep production up to highest output, workers have become indifferent and absent themselves at pleasure, thus not only reducing the in-

creased wage which they might earn, so that for the week they get little more than under the old wage scale, but also seriously cutting down the production. This has almost always been the history of higher wages, namely, the better the pay, the less the production. And unless production in times like these is kept up to the limit profits melt away. The wage-earners themselves, if they curtail their higher earnings through absence, are worse off now than on former scales, because the living costs are higher. But the greater loss is that of the whole country in being unable to take full advantage of prosperity by supplying the great current demand for goods.

Basing his decision upon evidence that the \$80,000,000 Corn Products Refining Company controlled 60 per cent. of the so-called glucose trade and was, therefore, a monopoly, Judge Learned Hand, in the Federal District Court, at New York, on Saturday, ordered the company dissolved, sustaining the Government's contention that the corporation operated in restraint of trade in violation of the Sherman law. Judge Hand also sustained the charges that the officers and directors of the corporation, including many of the leading interests in American financial circles, had conspired to control the business of making glucose and starch in violation of the law. The corporation and its subsidiaries were convicted of trying to stifle competition by the court, although its unfair methods were admittedly not entirely successful. Judge Hand said that there was no reason why any of the twenty-three defendants originally named in the Government's suit, brought in 1913, should be exempt from the injunction, although they might have severed connection with the corporation since that time, with the exception that certain of them might be excluded from such parts of the decree as cover any trade practices, terminating prior to January 1, 1910. The court named the Federal Trade Commission as master in chancery, allowing the corporation 120 days in which to file a plan, instead of ninety as in the case of the International Harvester Company. This is the first time that such a duty has been delegated to the Commission. In other respects the decree follows the lines of that handed down in the International Harvester Company dissolution.

When a man once thoroughly understands the ins and outs of politics he may know enough to stay out.

Nothing jolts a smart man so hard as being beaten at his own game.



## COMMEND THE CONGRESS.

## Not a Dissenting Voice From the Retailers.

Grand Rapids, June 16—We are addressing you as one of those who attended the Retail Merchants Congress held in Grand Rapids last week.

We desire to ascertain your opinion of this event in order to determine whether or not it would be desirable and profitable to repeat the event next year.

We would also appreciate it if you would make any suggestions whereby the Congress could be improved. Do you think it occurred at the most desirable season of the year, or would the attendance be greater if held at some other time? Do you think three sessions a day are too many, and if so would you eliminate the morning session? What other subjects would you like to have presented and discussed?

In fact, we would appreciate it if you would express freely your opinion of the entire proposition.

W. K. Plumb, Sec'y.  
The Replies.

Muskegon, June 22—I was much pleased at what I heard while attending the meetings and I would be glad to attend again if you decide to hold them next year. I don't know as I can suggest any particular topics for discussion.

J. E. Marvin.  
Merrill, June 22—Would be in favor of one next year. The time was satisfactory for me. As to the general benefit I could not determine. It was a very awakening Congress and I would surely attend next year if at all possible. While I did not get to attend each day's sessions, only the latter part. I was told by one who did attend that the first and second days were very good and full of good thought. It would be my ambition to attend another wherever it would be, as I was very well pleased with the results.

J. J. O'Toole.  
Bad Axe, June 23—I consider it a signal success, but as the writer is inexperienced along the line of conventions, consider myself not strong on criticisms, but with what sixteen years of actual experience behind the counter has taught, I take pleasure in congratulating you and your organization on the manner in which your first Congress was conducted. I commend you very highly on your selection of speakers, especially St. Elmo Lewis and Paul H. Nystrom. In rehearsing what I gleaned from the talks of those two men I consider my time well spent. Their talks so impressed me that since coming back I have agitated the idea of getting one or both of those men to talk to the merchants and their clerks in our home town. I consider it a desirable and profitable event for another year and I only hope that I will have the opportunity to be there, but not only there but throughout the State, because I think such meetings are beneficial alike to both merchants and wholesalers. I think the time of year ideal and the number of sessions per day right. The only thing I regretted while attending your Congress was that I did not have the opportunity of meeting and getting acquainted with more of your business people. I hope this will act as a suggestion for another year and wish you and your Board of Commerce every success and take this opportunity to thank you very kindly for your entertainment.

W. H. Western.  
Belding, June 22—Will state that Mr. French and I attended the Congress one day and felt well repaid. So far as suggestions are concerned, we believe your judgment, after watching the entire programme, would be better than ours.

Wortley & French.

Trent, June 21—We were well pleased with the Congress of June 6, 7 and 8. We think the time of year was most appropriate had it not been such a rainy week. In our opinion three sessions are not too many. We would enjoy more speakers of the type Mr. Wilkey represented—the small merchant, with a fund

of knowledge of practical problems. It occurs to us that one chairman throughout the meeting would be preferable.

C. F. Thomas & Co.

Ovid, June 19—I enjoyed your Congress very much. I think that, as you mention, it would be better to eliminate the morning session, as it was impossible for me to attend, but think it would give the people a little time for outside business. Of course, this year was a bad year, but this time may be the best. It is generally easier to get away in July or August, but will try to come whenever you hold it, as I think that it is a fine thing.

Lou T. Storror.

Coral, June 17—I don't know as I have any criticisms to make, as the speaking was all along good lines and treated on subjects that we retailers are familiar with. Think if it was held later in the season after harvest and out at Reed's Lake or some near by resort that it would be more interesting, but I was very well pleased as it was.

J. S. Newell.

Holland, June 17—We wish to say we are grateful for the enjoyable and helpful time shown us last week. We were only able to be present one day, but in spite of the somewhat unpleasant weather, we enjoyed and profited by the Congress. We would like to have the event repeated. We think the time just right and cannot understand why more of our fellow merchants did not take advantage of the opportunities extended. We do not remember whether the subject of credits was on the programme. If it was not, we think a discussion or address on how the retailers could work to mutual advantage along credit lines would be very beneficial. We think the morning session might be eliminated, giving time to see more of your splendid wholesale and manufacturing establishments.

B. Steketee.

Woodland, June 17—I assure you I was well repaid for the time spent in attendance at the Retail Merchants Congress and only regret that I could not have stayed longer. I think the time of year is all right and if it is to be a little outing as well as educational, the forenoon could well be employed in visiting the beautiful parks of Grand Rapids.

B. S. Holly.

Coldwater, June 19—It was a most enjoyable and instructive affair. I personally enjoyed every talk except one theoretical discussion, and if you have as good men next year as this, three sessions would not be too many. If you should cut down to two session a day, the morning session would be the one to eliminate. You can count on me for next year.

M. P. Woodward.

Otia, June 17—Would suggest that each wholesale firm have a room in the hotel all on one floor, have samples of goods, then when writing to your customers ask them to call at room No.—and show them a good time. You see we landed at the Pantlind, not a man to meet us and knew no one. If you want to make friends, greet the stranger.

M. E. Harkins.

Coopersville, June 19—We considered the Merchants Congress a howling success. In this day and age you could not do the retailer a greater service. July or August might possibly be a better time for us to get away. However, we are only one of the many.

Charles P. Lillie & Sons.

Sunfield, June 19—While this has been a radical change from former years that has made for fun, frolic and feasting, this has been none the less a feast which sent me home from my one and a half day's attendance much enthused. My regret is that my help could not have heard Paul H. Nystrom on Special Sales and Getting New Customers, which is the secret of a successful salesman.

F. N. Cornell.

Ravenna, June 19—I enjoyed the session of the Retail Merchants Congress very much and I am very sorry I was not able to attend the entire meeting. As for the time of this meeting it could not be held at a better season of the year for me, as I am engaged in the elevator business and would like to hear

this line discussed a little more. I believe this year's Congress to be the best thing of its kind I have ever attended in Grand Rapids, and would like very much to have the opportunity of attending another meeting next year.

A. E. Young.

Dorr, June 20—To me your meetings were very interesting and instructive and I believe it is an opportunity that every merchant ought to avail himself of. I regret we did not have a larger representation from our town. It is the keynote to a bigger and better business man, and there is no doubt in my mind if you people should continue these meetings you would see a very much larger attendance from the merchants all over Michigan. The season and time are all right. The sessions were all right, the subjects were fine and, taking everything into consideration, I think it was a great success.

E. S. Botsford.

Delton, June 19—I was in attendance the last day and enjoyed the sessions very much. The purpose of the Congress is highly commendable and I think it should be made an annual event, continued as long as the retailers show sufficient interest. Three sessions a day are not too many. In my opinion, the men who attend such meetings as these do not care to waste their time. I do not think a better time of year could be selected. The subjects of vital interest to retailers are extending credit, better methods of stock keeping and buying, meeting mail order competition, taking inventory and a simple and adequate book-keeping system. I should also mention salesmanship. The thing that the small merchant needs more than anything else is a book-keeping system which is simple, but eliminates guess work, and then have the necessity for the use of such a system impressed upon them so forcibly that they will use it. The above are the only subjects I think of now in which I would be interested.

Ellis E. Faulkner.

Kent City, June 17—Of like nature next year. All very good.

A. H. Saur & Co.

Cadillac, June 17—The Retail Merchants Congress, as featured by the Wholesale Department of the Association of Commerce of your city, was worthy of very much better support than it received, as the subjects handled by the various speakers are ones that should be of interest to every retail merchant and I have not been able to figure out why they did not turn out in greater numbers. It has occurred to me that possibly the fact of its being handled under your Association of Commerce may have conveyed the impression that Grand Rapids as a city was interested more in getting a crowd to Grand Rapids than the wholesalers as a class and I have wondered if this thought may have prevented many from coming. I am also surprised at the small attendance of your own retailers and it seemed to me that they (whom I suppose largely are members of the Association of Commerce) at least should not be influenced in that way. The season of the year was right and in order that the visitors might have more time with the wholesalers it would seem that the forenoon of the second day at least should not have a programme. I was sorry that credits and collections were not touched on, as this subject is of primary interest to most retailers, as only one occasionally understands ordinary methods of extending credit and making collections. If there is anything I can do during my tenure of office as State Secretary to add to the success of the Congress, in case you decide to repeat the event next year, I will be glad to do so.

J. M. Bothwell.

Millbrook, June 19—I thought all was arranged and carried out very nicely and beneficial to those that attended. Think afternoon and evening session enough for one day and possibly a little later in the season would give larger attendance. The weather was not favorable this year.

T. O. Pattison.

Cadillac, June 17—It is a great pleas-

ure for me to inform you that the writer enjoyed every minute of the Retail Merchants Congress. I also want to say that the promoters are entitled to a lot of credit for their thoughtfulness, for I fully believe that there is no class of men who are more in need of education than the retailer. Personally I have never had the pleasure of attending any event where so many good subjects were presented in which the retail merchant is vitally interested, every subject being handled by a gentleman who was qualified to be an instructor on that particular subject. Regarding the most desirable season of the year in which to hold an event of this character, I am of the opinion that you selected a very good time. I have heard it suggested that the most desirable time would be when the general merchants hold their annual meeting, but I am of the opinion that you can do more good if the merchants will attend, by holding it independently, as you have done this year. Regarding the number of sessions held daily, I do not think that three sessions daily are too many. If a merchant goes to the city for the purpose of attending the sessions of the Congress, expecting to get all the good he can out of the event, he will be so interested he will not miss any. The only disappointment with which I met was the fact that so few merchants availed themselves of the opportunity of attending the most instructing event ever presented to the retail merchants of Michigan, and while it is an old saying that you should never look a gift horse in the mouth, I sincerely hope your association will receive enough encouragement from the retail merchants to convince you that it will be both desirable and profitable to repeat the event next year.

James Johnston.  
Covert, June 17—We were well pleased with the Retail Merchants Congress. Mr. Spelman of our firm attended all the meetings except the last afternoon and came away with the idea that if we were to do business correctly, we could do twice the business we now do and make three times the profit. Mr. Spelman thought our two clerks who attended did not get the good out of the Congress they might have received, as some things were not interesting to them; but he learned a few things which he is trying to put into practice. We could attend meetings better in the winter time and do not think three sessions a day too many. We would like to hear the percentage based on sales that country stores could spend for different items which enter into the expense of selling goods, such as advertising, clerk hire, expense of collecting bills, etc. We would like to lay such a rule which would be correct alongside of our stores and see wherein we are paying too much along any one line. The first thing for us to do is to find out where we are wrong. Then we may be able to correct it. If you were to have another Congress next year, we now think we would attend.

J. R. Spelman & Co.

Mears, June 17—I hereby express my opinion of the Merchants Congress, although if you would leave it to Edward Kruisenga or Richard Pendergast, they would inform you that my opinion is not worth a tinker's dam. I fully understand this is your first attempt to pull off this method of entertainment, or rather school of instruction. Likely you have discovered some things that could be altered or improved upon. From my standpoint, I think I received enough benefit to induce me to make an extra effort to attend the next one, although there were lots of things that did not meet my approval. You can't judge the majority by me, as I am a chronic kicker and very difficult to please. I admit I have lots of false besides my hair and teeth. The time of year is just about right. I think three days with afternoon and night sessions plenty. I advice cutting out the morning session. I missed those this time. I believe a



line of talk advising country organization among retailers for mutual protection should be broached. Of course, I know the jobbers would not want to see a strong State organization, but that meeting brought up strongly to my mind what a good thing it would be to have a county organization. I had a long talk with a Shelby merchant after the meeting (Leo Spellman) to see if we can't agree to pay the farmers what we can get out of butter and eggs, instead of bucking each other all the time and lose 25 per cent. on the produce. There are other evils we can overcome if we enter some agreement. I am not very strong for the handling of the catalogue house menace, as presented by H. L. Wildey. Part of his talk was good, but if 5,000 merchants in Michigan followed his plan, where would the Michigan jobbers be at? Looks to me and also to about twenty merchants whom I questioned on this subject that it would mean 5,000 good customers added to Sears, Roebuck & Co. E. A. Stowe's address was good for some merchants, but not practical for all. Now, as you were foolish enough to ask me, let me say, I think it would be more beneficial if you would arrange to have up-to-date Michigan merchants address their fellow merchants instead of high priced public speakers. I know it would be more interesting for me to hear some practical merchant in same line of business than to listen to high brow stuff by an efficiency expert. As to Wildey, I rather think he is making more money lecturing than he is out his business. His statement that he does \$100,000 business on a general stock that invoices \$7,200 means a turnover about every twenty-five days and his buying market at Minneapolis, 170 miles distant, makes it look fishy to yours truly. I approached him after the lecture to see if I had misunderstood that statement, but I hadn't. There were about thirty merchant on the platform when

he repeated that statement and I offered to buy for the crowd if any Michigan merchant there could say he could do \$40,000 business on that amount of stock. I know personally I have been trying for years to turn a general stock over three times and have never quite succeeded. I was sorry I missed Nystrom's talk on Stock Turnovers. Now, if your patience is not worn to a frazzle and you are still reading, let me add that whatever you do please have the next series of lectures in a hall that everyone can hear the speaker. Nothing was clearly understood by those sitting farther back than the first three rows of seats. You could notice half of the people straining to hear until they gave up in disgust. The bored expression on the people's faces did not come from the talks not being interesting, but from the fact that they could not hear. I was sorry to see only about 200 in attendance, when there ought to have been at least 1,000, but it was the first venture. I believe it a good stunt to continue them if not too expensive. I am sure the money spent for this line of instruction is far better than the old Merchants Week. I ought to know, as I attend everything.

C. A. Brubaker.

#### The Retail Merchant's Declaration of Independence.

Written for the Tradesman.

On this, the one-hundred and fortieth anniversary of the Declaration of American Independence, the undersigned hereby publishes to his customers and the buying public this statement of the principles, conditions and terms upon which he proposes henceforth to conduct business as a general merchant, trusting in the fairness, reasonableness and good sense of the people to acquiesce and cooperate in the endeavor to give every

customer honorable, equitable and impartial service.

First, we declare that the obligation of a merchant to keep on hand a full and seasonable stock of goods, to study the needs of the people, to anticipate their wants, to investigate the worth or practicability of newly-devised or unproved goods coming into the market to meet changing conditions, and to offer goods for sale at reasonable prices, is no more, no greater than the obligation of every resident of the community to buy as much as possible their supplies at the home store. Obligations can not be one-sided.

I recognize no arrogant, domineering demands for credit accommodation, cut prices or unusual service.

No apology is due from me when I demand cash for goods at the time of purchase, prompt payment of accounts or when I present or mail a statement of account.

The one who pays a long-delayed account is not entitled to a treat or present. Such compliment is due the merchant, if any one.

Let us acknowledge that we all make mistakes. We shall endeavor to rectify our own at earliest opportunity after discovery of the same. We shall call the customer's attention to it just the same, whether in our favor or against us. Please be free to do the same with us.

The merchant has the same right to hours of relaxation and Sunday rest as other working people and it is no evidence of selfishness or unsympathetic spirit if he sets definite

limits to the time accorded by him to serve the buying public. Only unforeseen and unusual circumstances are an excuse for asking him to depart from his regular schedule.

The merchant is not under obligation to contribute more or oftener to benevolent and public enterprises than other citizens of equal means or ability. A written or printed statement of any such project will secure as prompt and favorable consideration as a personal interview in business hours—perhaps more.

We shall not try to run our store to meet every cut price, bait, leader, or scheme of crafty competitors. If we cannot give equal value on the average or satisfactory service we will submit to the loss of trade. However, we like to keep posted as to these matters; but more we like to know the customer's point of view, that, if possible, we may adjust ourselves to every need.

We all may and should be independent, for our own good and the good of others. We all are dependent, but we need not be servile.

A General Merchant.

#### Reduce Dishonest Weights to Scrap Metal.

New York, June 26—One hundred thousand "dishonest" scales and weights and measures in the past year have been smelted in a Brooklyn foundry. The molten metal was run into billets and will be sold by the city. Heretofore, the confiscated articles were dumped into the harbor at considerable expense to the city. More than 200,000 short measure baskets, crates and dry measures have been burned.

## Butter Sales Depend First of All on Color

You know they do—

You know better than anyone else how strongly women demand golden butter—insist that your dairyman use

### DANDELION BRAND BUTTER COLOR

not because we say so, but because it gives butter the rich, deep, golden hue that means bigger profits to YOU.

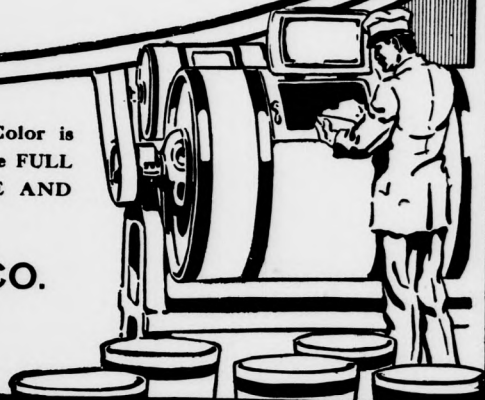


We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

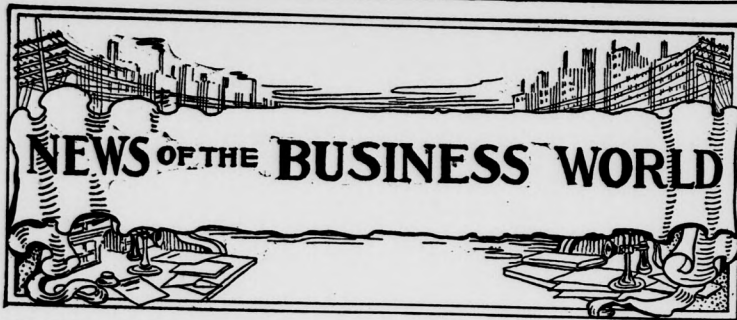
**WELLS & RICHARDSON CO.**

BURLINGTON, VERMONT

And 200 Mountain St., Montreal, Canada



**Dandelion Brand Butter Color**  
The color with  the golden shade



### Movements of Merchants.

Middleville—M. E. Thompson is building an addition to his meat market.

Durand—M. G. Schneider succeeds Schneider Bros. in the grocery business.

Stanton—Mrs. Vint Lesky succeeds A. C. Hall in the restaurant and cigar business.

Lansing—William Grabow will open a meat market at 723 East Franklin avenue July 10.

Belding—Hess & Kunen have engaged in the produce business in the Mooney building.

Alma—M. R. Sluyter has opened a garage and automobile supply shop on West Superior street.

Detroit—The Floing-McCormick Co. has changed its name to the Wilfred O. Floing Co.

Buckley—The Farmer's Co-Operative Mercantile Co. succeeds the Farmers' Mercantile Co.

Flint—F. A. Jones & Co., dealers in bazaar goods, has changed its name to the Michigan Stores Co.

Laingsburg—Leroy Slayton succeeds R. E. Stimson in the furniture and undertaking business.

Middleton—C. M. Dodge has added a rest room to his store building for the use of his customers.

Detroit—Phillips, Wilcox & Kruse, landscape architects, have changed their name to Phillips & Wilcox.

Olivet—W. W. Cronk has sold his grocery stock to Ben F. Gillett, of Lansing, who has taken possession.

Battle Creek—C. H. Gleeson & Son, of Kalamazoo, have leased the Urbandale bakery and taken possession. Kalamazoo—Jack Dold, West Main street druggist, has installed a soda fountain and ice cream parlor in his store.

Oden—Hotel Oden, recently leased by J. Leahy, was destroyed by fire June 24, entailing a loss of about \$25,000.

Marshall—C. F. Mayer, recently of Flint, has purchased the J. W. Bradshaw drug stock and will continue the business.

Kalamazoo—Mrs. Myra A. Hall is closing out her stock of fancy work and art goods and will retire from business.

Ypsilanti—Harley Vealey has taken over the Forester restaurant, on East Cross street, and will continue the business.

Houghton—The Smith-Beyers-Sparks Co., Ltd., has changed its name to Smith-Sparks Construction Co., Ltd.

Midland—John H. Fahrner, of Saginaw, has purchased the William Riordan grain elevator and will continue the business.

Charlevoix—Horace Fowler has sold his meat and grocery stock to Ed. Klooster, of Atwood, who has taken possession.

Saginaw—Fire and water damaged the machine shop of Mitts & Merrill, 1009 South Water street, to the extent of about \$5,000 June 24.

Detroit—The Elmer W. Brown Co., engaged in the auto supplies business, has increased its capital stock from \$5,000 to \$10,000.

Saginaw—William A. Cassady has sold his store building and grocery stock on Janes avenue to J. L. Weber, who has taken possession.

Grand Ledge—Ralph Halbert has sold his garage building and automobile supply stock to V. I. Hatch, who will add a line of agricultural implements.

Climax—M. Griffith & Son have erected a flour mill which they will operate in connection with their grain elevator and electric light plant.

Bay City—The Curley Drug Co. has been incorporated with an authorized capital stock of \$4,000, all of which has been subscribed and \$2,000 paid in in cash.

Jackson—Pierce & Cooper, grocers, have leased four more store buildings, and will occupy them with grocery stocks under the style of Pierce & Cooper.

Alanson—Fire destroyed the store building and stock of shoes and general merchandise of A. F. Peterson June 26. Loss, about \$3,000, partially covered by insurance.

Chelsea—William Fahrner has purchased an interest in the John Farrell & Co. stock of groceries and shoes and the business will be continued under the same style.

Bay City—Mason & Beach have sold their drug stock and store building to the Louis Drug Co., composed of Otto F. and J. S. Louis and Harry W. Garland.

Caro—W. A. Fairweather is closing out his stock of dry goods and will devote his entire attention to his stock of women's ready-to-wear clothing and furnishings.

Bennington—Fred Locke, of Perry, is planning the erection of a two-story brick store building which he will occupy with a stock of general merchandise about Sept. 15.

Manchester—Herman C. Paul has purchased the interest of his brother, William J., in the grocery stock of Paul Bros. and will continue the business under his own name.

Elmdale—The John Hostetler grocery stock has been sold at chattel mortgage sale to the National Grocer Co. Hostetler has absconded and is understood to be working on a farm near Lagrange, Ind.

Detroit—The Independent Grocery Co. has been organized with an authorized capital stock of \$10,000, of which amount \$5,010 has been subscribed and \$1,000 paid in in property.

Jackson—Hugo Beiswenger has sold a half interest in his clothing stock to Charles B. Shea and the business will be continued under the style of Beiswenger & Shea.

Bancroft—M. Randall & Co., grocers, have filed a petition in bankruptcy. L. A. Sanderhoff, of Owosso, has been named trustee. The assets are placed at \$1,200 and the liabilities at \$1,800.

Jackson—The Quality Auto & Supply Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$6,000 has been subscribed and paid in in cash.

Kalamazoo—C. Luyendyk has opened a meat market at 816 South West street, with cold storage rooms, sample room and sausage making and packing department in connection.

Flint—The Mercer Drug Co. has purchased the G. W. Milligan drug stock, at 814 South Saginaw street, and will continue the business under the style of the Mercer Drug Store No. 3.

St. Johns—Dee Waters and M. O. Crowner have formed a copartnership and engaged in the marble and granite business under the style of the Waters & Crowner Manufacturing Co.

Atlanta—Hotel Martindale has been completed and the proprietor, Grant E. Martindale, opened it to the public with a dinner and ball June 23. It replaces the hotel which was destroyed by fire last September.

Rockford—George Williams has sold his grocery stock to A. E. Feiter and Lowell Johnson, of Sparta, who have formed a copartnership and will continue the business under the style of Feiter & Johnson.

Detroit—The Watkins Cigar Stores Co. has been incorporated with an authorized capital stock of \$10,000 common, and \$5,000 preferred, of which amounts \$10,000 has been subscribed and paid in in cash.

Muskegon—Lew Smith, who has been in the dry goods and shoe business for the past twelve years, has doubled the size of his store and is adding a line of groceries. The new store will be known as the Cut Rate Cash store.

Jackson—The Dewey-Smith Co. has been organized as successor to the M. O. Dewey Co. and has taken over the building material and charcoal branches of the company, retaining the same offices and yard at 208 Cooper street.

Munising—S. & J. Lowenstein, dealers in clothing, dry goods and shoes at Ishpeming, have purchased the Samuel Marks stock of dry goods, clothing and men's furnishing goods and will continue the business under the management of Henry Levine.

Detroit—The Detroit Trust Co. has been appointed trustee in bankruptcy for Charles L. Elliott, formerly in the lumber commission business in the Majestic building. It is a voluntary petition. The bankrupt lists assets of \$150 and liabilities of \$15,947.47, according to the trustee.

Holland—George Huizinga, who recently purchased the H. W. Hardie jewelry stock, is closing it out at auction and will remove the furniture and fixtures to Muskegon, where the George Huizinga Co. will open a jewelry store at 16 Jefferson street about July 10.

St. Joseph—Alleging the Central Produce Fruit Brokers, of Benton Harbor, to be bankrupt and guilty of practices of a fraudulent character, action was taken June 26 in the bankruptcy court. Sensational charges are advanced, among them that in the last sixty days purchases were made by the firm totaling \$11,000 from Chicago commission houses, which now bring action, that no settlement has been made, that Morris Goldstein, one of the members of the firm of three brothers, has absconded to Windsor, Ont., and that during the last month no business records or bank deposits have been made although the company has entirely disposed of its purchases. A receiver has been appointed and judication is pending.

### Manufacturing Matters.

Detroit—The Isko Co. has decreased its capital stock from \$550,000 to \$300,000.

Big Rapids—The Hanchett-Swage Works has decreased its capital stock from \$150,000 to \$75,000.

Detroit—The Premier Cushion Spring Co. has increased its capital stock from \$25,000 to \$100,000.

Reeman—The Reeman Co-Operative Creamery Co. has increased its capital stock from \$2,500 to \$6,000.

Reed City—Fire destroyed the William Horner wood manufacturing and flooring plant June 21, entailing a loss of over \$30,000.

Edmore—J. H. Gibbs has sold his flour mill and electric light and power plant to the Universal Power Co., which has taken possession.

Detroit—The Eezee Paint & Chemical Co. has been organized with an authorized capital stock of \$30,000, all of which has been subscribed and \$3,000 paid in in cash.

Detroit—The Michigan Iron & Wire Works has engaged in business with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$2,500 paid in in property.

Monroe—The American Gas Machine Co. has engaged in business with an authorized capitalization of \$10,000, of which amount \$6,850 has been subscribed and paid in in cash.

Menominee—The Michigan Electrochemical Co. has been incorporated with an authorized capital stock of \$150,000, of which amount \$110,000 has been subscribed and \$15,000 paid in in cash.

Detroit—The French Society of Chemical Products has engaged in the manufacture of chemical products with an authorized capitalization of \$100,000, all of which has been subscribed, \$9,000 paid in in cash and \$55,000 paid in in property.

Jackson—The Jackson Furnace & Foundry Co. has been organized to manufacture furnaces and cement block machines and conduct a general foundry business, with an authorized capital stock of \$20,000, of which amount \$15,000 has been subscribed and \$2,500 paid in in property.





### Review of the Grand Rapids Produce Market.

Apples—Western stock, \$2.75 per box.

Asparagus—\$1 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—35c per doz. bunches, home grown.

Butter—Consumptive demand is normal for the season. Prices are 10 per cent. higher than a year ago. Weather is very favorable to the making of fine butter and the average quality of the current arrivals is even better than usual. There is some demand for speculation and goods are cleaning up on arrival every day. The market bids fair to continue about on the present basis. Creamery grades are held at 28c in tubs and 29c in prints. Local dealers pay 23c for No. 1 in jars and 20c for packing stock.

Cabbage—\$2.75 per 100 lb. crate from Virginia; \$2 per 60 lb. crate from Tennessee.

Cantaloups—California command \$2.25 for 54s and \$2.75 for 45s; Pink Meat 12 to crate, \$1.25.

Carrots—20c per doz. bunches for home grown.

Celery—California, 65c for Jumbo and 80c for Extra Jumbo. Home grown is beginning to come in. It is small in size yet and commends 25c per bunch.

Cherries—\$1.25@1.50 per 16 qt. crate for sour; \$1.50@1.75 for sweet.

Cocoanuts—\$5.50 per sack containing 100.

Cucumbers—75c per dozen for fancy hot house; 90c for extra fancy.

Eggs—There is a very good demand for new laid eggs and the market is firm at present prices. Receipts are falling off considerably, and if there is any change it will likely be an advance on the best grades. Local dealers pay 21c, cases included.

Egg Plant—\$1.75 per dozen.

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

Gooseberries—\$1.50 per 16 qt. crate.

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

Green Corn—60c per doz.

Green Onions—Silver Skins (black seeds), 20c per doz. bunches; Evergreen, 15c per dozen bunches.

Green Peas—\$1.50 per bu.

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

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

Lettuce—6c per lb. for leaf; 65c

per bu. for garden; 90c per bu. for head.

Maple Sugar—17c per lb. for pure.

Maple Syrup—\$1.40 per gal. for pure.

Mushrooms—40@50c per lb.

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

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

Oranges—Valencias, \$4.50.

Peppers—Southern grown command \$2.50 per 6 basket crate.

Pineapple—Floridas command the following prices: 42s, \$2.25; 36s, \$2.75; 30s, \$3.25; 24s, \$3.75.

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

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

Potatoes—Old stock, \$1.20 per bu.; Virginia cobbles, \$1.60 per bu. and \$4.50 per bbl.

Poultry—Mixed fowls now command about 15c; turkeys, 19c; ducks, 17c; geese, 11c. Dressed fowls average 3c above these quotations.

Radishes—15c for long; 12c for round.

Raspberries—\$2.50 per 16 qt. crate for red or black.

Rhubarb—85c per bu.

Spinach—75c per bu.

Beet Greens—75c per bu.

Strawberries—Home grown range from \$1.50@1.60 per 16 qt. crate. The crop is fine in quality.

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

Tomatoes—\$2.75 for 6 basket crate, Florida stock; home grown hot house, \$1 per 8 lb. basket.

Turnips—30c per doz. bunches.

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

Water Melons—40@45c apiece for Florida.

Wax Beans—\$1.75 per box for Southern Illinois stock; \$2.50 per hamper.

### The Grocery Market.

Sugar—All of the refiners are now on a 7.65c basis. Higher prices are not looked for until raws advance. Buyers do not seem to have very much confidence in the market. The consumptive demand for sugar is only moderate.

Tea—The market is still a waiting affair, there being a small demand of the hand to mouth order which meets no pressure to sell. The moderate supply of desirable quality in warehouse keeps prices steady despite the recent reaction in the Far East. The decline in freights has, of course, a sympathetic effect on sentiment and there is little inclination to anticipate

at this juncture. The Mexican situation has been unsettling, the general inference being that it inures to the advantage of the holder of tea. Some circles are hopeful that there will be duty agitation, but Washington claims to have sufficient funds to take care of military expenditure for the remainder of the year. War would mean higher silver with a resultant effect on exchange. Primary markets have reacted during the week, although the declines are not large. The American buyer is holding off on the lower grades, letting the Russians absorb the offerings. It is pointed out that medium quality has been less under pressure.

Coffee—Brazilian grades are about ¾c cheaper than a week ago and the general line of Rio and Santos can be bought on spot for a very substantial fraction less than the same coffees are quoted to come forward. New coffees will be in this country within the next three weeks. Milds have been accumulating and, in consequence, the market is weaker with a slight decline. Java is firm, scarce and high; demand very light. Mocha is unchanged and quiet.

Canned Fruits—There has not been much demand for California fruits during the week, as buyers have bought all they want for the time being, although, according to all accounts, their purchases thus far do not cover 25 per cent. of their normal requirements. They believe that as the season advances improved crop prospects will favor them, but that they have nothing to lose by waiting, arguing that canners have already discounted in the price all adverse conditions.

Canned Vegetables—The feature of interest at the present time is the weakness in old pack tomatoes, which are getting down to the level of new pack much quicker than was at first supposed. The trade seem to feel that the packers have put one over on them, for everybody is now pushing tomatoes for sale, and the market is very weak and soft, indicating a much larger spot supply than the packers have been representing. With the prospects of war the fact that the Government includes tomatoes in its rations, and will probably need to buy largely, should affect the tomato market, but has not done so yet. The demand for peas is also a feature, and the market has been active all week with Southern packers, who are about the only ones offering at the moment, being reluctant sellers. Excessive wet weather and unseasonably low temperatures have reduced the crop prospects and New York and Western packers are disinclined to offer at this time. The indication is that this year's pack of peas will be very much less than last year's, possibly not more than half unless the weather almost immediately improves, and even then the loss can probably not be made up. Corn is firm, but without change for the week.

Canned Fish—A stronger situation seems to be developing in salmon despite the recent developments as to pink. Red Alaska is higher than it was a week ago, influenced by a better demand and the lighter offerings

on the spot. Columbia River is firm, although there has been no advance over the opening prices. The run thus far has been light, due to the high waters in the Columbia River, but experts declare that when the waters recede the run should be heavier than ever, and for that reason there does not appear to be much anxiety as to future supplies, although immediate shipments are difficult. As to pinks there are still liberal offerings in the local market, chiefly the salmon that was intended for export, but which failed because of the unsatisfactory banking arrangements. Sardines, both domestic and foreign, are ruling at comparatively high prices, particularly the foreign brands, and show but comparatively light demand. There is no particular demand for shrimp at the moment.

Dried Fruits—Thus far it seems to be a standoff between the packers, growers and jobbers in all lines of dried fruit, with if anything the advantage slightly in favor of the growers. California prunes are very firm and in some instances a trifle higher in price. Buyers have not yet interested themselves in futures to the extent of anticipating their requirements, but, according to the belief among members of the trade here, the time is not far distant when they will have to place their orders. The situation will then present itself, it is argued, of further stimulating the ideas of the growers who are already fed up on the organization idea and the belief that they have only to ask higher prices to receive them. Thus far the demand for futures has been indifferent, but if it comes all at once, as it now seems likely to, growers will feel that they are more than ever in control of the situation. Packers on their part are in a difficult position, although many of them express disbelief in the ability of the growers to carry their plans through to a successful conclusion, and some of them have gone so far as to anticipate it in selling below a parity with growers' prices. Certain brokers here who are studying the situation closely do not regard prunes as dear at present price levels. They say that buyers are making a mistake in doing so simply because in time past prunes have sold much cheaper. Others say that they are not likely to go lower, but that, on the other hand, there is not much chance of a further advance, while still others say that 6c will be obtained before the season is over. The chief opposition to prices comes from jobbers who fear that the consuming demand will be seriously curtailed by high prices, although there is also believed to be a good sized short interest that developed early in the season when prices were upon a much lower basis. Oregon prunes are not so firm. Peaches are not very much wanted at this season. Apricots are also firm, and so in fact is the remainder of the list, including raisins and currants. As to raisins the market is firm but largely on a nominal basis for the time being.

E. L. Chute succeeds E. L. Willwerth in the grocery business at 801 Butterworth street.



## FREE TRADE IS DEAD.

## Artificial Barriers Between Nations To Remain.

One of the economic results of the war which we must recognize, whether we like it or not, is that free trade has been killed. The trade conference of the Allied Powers held this month in Paris for the purpose of shutting German products out of their markets after the war means that some sort of a tariff union will be established between them. Since England is the leader in this movement for protection, the Paris conference marks the definite abandonment of free trade by the power that originated the doctrine and has clung to it longest.

Reginald McKenna, Chancellor of the Exchequer, and Bonar Law, Colonial Secretary, speaking respectively for the Liberal and Unionist members of the Cabinet, have announced that the British government will join its Allies in such a movement. The self-governing dominions of the British Empire have long ago repudiated the free trade policy of the mother country, and have erected tariff walls even against English goods. India threatens revolution unless she is allowed to do the same.

The frankest confession of this change of mind and the clearest expression of the reasons for it comes from Premier Hughes of Australia, who took part in the Paris conference. In an address to the British Imperial Chamber of Commerce he said:

I certainly approach the matter without bias against what is called free trade. When fiscalism was a live question in Australia I was a free trader of free traders. The "Wealth of Nations" was my Bible; Adam Smith was my prophet. But it was always disconcerting me to see how blind the world has been to the great virtues of free trade. Tried by this standard, it would appear that Britain was the only country in the world that was in step!

But if it were a question of trade only affecting our pockets, the fiscal question might fairly be left to settle itself. But it reaches down into the very roots of our lives. You can not proceed upon the assumption that the economic policy of a nation has no relation to its National welfare. The relations between the two are inseparable, intimate, and complex. This fact is fundamental; to ignore it is not only to invite but to ensure National destruction. For a time the trade of a nation that treats trade as if it had no connection with National safety may make great strides, as did ours, but there comes a day of reckoning to such nations, as it has come to us.

I am no more concerned to deny that a case can be made out in favor of allowing trade to flow along what are termed its "natural channels" than I am to deny the virtues of the Spartan method of producing a virile nation by exposing its weaklings to certain death. Much might be said for both, but modern sentiment is definitely against the one and the inexorable circumstances of the modern world are against the other.

The present and prospective abandonment by Great Britain of the policy on which its commercial dominance has been built up leaves Holland as the only free trade nation in the world. Holland is quite a country when the tide is out, but in comparison with others it constitutes hardly more of an exception than the Freibezirk or free port district of Hamburg.

Up to 1860 it seemed likely that free trade would sweep over the world. But the tide has been ebbing ever since. In 1861 the Morrill tariff bill was passed as a war measure and protection was more firmly entrenched by the McKinley bill of 1890 and

the Dingley bill of 1897. The Wilson bill of 1894 and the Underwood bill of 1913 made some reduction in the duties, but left the principle of protection essentially unshaken. France had been tending toward free trade up to the Franco-Prussian war, but after that turned in the other direction and the tariff laws of 1881 and 1892 were planned deliberately as protective rather than revenue measures. Italy, Austria, Belgium, Switzerland and Spain changed their policy during the same period in the same direction. The Prussian policy has always been protection, so much so that one is tempted to translate Hohenzollern as "high tariff." The German empire grew out of a customs union, the Zollverein of 1831, and it must be admitted that it has prospered as much commercially under protection as its great rival, England, has under the opposite policy.

The war, by increasing the fiscal burdens and by intensifying the National spirit, will drive in the same direction, and we cannot expect any country to stand out against it. Free trade is undeniably dead, and whether we may hope for a resurrection depends upon the strength of our faith in the coming of the Great Day when all artificial barriers between the nations shall be removed.—Independent.

## The Advance in Fruit Syrups.

Circulars recently sent out by a number of the leading manufacturers of fruit syrups for the fountain, state that because of the great advance in cost of raw materials, it unfortunately has been necessary for them to raise their prices in mid-season. However, this change is probably a surprise to no druggist for in the sale of his drugs and own preparations, the pharmacists of the United States have for some time past been confronted with the serious problem created by the cutting off of supplies from Europe, Asia and Africa.

We think there is ample ground for this advance, in fact it has been firmly maintained by the fruit and syrup manufacturers that no money could be made at the prevailing prices of raw materials. Some admit that they have done business at a loss during the greater part of this season while others lucky enough to have laid in a large stock of raw materials have exhausted these stocks and are now purchasing at a high price.

In order to give our readers a clearer idea as to the causes bringing on this raise, the following advances are cited: Sugar has advanced 3 cents per pound during the last eight months and 10-cent sugar is predicted. Sodium benzoate that formerly cost 23½ cents per pound now costs \$5.50 per pound. Glass has advanced 25 per cent. and colors from \$1.50 to \$10 per pound. Advertising material due to increased cost of paper and inks has advanced almost 100 per cent. Fuel, freight and labor charges have also materially increased. If the cost of raw material continues to go skyward, additional advances inevitably follow, therefore we think that our readers would do well to stock their requirements for the season at the present prices.

## Bankruptcy Proceedings in Southwestern Michigan.

St. Joseph, June 17.—In the matter of Max P. August, bankrupt, Kalamazoo, the schedules of the bankrupt show the following creditors and assets:

Secured or prior creditors.

Lulu Mentzer, Kalamazoo ..... \$ 99.00

Harry Kaufman, Kalamazoo ..... 175.00

\$274.00

Unsecured creditors.

Wachtel Garfinkel Co., Chicago ..... \$933.78

Maurice Hirsch Co., Chicago ..... 639.25

Fred A. Palmer, Chicago ..... 21.50

M. Denitz, New York ..... 135.00

Chicago Mercantile Co., Chicago ..... 213.00

Chas. M. Euen Co., Cleveland ..... 65.50

Moshantz Bros., Cleveland ..... 57.75

Steenanard & Farmer, Chicago ..... 201.00

M. Kahn & Co., Chicago ..... 152.00

I. Stommanes & Co., Chicago ..... 40.25

M. Steman & Co., Chicago ..... 41.00

Samuel Philipson, Chicago ..... 105.58

Helands Rapp & Co., Chicago ..... 34.50

Aaron Strouss, Chicago ..... 127.50

G. W. Eade & Co., Aurora ..... 222.00

Fox River Tannery Mfg. Co.,

Aurora ..... 311.25

D. Gutman & Co., New York ..... 106.50

Textile Skirt & Waist Co., Cin-

cinnati ..... 147.88

Quieback Hartman Co., Detroit ..... 1,610.95

Universal Skirt Co., Cincinnati ..... 51.25

M. Reeses & Sons, Cincinnati ..... 261.17

The Reenhold Co., Cleveland ..... 198.50

The Kelley Cloak & Suit Co.,

Cleveland ..... 1,013.90

General Mfg. Co., Columbus, Ohio ..... 141.00

Hand Knit Hosiery Co., Sheboygan,

Wisconsin ..... 80.50

I. P. Platte, Grand Rapids ..... 76.25

The B. I. B. Waist Co., Phila-

delphia ..... 80.50

Brisk and Beekman, New York ..... 118.00

The World Waist Co., New York ..... 54.75

Cooper Brothers, New York ..... 52.53

Hirsch Bros., New York ..... 169.75

Folgerman Bros., New York ..... 54.00

B. Lasker, New York ..... 175.75

Plotkin Bros., New York ..... 76.25

Queen Costume Co., New York ..... 32.00

Metropolis Dress Co., New York ..... 101.25

M. Weisman & Son, New York ..... 71.50

H. Smukler, Philadelphia, Pa. .... 12.25

Frank & Bower, New York ..... 90.00

L. Littleman & Co., New York ..... 58.00

Lee Hexter & Co., New York ..... 129.00

Star Dress Mfg. Co., New York ..... 130.50

L. Steinberg, New York ..... 56.85

Morris Jobbe, New York ..... 81.00

Heitner & Modigno, New York ..... 90.00

Linderman, Gross & Hinds, New

York ..... 100.00

Lason Bros., New York ..... 95.00

Samd M. Silverman & Co., N. Y. .... 116.25

Parisian Dress Co., New York ..... 150.00

Henry Cohen & Co., New York ..... 82.00

Brommer Mfg. Co., New York ..... 33.75

Brommer Bloom Co., New York ..... 156.50

Jennings Mfg. Co., Harrisburg, Pa. .... 71.50

Gray Garment Co., Chicago ..... 142.88

Kalamazoo Telegraph-Press, Kala-

mazoo ..... 10.50

Advocate Publishing Co., Kalamazoo ..... 24.30

Star Paper Co., Kalamazoo ..... 30.85

Michigan State Telephone Co.,

Kalamazoo ..... 23.50

Michigan Light Co., Kalamazoo ..... 124.38

City of Sturgis ..... 6.00

Chicago Dry Goods Exchange,

Chicago ..... 38.25

Dalm Printing Co., Kalamazoo ..... 106.50

E. and I. Chausser, New York ..... 3.75

Kalamazoo Gazette, Kalamazoo ..... 93.15

Kalamazoo City Savings Bank,

Kalamazoo ..... 375.00

National Bank of Sturgis ..... 165.00

W. P. Burdick, Kalamazoo ..... 60.00

Levison & Company, New York ..... 90.00

The Schuchart Co., New York ..... 7.50

Southern Michigan Telephone Co. .... 1,308.00

\$11,297.40

Assets.

Stock in trade estimated ..... \$2,200.00

Debts due on open accounts ..... 1,300.00

Machinery fixtures and tools ..... 500.00

\$4,000.00

June 19.—In the matter of Marion E.

Morrell, bankrupt, Bravo, Allegan county,

the first meeting of creditors was held

at the referee's office. An order was

made determining the bankrupt's exemp-

tions as claimed, also that no trustee be

appointed. The bankrupt was sworn and

examined by the referee without a re-

porter and unless cause to the contrary

be shown the estate will be closed with-

out delay.

June 21.—Lemuel W. Spence, Kala-

mazoo, filed a voluntary petition and in

the absence of the District Judge, the

matter was referred to Referee Banyon,

who made an order adjudging Spence,

bankrupt. The following were listed as

creditors:

Smith-Kirk Candy Co., Toledo ..... \$ 16.92

Armour & Company, Kalamazoo ..... 20.00

James W. Ryder Coal Co., Kala-

mazoo ..... 12.00

Swindell & Taylor, Kalamazoo ..... 56.22

Piper Ice Cream Co., Kalamazoo ..... 7.18

P. J. Bushouse, Kalamazoo ..... 3.00

Hanselman Candy Co., Kalamazoo ..... 77.00

Consumers Power & Light Co.,

Kalamazoo ..... 11.00

Michigan State Telephone Co.,

Kalamazoo ..... 2.68

First National Bank, Kalamazoo ..... 575.00

George H. Jung Co., Cincinnati ..... 7.53

Foot & Jenks, Jackson ..... 5.00

Woolson Spice Co., Toledo ..... 4.50

Wolverine Spice Co., Grand Rapids ..... 26.30

Johnson Paper Supply Co., Kala-

mazoo ..... 17.00

Crystal Candy Co., Kalamazoo ..... 10.67

Perfection Biscuit Co., Ft. Wayne ..... 12.41

Walter L. Wood, Kalamazoo ..... 6.30

Worden Grocer Co., Kalamazoo ..... 6.30

A. W. Walsh, Kalamazoo ..... 155.00

Kalamazoo Bottling Co., Kalamazoo ..... 4.30

National Biscuit Co., Kalamazoo ..... 3.25

E. A. Bear & Co., Chicago ..... 98.04

W. A. Houtcamp, Kalamazoo ..... 14.48

\$1,062.74

There are no assets above the statu-

tory exemptions.

June 23.—In the matter of Max P.

August, bankrupt, Kalamazoo, the first

meeting of creditors was held at the

latter place and George E. Foote, of the

same place, was unanimously elected

trustee, his bond being fixed at \$500.

The bankrupt was sworn and examined

by the attorneys present and the refer-

ee without a reporter, after which the meet-

ing was adjourned to July 11 for the

further examination of the bankrupt.

The sale of the assets of the bankrupt

estate was conducted by the receiver,

Willard J. Banyon. Alex. Velleman, of

Kalamazoo, purchased the stock of goods

for \$710. The accounts receivable were

sold to Zulebach & Hartman Co., for

\$75.

June 25.—The John A. Eck Co., of

Chicago, Crutcheff, Woolfolk & Glore

Co. and M. Lapidus & Sons, of the same

place, filed an involuntary petition

against Morris Goldstein, Samuel Gold-

stein and Louis Goldstein, doing business

as the Central Produce Co., at Benton

Harbor. A petition was also filed for

the appointment of a receiver, and in

absence of the District Judge, the mat-

ter was referred to Referee Banyon,

who appointed Ara Weldon, of Benton

Harbor, as such receiver. The creditors

also filed a petition for the examination

of the three Goldsteins and others, prior

to the adjudication for the purpose of

discovering assets, whereupon the same

was granted by the referee and orders

made for the examinations at once.

Quotations on Local Stocks and Bonds.

Public Utilities.

Am. Light & Trac. Co., Com. 380 384

Am. Light & Trac. Co., Pfd. 110 114

Am. Public Utilities, Com. 45 47

Am. Public Utilities, Pfd. 75 77

Citizens Telephone 7 7½

Comw'th Pr. Ry. & Lt., Com. 63½ 65

Comw'th Pr. Ry. & Lt., Pfd. 83½ 85

Comw'th 6% 5 year bond 102 103½

Michigan Railway Notes 100½ 102

Michigan Sugar 107 110

Pacific Gas & Elec., Com. 57 60

Tennessee Ry. & Lt. & Pr. Com. 11 13

Tennessee Ry. & Lt. & Pr., Pfd. 51 54

United Light & Rys., Com. 53 55

United Light & Rys., 1st Pfd. 75½ 77

United Light 1st and Ref. 5% 88½ 90½

Industrial and Bank Stocks.

Commercial Savings Bank 225 235

Dennis Canadian Co. 75 85

Fourth National Bank 225 235

Furniture City Brewing Co. 40 50

Grant Motor 11½ 13½

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 255 265

Holland St. Louis Sugar 15½ 16½

Holland St. Louis Sugar, Pfd. 8½ 10

Hupp Motor 8 9



### Activities in Some Michigan Cities.

Written for the Tradesman.

Congested street traffic is a serious problem in Detroit and it is proposed to designate certain streets for slow and heavy vehicles and others for the fast, through traffic.

According to school census Jackson shows a gain of over 700 students, Albion a gain of 142 and Marshall a loss of twenty as compared with a year ago.

Saginaw's playground work has been extended to include not only children but young men and women who are in school or are employed. There will be at least four playgrounds during the summer.

The Rotary Club of Jackson has taken the initiative in promoting a Governor Blair memorial for that city.

The cement plant at Fenton is building new kilns and will increase the daily output to 1800 barrels.

Jackson has employed a city forester at \$100 per month. His first work will be to make a census of the trees on the streets and in the parks.

The Business Men's Association of Niles is out after new industries and has a working fund of upwards of \$10,000 for the purpose.

Flint is taking first steps toward a garbage disposal plant. Its present garbage contract expires May 1, 1917, and renewal of same is unlikely.

Manistee will establish a rest room with all conveniences in connection with the new city market which was opened June 15.

East Jordan will have supervised

swimming and playgrounds during the summer.

Manistee is enlarging its municipal bath houses, increasing the capacity of each one fourfold.

R. M. McClure, of Morris, Ill., has been elected Secretary of the Adrian Chamber of Commerce and began his duties there this week.

Scarcity of men is delaying sewer work, sidewalks and all city work at Lansing. As high as \$7 a day is being paid for teams and men.

Belding has bought fifty-nine posts at \$25.75 each for its boulevard lighting system.

Charlotte's new postoffice building will front on East Lovett street and will be 50 x 150 feet, brick, with stone trimming. Work on same will start in the spring.

An Escanaba firm will build the proposed garbage disposal plant for that city, at an estimated cost of \$30,570.

Reports of the Copper Country Club, made at the annual meeting held in Calumet, show a membership of 508 and a prosperous condition.

Almond Griffen.

### Politician's Plea For President Wilson.

Grand Rapids, June 26—As a rule, I can cheerfully endorse the editorial utterance of the Tradesman. I can not, however, approve your conclusions as expressed in your editorial comment in regard to the nomination of Woodrow Wilson as a candidate for the Presidency. I think public opinion will justify the President's policy of "watchful waiting." At no time since he entered upon the discharge of his duties as President has the United States been prepared to

conduct a foreign war successfully and the President adopted the only wise course open by holding those who would rush into warfare in check until the country could be prepared in a measure for success on fields of battle. As matters stand to-day, Mexico has a larger army and is better prepared for a successful invasion of the United States than the United States is prepared to conquer the Mexicans by force of arms. During the past twenty years but little has been undertaken to strengthen the army and navy. The task finally rested upon President Wilson, who has met the situation with wisdom and courage.

I cannot accept your prediction as to the condition that will follow the close of the war in business, especially in regard to the tariff. The existing tariff law has not been tested under peaceful conditions and until it shall have been so tested criticism of the law is unfair. If it should be proven to be inadequate for the purpose for which it was enacted, its defects can be quickly cured by the same agency that restored the duty on sugar a few months ago. It is unfair to call the Underwood tariff a free trade measure. It is admitted that under its operation several hundred articles, mostly raw materials, such as wool, logs, hides and coal are admitted free, but it is also true that 500 or 600 articles were also admitted free under the Paine-Aldrich and the Dingley tariff bills when those enactments were in force. If it is fair to call the Underwood bill a free trade measure, it is not unfair to so designate the bills enacted under the guidance of Paine, Aldrich and Dingley. Really the only substantial difference in these tariff enactments and that of Underwood lies in the measure of the protection imposed. I am firmly of the opinion that President Wilson has conducted the affairs of Government remarkably well under the

trying conditions he has been obliged to meet.

A. S. White.

### Slovenly Government.

We are finding ourselves out-soldiers sent to the front without necessary weapons and a general looseness in the management of military affairs. This is not the fault of the officers in immediate charge but of inattention to military affairs over a long series of years. It is a discovery that may prove of great value to the country. The critics who have been telling us of these things were not believed. But the people want defense, as shown by their hearty response to the little the Government has done. In this city leading men are offering large sums of money to buy machine guns for Illinois regiments, which have none of modern type, but Washington officialdom turns up its nose and it is a question whether they will be allowed to help.—Economist.

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

Buffalo, June 28—Creamery butter, extras, 28@29c; first, 26@27c; common, 24@25c; dairy, common to choice, 22@25c; poor to common, all kinds, 20@22c.

Cheese—No. 1 new, 15@16c; choice, 15c.

Eggs—Choice, new laid, 23@24½c; fancy, 25@26c.

Poultry (live)—Fowls, 18@20c; broilers, 27@23c; old cox, 12@13c; ducks, 20@21c.

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

Potatoes—\$3.75@4 per bbl.

Rea & Witzig.



Barney Langel 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**

**THE PROMPT SHIPPERS**

# MICHIGAN TRADESMAN

(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

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

## Subscription Price.

One dollar per year, if paid strictly in advance.

Two dollars per year, if not paid in advance.

Five dollars for six years, payable in advance.

Canadian subscriptions, \$2.04 per year, payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents;

issues a month or more old, 10 cents;

issues a year or more old, 25 cents.

Entered at the Grand Rapids Postoffice  
as Second Class Matter.

E. A. STOWE, Editor.

June 28, 1916

## PEACE NOT IN SIGHT.

The expectation of peace in which many fond hearts indulged a few weeks ago has faded away. There was no real ground for any such expectation. Here, as in many other cases, the wish was father to the thought. Every sign indicates many months, or possibly years, as the term of the contest. The statement that the British expect to be ready for a forward movement of the Western front by the spring of 1917 has produced many a grim and incredulous smile on the face of the listener; but it has been made many times in sober earnest by persons in or near the best informed circles. Moreover, the borrowing of money and the manufacture of munitions go on as heretofore. True the demand in this country has slackened, but that is due to the ability of the Allies to produce nearly all they need. Raw material is what they require from this time on. Money they must have. Russia has just borrowed \$50,000,000 in this country, France comes on presently with a requirement of \$100,000,000, and it is expected that Great Britain or that country and France jointly will apply for large credits in the United States. A possibly good sign is the term of the Russian loan, which is three years. Operations in the field give the world little indication of the time yet to be taken in this conflict.

The Teutonic nations are being crowded to the wall on nearly all sides, so that the ultimate outcome of the gigantic controversy is plainly foreseen by those who view the situation from an unprejudiced standpoint, but the power of Europe which has heretofore been considered the greatest has made no supreme effort, no campaign on a grand scale, and has achieved no brilliant successes. The world has a long and deep headache yet.

Even if Carranza does not immediately release the American prisoners captured by the Mexicans at Carrizal, there is still no reason for rushing into war. Mr. Wilson must feel the absolute lack of enthusiasm for any such enterprise. There is nowhere any of the popular demand for war which marked the last days of April, 1898. Mr. Wilson is himself largely responsible for this by his insistence that "big business," certain yellow newspaper owners and those who

have financial interests at stake are the ones who heartily desire a war. Certainly no one else does. The soldiers who are responding so readily do so merely because of a sense of patriotic duty, knowing that there is no glory in it—nothing but suffering and death. The instant war begins the unification and solidification of Mexico will have taken place and there will be a strong government in Mexico City supported by every Mexican—the very things the lack of which we have deplored. No news, in short, has come out of Mexico to make any sensible man feel that war with that unfortunate country would be anything else than an incalculable misfortune, if not a crime, on both sides—absolutely the wrong way to achieve the purposes which the leading men of both nations desire and eagerly wish to achieve. It would be greatly to be regretted, therefore, if the President should now decline the mediation of the South Americans he was so eager to have two years ago.

A Massachusetts man who has just returned from a five months' business trip in Russia says he attended two schools while there to learn the language and was surprised to find that he was the only American in either. The other students were Japanese. He insists that if Americans want Russia's trade they must act soon, or they will find that the Japanese have seized it. In an article in the periodical known as Russia, J. Dyneley Prince, professor of Slavonic languages at Columbia University, states that the success of German trade with Russia was in large part due to the fact that the Germans realized their agents must understand the Russian language and be able to speak and write it intelligently. The average Russian business man uses only Russian, and he expects to use it in his intercourse with foreigners. Americans who go to Russia after business ought to have a fair knowledge of the Russian language.

According to the Wall Street Journal, the Russians are becoming known as beef eaters. This has been brought about by the prohibition of sale and use of vodka. Formerly the Russian peasant had no money with which to buy meat, as he spent all he had for vodka. Since the prohibition the people have become greater meat eaters, consuming about 14,000,000 head of cattle a year. They are also saving more money. Savings bank deposits have increased, and there is a general air of prosperity even in war times.

The National Wholesale Grocers' Association is after careless people who cause fires through neglect. At the Boston convention a resolution was adopted calling for legislation designed to assess upon individuals, firms or corporations the cost of extinguishing or attempting to extinguish all fires occurring at their premises, whenever such fires are the result of failure to comply with any law, ordinance or regulation of any state or municipal authority enacted or made for the prevention of fire.

A man seldom realizes the worthlessness of his earthly possessions until he tries to pawn them.

## IN CASE OF WAR.

Will munition orders for the Allies be affected by the war with Mexico? A great deal of speculation has been aroused on this point, and decisive opinions pro and con were prevalent in financial circles, as well as among munition manufacturers. An interesting position was taken by one of the principal producers, to the effect that orders for munitions from Europe had, in not a few cases, been so disappointing in their financial results that there would be no eagerness on the part of these manufacturers to take on new business of a similar character.

Others thought the Government arsenals would be able to take care of the greater part of the requirements for a campaign in Mexico. It was not thought likely that there would be the same necessity for heavy artillery as in Europe, and for this reason makers of powder, explosive shells and shrapnel do not expect to be interfered with, for the present at least. As to the question of foodstuffs, every one knows that no serious effect upon shipments to the Allies could be caused by the Mexican dispute, as we should simply be feeding troops instead of civilians, and the net result from the grain trade's point of view, would be almost nil—certainly in their influence on exports to Europe. It is admitted these views may have to be modified according to the scope and duration of the prospective campaign in Mexico, but, at the moment, that portion of the business community concerned in production of munitions can see no prospect of any change in the current of affairs, unless, indeed, it be in the nature of further stimulus to their activities.

Savants of the American Medical Association have hit the nail on the head in their affirmation that it is in the hands of employers of labor to abate and eventually abolish the evil of excessive drinking. Let them refuse employment to the habitual inebriate. It is misplaced sympathy that is willing to place in a locomotive cab an engineer whose habits may endanger the lives of hundreds sitting in trust in the cars behind him; it is a maudlin sentimentality that would condone to Philip drunk what it condemns in Philip sober. The burden of proof is with men who drink these days to demonstrate an unaffected efficiency. It is no longer lauded as a polite accomplishment when a man is able to imbibe like Hamlet's uncle. As the motive power of the human mechanism, alcohol is severely in disrepute in the world of business.

With all the corporations and private employers that have rushed into print with the promise of continuing the wages of men called out for service with the National Guard, there must be a much larger number who do not mingle publicity with patriotism, but who are seriously considering their duty in the present emergency. The problem is not one that can be solved by the application of a single rule. That a man shall be assured of his job when the country no longer needs him is only fair. The question of wages depends entirely on whether the man is married

or cares for dependents. In the case of unmarried men who have only themselves to look after, there is hardly any need for putting a bonus on patriotism. It might even be interfering with the manifestation of that spirit of service and sacrifice whose absence has been so strenuously deplored by the super-advocates of preparedness. Militia recruiting has been so satisfactory that regimental commanders have been reported as urging the married men in their organizations to resign.

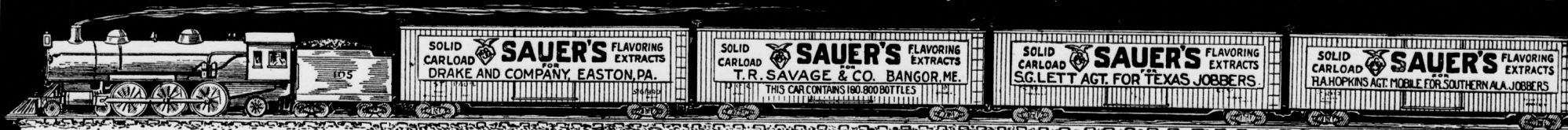
In view of the present unsatisfactory condition of the United States Treasury, funds must be raised to meet the cost of the disagreement with Mexico. Naturally a bond issue is the first thing thought of, although the President appears to be in favor of paying all such expenses out of current income rather than placing a portion of the burden on taxpayers of the future. The Government has already gone so far in special lines of taxation in consequence of the loss of revenue from imports that a bond issue appears to be the preferable thing. An issue of 3 per cent. United States bonds would be licked up rapidly by investors. To say that \$1,000,000,000 could be marketed readily is within bounds, although nothing like this sum will be needed. It is conceivable that demands made by our Government on the capital of the country may interfere with the plans of the European allies for further borrowings here.

North Dakota is pluming herself upon the success of her plan of paying the expenses of her delegates to the three National conventions—each man having been authorized to draw \$200 from the State Treasury. The Republicans and Progressives turned back large sums to the State, and the Democrats are expected to do nearly as well. North Dakotans have not yet had much to suffer from the machinations of bosses and wealthy special interests in paying the expense of delegates, and thus obtaining an undue influence over them, but the new law is a precautionary move. That after paying railway fare to Chicago and St. Louis and hotel bills in those temporarily expensive cities, the delegates should return a considerable fraction of their \$200 allowances speaks well for Northwestern frugality.

Advance in prices of many of the necessities of life make it desirable to economize and the increase in cost may prove a blessing in disguise. A wave of economy may sweep the country and that will be a good thing. Economy has struck the Federal building in Chicago, where the supply of towels has been cut in half, a cheaper brand of soap has been adopted, automatic shut-offs for electric lights in the washrooms have been installed and locks put on doors of many of the offices so that the public can not use the telephones. In the department of internal revenue the office employees are required to pay 2 cents for personal outgoing telephone calls. If in every office this rule was adopted there would be a great decrease in telephone conversations.



**LARGEST SELLING BRAND OF FLAVORING EXTRACTS IN THE UNITED STATES**



# FOUR SOLID CAR LOADS OF SAUER'S PURE FLAVORING EXTRACTS

recently shipped to jobbers in different parts of the country — North, East, South and West.

SAUER'S is the one brand of Flavoring Extracts sold in large enough quantities to justify car-load shipments—a fact which proves the Superiority of SAUER'S in

**Purity, Strength and Fine Flavor.**

SAUER'S is used and endorsed by discriminating housewives, famous chefs and pure food experts the world over.

**Awarded Grand Prize at Panama-Pacific Exposition**

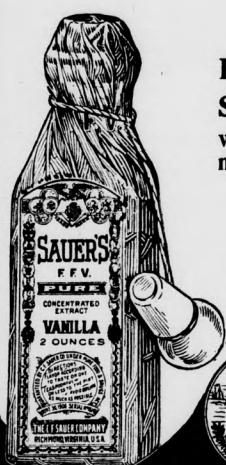
the highest and only GRAND PRIZE awarded at this exposition. SAUER'S has also received

**Fifteen other Highest Awards and Medals at Previous European and American Expositions.**

**SAUER'S F. F. V. PURE FRUIT EXTRACTS** Are Put Up in Sanitary Glass Stopper Bottles which preserves the full strength and flavor until used. SAUER'S F. F. V. EXTRACTS are Extra Strength and Extra Quality—yet cost no more than ordinary Extracts.

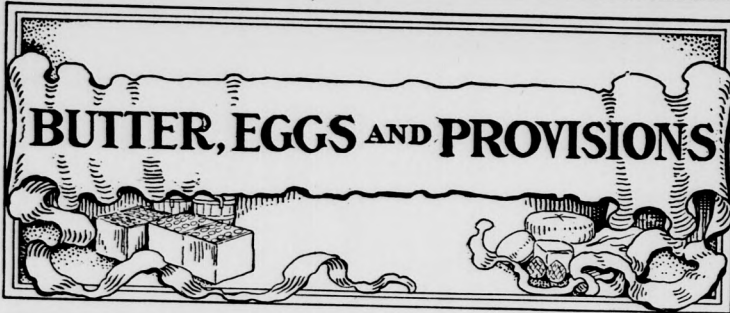
Good Dealers Carry SAUER'S for Their Good Customers. If Your Jobber cannot Supply You, Write Us.

**C. F. Sauer Co., Richmond, Va.**



MICHIGAN TRADESMAN

June 28, 1916



#### Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.  
Vice-President—Patrick Hurley, Detroit.  
Secretary and Treasurer—D. A. Bentley, Saginaw.  
Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

#### The Excellent Egg.

A new-laid egg is always worth its price, for it contains much more nutriment than the same weight of best meat. A two-ounce egg, costing two pence, or a trifle more, is all food. Prime meat, at a penny an ounce, will lose much of its weight when cooked, and more than half of its original nutriment, while what remains is not such good nutriment as an egg.

An egg is an undeveloped chick, and its constituents are those, therefore, which will best build up the body. The "white" is almost a pure solution of protein—the basis of life, and absolutely essential to the body—and the yoke, besides protein, contains fat, and other very valuable substances for the nervous system, phosphorus and iron being the chief. Anaemic persons should eat egg-yolk for the iron in it, and if they add spinach, which is also full of iron, their anaemia would disappear.

But an egg is not quite a complete food, lacking carbohydrate material—the energy part of life—but if rice, or other cereal, be eaten with eggs, the combination makes a complete body food. Eggs, too, have another excellence. They are easily digested. The less stomach strain there is the better. Raw eggs, by the way, are not more easily digested than cooked ones, in spite of the popular belief to the contrary.

Stale eggs lose some of their water and get lighter, and this provides an infallible egg test. A really fresh egg will sink in salt and water—two ounces to a pint—and the staler the egg the nearer the surface it will float.—Tid Bits.

#### Organization to Sell Only Infertile Eggs.

Fort Worth, Tex., June 26—With the appointment of a sales agent plans for marketing infertile eggs in Fort Worth were completed by the Tarrant County Poultry Association at the Chamber of Commerce.

A. H. Copeland was made sales agent of the organization and immediately will open headquarters in Fort Worth. He will establish a depot uptown, which will be the clearing house for eggs brought in from members of the organization. Customers can have the eggs delivered or purchase them at the depot.

The plan is to sell what members of the organization call a "certified egg," one that is guaranteed to be pure and will be replaced if found

otherwise. Every member of the organization will be supplied with a rubber stamp, which will be used on every egg that is sent to the selling house. The housewife who then finds an impure egg will be requested to save the shell. Through the lettering left by the rubber stamp the egg will be traced to the original producer, who will be called on to make it good.

Eggs sold through this system may command a price higher than those on the regular market. This, however, is not expected to prove a handicap to the plan, as customers will be getting full value for money spent.

G. W. Eudaly, farm demonstrator of this county and originator of the infertile egg marketing plan here, says he expects little complaint because of prices, since every dozen eggs sold will include twelve that are pure or the guarantee that all impure ones are to be replaced.

#### Fattening Ration.

A bulletin from the University of Nebraska tells the farmers to fatten poultry as follows: "Sixty per cent. corn meal, 20 per cent. low grade flour, 20 per cent. wheat middlings. Mix with skim-milk to the consistency of a batter, and feed morning and night. Starve the birds twelve hours previous to their first feeding. This will sharpen their appetite. Fatten for two weeks in a small pen or crate until ready for killing. This will deprive the fowls of exercise and the muscles will become soft. Fatty tissue will be taken on between muscle fibers, which will greatly aid in the cooking process. Don't kill the birds when the crop is full. Starve for twenty-four hours and provide all the water they will drink. If the chicken is to be roasted, remove the crop by making an incision next to the spinal column, where it will not show when the bird is served."

#### Poultry and Egg Centers.

County school authorities around Chattanooga, Tenn., are planning, under the direction of a competent party the establishment of poultry and egg centers on a rather extensive scale—certainly in a more definite way than this work has been previously done in the South. The idea is to develop a center around each county agricultural school and to encourage the farmers in that district to all raise one variety of chickens. This idea has been worked out in other sections and proved especially popular in California. The marketing end is to be developed a little later, the plan appearing to be to form sort of co-operative egg marketing concerns. Doubtless our Southern poultry and egg friends are hoping the farmers will select the heavier breeds.

Never tell a middle aged woman that she reminds you of an old friend.



Large 10c, 15c and 25c  
Sanitary Glass Packages

Nice Profit for Dealer

Sold by All Wholesale Grocers  
See Quotations in Grocery  
Price Current

#### Make Us Your Shipments

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

Kent Storage Co. Grand Rapids, Mich.

## Tip-Top Bread

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

#### Make "Tip-Top" Your Daily Bread

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

#### He Lives Well Who Dines on "Tip-Top"

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

## 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

## Rea & Witzig

PRODUCE  
COMMISSION  
MERCHANTS

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

Established 1873

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

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

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

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

#### SEND US ORDERS

ALL KINDS FIELD SEEDS

Medium, Mammoth, Alsike, Alfalfa Clover, Timothy, Peas, Beans

Both Phones 1217 MOSELEY BROTHERS Grand Rapids, Mich.

## The Vinkemulder Company

Jobbers and Shippers of  
[Everything in

## Fruits and Produce

Grand Rapids, Mich.



## AUTOMOBILES AND ACCESSORIES

### Auto Trucks From An Engineering Standpoint.

Motor trucks are transportation investments.

Therefore the real problem involved in the purchase of one or more trucks is reduced finally to the purchase of transportation at so much a ton or a mile, or, preferably, at so much a ton-mile. There are other considerations, but they are largely incidental.

Some people buy motor trucks because they are necessary to open up new territory to trade, or to keep in touch with old customers who are moving away from trade centers in rapidly growing cities and towns. Others buy motor trucks because they have to meet the superior transportation competition of their trade rivals, who have already adopted machine delivery. Still others use motor trucks for their advertising value, mainly as an outward and visible sign of commercial worth and prosperity.

But these and similar reasons are merely incidents in the development or transition period from the older, slower and less efficient methods of transportation to the more economical and up-to-date methods of the present day.

The motor truck is now firmly established. It has passed the period of commercial antagonism and resistance. Business men everywhere accept it without question. It now is in the expansion or boom period of its development, and eventually there is bound to be a reaction to more scientific and suitable methods of purchase and application.

The country is being flooded with commercial vehicles of all types and designs. Manufacturers of the lighter and cheaper types of pleasure cars are invading the commercial motor field.

Several manufacturers of light motor wagons have already taken advantage of the present demand and are manufacturing and selling large quantities of machines designed to carry from 750 to 1,500 pounds. Several of these have been notably successful.

Another movement which is well under way is the conversion of a certain inexpensive type of touring car into a so-called motor truck by the addition of an improvised rear-end assembly of the car after removing its rear wheels, using the car axle as a jack-shaft for a sort of hybrid motor truck. At least a dozen such contrivances have been placed on the market, and many thousands of these trucks have been sold.

The really good business man, who

is not sold on promises and who does not buy on price, will make a very careful analysis of his transportation needs before he invests money in motor trucks. It is men such as this who will lay the real foundation for continued development and success of the motor truck business by the benefits they themselves will derive from them.

When a business man buys a motor truck he should first convince himself that he is not merely buying a machine. He is buying transportation for the period represented by the useful life of the machine, and when he pays over the money to the salesman or dealer who sells him the motor truck he is merely paying the first installment on a big transportation investment. The rest of the investment is paid every day in operating costs during the total useful life of the motor truck.

The types of motor, final drive and other details are not particularly essential except as they influence the price, the profit or the perpetuation of his investment. He will be wise to check up one truck against another on each of the following points:

1. Actual developed horse power per pound of total weight carried at given maximum speed.
2. Total weight carried per inch of tire width.
3. Proved gasoline, tire, repair and maintenance costs per mile under given conditions.
4. Accessibility of the various parts of the truck for inspection and repair.
5. The cost of repair parts.
6. The capacity of the dealer or manufacturer for supplying repair parts indefinitely and without loss of time during the probable life of the truck.
7. Workmanship and quality of materials in the units of the truck, considered in regard to the work they have to do.
8. The total weight of the truck chassis to carry a given load, including the body-weight allowance.
9. The type, design and quality of the body to carry the goods in question, including the effect these have on the safe carriage of the goods and the ease and quickness of loading and unloading.
10. The commercial worth and reputation of the truck manufacturer.
11. The price of the truck.

The above items are not necessarily arranged in order of importance, except the last. Unless the amount of money available for the purchase of equipment is limited by financial

considerations, the price of the truck should be the last thing to be taken into account. There are no bargains in motor trucks any more than in any other classes of standard merchandise. Other things being approximately equal, the better and more expensive truck will, in the long run, prove the more desirable investment. Henry Farrington.

Use Half as Much

**Champion Motor Oil**  
as of other Oil

GRAND RAPIDS OIL CO.

## United Trucks

1½ to 6 ton all  
worm drive

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

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

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

## Swinehart

Solid and Pneumatic Tires built for strength and wear-resisting qualities.  
For Sale by Dealers.

Distributors  
**SHERWOOD HALL CO., LTD.**  
30-32 Ionia Ave., N. W. Grand Rapids, Michigan

## We Don't buy Old Cars to Sell New Ones

This is what the dealer selling new cars does when he allows a long price for the so-called trade in.

We are the largest dealers in Western Michigan handling used cars exclusively.

### Grand Rapids Motor Mart

"Used Cars of Merit"

41-45 Ottawa Cor. Louis St.

Citizens 8066

Bell M. 866

J. T. LOOMIS, Mgr.

A Card Will Bring Out List

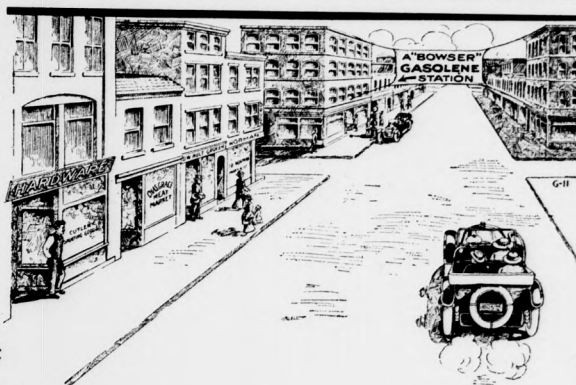
<p><b>TIRES</b> <b>Wrapped Horse Shoe</b> 5000 Miles <b>PLAIN TREAD</b></p>	<p><b>TIRES</b> <b>Nat'l Redwall Speedway</b> 4000 Miles <b>NON-SKID TREAD</b></p>	<p><b>TIRES</b> <b>Pullman</b> 3500 Miles</p>
---	--	---

Made throughout of the very Best Materials used in Tire manufacture.

**National Special Red Tubes. Benton Mica Spark Plugs**  
**Splitdorf Mica Spark Plugs. Monarch Porcelain Spark Plugs**

You Want the Best Tires and Tubes, and You Want Service—We Give You Both.

Distributors for Michigan:  
**BROWN & SEHLER CO. Grand Rapids, Michigan**



## Make Him Stop!

It's easy enough if you use the right signal—a Bowser "Sentry" Gasolene Pump on your curb. Gasolene makes the car go—it also makes it stop and the motorist knows that when he gets gasolene from a

### BOWSER

outfit, it is clean, filtered and full-strength.

Don't stand in the door-way and see the free-spending automobile trade shoot by in a cloud of dust, only to stop at the other fellow's door. He not only sells them gasolene, but he gets their business in all the other departments of the trade. — Make them stop with a "Bowser" Gasolene Supply Station—and then sell them everything else they need. — Get them going and coming—we'll help you.

The average owner of a Bowser "Red Sentry" Curb Pump turns his gasolene stock over about 50 times a year. On how many other lines that you carry, can you do this?

**S. F. BOWSER & COMPANY, Inc.**  
FORT WAYNE, INDIANA

Sales Offices in All Centers and Representatives Everywhere



### Are Governmental Activities Checking Progress?

We bow with all due respect to the idealists, who have placed upon our statute books, provision for a Federal Trade Commission composed of five men appointed by the President and approved by the United States Senate; a commission whose powers of control extend over our industrial interests, approximating in value one-sixth of the immense total wealth of the United States, and thus exceeds all autocratic powers ever granted in a country of individual freedom like ours. The powers of this commission even exceed those of the various state railway and interstate commerce commissions. The tenure of office of all is temporary and not for life, and therefore subject to the whims of fallacious popular clamor. These combined powers are excelled only by those of a socialistic state. It would therefore seem they are fraught with weal or woe to our progress and greatness.

The facts appear to be that under this commission and the state and interstate commerce commissions, practical control of nearly one-third of the wealth of the Nation is taken away from individual ownership, and placed under the autocratic direction of temporary political power. May not Americans, who love the individual freedom which our forefathers fought for and won, and who condemn unsparingly the tyrannies of governments wherein individual freedom was practically dethroned, I say, may we not pause with fear and trembling as to the result?

I am not a pessimist, except that if the pendulum of socialistic error does not swing backward to sanity soon, then the warning words of Herbert Spencer's "Coming Slavery" in "Man vs. State" will temporarily menace the world's welfare. I say temporarily, because I am optimistic enough to believe that "truth crushed to earth will rise again."

Let us reason together more specifically in diagnosing the case, and ask what are the reasons for distrusting results?

Witness, that popular clamor, under the spur of the political demagogue, coupled with the honest, theoretical reformer, largely because of a few dishonest promoters who made large fortunes, condemns the whole line of railway management; demands 2-cent passenger fares, reduced freight rates, increased taxes, innumerable increases in labor costs, maintenance, etc., and thus, notwithstanding nature has been wonderfully bountiful to us for many years, and prosperity should have been practically unbroken; notwith-

standing the bulk of the railways were managed with ability and integrity; notwithstanding the fact that for a quarter of a century, according to Government and other official reports, the stockholders of all the railways in the United States—the bulk of them without any water in them—received less than 3 per cent. per annum—mark the rate—on their holdings and over one-half of the whole were sold under mortgage foreclosures; notwithstanding the fact that the great bulk of the securities of railways are held by millions of individual investors, widows, orphans, savings banks, trust and insurance companies who suffer most, when trouble comes. I say, notwithstanding these and other potent facts, the results have been to bring bankruptcy to-day to one-sixth of the railway mileage of the United States. Many others are so crippled in income that upkeep is delayed; tens of thousands of laborers in 1914 and 1915 were thrown out of employment, and last, but not least, confidence, that great bulwark of all progress, has been badly shaken. As railways building has practically ceased for some years, the evidence seems conclusive. Confidence upholds, distrust destroys.

Let us not forget, that bankruptcies do not come from failure to pay dividends on stock, but from failure to pay interest on bonds, etc., which underlie stock issues. Further, stock and bond issues are now largely and justly limited to reasonable capitalizations.

Permit right here an illustration of a loss of confidence, largely brought about by the theoretical reformers on the Chautauqua circuits, of which the Winona Assembly at Warsaw, Indiana is a conspicuous example. These assemblies have cried aloud against public utilities generally. But listen. The Christian gentlemen connected with this assembly built an electric railway to assist the enterprise. Some \$2,400,000 of bonds were issued and are now in default. Bankruptcy is threatened. Now comes the President of the road saying, "The road has been economically operated. The cost of maintenance, wages, etc., have gradually increased nearly 50 per cent., but transportation rates regulated by law, are not increased. Relief should be granted by permission to raise rates." Because rates are not raised the President asks the holders of bonds to take about 45 per cent. in first mortgage and 55 per cent. in second mortgage bonds, with interest on the latter to be paid if earned. May we not fairly ask, "is this confiscation of vested rights or justice?"

These serious, adverse results seem

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



CAMPAU SQUARE

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

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

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

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

**T**HOUSANDS of Estates have lost thousands and thousands of dollars because—to use a homely old phrase—the Executor didn't happen to be "Johnny on the spot" at a critical time. Name us as your Executor and you no longer run this risk because the Company never takes a vacation, and being a corporation never dies.

Send for Blank Form of Will and Booklet on  
Descent and Distribution of Property

## THE MICHIGAN TRUST CO. OF GRAND RAPIDS

Audits made of books of municipalities  
corporations, firms and individuals



to have come about under somewhat conflicting state and National railway commissions with autocratic powers for regulation of rates, but which, apparently, dared not face popular clamor by increasing rates up to a living rate, until the United States Supreme Court in several cases sustained the railroads complaints that further confiscation of vested rights must cease or general bankruptcy must follow. This highest court has decided that vested rights are entitled to reasonable profits, and herein alone seem to lie belated safety for capital and consequently added employment for labor. Profits increase labor's employment, and losses increase soup houses.

Therefore, let us ponder these questions:

First. If under a very able Interstate Commerce Commission, hampered at times by conflicting state decisions—all with short office terms—such unfortunate conditions have resulted, have we any stronger reason for believing that under a similar commission with large powers over our vast industrial interests, we will fare better?

Second. Is it within the range of reason, or even possibility, that five men without personal ownership, no matter how superb their ability or integrity, can successfully direct the destinies of the vast complicated machinery of industrial development of this great Nation, as against the tens of thousands of able and largely honest men of great and peculiar abilities in their own line, with personal interests as a spur to their activities in excelling, and also who give their undivided powers to ensure success? To illustrate. The equalization of railway rates has baffled thousands of experts who have given their lives to the subject and now the commissioners acknowledge their weakness to satisfactorily solve the problem.

Third. Can we by any "be it enacted," and guided by a commission appointed by changing political parties, direct successfully the genius of a Carnegie, or an Edison, or a James J. Hill, and thousands of other lesser lights? Could they direct the genius of a Thomas Jefferson, a Washington, or a Lincoln? Could they guide the genius of a Shakespeare or the immortal bard, Robert Burns? Dryden said, "Genius must be born, and never can be taught."

In all seriousness, it is not the men of genius, the men of initiative and power, who generate the largest employment of labor, and therefore bring the greatest human progress?

The greatest of statesmen evidently did not teach socialism; they did not advocate confiscation of vested rights; neither did they teach that the iron heel of monopolistic governmental business activities should supersede individual initiative, which has worked wonders in up building this Nation.

It seems axiomatic, that if one can enjoy the fruits of his own labors, his fire kindles; but if the state confiscates his income, the fire smoulders. Crush individual energy, and human progress halts.

But I hear some one ask, Is governmental supervision and control not

valuable to the Nation? The true answer seems to be Yes and No! To my mind, the National currency act gave us a banking system the peer of any in history. But supervision is limited to be beneficent law, and administrative control is left to individual freedom.

Again. Most of the states have passed laws regulating, through commissions, the issue of stocks and bonds of railways and public utility corporations to reasonable costs; also, have limited to a certain extent cut-throat competition, and have thus righted many flagrant wrongs of the past. We commend such supervision and control as beneficent, but cannot concede the practicability of unduly hampering individual initiative. These illustrations amply cover my point. Further, breaking the law is justly punishable. No patriot will hesitate to punish wrongs wherever found. The weakness of these commissions seem to be that they are empowered on complaint of any one to investigate charges and direct their correction. Is it possible that in this land of freedom, we are to continue going to and fro, at public expense, throughout the land to investigate charges that cost the complainant nothing? Will not such complaints, trivial and otherwise, multiply beyond measure under public clamor? The proof lies in the fact that the great bulk of such prosecutions for the past ten years, in response to public clamor, have been silenced by the United States Supreme Court decisions. To open an easier door to investigations at public expense would seem to invite broadcast inquisition. It ought to cost complainants something, if they are wrong, to get into court, if persecution is not to supersede reasonable prosecution of wrongs.

If damages for wrongful prosecutions were the rule, I fear the United States Government would be a heavy debtor to many honorable and innocent citizens.

Permit one broad illustration of widespread error.

Popular clamor indiscriminately cries "down with the corporations, etc." What are the facts? The United States Government reports on Income Taxes for 1913, cover say 317,000 corporations. But 187,000 of these paid any income tax and 130,000, or over 40 per cent., paid none. The average profits of the whole were but 4.3 per cent. on capital employed. It would seem that labor received its reward, but capital none from 130,000 corporations. The average profits were very moderate, thus the fallacy of exorbitant profit under the light of facts should make honest men pause. Vice-chairman Edward N. Hurley of the Federal Trade Commission, lately expressed astonishment over these revelations as confirmed in 1915, and appears to seek a remedy, which is approved by President Wilson. This evidences a hope that a reign of reason may supersede destructive theories.

I have dwelt so far upon internal affairs. By analogy may we not fairly expect like results in our efforts to upbuild our foreign trade through too much interference by Government with

## LOGAN & BRYAN

STOCKS, BONDS AND GRAIN

Grand Rapids Office, 305 Godfrey Building  
Citizens 5235 Bell Main 235

### MEMBERS

New York Stock Exchange  
Boston Stock Exchange  
Chicago Stock Exchange  
New York Cotton Exchange  
New York Coffee Exchange  
New York Produce Exchange  
New Orleans Cotton Exchange  
Chicago Board of Trade  
Minneapolis Chamber of Commerce  
Winnipeg Grain Exchange  
Kansas City Board of Trade  
Private wires coast to coast  
Correspondence solicited

## DO YOU WISH TO BUY OR SELL?

We have unexcelled facilities for handling securities.

Prompt and satisfactory service in local and all outside markets.

Information cheerfully furnished.

Allen G. Thurman & Co.

136 Michigan Trust Bldg.  
GRAND RAPIDS



THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT  
TRY US!

## Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

Capital - - - \$500,000  
Surplus and Profits - \$500,000

Resources Over  
8 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank  
in Western Michigan

THE  
OLD  
NATIONAL  
BANK

GRAND RAPIDS, MICH.

177 MONROE AVE.

## Complete Banking Service

Travelers' Cheques  
Letters of Credit  
Foreign Drafts  
Safety Deposit Vaults  
Savings Department  
Commercial Department

Our 3½ Per Cent  
Savings Certificates are a  
desirable investment

## THE PREFERRED LIFE INSURANCE CO.

Of America offers

OLD LINE INSURANCE AT LOWEST NET COST

What are you worth to your family? Let us protect you for that sum.

THE PREFERRED LIFE INSURANCE CO. of America, Grand Rapids, Mich.

## Fourth National Bank

United States Depository



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

### Savings Deposits

### Commercial Deposits

3

Per Cent Interest Paid on  
Savings Deposits  
Compounded Semi-Annually

3½

Per Cent Interest Paid on  
Certificates of Deposit  
Left One Year

Capital Stock and Surplus  
\$580,000

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

our external transportation facilities and general commercial intercourse?

In our exuberance, let us not forget, that we are now about to pass from a debtor to a creditor Nation; let us not forget that Great Britain, France and Germany by centuries of saving have long since become creditor nations to an extent estimated in the enormous sum of thirty to forty thousand millions of dollars. Further, normal interest rates there, because of accumulated surplus capitals, have long been lower than in the United States. Practically, the whole world is debtor to them; let us not forget that to uproot the hold of these creditor nations, who will fight to retain their grip, we must slowly become a creditor Nation by the accumulation of surplus funds in excess of home development demands; we must extend our banking facilities into the world's markets; in the manner now being nobly pioneered by the National City Bank of New York, with the simple \$ mark on B/L in place of £. s. and d.; we must extend to the ends of the earth by direct methods, and not through London as heretofore, our transportation facilities; we must be prepared to supply the world's wants and carry the foreign creditor on as favorable or better terms than the older nations can do, if rapid progress is to be attained.

Broadly, if the Government could turn a deaf ear to popular clamor; could deny the destructive Jack Cade "Be It Enacted" theory, that "A tuppenny loaf must be sold for a penny" or railway and ocean rates or any commodity, must be sold at less than cost to produce; could stand against hampering progress with investigations and unrighteous prosecutions that have already shattered confidence (some light seems now in evidence), but on the other hand would assist the business enterprises of the Nation somewhat as Germany has done to aid her industries and in upholding her foreign trade, the progress of this Nation would practically know no bounds, at least until population had outstripped subsistence as indicated by the Malthusian theory a century ago. Can we through political appointment, expect such a consummation under changing political conditions and temporary tenures of office? May we not well ask, is government by popular clamor to supersede the ordinary rules laid down by that greatest document for the guidance of nations, "The Constitution of the United States?"

Andrew Jay Frame.

#### In a Nutshell.

Graettinger, Iowa, June 26—One of the most effective methods of meeting mail-order competition is to really meet it. The small-town dealers should offer to give the same prices and pay half the freight. He can get the same goods and he can sell them for the same prices if he will. Ignorance of his own business is losing him more trade than anything else.

H. Leslie Wildey.

#### A Perfect Match.

"Was her second marriage a good match?"

"Splendid. He could even wear her first husband's clothes."

### UPPER PENINSULA.

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

Sault Ste. Marie, June 26—The Soo sent practically a full company of National Guards to Grayling last Saturday. A mass meeting was held at the Armory Friday night, at which the principal speakers were Hon. Chase S. Osborn, Mayor Sherman T. Handy, Attorney Francis T. McDonald and Mr. Graves, four of our esteemed citizens. The speeches were highly commented upon, being full of eloquence and sincerity. After the speeches were delivered, it took only eleven minutes to raise \$1,100 when contributions were asked for and assurance was given the parting guards that their families will be well looked after during their absence.

The Central Grocer Co., one of Ashmun street's prominent grocery stores, has added a new auto truck to its equipment.

E. Turner, the well-known lumberman at Strongs, has sold his stock and store building to the Michigan Forest Products Co. Mr. Turner has removed to Snover, to engage in the general merchandise business in partnership with Mr. Kitching, who for the past five years has been in charge of the store at Strongs for Mr. Turner. Mr. Kitching is a young man who started at the bottom and by thrift and hustling has achieved success. The new firm has the best wishes of their many friends for a bright and prosperous future in their new field.

The Soo is going on record this year in celebrating the glorious Fourth in an old fashioned quiet celebration. The Fourth of July committee are making plans for the day and have secured Hon. G. J. Diekema, of Holland, to deliver the address of the day. The boy drum corp and Soo band will furnish the music during the day. There will be the usual baseball game in the afternoon and a band concert and elaborate fireworks in the evening. If the weather man will be kind enough to see that we have nice weather, the Soo will, no doubt, be filled to its usual capacity again this year.

Nadon Bros., meat merchants in the Canadian Soo, have discontinued business and left for parts unknown, leaving their creditors to mourn their loss.

George Ratter, for the past few years book-keeper for the Stack Lumber Co., at Pike Lake, has tendered his resignation to accept a position as book-keeper with the Cornwell Company here.

J. Houston, of the Canadian Soo, who retired a few years ago from the mercantile business to build up a beautiful summer resort on Squirrel Island and who is the owner of one of the nicest places along the St. Mary's River on the Canadian side, finds the lure of busy city life too much for him, so he has fitted up his former warehouse for a store and will carry a general line of groceries and be ready for business soon as possible. Resort life has had a mark-

## Conservative Investments Combining Safety with Income

Write for our list of offerings

**HOWE SNOW CORRIGAN & BERTLES**  
MICHIGAN TRUST BLDG. GRAND RAPIDS MICHIGAN  
**INVESTMENT BANKERS**

## JULY INVESTMENTS

We have prepared an attractive list of high grade municipal and corporation bonds yielding from 4% to 6%, which we will be pleased to mail on request.

We have purchased these bonds after the most careful investigation and we offer them with our recommendation as eminently safe and desirable investments.

Selection of bonds may be made at this time and reserved for payment and delivery on any date prior to July 15th—to suit the purchasers' convenience.

**GRAND RAPIDS TRUST COMPANY**

MANAGED BY MEN YOU KNOW

Safety Deposit and Storage Facilities at 50c per month and up

Ottawa at Fountain

Both Phones 4391

## Veit Manufacturing Co.

Manufacturer of

Bank, Library, Office and Public Building Furniture  
Cabinet Work, High Grade Trim, Store Furniture  
Bronze Work, Marble & Tile  
Grand Rapids, Michigan

## 1916 IMPORTANT CHANGES TANGLEFOOT



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

## EVEREADY FLASHLIGHTS

are made in 75 styles, among which your customers are bound to find some that just meet their needs. Vest pocket lights, tubular pocket lights, house lamps, hand search-lights, fountain pen lights, guest candles and flashlight clocks are just a few of the many kinds.

The EVEREADY Line is a real profit maker.

LET US TELL YOU  
MORE ABOUT IT

**C. J. LITSCHER ELECTRIC  
COMPANY**

Wholesale Distributors  
41-43 S. Market St.  
Grand Rapids, Michigan





ed affect upon Mr. Houston and separated him from about 100 pounds of avoirdupois. He has often been taken for William H. Taft when previously in business, but the difference in size now will put him more on the Wilson type. Mr. Houston has been one of the Soo's most successful merchants and his future success is a foregone conclusion.

G. N. Moutsatson, proprietor of the Portage avenue confectionery and ice cream parlors, presented the National Guards with 1,000 cigarettes for the use of the members of the company. Mr. Moutsatson also contributed to the fund for the care of the families left by the departing guards, which shows George's true American spirit. Mr. Moutsatson has made a success of his business here and has one of the best confectionery and ice cream parlors in the city. He is also a hustler and a member of the Booster Club.

A. H. Eddy, proprietor of the Eddy food emporium, has added two new auto trucks to his delivery equipments.

The Short-Keester wedding, which took place here last week, was one of the grandest weddings ever celebrated in the Soo. The principals were Miss Verna Agnes Short and William James Keester, lieutenant in the Coast Guard Revenue Cutter Service, who made his home at the Soo last summer, during which time he made the acquaintance of Miss Short, only daughter of Mr. and Mrs. A. J. Short. The newly weds are enjoying their honeymoon in the Western states, after which they will take up their permanent home at Richmond, Va., where Mr. Keester is stationed at the present time. The couple have the best wishes of a large circle of friends.

The Canadian Soo business men are endeavoring to organize the Soo Board of Trade. They plan to elect officers at the meeting to be held next week.

C. C. Collins, hustling agent for the Overland car here, has returned from a successful business trip to Escanaba. The only kick he has

coming is that he is unable to get cars enough to fill his orders.

Manistique has a new 5 and 10 cent store, the Kaye Co. having opened a new store on Friday last which was visited by a large number of the citizens. The Manistique band furnished the music during the evening of the opening. No merchandise was sold during the opening.

Sunday was an ideal day at the Soo and most every nook in the country was filled with auto parties who took advantage of the sunshine which lasted nearly all day. It was 6:30 before the usual daily rain started. It lasted only fifteen minutes, only long enough to lay the dust, but it started in Monday morning with the usual heavy downpour.

Tim Holland has closed his grocery store on Ashmun street to accept a position with Uncle Sam at the locks.

William Brown, of the firm Brown & Turnbule, Newberry, was united in marriage last Wednesday to Miss M. Morrison. The young couple are at present enjoying a wedding trip throughout the East and will be at home to their friends at Newberry upon their return. They have the hearty congratulations of a wide circle of friends who wish them every happiness. William G. Tapert.

#### Sagacious Suggestions From Saginaw Salesmen.

Saginaw, June 26—Edward W. Morley, President of Morley Bros., took a trip up in the air with Saginaw's famous aeroplanist, Don McGee, Sunday afternoon. Mr. Morley is a very sturdy man. He is 78 years young and after his trip said he enjoyed his flight toward the sky greatly. Incidentally it is very probable Mr. Morley holds the record for the oldest man who ever went up in an aeroplane.

The Saginaw county dry forces opened their campaign here last Tuesday night. A number of very able speakers were on hand and a big banquet was given in the Masonic Temple.

Saginaw is to have a preparedness day in the near future.

Two new groceries for Flint—Trinacris Grocer Co., on Traftalet street, and Gordon & Ringer, on Saginaw street.

Butchers and grocers of Flint close every Wednesday afternoon during July and August.

Adam F. Martin, State Secretary of the Sheet Metal Contractors Association of Michigan, spent the past week in



Adam F. Martin.

Kalamazoo, Lansing and Grand Rapids, trying to do what he could toward strengthening the organization. He made several small towns for the purpose of establishing and organizing the metal workers. He was elected to his office last winter and, if he keeps up the pace started, they will show double strength at their next convention. Mr. Martin is considered one of the most thorough metal men in Michigan. He

is also manager of the Bruno Martin Metal Co., of this city, the oldest establishment of its kind here. He belongs to Saginaw Council.

Manager Judd's first live U. C. T. ball team met and defeated the Merceries at Hoyt Park last Saturday before the biggest crowd yet to attend a U. C. T. game. It was interesting throughout, even though the score was a bit one sided.

Saginaw Council and the Ladies Auxiliary will hold an old fashioned basket picnic Saturday, July 1, at Bliss Park. Games and races will be contested, with prizes for the children.

Saginaw grocers close every Wednesday afternoon during July and August. I am told the same custom prevails in Bay City.

The jury in the case of Steward vs. Walsh, at Bay City last week, returned a verdict of no cause for action, after deliberating for twenty-eight hours. The plaintiff was assaulted in the store of the defendant in November, 1914, in consequence of which the plaintiff was laid up completely for six weeks.

What is claimed to be the finest ship which ever docked at Bay City weighed anchor there last Monday. She was the North American from Duluth which brought 300 automobile dealers from the Northwest. She is under charter by Harry Pence, the Northwestern distributing agent of the Buick Automobile Co. A special P. M. train was waiting for them to finish the trip to Flint to inspect the Buick plant. The North American is 300 feet long and has everything that is to be found on an ocean steamer.

Mrs. Charles S. Reeves, of Grand Rapids, is the guest of her son, H. E. Reeves, in this city. Mr. Reeves handles the Hershey Chocolate Co.'s interests in Northern Michigan. L. M. Steward.

There would be more wisdom in many a head if it didn't leak at the mouth.

# Savings and Investments---

*"One good investment is worth a lifetime of saving."—E. H. Harriman.  
"All our self-made men began as small investors."—Charles M. Schwab.*

These men knew what they were talking about. Each reached the top in his own line of endeavor.

Yet many men insist on consulting their bankers regarding their investments. They consult the very men who, because of the nature of their positions, are supposed never to speculate and who, consequently, should be expected to know least regarding that about which they are consulted.

Bankers naturally, and with perfect sincerity, advise savings.

Saving should be encouraged. It enables a man to place himself in a position to take advantage of good investment opportunities when they come his way, and thus get a start in life that will make him proud of his work as a self-made man.

New concerns are speculative—yet all concerns were new once. New banks are speculative—yet all banks were new once, and the investor who buys stock in new banks takes a chance, and is a speculator.

The real money—the big money that founded the fortunes of our so-call "Captains of Industry"—is made from small investments in new concerns.

However, such money is not often made in new concerns that are loaded with excessive promotion stock used to secure connection with "Big Men" for the purpose of capitalizing their names in advertising.

Look over the big names in the motor world. Note that few, if any, were big men before they entered that field. Note also that few, if any, of the great concerns were headed by men with big reputations.

The wise man puts a PART of his savings into some new proposition that looks good from the standpoint of organization and possible demand for its product, and stays away from the concern with a great load of promotion stock and the so-called "Going Concern" that has no unquestioned record of success.

We want you to investigate our proposition and our product. It will convince you that there is really something new under the sun, and renew your faith in humanity and stock investments.

## Universal Valveless Four Cycle Motor Co.

416-417 Ashton Building

Citizens 7645

Grand Rapids, Michigan



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

### Why the Hardware Dealer Should Take a Holiday.

Written for the Tradesman.

Barney Dickson sat on a three-legged stool the other day, filled his pipe, and between puffs told me about Jud Hawkin's wife. Mrs. Jud had a rare peculiarity. Normally, she worked along at an easy jog-trot, which most people get into as they near middle age. As long as she kept the jog-trot, Old Jud didn't worry. But there came spells when Mrs. Jud would get up at 4 in the morning to do the washing, and fuss about dusting and cleaning up in unheard of corners and trying to pile three days' work into one.

Then Jud would telephone for the doctor.

"Whenever the old girl has one of those headaches coming on her, she puts on extra steam," Old Jud used to say. "What she needs is a rest, and just because she needs a rest, she works harder than ever. I know what's the matter but it's no use my talking. So I hire the doctor to tell her to lay off and take things easy."

There are some hardware dealers who seem to be built on that plan. For eleven months in the year they work along in a reasonable, sensible way, doing an honest day's work, burning a bit of the midnight oil on top of that, and then knocking off in time to get two-thirds of a night's sleep. But along toward midsummer when that sort of dealer gets to feeling peaked and tired and someone mentions holiday, he says:

"Can't afford it, old chap. I gotta stay right here and dig in. The business can't spare me."

That cry is just a symptom of the panic that hits a steady-going businessman every little while, when he gets tired out from sheer overwork. When you've plodded along to the stage where you instinctively feel that the business can't spare you a moment—then is the time to put on your old duds, pack your grip, get out a fishing pole and hike for the woods, even if you have to travel by the sort of flivver that Adam and Eve used when they gave Cain and Abel an airing.

It does pay a man to think a lot of his business—to be in deadly earnest about it, to give it of his best efforts, to make it the big thing in his life, to study it from every angle. Yet every man should be bigger than his

business. He needs a wider outlook on life. And he can't look at his business in the correct perspective and know it as he should if he doesn't summon the courage to break away every now and then, and look at it from a fresh viewpoint.

To master your business is essential. But it's neither essential nor wise to let your business master you.

I have just been running over in my mind the names of the leading merchants in my own burg. The biggest man in one particular line of trade takes a six weeks' trip every year. Occasionally the six weeks lengthens out to a couple of months. He's been to Europe, to South America, to Palestine, to Mexico (in the pre-Carranza days)—he's gone beyond the reach even of cable or wireless. Another big merchant takes a trip every winter. A third was in England last year—in spite of submarines. This man never misses a hardware convention, and takes his two weeks in summer too, and his business is not the largest perhaps in gross receipts, but the best profit-maker among all the hardware businesses in town. And the fellows who just worry along are the fellows who never break away.

They never break away because they can't afford to, you say.

But I remember quite well when the hardwareman I mentioned last got endless exercise dodging drafts, yet attended conventions and took his two weeks just the same—and I remember also when the big merchant I mentioned first had just a dinky little store and yet took time and money to travel. And I remember when some of the fellows who have their noses to the grindstone now could have amply afforded holidays but didn't take them because they felt they couldn't afford them.

Now, a great trouble with the holiday business is, that most men don't understand what they need. To them a holiday is an expensive thing. It involves the spending of a lot of money for railway fares and hotel bills, and perhaps the carting of the entire family hither and yon, with endless worries about the accompanying baggage and endless tips to a lot of hangers-on who you can't remember having done anything for your comfort but who expect to be paid for it just the same.

The real holiday—the holiday that tired humanity craves—is just a change of air, a change of scene, a change of occupation—and the sort of change depends entirely on what you have been doing.

It may be a cottage at the nearest

summer resort, or it may be a trip half way round the world and back—it may be sitting in your own backyard doing nothing, or it may be busting bronchos or scaling mountains out West—it may be taking in the movies or attending the Annual Pilgrimage of the Ancient Order of Elevated Elephants and getting yourself elected Supreme Pachyderm or Grand Trunk of the order—but the

### 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

## REYNOLDS FIRE SAFETY 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.

**EASY AND PROFITABLE SALES**  
 Demonstrate in Your Store

### The Eureka Electric Vacuum Cleaner

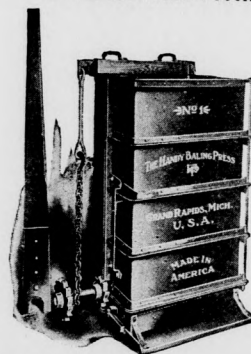
Won Grand Prize at Panama Pacific Exposition

INVESTIGATE! A card will bring you our proposition in detail

**M. A. HARPER, Sales Mgr. West Michigan Branch**  
 117 Division Avenue Grand Rapids, Michigan

**McCray Refrigerators for Grocers**  
 Write at once for catalog No. 70 that describes fully the McCray line of Refrigerators for Grocers and Delicatessens and 61 that describes McCray Meat Market and General Storage Refrigerators.  
**McCray Refrigerator Co.**  
 644 Lake St. KENDALLVILLE, IND.

### 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.

**MODERN AWNINGS—ALL STYLES**



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

## Foster, Stevens & Co. Wholesale Hardware

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



main thing in planning the holiday is to break away from everyday work.

Maybe you'll get rested in the two weeks more or less, that you're absent.

Maybe you'll come back to the business in order to get really rested and feel comfortable.

Whichever it is, the change will do you good. You'll get rid of the panicky feeling that the business can't live without you; and you'll go to work with a lot more energy when you come back.

Of course there are men in business whose normal tendency is to keep all the strings centered in their own mitts. Far from endeavoring to develop individual initiative in his staff, such a retailer aims to be the directing power behind every store activity. He maps out the advertising, he designs the window displays, he does all the buying, he issues orders governing every activity. The salespeople come to look to him for instructions in every phase of the business. Such a merchant proudly declares that he has every phase of the business right at his finger-ends.

But does it pay? Isn't it better, after all, to train your salespeople up to that stage where the most experienced of them will, in an emergency, be able to direct things? That is what the best merchants of my acquaintance do. Running them over in my mind, I can't find one really successful merchant who hasn't on his staff at least one thoroughly trained individual quite capable of taking full charge in the proprietor's absence. And I notice that such merchants are less troubled by enforced absences, have less experience of ill health, than the men who try to run the whole show without assistance.

A capable helper of this sort costs extra money; but the extra business pays the shot.

Of course there's danger in swinging to the other extreme—in taking on a lot of outside interests, and breaking away from the business on the slightest excuse. But most merchants don't need to be warned against that. They are too interested in the success or failure of the business to allow many outside distractions. The average merchant, particularly right now, needs a holiday; and he's well advised to take it. Between holidays he'll find it a paying proposition to build up the sort of staff which will enable him to take a day off now and then with a perfectly easy mind.

Victor Lauriston.

#### Selling the Merchant's Master Problem.

Written for the Tradesman.

Sales are the ripe fruit on the tree of business.

The real problems and the fine points of merchandising are at the selling end of it.

The fundamental differences of men are nowhere more apparent than in their efforts to solve the problems of selling.

Selling merchandise right, selling it in paying quantities, and selling to-day so as to pave the way for more and larger sales to-morrow, is a difficult problem.

But it is the big and difficult tasks that appeal to men of metal and daring, not the simple and easy affairs that can be handled by just anybody.

The retail shoe dealer who put up a placard reading, "We don't keep shoes, we sell them!" had the right idea. You are in business to sell merchandise, not to keep it.

You don't get your profits until the goods are sold.

There is a saying to the effect that goods bought right are already half sold, but that is a rhetorical statement. You don't get the real money until goods are actually sold; and if good buying isn't supplemented with good selling, it will be a case of everything going out and nothing coming in.

The art of selling, as it is understood and practiced by progressive merchants of to-day, is an evolution from crude and primitive beginnings.

Time was when misrepresentation, greed and dishonesty on the part of the retailer was answered by suspicion, cupidity and distrust on the part of the customer.

But it is generally conceded that there is now quite a different spirit in business. Merchants have come to realize that honesty is not only an ethical attainment but a sound business policy; and consumers have learned that there are retail business concerns that believe in and practice fair-dealing.

Advertising of one sort or another is responsible for the bulk of present-day selling, but it isn't the old-fashioned kind of advertising that used to stretch the garment of veracity to the tearing point, and then some.

Advertising authorities everywhere are agreed that the only kind of advertising that pays in the long run, is advertising that is built on truth. Hence the slogan: "Truth in Advertising."

If a tree is good, all of its branches must be good. Some wizard of the pruning-knife might, conceivably, graft a fine apple on a hedge plant; but if you were in the market for apple trees you wouldn't buy the kind that yielded as many Osage oranges as apples.

If a business institution is built upon the right sort of a foundation, its advertising will be reliable.

Frank Fenwick.

Bell Phone 860

Citz. Phone 2713

#### Lynch Bros.

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

25 doz. Mark Cross Safety Razors....75c doz.  
15 dozen Genuine Durham Safety Razors .....75c. doz.  
10 gallon Frost Queen Milk Coolers, worth \$5.50 ..... \$2.50  
\$10.00 Automobile Refrigerators ..... 3.95  
Iron Frame Wringers ..... 1.49  
Wood Frame ..... 1.79  
3,000 gross F. H. Iron Wood Screws, full assortment, 80-10-20-25 off.  
30 tons Bar Iron \$2.75 base.

VanDervoort Hardware Co.  
Lansing, Michigan

## 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

## "IOWA" SERVICE

"HOW soon can you deliver it?" is the first question asked by a dairyman after he decides to purchase an "IOWA." The successful "IOWA" Dealer replies: "Today and we will set it for you."

"IOWA" Dealers build for themselves a permanent profitable business. "Why?" They prove by actual test that the "IOWA" is positively the closest skimmer on the market, for it is the only Cream Separator having a "CURVED DISC" Bowl. "How?" They keep a few "IOWAS" in stock for demonstrations and prompt deliveries.

"Send ten No. 35 'IOWAS.' When can you ship?"—wires an "IOWA" Dealer in Michigan territory. Our Grand Rapids Branch Manager wires back the same day—"Shipment sent today, tracing."

"IOWA" Dealers in Michigan and Indiana appreciate the fact that their orders are taken care of promptly from a large stock of "IOWA" Cream Separators and a full stock of repairs at our Grand Rapids Branch. We realize that Dealers must sell service as well as an efficient Cream Separator, and we are prepared to co-operate with every "IOWA" Dealer in this way.

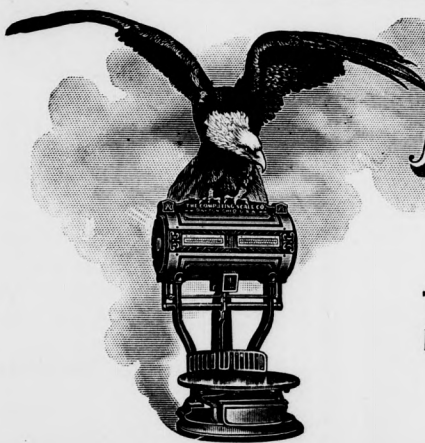
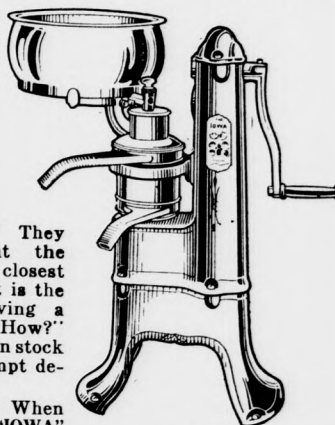
Wire your order for an "IOWA" to our Grand Rapids Branch today.

LIGHTEST RUNNING CLOSEST SKIMMING EASIEST CLEANED  
DEALERS EVERYWHERE

Grand Rapids Branch, 208-210 Ellsworth Ave.

Associated Manufacturers Co.

Waterloo, Iowa, U. S. A.



**MONEYWEIGHT Scale Co.**  
GENERAL DISTRIBUTORS FOR  
**The Computing Scale Co.**  
**Dayton, Ohio.**

THE FIRST AND FOREMOST  
BUILDERS OF COMPUTING SCALES

GENERAL SALES OFFICE  
326 W. MADISON ST. CHICAGO  
ALWAYS OPEN TERRITORY TO FIRST CLASS SALESMEN



### THE LEATHER SITUATION.

#### Supply Not As Well Assured As Many Suppose.

It would seem important at this time for every member of our industry to acquaint himself with all the facts he can obtain regarding the present and future supply of leather. It is one thing to be a bull or a bear—a seller or a buyer—but another to be an impartial student of the situation. The most astute tanners and cutters of leather are naturally keen traders. They use every argument available to influence the markets in their direction, but while attempting to deceive the other fellow they are careful not to deceive themselves. It is an old story that in the early summer the leather markets are weakest and quietest. Leather buyers who have grown gray in the trade say that in July, if at any time in the year, they can compel the tanners to come to their terms. Conditions are peculiar to-day, but the influence of the season is felt in the markets which are less active. In some instances prices are a shade easier and tanners are more anxious to sell, but in the main stocks are small and prices are high and firm. In sole leather it is significant that while the shoe manufacturers are less active buyers their place has been taken by the sole cutters who are taking the leather. The theory is that because of the high cost of leather manufacturers find it expedient to buy cut soles exactly suited to their needs. In upper stock the situation is complicated by the style demands of shoe manufacturers which call for too much of one sort of leather and not enough of others. It thus happens that calf and goat stock are scarce and high while side leathers in the patent and other finishes, although in better supply, are not so badly wanted.

The present situation is comparatively easy to comprehend, but the future of the markets is what members of the trade require light upon. Will leather be higher or lower? Is the talk of scarcity idle? Are hides and skins in plentiful supply? These are the questions men are asking each other. The Reporter does not believe that saying only safe and obvious things, that carrying water on both shoulders, is good journalistic service. The war has engendered great issues and we must meet them as best we can.

The Leather Trades Review of London, England, in its issue of May 31 prints an article entitled "A Famine in Hides" from which we extract the following:

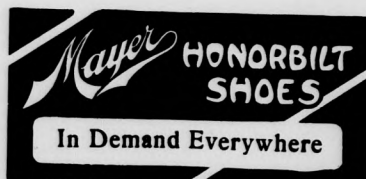
It is calculated that of men actually in the field, in reserve, on lines of communication, on garrison duty and training at home, there are at the moment about 50,000,000 men under arms in Europe. It is the military estimate that

each man will require four pairs of boots per annum, but in practice, and especially under the extreme conditions of winter campaigning at the front, the life of a boot is much shorter, and we have heard of numerous cases where they were hopelessly derelict after six weeks' wear.

On the conservative official estimate, however, it will require 200,000,000 pairs of boots per annum to supply the present armies. Averaging the various types, it may take eight feet of leather to make the uppers, or 8,000,000 feet per 1,000,000 pairs of boots. This is about the product of 190,000 hides. In sole leather it may be possible to get 30 to 32 soles of suitable substance per hide, which means about 66,000 bends being cut up, or the product of 33,000 hides; thus we get a total of 223,000 hides for every 1,000,000 pair of boots required, and as the grand total annual requirements are 200,000,000 pairs, it follows that 44,600,000 hides will be called for. These boots will be soled at least once before being "cast," which will account for a further 6,600,000 hides. It is not an extravagant assumption to say that harness, saddlery, leggings, belts, bandoliers, bags, and all the miscellaneous equipment and accoutrement may require leather to the extent of a quarter of that used for footwear, or, say, another 12,800,000 hides. The grand total thus shows a consumption of 64,000,000 hides annually for military purposes alone, and to this must be added the numbers required to produce leather for civilian wear and mechanical use.

The estimate of eight square feet of upper leather for both high and low cut boots and shoes is too high, but on the other hand the notion that a soldier will wear out only four pairs a year will not stand the test of practical experience. The British paper makes a grand total of 64,000,000 hides a year as the consumption of all the armies of the warring countries. Of course to this should be added the increased military activity and measures of preparedness in other countries. The complications with Mexico are likely to result in large army shoe contracts in the United States.

In connection with the estimate that 64,000,000 cattle hides per year are required for military purposes by the warring nations it is well to consider that the total number of cattle in the world is less than 500,000,000. The number of beef cattle in the United States, January 1, 1916, was 60,715,000 or 5,285,000 head less than enough to provide the soldiers of Europe with shoes for a year. Four years of war would at this rate consume more than 50 per cent. of the cattle supply of the world. Of course this consumption is greatly in excess of the natural increase by propagation. It may be that the estimates are too high, but it should be well understood that the demand for beef for the soldiers has resulted in a greater slaughter of cattle and hence larger supplies of hides. The temporary easiness in the hide supply,



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 Shoes

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 **BERTSCH** 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.

## Patent Leather Mary Jane Pumps

The Popular Selling Style  
For Children and Growing Girls



IN STOCK

All Sizes—Ready to Ship

No. 2786—Growing Girls', sizes 2½ to 7.....	\$1 40
No. 3754—Misses', sizes 12½ to 2.....	1.15
No. 3926—Children's, sizes 8½ to 12.....	1 00
No. 4926—Children's, sizes 5 to 8.....	.85

Rindge, Kalmbach, Logie Company

Grand Rapids, Mich.



however, is likely to result in a more severe stringency later on if, as appears reasonable, it is a fact that the world's supply of meat cattle is being reduced to the danger point.

The next important consideration is the leather requirements of the civilian population of the world. Calfskins are likely to continue scarce since it will be necessary to stop the slaughter in many countries to conserve the milk and beef supply. The British journal from which we have quoted makes no allowance for the splits resulting from the shoe upper stock which should be available for civilian wear. Goatskins are reasonably plentiful, but it is not claimed that glazed kid is suitable for cutting into shoes for hard usage.

After making ample reductions from the estimates we have quoted enough remains to demonstrate that the future of the leather supply is not as well assured as many well meaning but ill informed persons suppose.—Shoe and Leather Reporter.

#### The Result of Imagination.

Great accomplishments are the result of someone's imagination.

Edison has a great imagination. In his mind's eye he saw the incandescent light long before he invented it. McAdoo saw trains rushing under the Hudson river, carrying thousands of people each hour, long before he built the tunnels.

Marshall Field, when he was clerking in a country store in Pittsfield, Mass., had imagination. He went West and got a job in a wholesale house. Four years later he was admitted into partnership. His imagination continued to soar. He had a vision of the tremendous opportunities in the retail business. The store which bears his name is said to be the greatest in the world to-day.

The clerk who can't imagine himself as owner of the store in which he works loses all the joy of work, and stands no chance of ever rising very high.

If you haven't an imagination, cultivate one. Begin by imagining that if you increase your sales 30 per cent., you'll get a raise in pay. Then imagine that in five years you'll be getting three times your present salary.

"Imagination rules the world," said the great Napoleon.

The clerk who makes headway must have ideas. Good ideas are the most valuable thing in the world to-day. They have a cash value. Any successful merchant will pay for them.

Every clerk who has become a merchant, has had initiative. Otherwise he would still be a clerk.

Clerks and salesmen have tremendous opportunities to develop initiative.

The clerk who is looking and expecting a raise in pay, should have his eyes open every moment of the day, for places where his boss can improve his service. He should suggest new lines to be added to the stock. He should suggest new systems for handling money and accounts. In other words, he ought always put himself in the position of the owner of the store.

Then, some day, perhaps, he will own the store, or one like it.

William Arthur.

#### Boomlets From Bay City.

Bay City, June 26—Street Commissioner John Northrup met with a severe accident Friday afternoon while attempting to crank his ford machine. The machine backfired. As a result, a deep gash more than an inch long was inflicted beneath the left eye. Silver clamps were employed to draw the wound together. In the meantime, John is displaying a beautiful black eye and explaining to his friends how it happened.

It is rumored that Congressman George A. Loud, of this district, is very much disturbed over the condition of his political fences. With former Speaker Gilbert J. Currie and former Congressman Roy C. Woodruff, of this city, out hustling for primary votes, he has reason to be worried, especially as he, owing to the serious condition of National affairs, is compelled to remain at his post in Washington.

The weather man was on to his job this week and handed Bay City beautiful weather for the three days of the G. A. R. and S. W. V. State encampment. Thousands of old veterans and their friends were in the city and everything possible was done to make their visit pleasant. One of the features of the big parade was the interest shown by the employers of labor of such institutions as the Industrial Works, the Chevrolet Motor plant and others who marched at the head of their employees.

Bay Council had planned to take in a class of new members at its July meeting, but on account of so many of the members expecting to be gone on their vacations at that time, it has been decided to defer the matter until the August meeting.

The M. C. Railway is erecting a passenger station at Vanderbilt.

June 20 the stores at Gaylord were closed on account of the funeral of Charles Haight, hardware merchant.

June 20 the Boyne City, Gaylord & Alpena train, due at Atlanta at 8:20 p. m., arrived there at 2 o'clock Wednesday morning because of a derailed car. An extra train crew was sent from Boyne City. No one was injured, but an interesting game was interrupted. W. T. Ballamy.

It may be better to lead the procession than to follow it—unless the leader happens to be riding in a black wagon with glass windows.

#### Schwartzberg & Glaser Leather Co

Shoemakers and Shoe Store Supplies  
Both Phones  
240 Pearl St. Grand Rapids, Mich.



#### CHICAGO BOATS

Graham & Morton  
Line

Every Night

## Gotshall's Classy Goodyear Welts

FINEST OF THE FINE

IN STOCK



Stock No. 4

#### Patent Colt Cross-strap Pump

Kid Lined  
Finest Workmanship

Growing Girls', 2½ to 7 D .... \$2.25  
Misses', 11½ to 2 D ..... 1.75  
Child's, 8½ to 11 D ..... 1.50



Stock No. 15

#### Patent Colt Mary Jane Pump

Kid Lined  
White Ivory Sole  
White Trim  
Very Fine

Misses', 11½ to 2 D ..... \$1.75  
Child's, 8½ to 12 D ..... 1.50

Gotshall's Specialties at Gotshall's Boston Prices

## Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



### 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

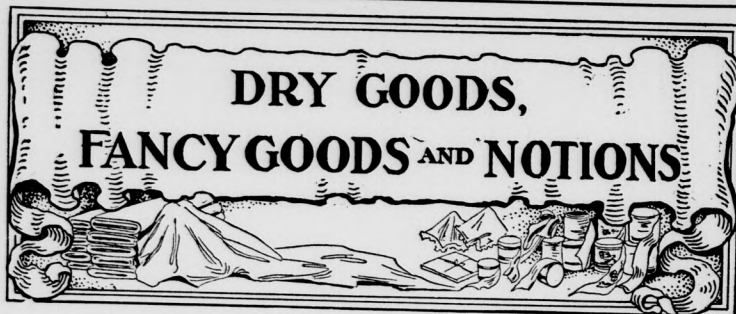
It sells at retail at a good profit, for the quality is there, and is immediately recognized by your working men who want good shoes.

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



### Ribbons Increasing in Favor As a Dress Trimming.

The retailers' windows of New York have shown since May 1st an increase in using ribbons as a trimming for evening frocks and many wide girdles, which should continue to grow with the fall season, when more dancing gowns will be in vogue. When a New York retailer shows ribbons lavishly in the windows, departments and on frocks in the garment section one may be sure that ribbons are in the field to stay a while.

Numerous dresses are trimmed with gathered frills of satin ribbon Nos. 9, 12 or 16, taffeta running up to six inches or soft faille averaging four inches. Silk ruffles are edged with ribbon frills; ribbon trims in flat rows, rosettes, loop panniers, long loops and ends fall from the waist, a fringe of ribbon loops finish a scanty flounce, cascades of ribbon fall from the draped pannier as a side panel and this is but a small part of ribbon garniture. Pleated ribbon fastened inside of the skirt edge forms a balyeuse in contrast; silk coats have a quadruple box ruching of ribbon, two rows requiring about seventy-five yards, and a black taffeta dress is covered with black picot edged taffeta ribbon frills, except over the front, where a flat panel is left; this frock has on the under side frills of hair-cloth pleated over the hips to give the pannier effect.

While not on a rush, the trade continues fairly active and is much encouraged regarding the fall business, for which excellent orders are already booked. The late raw silk drop had very little effect as the increased cost of labor and dyes more than overbalanced this. It is thought that higher prices will obtain.

The road salesmen are taking orders on deliveries only for July until September. To-day the favorite ribbon in millinery circles is a very soft, glossy faille. Black silk warp glaces are having a considerable call from milliners. Warp prints answer for girdles, girl's sashes, hair ribbons, etc. The regular dry goods trade is pushing moires and satin stripes, with black highly favored.

Narrow black and colored velvet ribbons are used on the Dolly Varden hats for band and long streamers. Pink, rose, saxe, delft and navy blue, cerise, champagne, canary, lavender and Nile are especially favored. There are calls for cotton back velvet ribbon trimming, but there is but small hope of a supply being procured. Narrow black velvet ribbon promises to be used on blouses, more especially those of net, and on neckwear; what effect the garment trade strike will

have on such goods remains to be seen.

Narrow stripes, checks, narrow flower borders and a touch of black and white continue in constant demand. Soft chiffon taffeta with metallic flowers is considered very smart for a sash or girdle of an afternoon or evening gown. White net frocks made in three to five tiers, each piped with satin and corded or boned, are frequently trimmed with a sash or girdle of plain satin or taffeta ribbon. The two extremes seem to be worn—dark, rich shades and the dainty pastel shades. Narrow metal and picot edged ribbons are noticed on sport hats.

Such authorities as Callot will make an odd skirt of alternate bands of black and French blue six-inch taffeta ribbon, using twenty yards of each with a ruche on the lower edge. Shoulder capes of white net are trimmed with bands and ruffles of taffeta or satin ribbon. Belts of two ribbons are of velvet the shade of the dress fabric and a floral figured one overlapping it, each an inch and a half wide. Pompadour and other floral figured ribbons are used for flat trimmings. Very bright ribbons are used for inside facings on silken gowns cut short to show the facing when walking; ribbon five to ten inches is used and very gay cerise, cardinal, emerald, Joffre, purple, rose, canary, Nile, etc.

A wide girdle with one loop and one end at left of center front will be seen frequently during the summer. It may be plain, striped or figured and requires two and three-quarters yards of ribbon, ten to fifteen inches wide. The extremes are met with in ribbons from the narrowest to the half-yard wide of very soft designs that easily fold around the waistline. Many fancy forms of girdles are used for afternoon and evening gowns as loops at the sides, imitating panniers, several short loops at the back are used and a cascade of ends and loops at the sides in panel effect.

For girdles, belts and bands on sport hats there are designs from an inch to eighteen inches, in natural pounce and a sheer fabric resembling a close scrim with flowers and odd designs in Chinese colors, embroidery, etc. Unique and striking as a trimming. The Japanese and Chinese houses have them. There are retailers who have the scrim like ribbon with contrasting circles, large spots and squares; the surface is lustrous, the fabric sheer and color as a handsome pounce.—Dry Goods.

To err is human—and the divine part is to keep from being found out.

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.

### 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.

### 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

### 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. BERNIS, 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.

## 4th of July

Every true American citizen will want to display the stars and stripes. We carry a complete line of wool and cotton flags, also small flags mounted on sticks. We call your special attention to our flags made of BULL DOG Bunting. They look like wool, wear twice as long and cost half as much. Sun, rain and moth proof. Only a few more days before the 4th. Send your orders at once.

### Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

## People are judged somewhat by the FURNITURE

they keep

### Klingman's

The Largest Furniture Store in America

Entrance Opposite Morton House

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



### Flakes From the Food City.

Battle Creek, June 26—At the regular meeting of Battle Creek Council, held Saturday, June 17, there was a communication read from George C. Steele, Past Secretary of No. 253, and in the communication Mr. Steele stated that this was the first meeting in 150 that he had not been present. A fine testimony to the loyalty of Mr. Steele to the order and we would suggest that some of the other brothers obtain Mr. Steele's receipt!

L. C. Rowland is reported as being the father of a fine baby girl. Mother and daughter doing nicely. Mr. Rowland has secured a fine position in the sales department of the Kellogg Toasted Corn Flake Co., upon resigning from the National Biscuit Co., with which corporation he had been associated for some few years.

A burial fund which has fast been gaining popularity in the councils about the State has been started in No. 253 in charge of J. Q. Adams. We know it will be a success because of the personality and ability of the man who is handling it!

K. T. Richards, a member of Galesburg, Ill., council, and representing Sprague, Warner & Co. out of that city, is ill at the Sanitarium here. A number of the brothers from No. 253 have visited him and should any other brothers find time to call upon him, he would be very glad to see them at the above place.

Have any of you boys noticed the classification of retail customers in the Tradesman for June 7? The schedule is wonderful. A No. 1 hardly covers it. It is worth a yearly subscription in itself.

The Post Tavern, a local hostelry of prominence among the traveling men, has changed from the American to the European plan. The boys insist that was all that was needed to make the place the best little hotel in Southern Michigan.

Grand Junior Counselor J. A. Hach, Jr., and wife, of Coldwater, were in Battle Creek a few days ago. We can not entertain any of those boys too much.

At the meeting Saturday night J. Q. Adams entertained the Council with some sidelights on the Traverse City convention. He particularly noted the fatherly interest of a number of the live wires at the convention, stating that for fear John might want for something, they called at 3:10 a. m. and expressed their interest of his welfare and they were all in their right mind if not all in their own clothes, said John.

The new wholesale grocery house of the Grocers, Inc., to be started here soon, has broken ground for a building and Earl Meyers, sales manager, states that things are coming very nicely.

M. J. Loomis.

### The Hemlock Bark Harvest.

Houghton, June 26—Lumbermen of the copper country are engaged in their annual hemlock bark harvest, a branch of the lumber business that will this year increase the receipts of Houghton, Ontonagon and Baraga county lumbermen by about \$250,000. The total peel of bark for the district will be about 25,000 cords and it is selling in excess of \$9 a cord, virtually double the price that prevailed before the European war. The effect of the war on the price of hemlock bark has an interesting history. The bark is used to make tan liquor and in recent years the product of American lumbermen has been lowered in value by South American competition. The enormous quantity of bark produced in South American forests makes it possible to produce a tan extract there and market it in the United States considerably less than the tanners have had to pay for American bark. But the war stepped in and cut off the importation of this liquor because of the cutting off of coastwise shipping. American bark thus came into demand again and it is bringing record prices. In the copper country there is, however, a dubious

prospect for the bark market for next year. Terrific wind-storms early in May blew down immense quantities of hemlock timber and as it is possible to peel hemlock bark profitably only immediately after the timber is cut these wind-felled logs will be useless for bark purposes. The bark peels readily in the spring when the sap is running. It tightens up later on both standing trees and cut logs.

### Notice of Mortgage Sale.

Default having been made in the conditions of a certain chattel mortgage, made and executed on the 15th day of April, 1916, by Elon A. Losie, of the village of Boon, Wexford county, Michigan, to Vernor Bloomquist, of the same place, Trustee of and for the creditors of the said Elon A. Losie; and filed in the office of the Township Clerk of Boon township in said county on the 17th day of April, 1916; and said trustee having taken possession of the property described in said mortgage, and now being in possession of the same;

Notice Is Therefore Hereby Given, that by virtue of the power of the sale contained in said mortgage, there will be sold at public auction to the highest bidder, on Tuesday, the eleventh day of July, 1916, at nine o'clock in the forenoon of that day, at the store building known as the Losie Store, in the village of Boon, in said county of Wexford, the property covered by and described in said mortgage, or so much thereof as may be necessary to satisfy the amount then due under said mortgage, including the costs of such foreclosure sale, as provided for in said mortgage.

The property to be sold is described as follows, to wit: All the stock of merchandise, consisting principally of groceries and provisions, dry goods, notions, clothing, flour, feed and other merchandise kept for sale, also all store fixtures and furniture, including one iron safe, all book accounts, notes and bills receivable. The exempt property reserved in the mortgage will be sold with the remainder of the property.

The mortgagee reserves the right to withhold from sale any of the above described property, in case a sufficient bid is not received for the same.

Dated, Boon, Mich., June 22, 1916.  
Vernor Bloomquist,  
Trustee, Mortgagee.

At the age of three score and ten a man may realize how little he knows —although his wife could have told him many years earlier.

## Signs of the Times Are Electric Signs

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

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

### THE POWER CO.

Bell M 797

Citizens 4261



"The End of Fire Waste"

COMPLETE APPROVED

## Automatic Sprinkler Systems

Installed by

Phoenix Sprinkler & Heating Co.

Grand Rapids, Mich.  
115 Campau Ave.

Estimates Free

Detroit, Mich.  
909 Hammond Bldg.

## 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

Under New Management

71 Sheldon Ave., Grand Rapids, Mich.

Citizens Phone 5572

Bell Phone 1692

## 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."

## SPORT SHIRTS

Just what you want for

## HOT WEATHER

WE HAVE THEM IN

Medium and Light Blue with Short Sleeves.....	\$4.50 doz.
Medium and Light Blue with Long Sleeves .....	4.50 doz.
Palm Beach with Short Sleeves .....	4.50 doz.
Palm Beach, Fancy White Collar, Short Sleeves.....	4.50 doz.
Plain White with Short Sleeves.....	4.50 doz
Plain White, Pique Collar, Short Sleeves.....	4.50 doz.

### HALLMARK

Linen Color, White Pique Collar, Short Sleeves .....	9.00 doz.
Plain White, White Pique Collar, Short Sleeves .....	9.00 doz.
White Corded Rep, Short Sleeves .....	9.00 doz.

### BOYS IN

White Cord, Palm Beach and Light Blue with Short Sleeves at  
\$4.00 and \$4.25 dozen

SEND US YOUR MAIL ORDERS

## Grand Rapids Dry Goods Co.

20-22 Commerce Ave.

Exclusively Wholesale

Grand Rapids, Mich.



### A Thought For June Brides and Bridegrooms.

Written for the Tradesman.

Florence Ransom was a bride two years ago. Her idea is so sound and sensible and is working out so well with her husband, Robert, and herself, that it ought to be passed along.

The excitement of the wedding and the honeymoon journey being over the Ransoms settled snugly in their little home. Florence did what not every bride does—some thinking. She honestly wanted their marriage to be a success—to be a great long happiness for both of them. Robert did too, but having masculine confidence and optimism, he had no fear that it could be otherwise. But Florence would shudder a little when she called to mind how unsatisfactorily the matrimonial experiment was turning out with some of their friends and acquaintances.

She did not think so much about the cases where disagreement and incompatibility are so great that separation and divorce result, for, as it happened, she had had but little personal knowledge of such. But the large number of homes where enjoyment and happiness are just missed of, where there is no big intentional wrong on either side but where there are constant little bickerings and sarcasms and slights, where the husband and the wife in their treatment of each other employ habitually what some one has called the "married manner," and almost furnish copy for the comic pictures of "married life" in the papers—it was all this that troubled her. Would it ever get to be so with her and Robert? In a few brief months or at most a few short years, would the romance all evaporate and disappear, and reality, a dingy, dreary reality, be all that would be left?

Then, since she was very much in earnest and has a practical mind not at all given to gloomy forebodings, she began to study her subject. She began to analyze the causes of happiness in the homes she knew that were happy, and to trace the reasons for the unfortunate condition where the prevailing atmosphere was that of gloom and discord.

Naturally she commenced with the mistakes which people about them were making—mistakes in those common, prosaic things that show up plainly. Mistakes about money for instance. It seemed to her, when she thought of it, that something regarding money was the bone of contention more often than anything else among the married people of their acquaintance. Bright men and women were committing the old, old blunders. She knew some who were liv-

ing beyond their incomes and contracting debts they could not pay, notwithstanding that it has been proved times without number that such a course surely wrecks happiness. She knew of husbands who justly felt they had a grievance because their earnings were spent wastefully. On the other hand, she knew of economical wives who felt abused because they were compelled to ask their husbands for money, and she could not blame them.

Florence didn't go far in her study before she told Robert with convincing persuasiveness that to have any chance of happiness they must start right with the pocketbook. He being a sensible, clear-headed young fellow, agreed with her fully that the style of living must be well within the means, the wife must spend with care and economy, the husband must feel that the money is theirs, not his alone—all this whether the resources be great or small.

As she went on with her observations, or rather with her reflections regarding the observations she had been making all her life, she saw that the trouble in many cases was simply that the sacrifices, the "putting up" with things unpleasant or unnecessary, were all on one side. Sometimes it was a too-considerate husband who was making by far the larger portion of the self-denials. Sometimes it was a meek little wife, unselfish to the point of self-effacement. Where such injustice prevails there can be no real harmony. Even the one who seems to be favored rarely is satisfied.

Florence noted with keen regret that many of their friends seemed to allow themselves to go down after marriages. Maybe it was the wife who became slovenly in dress, slack in regard to her household duties, rusty intellectually. Maybe it was the husband who seemed to lose all ambition and became careless in appearance and rude in manners, particularly at home. Sometimes it was both. Whether one or both, the result never failed to be regrettable in the extreme.

Fortunately Florence knew of many very happy homes, and often she would center her shrewd thought on some one of these. With the Sargissons she felt sure that one great reason for their happiness was the courtesy with which they always treated each other. Good manners with them were for every day and all the time, not something assumed for company and special occasions. Nor was the courtesy cold and formal. Indeed theirs was a home where there was such freedom and joy and spontane-

## 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.

*Henry Smith*  
FLORIST  
139-141 Menor St.  
Both Phones  
GRAND RAPIDS, MICH.

## Watson-Higgins Milling Co.

Merchant Millers  
Grand Rapids, Michigan

Owned by Merchants

Products Sold Only  
by Merchants

Brands Recommended  
by Merchants

## 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.

## The Reputation and Standing of Walter Baker & Co.'s Cocoa and Chocolate Preparations



Registered,  
U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising. This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

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

WALTER BAKER & CO. Ltd.  
Established 1780      Dorchester, Mass.

## KEEP IT MOVING



The ONE  
Best Bet



Distributed at Wholesale by  
JUDSON GROCER CO.  
GRAND RAPIDS, MICHIGAN



ity that Florence took to herself the wholesome lesson that she must not be in too deadly earnest in her pursuit of happiness, lest she thereby fail of her purpose.

With the Rolands the keynote seemed to be appreciation. Mrs. Roland realized, as perhaps few wives do realize, that it was no small and easy thing for Mr. Roland to work so faithfully and uncomplainingly week in and week out, in order to give his family all the comforts and many of the luxuries of life. Although he was not a brilliant nor an unusually successful man, Mrs. Roland did not fail to let him know that she recognized his worth and was proud of his fine character and sterling traits. And Mr. Roland always seemed to consider it a fine condescension on the part of so bright and able a woman as his wife, to be willing to cook and wash dishes and mend stockings for himself and the children. He often expressed to her how he valued the home she made for all of them.

With the Seavers, another family Florence had known long and intimately, she felt sure there had been what she called a cultivation of congeniality. Mr. and Mrs. Seaver were unlike in temperament and had in the beginning very different tastes. But each had tried, particularly in their amusements and pleasures, to like the things the other liked, and they had found that after all they had much common ground and there could be harmony between them.

As the result of her cogitations, the idea that came to Florence was just this: Can't Robert and I profit by the example of the people we know? Do we need to make all over again the mistakes that invariably bring wretchedness? And when we see a pair who have been married ten, fifteen or twenty years and still are happy, can't we learn the reason for their harmony?

While it can not be said that Florence found a complete solution for the problem of matrimonial adjustment, which to a certain extent always is an individual problem, nor

that she discovered anything really new, her mind did hit on the great practical fact that bright, well-meaning young people need not commit many of the old blunders that always and everywhere are exemplified as such, nor fail in those fundamental things that just as surely make for happiness. This is the thought that is passed along to the brides and bridegrooms of this present June. Quillo.

The father of twins should be doubly thankful—but he isn't generally.

### Trade Stimulators For Price Advertising

Our monthly catalogue of General Merchandise abounds with these.

Get acquainted with the Yellow Page Specials in each issue of "Our Drummer." They will help you pull trade to your store.

### Butler Brothers

Exclusive Wholesalers of  
General Merchandise

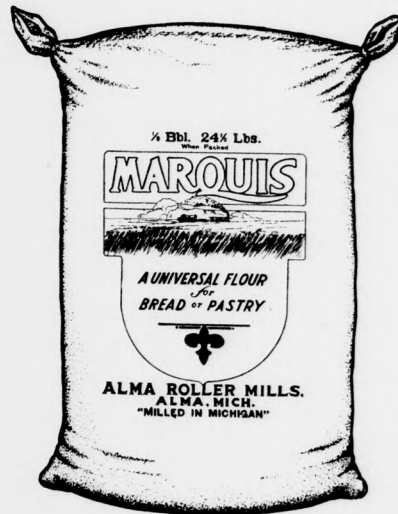
New York Chicago  
St. Louis Minneapolis  
Dallas

## Nokarbo Motor Oil

It is the one oil that can be used successfully on all automobiles operated by gasoline or electricity. It will not char or carbonize.

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

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



## MARQUIS FLOUR

### The Aristocrat of All Flour

Only the choicest wheat is used to make Marquis Flour, and is scientifically milled under ideal conditions.

It produces wholesome, appetizing bread and pastry and insures uniformly, perfect results.

Marquis is milled for the dealer who wants the best, and the consumers who want RESULTS.

**Alma Roller Mills**  
Alma, Mich.



**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.

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

Chicago, June 26—Chicago is now enjoying summer weather. It has been real warm for three days, with no rain.

A large number of Chicago firms have agreed to make up the difference in salary from what the Government pays their soldiers who enlist in the National Guard while in service to what they were getting when in their employ. For example, if the Government pays \$15 per month and a firm paid the individual man \$150 a month, more or less, the firms will pay the difference between \$15 and the greater amount. This is working out very fine and creating enthusiasm among a great number of young fellows who leave loved ones at home depending on them for support.

Anyone would think that Chicago was at war to see the number of soldiers in the street.

This weather surely brings out the styles on Michigan avenue, Chicago's promenade thoroughfare—and some styles they are, as well as some sight.

The excursion boats now in Chicago are leaving their piers filled to capacity, owing to the weather being so fine. Little old St. Joe, from all reports, is attracting thousands of Chicago visitors.

O. T. Britton, manager of the H. H. Kohlsaat Restaurant Co., informs the writer that his farm just out of Muskegon is producing wonderful strawberries, which find a ready market in Chicago. Chicago people seem to prefer Michigan fruit.

One of the pretty hotels just finished in Chicago is known as the Edgewater Beach, located at Sheridan Road and Edgewater Beach Station. This hotel has all the conveniences that anyone could desire. Just outside the entrance is a lawn tennis court and private bathing beach. It faces Lake Michigan and every room is an outside one, overlooking the lake, being copied after the Atlantic city hotels.

The city of Chicago maintains throughout the city playgrounds for children. These playgrounds are run on a large scale and help to keep the kiddies off the street, which lessens the number of accidents which are apt to happen.

The writer up-to-date has not had the pleasure of receiving any notices from any Michigan's visitors to Chicago.

R. W. Faulkner, owner of a restaurant at 225 North Clark street has rented his beautiful bungalow at Charlevoix, to an Eastern family and will bring his family to Chicago for the summer. Charles W. Reattoir.

#### Fortune Went Glimmering.

Crystal Falls, June 26—Paul Schook, a Crystal Falls liveryman, had a fortune almost within his grasp. In fact, the courts once gave it to him and then took it away again, and a decision by the Supreme Court last week seems to remove it perpetually from his fingers. It is an example of the intricacies of the law, of the sometimes doubtful justice of courts. In the Iron River district is the great Zimmerman mine, owned by the estate of the late Eugene Zimmerman, of Cincinnati. Schook brought suit four years ago to recover a share claimed by him to be his under agreement. The Iron county Circuit Court in chancery awarded Schook four cents per ton royalty and back royalties of \$22,000. Then the Supreme Court overruled the decision because it should have been started on the law side of the court instead of the chancery side. It was estimated, on the value of the mine, that the first decision was worth a quarter of a million to the liveryman. Schook tried to start it anew last week in the law side, under a provision of the new judicature act, but Judge Flannigan ruled that it could not be started again, having been dismissed once before the new law went into effect.

#### Carried a Coffin With Him.

Empire, June 26—Ben Bennett, furniture dealer and undertaker of Honor and Empire, is one of Northern Michigan's real disciples of preparedness. Bennett, having operated a wheelbarrow with considerable success in his younger days, but proclaiming that work with this implement appeals only to the man with a strong back and a weak head, decided to purchase an auto for business purposes. This he did. In learning how to operate the vehicle he selected the pike between the two above-mentioned towns as his testing track, and gazers from the bordering fertile fields witnessed for the first time a man learning to drive an automobile, and having the foresight to carry a coffin along with him.

#### Livingston Hotel

Grand Rapids, Mich.

Fine Cafe in Connection

Entertainment Every Evening

#### The Hotel Geib

Eaton Rapids, Mich.

L. F. GEIB, Propr.

AMERICAN PLAN

Artesian Water Steam Heat

\$2 Per Day

Sample Room in Connection

#### HOTEL CODY

EUROPEAN

GRAND RAPIDS, MICH.

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

#### Cushman House

PETOSKEY

AMERICAN PLAN \$2.50 AND UP

Leading Hotel in Northern Michigan

W. L. McMANUS, Jr., Prop.

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.

#### Snyder's Restaurant

41 North Ionia Ave.

4 Doors North of Tradesman

Special Dinners and Suppers 25c

#### 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

#### Hotel Charlevoix

Detroit

EUROPEAN PLAN

Absolutely Fire Proof

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

Grinnell Realty Co., Props.

H. M. Kellogg, Manager



## The Telephone Unites the New Home to the Old

THE next best thing to a visit home is a talk with "the folks" over the long distance telephone.

Though many miles apart geographically, you can sit in the new home and talk over the Bell Long Distance lines to the old home with as much ease and satisfaction as in a face-to-face conversation.



Michigan State Telephone Company



### Termination of the Walsh Assault Case.

Bay City, June 26.—L. M. Steward, who travels for the Postum Cereal Co., lost his suit against Tom Walsh, general merchant of Bay City, for \$25,000 in the Bay County Circuit Court before Judge Davis, of Ionia, last week. It was the ending of a case started in November, 1914, when Steward alleges he was brutally assaulted by Walsh in the latter's place of business after an argument relative to some cereal product which Mr. Walsh wanted to buy direct from the factory. Steward stated in court that as he was in the act of leaving the Walsh store, he was struck a terrible blow which rendered him partially helpless and while he was down, Walsh again attacked him and beat him into unconsciousness and left him lying on the floor in a pool of his own blood. The result was Steward was laid up and unable to work for weeks. The extent of his injuries, as shown by x ray photographs in court, was nose broken in five places, left cheek bone in two places, roof of mouth split and tooth broken. At the time of the accident he had many other facial and body bruises.

The first trial was held last February, at which time the jury, after being out for twenty-six hours, disagreed. This time the jury was out twenty hours and could not agree, Judge Davis thereupon gave them a talk and sent them out again. After being out eight hours longer, they rendered a verdict of no cause of action.

Hundreds of traveling men have been watching the case, many of whom have been ill treated by this man Walsh, who has always had the reputation of being a mighty ugly customer. His sole plea in court was that Steward assaulted him, a statement which is doubted, as Steward is well known all over the State and has always been held in high esteem by all who know him. Aside from that, he is a small man, while Walsh, who at one time was a Northern woods lumber jack, stands over six feet tall and weighs about 240 pounds.

As stated, Walsh nearly always has trouble with the specialty man who refuses to sell him direct. His claim in court was that his jobber always split the wholesale margin with him, a statement which ought not to take well with the other retailers who buy of the same wholesale house. It is certainly unfortunate that such a thing should happen in this day and age and ought to prove a valuable lesson to Walsh, as he has simply heaped coals of fire on his own head, while to Steward, although he will never be in normal health again, it has increased his friendships and he has a large following of merchants and traveling brothers who sympathize with him and are ever ready to back him up in a moral way.

Mr. Steward with his family live in Saginaw. He has represented the Postum Cereal Co. in Michigan for three years.

### Another Account of the Saginaw Ball Game.

Saginaw, June 26.—The following item you can add to Correspondent Steward's grist of Saginaw sayings. He said he wanted it sent in Monday, but when I called at his house Sunday night to give it to him, I found the blessed boy had gone to church and as he is out of the city to-day, I will send this direct to you.

Saturday evening, June 17, Bros. Mark S. Brown and Ben Mercer, living exponents and existing reminders of a glorious past in Saginaw amateur base ball, solemnly arose in Council and challenged Yours Truly to get his gang out on the ball lot on the following Saturday and be properly subjugated, disciplined and made wiser by said Grand Past Exponents.

The day came at last and brought a bigger crowd of U. C. T.'s at Hoyt Park than usually attends lodge.

Captain Mercer came across the diamond with a flag of truce and asked for the loan of a pitcher. He grabbed not only the flower of our flock, Erne Eberts, but the third baseman and a fielder and returned to his lair with a chuckle as to what he would do to us. The umpires were also chosen by the G. P. E.'s boss, Moeller and Schroder being selected for that capacity. After seven innings, the score stood 22 to 5 in favor of the regular team. Batteries: G. P. E., Eberts, Knoop, Robb; for the regular team, Frisch, Whalen and Beyer. Time, 1 hour and 59 min.

A game is being arranged for next Saturday on the same diamond with the Elks of this city. Game will be called at 2:30, one-half hour earlier than usual to allow members to attend the ladies auxiliary picnic supper at Bliss park at 4:30. The following players are requested to be on hand: Hyman, Toole, G. Bremer, Beyer, Pidd, Frisch, Eberts, Sellars, Wallen, McMannon, Putman, Ahrens, Wolfe, Robb and F. Bremer. If the Elks do not appear, we are prepared to take on any thing in the park.

C. A. Judd.

The merger of two of the oldest banks of Flint, the Genesee County Savings Bank, capital \$100,000, and the National Bank of Flint, capital \$100,000, is planned. The consolidated institution will be known as the Genesee County Savings Bank and will have capital of \$500,000, surplus of \$500,000 and undivided profits of \$100,000. The present officers of the Genesee County Savings Bank will continue with the consolidated bank. The nine directors of each merging institution will become directors of the larger Genesee County Savings Bank. The Genesee County Savings Bank, which was organized in 1872, has surplus and undivided profits of over \$400,000 and deposits of over \$4,500,000. The National Bank of Flint, which had its inception in 1858, has surplus and undivided profits of over \$135,000 and deposits of over \$2,200,000.

The stockholders of the Highland Park State Bank, of Highland Park, at a special meeting on June 17, voted favorably on the recommendation of the directors to double the institution's \$500,000 capital, and authorized the directors to issue the \$500,000 new stock pro rata among the shareholders. The stock of the bank is closely held, mostly by Ford Motor Co. interests; it is stated that as high as \$775 a share was recently offered for the stock. The institution has deposits of about \$18,000,000 and surplus and undivided profits of about \$400,000.

William A. Rindge, (Rindge, Kalmbach, Logie Co.) started Tuesday on a four week's trip to Boston and intermediate points. He expected to reach Detroit last evening in time to take the D. & C. boat for Buffalo. Thence he proceeds to Ithaca, N. Y., where he will tour Watkins Glen and the State Park. He will then go on to Boston, spending a couple of weeks with a married daughter at Turner's Falls, Mass. He will then return home by way of New York City and Buffalo. He is accompanied by his wife and two sons.

H. R. Bouma has engaged in the grocery business at Grandville, the Worden Grocer Company furnishing the stock.

### BANKRUPTCY MATTERS.

#### Proceedings in the Western District of Michigan.

Grand Rapids, June 23.—Edward F. Luhmann, of Muskegon, 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 July 7, 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 \$1,545.96; the assets over and above those claimed to be exempt by the bankrupt are \$267. The following is a list of the creditors of the bankrupt:

Preferred labor claims	\$243.32
Vaughn Seed Co., Chicago	3.82
Martin Schoenberg, Muskegon	
Heights	66.76
Wiselogel Company, Muskegon	2.63
L. Wasserman, Muskegon	17.00
Robert C. Harper, Muskegon	1.35
Charles Etterman, Muskegon	2.28
Lincoln Estes, Muskegon	4.75
Henry Witt, Muskegon	5.00
Edwards Lumber Company, Muskegon	6.00
Randall Company, Chicago	2.00
Towner Hardware Co., Muskegon	1.85
Peoples Hardware Co., Muskegon	2.20
Rosen Bros., Muskegon	16.00
Green Printing Co., Muskegon	4.00
Muskegon Savings Bank, Muskegon	100.00
Phoelman Bros., Morton Grove, Ill.	98.00
Crabb & Hunter Floral Co., Grand Rapids	211.24
Eli Cross, Grand Rapids	42.20
Henry Smith, Grand Rapids	20.00
Ionia Pottery Co., Ionia	36.75
Mont Gilead Pottery Co., Mont Gilead, Ohio	68.50
Donaldson Bros., Muskegon	25.50
United Home Telephone Co., Muskegon	3.43
Western Union Telegraph Co., Muskegon	4.67
Grand Trunk Railway Co., Muskegon	89.15
Markel Cement Co., Muskegon	9.35
P. J. Connell Co., Muskegon	13.00
Lakeside Lumber Co., Muskegon	1.70
L. Freye Estate, Muskegon	13.00
Bertha Young, Chicago	4.10
August Luhmann, Muskegon	65.00
Otto Luhmann, Muskegon	125.00
Otto Langkawl & Co., Muskegon	94.46
Fruitvale Improvement Co., Whitehall	9.31
Otto Kuehnel, Muskegon	55.00
Thurston A. Swartz, Muskegon	7.35
Gustaf Haglund, Muskegon	6.00
John Smith, Muskegon	7.00
Paul Schlossman, Muskegon	2.00
George Phillips, Muskegon	28.00
Daily Chronicle, Muskegon	7.20

#### Manufacturing Matters.

Midland—The Midland Specialty Sales Co. has engaged in the manufacture of mechanical devices with an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed, \$5,000 paid in in property and \$300 paid in in cash.

Saginaw—The Wilcox Motor & Manufacturing Co. has been organized to manufacture and deal in motors, motor manufacturing machinery, tools, etc., with a capitalization of \$150,000, all of which has been subscribed and \$15,000 of which has been paid in in cash.

Jackson—The Dewey-Smith Co. has been incorporated with an authorized capital stock of \$11,000 common and \$5,000 preferred, of which amounts \$8,000 has been subscribed, \$2,500 paid in in cash and \$5,500 paid in in property. The company will conduct a wholesale and retail sale of building materials and manufacture building materials, charcoal and merchandise.

Niles—Niles is to enter into the manufacture of cotton fabrics to fill the excess demand created by the automobile tire industry. The Towar Cotton Mills, Inc., authorized capital \$500,000, will begin the erection here immediately of the first unit of what is designed to be a large plant. The capital stock is largely subscribed, it is understood, by Detroit men. Scott and Henry Towar, who are to be actively identified with the enterprise, are former residents of Detroit. The company is said to have sold its expected output for the first three

years, the Acme Belting Co., of Niles, being one of the principal consumers. The new industry, the first of its kind in the Middle West, is the outgrowth of the present shortage in the production of cotton fabrics.

A majority of the creditors of the Fair Store have signified their willingness to except the offered compromise of 50 cents on the dollar—40 per cent. cash and 10 per cent. paper. Most of them appear to be under the impression that the failure is peculiar, but no action has yet been taken toward probing the matter. The merchandise liabilities are about \$42,000. Kingsbury has undertaken to enforce his alleged claim for \$12,000, but the creditors object to it on the alleged ground that it is largely fraudulent. The receivers have about \$11,000 cash on hand as the net result of the sale conducted by Lynch Bros.

Grand Rapids was represented at the annual convention of the Michigan State Pharmaceutical Association at Detroit last week by the following gentlemen: John G. Steketee, C. H. Jongejan, N. T. Eckberg, Peter Vellema, J. J. Dooley, W. S. Lawton, William Francke, H. B. Wilcox, Allen B. Way, Glen Tanner, L. W. Vogelsang, Earl De Kriuf and E. G. Hamel. All but the last three gentlemen were accompanied by their wives.

Mr. and Mrs. William Judson are in the East on their wedding trip. The best wishes of hosts of friends accompany them on their travels and will accord them a hearty welcome on their return to their beautiful home in this city. Mr. Judson is an ideal gentleman and business man and Mrs. Judson will bring to her new position a charming personality which will be a welcome addition to the social life of the city.

Salt Fish—Norway mackerel are so scarce as to be hardly worth quoting. Irish mackerel are cutting some figure, although they do not show a very good quality and are selling at very high prices. Shore mackerel are hardly available as yet in any appreciable quantity. Cod, hake and haddock are dull and unchanged.

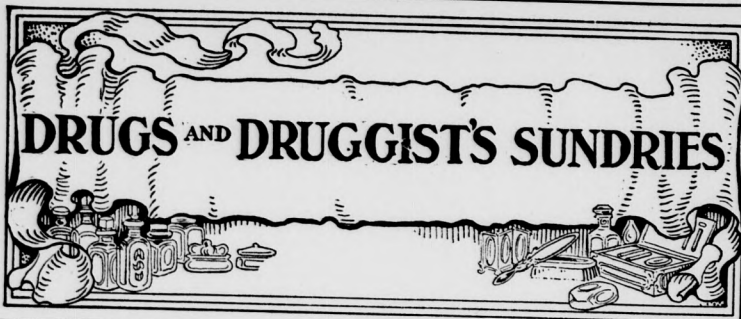
Provisions—All smoked meats are steady and unchanged, with fair consumptive demand. Prices are unusually high. Pure lard is firm at unchanged prices and compound is steady and unchanged with a light demand. Barreled pork, canned meats and dried beef are all firm with a normal demand.

Rice—New Orleans mail advices state that there was a good demand for clean rice in that market from both the domestic and export trades. It is believed that should relationships between this country and Mexico be broken a large amount of rice will be required to feed the army.

Cheese—There is a normal consumptive demand and the production is reported good. The average quality is better than usual, owing to the exceptional weather. The market is healthy throughout and gives no indication of any serious change.

An ignorant man is usually ignorant of the fact that he is ignorant.





#### 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—F. J. Wheaton, Jackson.  
Treasurer—John G. Steketee, Grand Rapids.  
Next Annual Meeting—Grand Rapids or Battle Creek, June, 1917.

#### Michigan Pharmaceutical Travelers' Association.

President—Fred R. Raymond, Grand Rapids.  
Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

#### Meeting of Michigan Pharmacists at Detroit.

The annual meeting of the Michigan State Pharmaceutical Association was held at Detroit last week Tuesday, Wednesday and Thursday. The attendance was fair, 460 names having been registered. At the first session, President Jongejan read his annual address, as follows:

One of the most pleasant moments of my incumbency in office has arrived now when it is my duty to call you to order at this the thirty-fourth annual convention of the Michigan State Pharmaceutical Association. As your executive officer about to retire, I will give you an account of my stewardship and offer such recommendations as experience has taught me would be advisable for the future welfare of our organization.

It hardly seems a year ago that it was your pleasure to elect me to this office and I still feel thankful for the honor you conferred upon me and for the trust you placed in me. I can assure you that it has been my aim all through this year to prove myself deserving of this confidence and all my efforts have been for the welfare and growth of our organization.

When I hesitated last June about accepting this honor, it was because the task seemed too large for me, but I was given to understand that this was an "off" year and the duties connected with the office would be light and pleasant. I now agree with these brothers in several respects. It was decidedly an "off" year. For, notwithstanding that I overworked my meager literary talents by sending heart and soul-stirring articles to the various trade publications and notwithstanding that I affected an oratory of which I was never possessed in appealing personally to the members and notwithstanding that I had the full support of our exemplary Secretary and other faithful members, I found the enthusiasm of our fellow pharmacists decidedly below par and the interest in pharmaceutical matters "off" several points. Although it is far from me to flatter anyone, still I must assure you that if it had not been for the untiring efforts of our Secretary and committee members our reports which we have to present to you would have been "off" as well. I wish to thank these members of our official family for their efforts in behalf of the Michigan State Pharmaceutical Association, and if their reports are pleasing to you and show results, theirs is the glory, not mine. It has been only my part to suggest and they have worked out these successes, and I want to give my testimony to it that theirs was no sinecure, but it was hard labor they were required to do to accomplish these results. The apathy amongst our craft, I am sorry to say, has been phenomenal this year and the cry of preparedness, so popular these days, has not penetrated beyond the cigar case in most drug stores. You can therefore easily conjecture what strenuous efforts it required to reach the cash register.

When I took the presidential chair I had no favorite hobbies. My only desire

was to do something for the benefit of pharmacy in our State. You all probably remember, as well as I do, that admirable speech delivered at last year's meeting by Lee H. Bierce, of Grand Rapids, and how he claimed that co-operation was the solution for 95 per cent. of our troubles. I followed that advice, believing that his claim was right and I worked for it because no greater benefit could be conferred on our Association than the true co-operation of all the pharmacists of the State. This city is one of the best examples of pharmaceutical co-operation. The troubles which cause the gray hairs of pharmacists in other sections of our State are unknown here. The same conditions could prevail in every city, village or hamlet of our State if we only would practice that doctrine. As several problems of a National character have during this past year become of interest to pharmacists, I attempted to extend the idea of co-operation outside our State. I therefore addressed the presidents of every pharmaceutical association in the country, suggesting co-operation along National lines for the purpose of influencing National legislation relating to our profession and also to form a closer relation between the different associations. The several decisions of the Internal Revenue Department regarding the incomplete Harrison act need the attention of the pharmacists of the country and it is only by combining our efforts that we can expect any results with that department of our Government. The Stephens-Ashurst bill and several other proposed laws which may come up later are matters of vital interest to us, no matter what state we live in. I am aware that there are National organizations maintained especially to look after such matters, but I claim that it is entirely within the scope of the work of the pharmaceutical associations to consider National laws affecting our business, as well as state laws. By combining our efforts we can make our wishes known and be of material assistance to these National organizations. I am sorry to say that, for some reason or another, I did not receive the responses I had looked for. I sent out forty-five letters and only received fifteen answers. I would suggest that the incoming administration be authorized to continue the work I have started, and when I state that sixty-one bills were introduced into the present Congress affecting pharmacy, you will realize the necessity of some action on our part. I also wish to inform you that at the Minneapolis meeting of the N. A. R. D., a move was started to have our Government license as liquor dealers reduced from \$25 to \$5, which had strong support from the pharmacists in the dry states.

As one of your representatives I attended the above mentioned meeting at Minneapolis. It is not my purpose to give you a report of that convention, as the other representative is anxious to perform that duty. I only want to mention it in connection with the success that organization has with the U. S. P. and N. P. propaganda. It is a subject that has been brought up at our meetings, but has not received the encouragement it deserves. There is, to my knowledge, only one city in our State where it is worked and with great success, being the cause of increased revenue and the elevation of pharmacy. According to the reports received at that convention and the information one can obtain in this city, it is a decided step in advance wherever tried, and it is a plan that can be worked successfully in every city of any size, providing the pharmacists will co-operate.

I believe the necessity of having our pharmacy law rigidly enforced and extending its scope is a matter we should urge upon our Board of Pharmacy. How well they are succeeding in this the Board will inform you in the report they will present.

This meeting would not be complete if I did not air our family skeleton, the itinerant vendor. Like the late John Brown, it is still with us and it still goes marching on and is, apparently, as hard to eliminate as the pesky fly. I can say for our comfort that the State of Louisiana has done away with it by adding to the medical law a clause forbidding the peddling of medicines by itinerant vendors. This law originally passed in 1894, is still in effect and has stood the test of the courts. In the State of Ohio another way has been

found to combat this evil. Ohio adopted the plan of fighting fire with fire. There was organized in that State a corporation to send peddling wagons through the country districts, selling a reliable line of family remedies, extracts and other goods ordinarily handled by the wagons. The corporation, composed almost exclusively of pharmacists, has met with great success and minimized the evil. Legislation having failed us, the latter plan might be worth while investigating.

I would suggest that there be appointed a Committee on Publicity, whose duty it shall be to furnish regularly to as many trade publications as they may find advisable items of interest relating to pharmacy and our Association. The matter of publicity I consider of very much importance. It keeps our Association in touch with its members during the year and keeps them posted on what is being done. The haphazard way we have been doing this in the past by requiring your officers to accomplish this result is not satisfactory and is barren of results.

I would also suggest that the chairman of the Membership Committee be authorized to conduct a personal campaign for members, allowing him or a professional solicitor whom he may select a certain sum or percentage for this purpose. The committee work for the year I will mention briefly, as you will have detailed reports from the committees later on. As the Legislature has not been in session during the past year, there has been no active work for our Legislative Committee. Their report, therefore, will not be so interesting as usual.

One of the most active and hardest working committees we have had this year has been the Membership Committee, and under the able management of its chairman, F. J. Wheaton, of Jackson, it has accomplished wonders, considering the adverse conditions he had to contend with.

The Trade Interest Committee, of which we had expected so much, did not come up to our expectations, because the chairman, W. H. Fox, of Coldwater, retired from active business and was out of the State the larger part of the year. It was not until late in the year that I became aware of this condition and I immediately appointed another chairman, Herbert Baker, of Allegan. He, however, was handicapped by his not being familiar with the work and the advance of our fiscal year. I hope that the new committee will take up this work along the lines suggested by Mr. Fox, as much good can be accomplished by an active Trade Interest Committee.

It was my pleasure to appoint by your direction a committee to effect a permanent organization and ritual for the new auxiliary to our Association, the Order of Laughing Hyenas, which was started so auspiciously last year at Grand Rapids. How well they have done their work you will have a chance to observe at our Thursday evening session during the smoker so kindly offered us by Frederick Sterns & Co. I wish to thank this house for kindly consenting to allow us to butt in on their programme and devote part of that entertainment to the order of Laughing Hyenas. Before I can leave this subject I want to correct a mistake made by our Secretary, who treated this committee rather shabbily in the annual report of last year. To do the work of conferring this order upon our members successfully requires an enormous lot of preparation. The members spend most of the year gathering the necessary material and were picked for their particular qualifications for the work required of them. I shall, therefore, make their names known to you now, so that they may go down in history as the originators of this grand and noble order, which is being adopted by several other pharmaceutical associations of the country.

E. D. DeLamar, Grand Rapids, chairman.

Leo A. Caro, Grand Rapids, assistant chairman.

W. G. Leacock, Detroit.

A. P. Hill, Detroit.

Harry C. Kirliskowski, St. Joseph.

Herbert Baker, Allegan.

Walter S. Lawton, Grand Rapids.

R. L. Shannon, Detroit.

E. G. Hamel, Detroit.

Geo. N. Halpin, Detroit.

Con DePree, Holland.

It is also fitting, I believe, that we should acknowledge the kindness of the several manufacturers and jobbers of this city who so graciously have taken the burden upon their shoulders of furnishing us and our ladies the entertainment which is provided for us. I also wish to thank the several members of the State Pharmaceutical Travelers' Association who have taken upon themselves the task of directing and financing the entertainment features of this meeting, and also the local committee of pharmacists who have done their share of making this meeting such a great success.

In conclusion, I wish to express my gratitude to those members of the Association who have so ably assisted me during the year, particularly our gifted Secretary and Mr. Wheaton, of the Membership Committee, and I hope that the

new President may be able to find such able helpers as it was my good fortune to have.

Gentlemen, members of the Michigan State Pharmaceutical Association, the coming year will not be an "off" year. Let us therefore pledge ourselves now that we will give the incoming administration the hearty support it is entitled to and a little more. A speaker who addressed you in Grand Rapids said that co-operation and organization will get for the druggists of this State what disorganization loses for us. Let us, therefore co-operate for a greater and better pharmaceutical association for the State of Michigan.

The reports of the Secretary and Treasurer followed.

One hundred and sixty new members were taken in, increasing the total membership to over 500.

Election of officers resulted as follows:

President—C. H. Jongejan, Grand Rapids.

Secretary—F. J. Wheaton, Jackson.

Treasurer—John G. Steketee, Grand Rapids.

Invitations to hold the next meeting at Battle Creek and Grand Rapids were received. The matter was referred to the Executive Committee, which will hold a meeting at Grand Rapids at noon to-day to decide which city to designate.

#### Japs Making Dyes.

Japan's production of aniline dyes is rapidly increasing. The dye merchants have formed a trust with the object of regulating the market.

## B. & S. Famous 5c Cigar Long Filler

Especially Adapted to the  
Discriminating Taste  
of the Drug Trade

Send for Sample Shipment.

Barrett Cigar Co.  
MAKER  
Ionia, Michigan

## Malt and Hop Tonic

"Made of purest hops and malt—  
Guaranteed without a fault."



**Grand Rapids  
BREWING CO.**  
For Sale by all Wholesale Druggists



### Thirty Additions to Hilarious Order of Hyenas.

Detroit, June 24—As unique an initiation as is possible to conceive was the order of the night of June 22, when thirty delegates to the Michigan Pharmaceutical Association convention in Detroit "rode the goat" at the smoker given by Frederick Stearns & Co. in the Hotel Tuller.

Arrangements had been made by the company and the Tuller to seat practically every delegate to the convention in the large roof garden, but news went out in advance of some of the good things in store and the crowds surged in an overflowing mass from the roof garden through the fourteenth floor lobbies.

The first thing on the programme was a Dutch lunch with five cabaret features. Then came the installation of officers, the initiation of new members into the secret inner circle of the association known as the Hilarious Order of Laughing Hyenas and, finally, a wrestling match.

Although the festivities started at 7:30, it was midnight before the curtain was rung down for the last time. Practically every one present remained all the way through.

The initiates of the Hilarious Order of Laughing Hyenas were blindfolded and led in a body before the large stage, where the officers were assembled. The master of ceremonies, taking them by the hand, one at a time, as chains clanked and terrible death sounds, hoot calls, yells and blowing of horns and the rattling of tickers permeated the air, asked, "What Shall We Do With Him?" and the crowds of four hundred, with one accord in each instance, screamed back, "Kill Him, Kill Him," and each one of the initiates confessed that he thought that was just exactly what they were going to do. Then the mask was removed from his face, and he was clasped by the hand by

the officers of the association and welcomed into the inner circle.

On the stage during the evening, several men were welcomed into the honorary degree of the order, among them being several representatives of Frederick Stearns & Co.

To say that a great time was had by all would only echo the sentiments of each one present. It was announced at the smoker that the affair was the most enjoyable and elaborate ever tendered to the Michigan Pharmaceutical Association and when the roll call was taken, not a single delegate voted nay.

There are all sorts of ways of making a living, but few would care to follow the occupation of the woman who has been falling down coal holes, throwing herself in front of automobiles and permitting herself to be dragged by subway trains for the purpose of bringing accident and damage suits against railway companies, cities, department stores and accident insurance companies. She is suspected of belonging to a gang that has been netting more than \$150,000 a year through these schemes.



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.

## 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

## WHOLESALE DRUG PRICE CURRENT

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

<b>Acids</b>		<b>Mustard, true, oz.</b>	2 00	<b>Ipecac</b>	75
Boric (Powd.)	17@ 25	Mustard, artifil. oz.	1 75	Iron, clo.	80
Boric (Xtal)	17@ 25	Neatsfoot	85@ 95	Kino	80
Carbonic	1 90@ 1 93	Olive, pure	2 50@ 3 50	Myrrh	80
Citric	81@ 90	Olive, Malaga,		Nux Vomica	1 05
Muriatic	5 1/4@ 8	yellow	1 60@ 1 75	Opium	70
Nitric	11 1/4@ 15	Olive, Malaga,		Opium, Capmh.	3 50
Oxalic	88@ 95	Orange, Sweet	1 60@ 1 75	Opium, Deodor'd	2 75
Sulphuric	5 1/4@ 8	Origanum, pure	4 00@ 4 20	Rhubarb	70
Tartaric	87@ 90	Origanum, com'l	75		
<b>Ammonia</b>		Pennyroyal	2 25@ 2 50	<b>Paints</b>	
Water, 26 deg.	8 @ 12	Peppermint	3 00@ 3 25	Lead, red dry	10 @ 10 1/2
Water, 18 deg.	5 1/2@ 8	Rose, pure	12 00@ 14 00	Lead, white dry	10 @ 10 1/2
Water, 14 deg.	4 1/2@ 6	Rosemary Flows	1 50@ 1 75	Lead, white oil	10 @ 10 1/2
Carbonate	13 @ 19	Sandalwood, E.		Ochre, yellow bbl.	1 @ 1 1/4
Chloride	10 @ 25	I.	9 50@ 9 75	Ochre, yellow less	2 @ 5
<b>Balsams</b>		Sassafras, true	1 25@ 1 45	Putty	2 1/2@ 5
Copaiba	1 00@ 1 40	Sassafras, artifil	50@ 60	Red Venet'n bbl.	1 1/4@ 4
Flr (Canada)	1 25@ 1 50	Spearment	2 75@ 3 00	Red Venet'n less	1 1/4@ 5
Flr (Oregon)	40@ 50	Tansy	95@ 1 05	Vermillion, Amer.	25@ 30
Peru	5 50@ 5 75	Tar, USP	4 00@ 4 25	Whiting, bbl.	1 @ 1 1/2
Tolu	75@ 1 00	Turpentine, bbls.	30@ 40	Whiting	2 @ 5
<b>Berries</b>		Turpentine, less	52@ 57	L. H. P. Prep'd	1 60@ 1 70
Cubeb	70 @ 75	Wintergreen, tr.	5 50@ 5 75		
Fish	15 @ 20	Wintergreen, sweet		<b>Insecticides</b>	
Juniper	8 @ 15	Wintergreen, art	3 50@ 3 75	Arsenic	9 @ 15
Prickley Ash	@ 30	Wormseed	3 50@ 4 00	Blue Vitriol	10 @ 15
<b>Barks</b>		Wormwood	4 00@ 4 25	Blue Vitriol, less	10 @ 15
Cassia (ordinary)	25@ 30	<b>Potassium</b>		Bordeaux Mix Est	8 @ 10
Cassia (Saigon)	30@ 1 00	Bicarbonate	1 80@ 1 90	Heliochrome, White	
Elm (powd. 35c)	30@ 35	Bichromate	80@ 85	powdered	45@ 50
Sassafras (pow. 35c)	@ 30	Bromide	4 50@ 4 60	Insect Powder	30@ 50
Soap Cut (powd.)		Carbonate	1 60@ 1 75	Lead, Arsenate	10 1/2@ 16
35c	23@ 25	Chlorate, xtal and		Lime and Sulphur	
<b>Extracts</b>		powdered	65@ 70	Solution, gal.	15@ 25
Licorice	38@ 40	Chlorate, gran'r	70@ 75	Paris Green	37 1/2@ 43
Licorice powdered	50@ 55	Cyanide	45@ 55	<b>Miscellaneous</b>	
<b>Flowers</b>		Iodide	45@ 55	Acetanalid	1 40@ 1 50
Arnica	1 00@ 1 10	Permanagnate	2 40@ 2 50	Alum	12 @ 15
Chamomile (Ger.)	95@ 1 10	Prussiate, yellow	2 00@ 2 25	Alum, powdered and	
Chamomile (Rom)	55@ 60	Prussiate, red	6 50@ 7 00	ground	14@ 17
<b>Gums</b>		Sulphate	@ 1 10	Bismuth, Subni-	
Acacia, 1st	60@ 65	<b>Roots</b>		trate	4 10@ 4 15
Acacia, 2nd	50@ 55	Alkanet	90@ 1 00	Borax xtal or	
Acacia, 3rd	50@ 55	Blood, powdered	20@ 25	powdered	10@ 15
Acacia, Sorts	45@ 50	Calamus	75@ 80	Cantharides po	2 00@ 2 10
Acacia, powdered	40@ 50	Elecampane, powd.	15@ 20	Calomel	2 00@ 2 05
Aloes (Barb. Pow)	30@ 40	Gentian, powd.	45@ 50	Capsicum	30@ 35
Aloes (Cape Pow)	20@ 25	Ginger, African,		Carmine	6 50@ 7 00
Aloes (Soc. Pow.)	40@ 50	powdered	20@ 25	Cassia Buds	@ 40
Asafoetida	1 00@ 1 10	Ginger, Jamaica,	30@ 35	Cloves	30@ 35
<b>Asafoetida, Powd.</b>		powdered	30@ 35	Cnaik Prep'd	@ 8 1/2
Pure	1 15@ 1 25	Golden seal pow.	6 50@ 7 00	Cnaik Precipitated	@ 10
U. S. P. Powd.	1 30@ 1 50	Ipecac, powd.	4 00@ 4 25	Chloroform	55@ 70
Camphor	65@ 75	Licorice	30@ 35	Chloral hydrate	2 00@ 2 25
Gualac	50@ 55	Licorice, powd.	28@ 35	Cocaine	5 40@ 5 60
Gualac, powdered	55@ 60	Orris, powdered	30@ 35	Cocoa Butter	60@ 70
Kino	70@ 75	Poke, powdered	30@ 35	Coras, inst, less	70@ 70
Myrrh	75@ 80	Rhubarb	75@ 1 00	Copperas, bbls.	@ 2
Myrrh, powdered	@ 40	Rhubarb, powd.	75@ 1 00	Copperas, less	2 1/2@ 7
Opium	13 80@ 14 00	Rosinweed, powd.	25@ 30	Copperas, powd.	4 @ 10
Opium, powd.	15 60@ 15 80	Sarsaparilla, Hond.		Corrosive Sublim	1 80@ 1 85
Opium, gran.	15 80@ 16 00	ground	55@ 60	Cream Tartar	55@ 60
Shellac	31@ 35	Sarsaparilla Mexican,		Cuttlebone	45@ 50
Shellac, Bleached	35@ 40	ground	25@ 30	Dextrine	7 @ 10
<b>Tragacanth</b>		Squills, powdered	40@ 60	Dover's Powder	@ 2 50
No. 1	@ 3 50	Tumeric, powd.	13@ 20	Emery, all Nus.	6 @ 10
Tragacanth powder	2 25	Valerian, powd.	70@ 75	Emery, powdered	5 @ 10
Turpentine	10@ 15	<b>Seeds</b>		Epsom Salts, bbls.	@ 3 1/2
<b>Leaves</b>		Anise	20@ 25	Epsom Salts, less	4 @ 3
Buchu	1 75@ 1 85	Anise, powdered	@ 25	Ergot	1 25@ 1 50
Buchu, powdered	1 85@ 2 00	Bird, 1s	@ 10	Ergot, powdered	2 75@ 3 00
Sage, bulk	67@ 70	Canary	8@ 12	Flake White	15@ 20
Sage, 1/4s loose	72@ 78	Caraway	25@ 30	Formaldehyde lb.	15@ 20
Sage, powdered	55@ 60	Cardamon	1 80@ 2 00	Gelatin	90@ 1 00
Senna, Alex.	55@ 60	Celery (45-50)	34@ 40	Glassware, full cases	90%
Senna, Tinn.	45@ 50	Coriander	10@ 18	Glauber Salts bbl.	@ 1 1/4
Senna, Tinn. pow.	50@ 55	Dill	20@ 25	Glauber Salts less	2 @ 3
Uva Ursi	18@ 20	Fennel	@ 1 00	Glue, brown	13 @ 18
<b>Oils</b>		Flax	5 1/4@ 10	Glue, brown grd.	13 @ 17
Almonds, Bitter,		Flax, ground	5 1/4@ 10	Glue, white	15 @ 25
true	15 00@ 15 25	Foenugreek, pow.	8@ 10	Glue, white grd.	15 @ 20
Almonds, Bitter,		Hemp	8@ 12	Glycerine	57@ 70
artificial	7 00@ 7 25	Lobelia	40@ 50	Hops	45@ 60
Almonds, Sweet,		Mustard, yellow	22@ 30	Hops, less	45@ 60
true	1 25@ 1 50	Mustard, black	19@ 25	Iodine	5 68@ 5 91
Almonds, Sweet,		Mustard, powd.	22@ 30	Iodoform	6 78@ 6 94
imitation	65@ 75	Poppy	@ 50	Lead Acetate	20@ 25
Amber, crude	1 50@ 1 75	Rape	1 00@ 1 25	Lycopodium	@ 20 25
Amber, rectified	2 50@ 2 75	Sabadilla	10@ 15	Mace	4 00@ 4 25
Anise	2 00@ 2 25	Sabadilla, powd.	40@ 50	Mace, powdered	95@ 1 00
Bergamont	5 00@ 5 20	Sunflower	10@ 15	Menthol	4 50@ 4 75
Cajeput	1 85@ 1 60	Worm American	@ 25	Morphine	6 30@ 6 55
Cassia	2 25@ 2 50	Worm Levant	1 50@ 1 75	Nux Vomica	20@ 25
Castor	1 80@ 1 90	<b>Tinctures</b>		Nux Vomica pow.	@ 20
Cedar Leaf	1 20@ 1 40	Aconite	@ 75	Pepper, black pow.	@ 35
Citronella	85@ 1 20	Aloes	@ 65	Pepper, white	@ 40
Cloves	2 00@ 2 25	Arnica	@ 75	Pitch, Burgundy	@ 15
Cocunut	20@ 25	Asafoetida	@ 1 35	Quassia	12 @ 15
Cod Liver	6 40@ 6 50	Belladonna	@ 1 65	Quinine, 5 oz. cans	@ 85
Cotton Seed	1 15@ 1 25	Benzoin	@ 1 00	Rochelle Salts	42 @ 48
Croton	2 00@ 2 25	Benzoin Compo'd	@ 1 00	Saccharine	18 00@ 18 20
Cupbebs	4 25@ 4 50	Buchu	@ 1 50	Salt Peter	37 @ 40
Eigeron	1 75@ 2 00	Cantharadles	@ 1 80	Selditz Mixture	40 @ 45
Eucalyptus	1 00@ 1 25	Capsicum	@ 1 50	Soap, green	20 @ 25
Hemlock, pure	@ 1 00	Cardamon	@ 1 50	Soap, mott castile	12 @ 15
Juniper Berries	8 00@ 8 20	Cardamon, Comp.	@ 2 00	Soap, white castile	@ 8 00
Juniper Wood	1 25@ 1 50	Catechu	@ 2 00	Soap, white castile	@ 8 00
Lard, extra	95@ 1 05	Cinchona	@ 1 05	less, per bar	@ 85
Lard, No. 1	85@ 95	Colchicum	@ 1 05	Soda Ash	4 1/2 @ 10
Lavender Flow.	5 00@ 5 20	Cubeb	@ 1 20	Soda Bicarbonate	2 1/4 @ 6
Lavender, Gar'n	1 25@ 1 40	Digitalis	@ 80	Soda, Sal	1 1/4 @ 5
Lemon	2 00@ 2 25	Gentian	@ 75	Spirits	@ 75
Linseed, boiled, bbl.	@ 67	Ginger	@ 95	Sulphur roll	2 1/2 @ 5
Linseed, bld. less	72 @ 77	Gualac	@ 1 05	Sulphur Subl.	3 1-10 @ 5
Linseed, raw, bbl.	@ 66	Gualac, Ammon.	@ 80	Tamarinds	15 @ 20
Linseed, raw, less	71 @ 76	Iodine	@ 2 00	Tartar Emetic	@ 80
		Iodine, Colorless	@ 2 00	Turpentine Ven.	2 25@ 2 50





6 1/2	Sugar Fingers	13	FLAVORING EXTRACTS	No. 1	Tallow	Smoked Meats	Mackerel	Oolong
7 1/2	Sugar Crimp	11	Jennings D C Brand	No. 2	Wool	Hams, 14-16 lb.	Mess, 100 lbs.	Formosa, Medium
9	Vanilla Wafers	20	Pure Vanilla	No. 2, 1 1/4 oz.	Unwashed, med.	Hams, 16-18 lb.	Mess, 40 lbs.	Formosa, Choice
10	Butter	Boxes	No. 3, 2 1/4 oz.	No. 3, 2 1/4 oz.	Unwashed, fine	Hams, 18-20 lb.	Mess, 8 lbs.	Formosa, Fancy
	N B C, Square	7	2 oz. Flat	2 oz. Flat	HORSE RADISH	sets	No. 1, 100 lbs.	English Breakfast
	N B C, Round	7	Terpeness	2 oz. Flat	Per doz.	California Hams	No. 1, 40 lbs.	Congou, Medium
	Premium Sodas	8	Pure Lemon	No. 1, 1/2 oz. Panel	Jelly	Picnic Boiled	No. 1, 10 lbs.	Congou, Choice
	Saratoga Flakes	13	No. 2, 1 1/4 oz. Panel	No. 2, 1 1/4 oz. Panel	5lb. pails, per doz.	Hams	100 lbs.	Congou, Fancy
	Saltines	13	No. 3, 2 1/4 oz. Panel	No. 3, 2 1/4 oz. Panel	15lb. pails, per pail	Boiled Hams	40 lbs.	Congou, Ex. Fancy
	Oyster	7	No. 4, 3 1/4 oz. Taper	No. 4, 3 1/4 oz. Taper	30lb. pails, per pail	Minced Ham	8 lbs.	Ceylon
	N B C Oysters Square	7	2 oz. Flat	2 oz. Flat	ICE CREAM	Bacon	SEEDS	Pekoe, Medium
	Shell	8	Grand Rapids Grain & Milling Co.	Grand Rapids Grain & Milling Co.	Piper Ice Cream Co. Brands	Bologna	Canary, Smyrna	Dr. Pekoe, Choice
	Specialties		Winter Wheat	Winter Wheat	Bulk, Vanilla	Liver	Caraway	Flowers O. P. Fancy
	Adora	1.00	Purity Patent	Purity Patent	Bulk, Fancy, any flavor	Frankfort	Celery	Blot
	Nabisco	1.00	Fancy Spring	Fancy Spring	Brick, Plain	Fork	Hemp, Russian	Bugle, 15 oz.
	Nabisco	1.75	Wizard Graham	Wizard Graham	Brick, Fancy	Veal	Mixed Bird	Bugle, 10c
	Festino	1.50	Wizard, Gran. Meal	Wizard, Gran. Meal		Tongue	Mustard, white	Dan Patch, 8 and 16 oz.
	Festino	2.50	Wizard Buckw't cwt.	Wizard Buckw't cwt.	JELLY GLASSES	Headcheese	Poppy	Dan Patch, 4 oz.
	Lorna Doone	1.00	Rye	Rye	1/2 pt. in bbls., per doz.		Rape	Dan Patch, 3 oz.
	Anola	1.00	Valley City Milling Co.	Valley City Milling Co.	8 oz. capped in bbls., per doz.	Boneless	SHOE BLACKING	Fast Mail, 15 oz.
	Minerva Fruit Cake	3.00	Light Loaf	Light Loaf	2 oz. bottles, per doz.	Rump, new	Handy Box, large 3 dz.	Hiawatha, 16 oz.
	Above quotations of National Biscuit Co., subject to change without notice.		Graham	Graham	1 6oz. bottles, per doz.	1/4 bbls.	Handy Box, small	Hiawatha, 5c
	CREAM TARTAR		Granena Health	Granena Health	16 oz. bottles, per doz.	3/4 bbls., 40 lbs.	Bixby's Royal Polish	May Flower, 16 oz.
	Barrels or Drums	50	Gran. Meal	Gran. Meal	32 oz. bottles, per dz.	1/2 bbls.	Miller's Crown Polish	No Limit, 8 oz.
	Square Cans	54	Bolted Meal	Bolted Meal	MINCE MEAT	1 bbl.	SNUFF	No Limit, 16 oz.
	Fancy Caddies	51	Voigt Milling Co.	Voigt Milling Co.	Per case	Kits, 15 lbs.	Scotch, in bladders	Ojibwa, 8 and 16 oz.
	DRIED FRUITS		Voigt's Crescent	Voigt's Crescent	MOULASSES	1/4 bbls., 40 lbs.	Maccaboy, in jars	Ojibwa, 8 and 16 oz.
	Apples		Voigt's Royal	Voigt's Royal	New Orleans	3/4 bbls., 80 lbs.	French Rapple in jars	Petosey Chief, 7 oz.
	Evaporated Choice blk	@ 7 1/2	Voigt's Flourist	Voigt's Flourist	Fancy Open Kettle	Hogs, per lb.	Boxes	Petosey Chief, 14 oz.
	Evaporated Fancy blk	@ 8 1/2	Voigt's Hygienic Graham	Voigt's Hygienic Graham	Choice	Beef, rounds, set	Kegs, English	Peach and Honey, 5c
	Apricots		Watson-Higgins Milling Co.	Watson-Higgins Milling Co.	Good	Beef, middles, set	SPICES	Red Bell, 16 oz.
	California	11 @ 12 1/2	New Perfection	New Perfection	Stock	Sheep	Whole Spices	Red Bell, 8 foil
	Citron		Tip Top Flour	Tip Top Flour	Half barrels 2c extra	Uncolored Butterline	Allspice, Jamaica	Sterling, L & D 5c
	Currents		Golden Sheaf Flour	Golden Sheaf Flour	Red Hen, No. 2 1/2	Solid Dairy	Allspice, lg Garden	Sweet Cuba, canister
	Imported, 1 lb. pkg.	14	Kern's Success Flour	Kern's Success Flour	Red Hen, No. 5	Country Rolls	Cloves, Zanzibar	Sweet Cuba, 5c
	Imported, bulk	13 1/2	Marshall Best Flour	Marshall Best Flour	Red Hen, No. 10	13 1/2 @ 17 1/2	Cassia, Canton	Sweet Cuba, 10c
	Peaches		Kern's Wisconsin Rye	Kern's Wisconsin Rye	1/2 lb. 6 lb. box	15 @ 21	Cassia, 5c pkg. dz.	Sweet Cuba, 1 lb. tin
	Muirs—Choice, 25lb.	6 1/2	Worden Grocer Co.	Worden Grocer Co.	Bulk, 1 gal. kegs	Canned Meats	Ginger, African	Sweet Cuba, 1/2 lb. foil
	Muirs—Fancy, 25lb.	7 1/2	Quaker, paper	Quaker, paper	Bulk, 2 gal. kegs	Corned Beef, 2 lb.	Mace, Penang	Sweet Burley, 8c L&D 5c
	Fancy, Peeled, 25lb.	12	Quaker, cloth	Quaker, cloth	Bulk, 5 gal. kegs	Roast Beef, 2 lb.	Vixed, No. 1	Sweet Burley, 16 oz.
	Peel		Kansas Hard Wheat	Kansas Hard Wheat	Bulk, 5 gal. kegs	Roast Beef, 1 lb.	Mixed, No. 2	Sweet Mist, 1/4 gro.
	Lemon, American	13 1/2	Voigt Milling Co.	Voigt Milling Co.	Stuffed, 5 oz.	Potted Meat, Ham	Mixed, 5c pkgs. dz.	Sweet Mist, 8 oz.
	Orange, American	13 1/2	Calla Lily	Calla Lily	Stuffed, 14 oz.	Flavor, 1/2s	Nutmegs, 70-80	Telegram, 8c
	Raisins		Worden Grocer Co.	Worden Grocer Co.	Stuffed, 14 oz.	Flavor, 1/4s	Nutmegs, 105-110	Tiger, 5c
	Cluster, 20 cartons	2 25	American Eagle, 1/2s	American Eagle, 1/2s	Pitted (not stuffed)	Deviled Meat, Ham	Pepper, Black	Tiger, 25c cans
	Loose Muscatels, 4 Cr.	7 1/2	American Eagle, 1/4s	American Eagle, 1/4s	14 oz.	Deviled Meat, Ham	Pepper, White	Uncle Daniel, 1 lb.
	Loose Muscatels, 3 Cr.	7 1/2	American Eagle, 1/2s	American Eagle, 1/2s	14 oz.	Deviled Meat, Ham	Pepper, Cayenne	Uncle Daniel, 1 oz.
	L. M. Seeded, 1 lb.	8 1/2 @ 9	Spring Wheat	Spring Wheat	14 oz.	Flavor, 1/2s	Paprika, Hungarian	Am. Navy, 16 oz.
	California Prunes		Roy Baker	Roy Baker	14 oz.	Flavor, 1/4s	Pure Ground in Bulk	Apple, 10 lb. butt.
	90-100 25 lb. boxes	@ 6 1/2	Mazepa	Mazepa	14 oz.	Potted Tongue, 1/2s	Allspice, Jamaica	Drummond Nat. Leaf, 2
	80-90 25 lb. boxes	@ 6 1/2	Golden Horn bakers	Golden Horn bakers	14 oz.	Potted Tongue, 1/4s	Cloves, Zanzibar	and 5 lb.
	70-80 25 lb. boxes	@ 7 1/2	Wisconsin Rye	Wisconsin Rye	14 oz.	Deviled Meat, Ham	Cassia, Canton	Drummond Nat. Leaf, per doz.
	60-70 25 lb. boxes	@ 7 1/2	Bohemian Rye	Bohemian Rye	14 oz.	Deviled Meat, Ham	Ginger, African	Battle Ax
	50-60 25 lb. boxes	@ 8 1/2	Judson Grocer Co.	Judson Grocer Co.	14 oz.	Flavor, 1/2s	Mace, Penang	Bracer, 6 and 12 lb.
	40-50 25 lb. boxes	@ 9 1/2	Ceresota, 1/2s	Ceresota, 1/2s	14 oz.	Flavor, 1/4s	Nutmegs	Big Four, 6 and 12 lb.
	EVAPORATED MILK		Ceresota, 1/4s	Ceresota, 1/4s	14 oz.	Flavor, 1/2s	Pepper, Black	Root Jack, per doz.
	Red Band Brand		Ceresota, 1/2s	Ceresota, 1/2s	14 oz.	Flavor, 1/4s	Pepper, White	Bullion, 16 oz.
	Baby	2 40	Voigt Milling Co.	Voigt Milling Co.	14 oz.	Flavor, 1/2s	Pepper, Cayenne	Climax Golden Twins
	Tall	3 50	Worden Grocer Co.	Worden Grocer Co.	14 oz.	Flavor, 1/4s	Paprika Hungarian	Climax, 14 1/2 oz.
	5 case lots, 5c less; 10 case lots, 10c less.		Wingold, 1/2s cloth	Wingold, 1/2s cloth	14 oz.	Flavor, 1/2s	Starbuck	Climax, 7 oz.
	FARINACEOUS GOODS		Wingold, 1/4s cloth	Wingold, 1/4s cloth	14 oz.	Flavor, 1/4s	Argo, 24 5c pkgs.	Climax, 5c tins
	Beans		Wingold, 1/2s paper	Wingold, 1/2s paper	14 oz.	Flavor, 1/4s	Silver Gloss, 40 lb.	Days Work, 7 & 14 lb.
	California Limas	6 1/2	Wingold, 1/4s paper	Wingold, 1/4s paper	14 oz.	Flavor, 1/4s	Muzzy, 20 lb. pkgs.	Crema de Menthe, lb.
	Med. Hand Picked	6 00	Meal	Meal	14 oz.	Flavor, 1/4s	50 lb. pkgs.	Derby, 5 lb. boxes
	Brown Holland		Bolted	Bolted	14 oz.	Flavor, 1/4s	Argo, 24 5c pkgs.	5 Bros., 5 lb. boxes
	Farina		Golden Granulated	Golden Granulated	14 oz.	Flavor, 1/4s	Silver Gloss, 16 3/4 lbs.	Four Roses, 10c
	25 1 lb. packages	1 60	Wheat	Wheat	14 oz.	Flavor, 1/4s	Silver Gloss, 12 6 lbs.	Gift Edges, 2 lb.
	Bulk, per 100 lb.	4 00	Red	Red	14 oz.	Flavor, 1/4s	Muzzy	Gold Rope, 6 and 12 lb.
	Original Holland Rusk		White	White	14 oz.	Flavor, 1/4s	48 lb. packages	Gold Rope, 4 and 8 lb.
	Packed 12 rolls to container		Michigan carlots	Michigan carlots	14 oz.	Flavor, 1/4s	16 3/4 lb. packages	G. O. P., 12 and 24 lb.
	3 containers (40) rolls	3 20	Less than carlots	Less than carlots	14 oz.	Flavor, 1/4s	12 6 lb. packages	Granger Twist, 6 lb.
	Hominy		Carlots	Carlots	14 oz.	Flavor, 1/4s	50 lb. boxes	G. T. W., 10 and 20 lb.
	Pearl, 100 lb. sack	2 50	Less than carlots	Less than carlots	14 oz.	Flavor, 1/4s		Horse Shoe, 6 and 12 lb.
	Maccaroni and Vermicelli		Carlots	Carlots	14 oz.	Flavor, 1/4s		Honey Dip Twist, 5
	Domestic, 10 lb. box	60	Less than carlots	Less than carlots	14 oz.	Flavor, 1/4s		and 10 lb.
	Imported, 25 lb. box	3 50	Carlots	Carlots	14 oz.	Flavor, 1/4s		Jolly Tar, 5 and 8 lb.
	Pearl Barley		Less than carlots	Less than carlots	14 oz.	Flavor, 1/4s		J. T., 5 1/2 and 11 lb.
	Chester	3 40	Feed	Feed	14 oz.	Flavor, 1/4s		Kentucky Navy, 12 lb.
	Portage	4 75	No. 1 Corn & Oat Fed	No. 1 Corn & Oat Fed	14 oz.	Flavor, 1/4s		Keystone Twist, 5 lb.
	Peas		Cracked Corn	Cracked Corn	14 oz.	Flavor, 1/4s		Kismet, 6 lb.
	Green Wisconsin bu.	3 25	Coarse Corn Meal	Coarse Corn Meal	14 oz.	Flavor, 1/4s		Merry Widow, 16 oz.
	Split, lb.	6 1/2			14 oz.	Flavor, 1/4s		Nobby Spun Roll 6 & 8
	Sago				14 oz.	Flavor, 1/4s		Parrot, 12 lb.
	East India	8 1/2			14 oz.	Flavor, 1/4s		Patterson's Nat. Leaf
	German, sacks	9			14 oz.	Flavor, 1/4s		Peachey, 6, 12 & 24 lb.
	German, broken pkg.				14 oz.	Flavor, 1/4s		Picnic Twist, 5 lb.
	Tapioca				14 oz.	Flavor, 1/4s		Piper Heldsieck, 4 & 7 lb.
	Flake, 100 lb. sacks	8 1/2			14 oz.	Flavor, 1/4s		Piper Heldsieck, per dz.
	Pearl, 100 lb. sacks	8 1/2			14 oz.	Flavor, 1/4s		Polo, 3 doz., per doz.
	Pearl, 36 pkgs.	2 60			14 oz.	Flavor, 1/4s		Red Cross
	Minute, 10 oz., 3 doz.	3 60			14 oz.	Flavor, 1/4s		Scrapple, 2 and 4 doz.
	FISHING TACKLE				14 oz.	Flavor, 1/4s		Sherry Cobbler, 8 oz.
	1/4 to 1 in.	6			14 oz.	Flavor, 1/4s		Spear Head, 12 oz.
	1 1/2 to 2 in.	7			14 oz.	Flavor, 1/4s		Spear Head, 14 oz.
	1 1/2 to 2 in.	9			14 oz.	Flavor, 1/4s		Spear Head, 16 oz.
	1 1/2 to 2 in.	11			14 oz.	Flavor, 1/4s		St. Deal, 7, 14 & 28 lb.
	2 in.	15			14 oz.	Flavor, 1/4s		Standard Navy, 7 1/2 lb.
	3 in.	20			14 oz.	Flavor, 1/4s		and 30 lb.
	Cotton Lines				14 oz.	Flavor, 1/4s		Ten Penny, 6 and 12 lb.
	No. 1, 10 feet	5			14 oz.	Flavor, 1/4s		Town Talk, 14 oz.
	No. 2, 15 feet	7			14 oz.	Flavor, 1/4s		Yankee Girl, 12 & 24 lb.
	No. 3, 15 feet	9			14 oz.	Flavor, 1/4s		Scrap
	No. 4, 15 feet	10			14 oz.	Flavor, 1/4s		All Red, 5c
	No. 5, 15 feet	11			14 oz.	Flavor, 1/4s		Am. Union Scrap
	No. 6, 15 feet	12			14 oz.	Flavor, 1/4s		Bag Pipe, 5c
	No. 7, 15 feet	15			14 oz.	Flavor, 1/4s		Cutlas, 2 1/2 oz.
	No. 8, 15 feet	18			14 oz.	Flavor, 1/4s		Globe Scrap, 2 oz.
	No. 9, 15 feet	20			14 oz.	Flavor, 1/4s		Happy Thought, 2 oz.
	Linen Lines				14 oz.	Flavor, 1/4s		Honey Comb Scrap, 5c
	Small	20			14 oz.	Flavor, 1/4s		Honest Scrap, 5c
	Medium	26			14 oz.	Flavor, 1/4s		Mall Pouch, 4 doz. 5c
	Large	34			14 oz.	Flavor, 1/4s		Old Songs, 5c
	Poles				14 oz.	Flavor, 1/4s		Polar Bear, 5c, 1/4 gro.
	Bamboo, 14 ft., per doz.	55			14 oz.	Flavor, 1/4s		Polar Bear, 5c, 1/4 gro.
	Bamboo, 16 ft., per doz.	60			14 oz.	Flavor, 1/4s		Red Man Scrap, 5c
	Bamboo, 18 ft., per doz.	80			14 oz.	Flavor, 1/4s		Scrapple, 5c pkgs.
					14 oz.	Flavor, 1/4s		Sure Shot, 5c, 1/4 gro.
					14 oz.	Flavor, 1/4s		Yankee Girl Scrap 2oz.
					14 oz.	Flavor, 1/4s		Pan Handle Scrp 1/4gr.
					14 oz.	Flavor, 1/4s		Peachey Scrap, 5c



## SPECIAL PRICE CURRENT

12

## Smoking

All Leaf, 2 1/2 & 7 oz.	20
BB, 3 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 10
Brotherhood, 16 oz.	5 05
Carnival, 5c	5 70
Carnival, 1/2 oz.	39
Carnival, 15 oz.	40
Cigar Clipg, Johnson	30
Cigar Clipg, 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 70
Cuban Star, 5c foil	5 76
Cuban Star, 16 oz. pls	5 72
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 & Ax Navy, 5c	5 76
Growler, 5c	42
Growler, 10c	94
Growler, 20c	1 85
Giant, 5c	5 76
Giant, 40c	3 72
Hand Made, 2 1/2 oz.	6 00
Hazel Nut, 5c	6 00
Honey Dew, 10c	12 00
Hunting, 5c	38
I X L, 5c	6 10
I X L, 16 pails	3 90
Just Suits, 5c	6 00
Just Suits, 10c	12 00
Kill 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
Myrtle Club, 5c	5 0
Mayflower, 10c	5 76
Mayflower, 5c	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.	48
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
Flow Boy, 5c	5 76
Flow Boy, 10c	11 40
Flow Boy, 14 oz.	4 70
Pedro, 10c	11 93
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	4 40
Soldier Boy, 1 lb.	4 76
Sweet Caporal, 1 oz.	60
Sweet Lotus, 5c	5 76
Sweet Lotus, 10c	11 52
Sweet Rose, 2 1/2 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/4 gro.	10 08
Summer Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Standard, 14 oz.	3 50
Standard, 10c paper	6 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 coll	5 76
Union Leader, 10c	
pouch	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

## CIGARS

Barrett Cigar Co.

La Qualitencia, Londres	68
La Qualitencia, Panetella	60
La Qualitencia, Concha	58
B. & S., Havana	33
B. & S., Broadleaf	33

## TWINE

Cotton, 3 ply	25
Cotton, 4 ply	27
Jute, 2 ply	15
Hemp, 6 ply	19
Flax, medium	24
Wool, 1 lb. bales	10 1/2

## VINEGAR

White Wine, 40 grain	8 1/2
White Wine, 80 grain	11 1/2
White Wine, 100 grain	13

Oakland Vinegar & Pickle	
Co.'s Brands	
Highland apple cider	20
Oakland apple cider	16
State Seal sugar	14
Oakland white picklg	10
Packages free.	

## WICKING

No. 0, per gross	35
No. 1, per gross	45
No. 2, per gross	55
No. 3, per gross	80

## WOODENWARE

Bushels	1 00
Bushels, wide band	1 15
Market	40
Splint, large	4 00
Splint, medium	3 50
Splint, small	3 00
Willow, Clothes, large	8 00
Willow, Clothes, small	6 25
Willow, Clothes, me'm	7 25

## Butter Plates

Ovals	
1/4 lb., 250 in crate	35
1/2 lb., 250 in crate	35
1 lb., 250 in crate	40
3 lb., 250 in crate	50
5 lb., 250 in crate	70
Wire End	
1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 20 in crate	65

14

## Churns

Barrel, 5 gal., each	2 40
Barrel, 10 gal., each	2 55

## Clothes Pins

## Round Head

4 1/2 inch, 5 gross	65
Cartons, No. 24, 24s, bxs.	70

## Egg Crates and Fillers

Humpty Dumpty, 12 dz.	20
No. 1 complete	40
No. 2, complete	28
Case No. 2, fillers, 15	
sets	1 35
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 common	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, 6 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 16	
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 00
Dutch Masters, Inv.	70 00
Dutch Masters, Pan.	70 00
Little Dutch Masters	68 00
(300 lots)	
Gee Jay (300 lots)	10 00
El Portana	10 00
S. C. W.	33 00
Worden Grocer Co. Brands	
Canadian Club	
Londres, 59s, 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.	23
Koran, 1 lb. pkg.	22
Telfer's Quality	25
Moson	19
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	
3/4 Barrel Deal No. 3	
6 doz. each, 10, 15 and	
25c	24 60

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	35
6 oz cans	1 90
1/2 lb cans	2 50
3/4 lb cans	3 75
1 lb cans	4 80
3 lb cans	13 00
5 lb cans	21 50

White City	
Tip Top	
No. 1 Laundry	
Palm Soap	
88% Dry	210 lbs. 3c per lb.
88% Dry	250 lbs. 4c per lb.
88% Dry	225 lbs. 5 1/2 c per lb.
88% Dry	300 lbs. 6 1/2 c per lb.



**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.

**FOOTE & JENKS' Killarney (BRAND REGISTERED) 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.

**White House**  
Dwinnell-Wright Brands  
**COFFEE**  
DWINNELL-WRIGHT CO.  
BOSTON, CHICAGO

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; Brown, Davis &  
Warner, Jackson; Gods-  
mark, Durand & Co., Bat-  
tle Creek; Fielbach Co.,  
Toledo.

**SOAP**  
Lautz Bros. & Co.  
[Apply to Michigan, Wis-  
consin and Duluth, only]  
Acme, 70 bars ..... 3 05



# 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 Trade—50 automatic vending perfume machines and about 100 ounces of perfume, value \$600, for five passenger Ford in good condition. C. F. Chase, 734 Webster St., Traverse City, Michigan. 240

For Sale—Bakery and confectionery. Only bakery in town of 1,500. Cheap for cash if taken at once. Doing good cash business. Sheffield Bakery, Sheffield, Illinois. 241

For Sale—On account of ill health, the B. S. K. petticoat, building, machinery and business, or business and machinery separately. Sales \$50,000 a year. Established 13½ years. Has paid a dividend of 25% per annum during that time. Will sell at low figure. Skadan, Kerns & Co., Weedsport, N. Y. 242

For Sale—Bakery and delicatessen. Overhead expense \$5.50. Income \$30 cash business. Am in wholesale flour business and unable to give this proper attention. Splendid location for man and wife. A. R. Miner, 618 South 20th St., Omaha, Nebraska. 243

For Sale—Well equipped foundry and machine shop. Michigan Central side track, L. S. & M. S. and D. U. R. 30 miles from Detroit. Ypsilanti Machine Works, Ypsilanti, Michigan. 244

For Rent—Nice little bakery, \$15 per month in town of 2,000. Doing good business. Or will sell for \$1,600. Address Box 96, Craigsville, Va. 245

For Sale—Foundry equipment, building and valuable patent. To be sold as a whole or in parts. Address C. C. Messenger, Stanton, Michigan. 257

For Sale—My stock of groceries, dry goods and meats. First-class fixtures, good building, cheap rent, good location and doing a good business. Located in town of 500. Address No. 246 care Tradesman. 246

Party having furniture experience conducting general merchandise store in good location, would like to hear from manufacturers who would place their line on consignment. Address P. O. Box 1101, Penlynn, Pennsylvania. 247

Mr. Merchant: Can save you money on signs and show cards. Write for samples and prices. McCabe, Cassopolis, Michigan. 248

To Rent—July 1, store room 25 x 100, for movie or merchandise. Best location in town. Address A. W. King, Wyoming, Illinois. 249

Quick Sale—Wanted for bakery. \$1,200 cash asked. Must sell at once. Grocery and lunch room attached. Established 15 years. City of 2,000. Good investment. Write The City Bakery, Salem, Missouri. 250

For Sale—25,000 acres round timber. Will cut 3,000 feet lumber per acre. Good land. Manatee Co., Florida. \$12 per acre in fee; terms. Address P. O. Box 1105, Tampa, Florida. 251

\$1,000 will buy one-half interest in a dry goods and notion store. Suburban town near Grand Rapids. Fine chance to enlarge business. Only one-half interest for sale. Address R. C. care Tradesman. 252

For Sale—Thoroughly modern grocery and meat market. Doing excellent business. Ill health forces owner to sell at sacrifice. A. B. Star Agency, Elwood, Indiana. 253

For Sale—Bakery and restaurant doing good business. P. O. Box 213, Bangor, Michigan. 254

Excellent country store, no competition. Good buildings. Clean stock. Sacrifice on account of sickness. \$3,700 takes everything. Box 172, Wayland, Michigan. 255

For Sale—Coal and lumber business. Good location. Want to sell now. C. G. Mabey, Wayland, Michigan. 256

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 A1 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 fine 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

One of the best hotel propositions in Michigan. \$16,000 invested. Price \$6,500. Will take some income property. Box 172, Wayland, Michigan. 232

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

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

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—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

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

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

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

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

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

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

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

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

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

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—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—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. Kruisenga, 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. Ruyter, Milwaukee, Wisconsin. 925

## HELP WANTED.

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 15, Tradesman. 155

## Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

## FACTORY SITES

AND

## Locations for Industrial Enterprises in Michigan

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

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

Address

GEORGE C. CONN,

Freight Traffic Manager,  
Detroit, Michigan

## 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



### Proposed Merger of One Hundred Western Canneries.

Moved by his usual optimism, George W. Drake, Secretary of the Western Cannery Association and of the corn section of the National Cannery Association; also connected with the Chicago brokerage house of N. A. Coble & Co., is out with a scheme for merging a hundred or more of the canneries of the country into one big corporation to be known as the "American Consolidated Canneries," capitalized at from \$5,000,000 to \$10,000,000. In a circular letter he has mailed the various canners of the Middle West, Mr. Drake lays out the scheme in substance as follows:

"After several years of careful, conscientious, persistent investigation of our business I am convinced that the present enormous hazards in connection with the same are due solely to the disorganization, lack of uniformity and unbusinesslike practices of the so-called smaller canner.

"After becoming convinced of this fact, I at once set to work building an organization that would unify these smaller interests, eliminate the hazards now confronting them and at the same time pave the way for immensely increased consumption and establish thereby a solid foundation upon which to erect a staple, well-paying enterprise.

"There are canners in the business who have consistently made good, fair profits every year, which is due to the perfection of their organization, growth in the demand for their product, and the price they are able to demand above the cost of manufacture, which shows them a satisfactory profit on their business turnover. It is with a spirit of uplift to bring the business of their high level which will enhance, not only your but their opportunities of a still better profit, that has actuated me in making the foregoing proposition.

"The plan I have in mind is to merge as many as possible (100 or more, none being barred) under one general head with one office where all buying and selling will be conducted and from which the quality of pack will be dictated and all possible assistance given to bring the products of the merged plant to an absolutely uniform quality.

"The object of this plan thus far made known is almost too obvious to require extended explanation on my part, but in passing will say:

"First. It will give you the advantage of volume buying, which in event of, say 100 to 200 canners joining, would mean a saving of a great many thousands of dollars annually.

"Second. It would give you a perfect sales organization, which would be in a position to market your product at a profit, and at the same time hold inviolate the most modern ideas of distributing in saving to the trade uncalled for, unreasonable, excessive freights.

"Third. This would give you an organization that would make uniformly of product a fact in lieu of a dream. By the judicious expenditure in advertising of the saving alone that would be made in the purchase of supplies we could almost double the consumptive demand for our product every year.

"This plan does not contemplate in its initial operation rupturing the present personnel of the individual cannery. Its

object is to give to you a modern, competent, strong sales organization for the sale of your products, a strong, competent, painstaking buying head to see to it that your supplies are bought at the lowest possible prices, quality considered.

"This, of course, would result in the fiscal valuation of the plants going into a corporation as capital stock and would be represented by common stock on which would be made an issue of preferred stock which would be about equal to one preferred to two common, making a total capitalization of from five to ten million dollars, which would forever put an end to the multitudinous signatures now appearing on the back of the average canners' paper (notes).

"But until such a time as this latter movement was thought wise we could operate on the association plan, each concern financing its own business as heretofore. The central office of course could and would lend material assistance in helping to finance the business by its endeavor to place on a larger, broader financial market your paper.

"This may seem like a very large proposition to you and I am frank to confess that it is, but not so large as the first thought of it might convey as I know this arrangement can be completed and the spot holdings for 1916 as well as the future for 1917 can be placed on the market in this intelligent manner."

### Rules To Observe in Avoiding Fire Losses.

State Fire Marshall Winship has issued a few hints how to prevent fire. Here they are:

It is an old maxim that fire is a good servant but a hard master.

Shakespeare wrote: "A little fire is quickly trodden out; which, being suffered, rivers cannot quench."

Fires are the result of accident, of spontaneous combustion, and of design. If they have been accidental the cause can generally be discovered, and it will be found they might have been prevented.

If the following precautions are taken, fires from accident or spontaneous combustion will seldom occur:

Keep your house, store, or factory clean.

Never allow rubbish, such as paper, rags, cobwebs, old clothing, boxes, etc., to accumulate in closets and unused rooms.

Never fill your coal oil lamps after dark or near an open fire.

Never run your stove pipes through a wooden partition or through the roof without proper protection.

Never allow your furnace, steam or hot water pipes to come in contact with wood.

Never put up gas brackets so they can be swung against the wooden window casings or against, or immediately under, curtains.

Never put ashes in a wooden receptacle in or about your premises.

Never keep matches in any but metal or earthen safes, and when you light one never throw it on the floor.

Never allow smoking in proximity to inflammable merchandise or materials.

Never take an open light to examine a gas meter or into a closet.

Never read in bed by candle or lamp light.

Never close up your place of business before going over the entire premises to see that all fires and lights are safe or extinguished.

Never forget that carelessness and negligence are the cause of over two-thirds of all fires.

Never forget to have pails or buckets and water near at hand for immediate use in case of emergency.

Familiarize yourself with the location of windows and natural escape.

Learn the position of all stairways, particularly the top landing and scuttle to the roof.

Keep the doors of rooms shut. Open windows from the top.

Wet a towel, stuff it in the mouth, breath through it instead of nose, so as not to inhale smoke.

If room fills with smoke keep close to floor and crawl along by the walls to the window.

Never go to the roof, unless as a last resort and you know there is escape to adjoining buildings.

Never jump through flames in a building without covering the head with a blanket or heavy clothing.

Never get excited, try to recall the means of exit.

The stock market has winced a bit under the Mexican developments, and the list has been nervous, sometimes decidedly shaky, but there are good authorities who say Mexico has much less to do with weakness in the list than our own sins of inflation, promotion and extravagant expectations. It is largely liquidation by tired holders which has depressed stocks. Then the needs of Europe are a constant menace to prices. Stocks are unquestionably being sold all the time from that quarter. The holdings outside of this country of so great a favorite as New York Central are said to have fallen from \$24,000,000 before the war to \$16,500,000 at the present time. Meanwhile the pressure of freight destined for Europe has relaxed. Vessel owners are now seeking cargoes instead of shippers seeking vessel room, and charter rates have gone off materially. This marks a decline in the class of business which has been particularly stimulating to the prices of stocks. The decrease in shipments is not so great as would appear from the increased supply of tonnage, for a great portion of the munitions are carried across by ships controlled by the British government and in the service for an indefinite period.

Yemen and Hedjaz, the cradle-land of Mohammedanism, have been constitutionally restive under the successors of the Prophet. The railway to Mecca was built for the transport of troops to the holy city as well as pilgrims. Ten years ago a rebellion in Yemen threatened the overthrow of Turkish authority in the Red Sea provinces. It is nevertheless startling news that the religious capital of the Moslems should be in rebellion against the Sultan in a world war which for Turkey has been proclaimed a Holy War. The fact is only one more illustration of the exaggerated emphasis that has been laid on Pan-Islamism. The attitude of the Moslem

peoples to the Allies has been dictated by their secular interests. There have been uprisings against the British in the Sudan because hostility to the British is the tradition there. On the other hand, the Mohammedans of India, numbering more than sixty millions, by far the greatest single group of that faith, have been steadily loyal. So have been the fifteen-odd millions of Asiatic Russia. If the prestige of Mecca carries with it any military influence on the course of the war, that will now run against Turkey. It is a situation which may suggest the advisability of transferring the religious capital of Mohammedanism from Mecca to Cologne.

One industry in the United States has not been appreciably affected by the war, and that is the baby carriage business. During the last twelve months the output has been about 2,500,000 carts and carriages. The latter range in price from \$15 to \$20, to \$50 for the new steel types, with mud guards, brass lamps and fancy fittings. The Baby Vehicles Manufacturers' Association met in Atlantic City last week and its members say that it costs American heads of families about \$20,000,000 every year to provide fancy perambulators for new babies. These same heads may have to pay more in future, for manufacturers are unable to get the reed they need from Singapore and are using fiber. Reed has gone up in price and is scarce in this country, so that only the wealthy will feel like buying reed perambulators. Babies are expensive, but we can't get along without them.

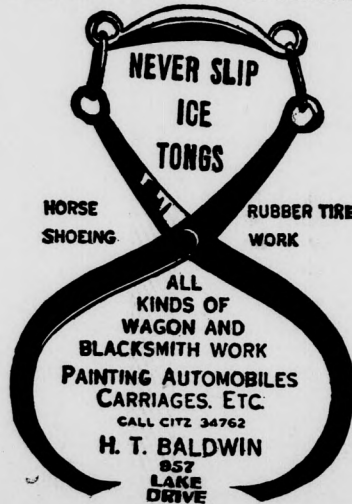
"One of the worst things to fatten on is envy. In our opinion, it is as difficult for a grudging man to raise a double chin as it is for a bankrupt to raise a loan. Plumpness comes not from roast beef—but from a good heart and a cheerful disposition."

There wouldn't be any fun in it if everybody could do just as he pleases.

### BUSINESS CHANCES.

For Sale—Drug store with grocery department. Nearest competition in drugs 7 miles. Village of 500. Good country. Address No. 258, care Michigan Tradesman. 258

For Sale—Grocery stock and fixtures. Everything in fine condition. Two-story frame store—78 feet long with basement. Seven-room modern house, barns and sheds. Twenty year old business. Must be sold at once to close estate. Stock and buildings about \$4,000. In city of 14,000. Brown & Grant, 109 So. Jefferson Ave., Saginaw, Michigan. 259







FRANKLIN CARTON SUGAR is not only the most convenient to sell because it is packed in sealed, ready-weighted cartons, but the weight per container has also been arranged with thought for the grocer's buying requirements. We pack Franklin Fine Granulated in 2-pound cartons and 5-pound cartons, 60 pounds and 120 pounds to the container; Franklin Dainty Lumps (small cubes) in 1 pound and 2-pound cartons, 48 pounds to the container; Franklin Powdered and Franklin XXXX (Confectioners' Lozenge) in 1 pound cartons, 24 pounds to the container. Therefore Franklin Carton Sugar is easy for you to buy in accordance with the exact needs of your trade.

*Made from Sugar Cane—Full Weight Guaranteed*

THE FRANKLIN SUGAR REFINING CO.  
Philadelphia

## Boston Breakfast Blend



—Splendid Quality  
at a  
Moderate Price

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

## "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.

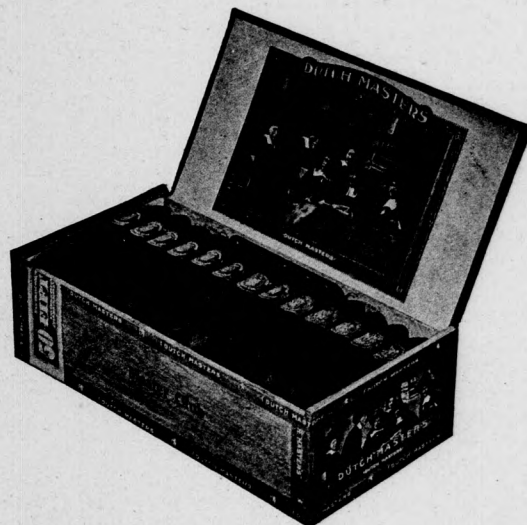
**Clemens & Gingrich Co.**

*Distributors for Central Western States*

MAIN OFFICE  
1501 WEALTHY ST.

GRAND RAPIDS, MICHIGAN

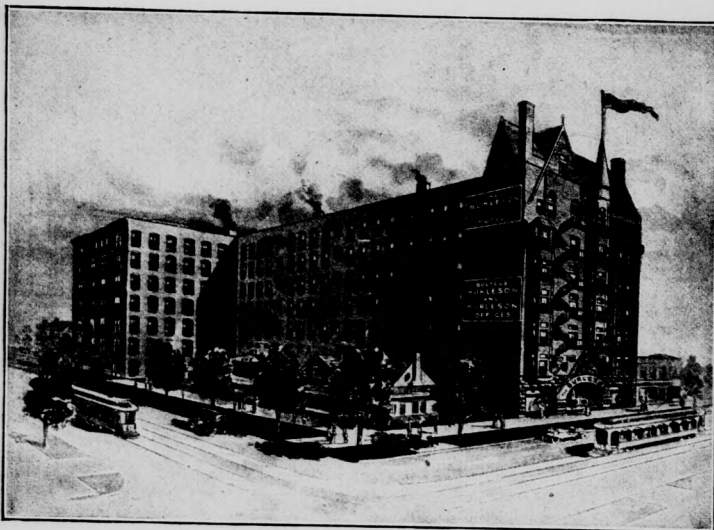
## DUTCH MASTERS CIGARS



Made in a Model Factory  
Handled by All Jobbers Sold by all Dealers  
Enjoyed by Discriminating Smokers

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

## **Piles Cured WITHOUT the Knife**



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

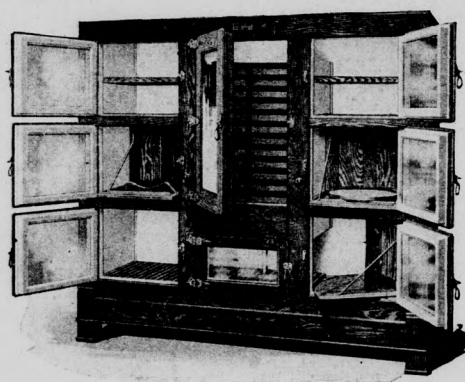
WE CURE PILES, FISTULA and all other DISEASES of the RECTUM (except cancer) by an original PAINLESS DISSOLVENT METHOD of our own WITHOUT CHLOROFORM OR KNIFE and with NO DANGER WHATEVER TO THE PATIENT. Our treatment has been so successful that we have built up the LARGEST PRACTICE IN THE WORLD in this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

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

**DRS. BURLESON & BURLESON**  
RECTAL SPECIALISTS

150 East Fulton St.

GRAND RAPIDS, MICH.



# **B & B**

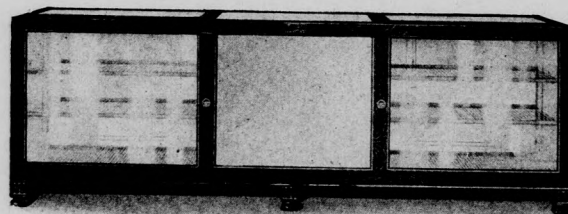
## **Ice King Refrigerators and Refrigerator Display Counters**

***For the Grocer and Marketman  
Absolutely the Finest Produced***

Extremely handsome in design and finish; thorough in every detail of construction; thicker walls and heavier insulation than any other made; white enamel inside finish; smooth fiber board lining; no cracks or joints to catch dirt; unsurpassed in refrigerating properties; the utmost obtainable in beauty, durability, economy, efficiency, safety and satisfaction.

Place one in your store, and your customers will talk about it; you will take pride in showing it to them; it will create confidence in your methods of handling perishable foods; that means a bigger and better business.

***Sold on easy monthly payments  
Send for free catalog No. 38***



*Quality through and through*

## **Ligonier Refrigerator Co.**

210 Cavin Street

**Ligonier, Indiana**

Formerly the Banta & Bender Co