

MICHIGAN TRADESMAN

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Thirty-Third Year

GRAND RAPIDS, WEDNESDAY, JULY 26, 1916

Number 1714

The Need of the Hour

Great is our heritage of hope, and great
The obligation of our civic fate.

Fling forth the triple-colored flag to dare
The bright, untraveled highways of the air,
Blow the undaunted bugles, blow, and yet
Let not the boast betray us to forget.

For there are high adventures for this hour—
Tourneys to test the sinews of our power,
For we must parry—as the years increase—
The hazards of success, the risks of peace!

What need we then, to guard and keep us whole?
What do we need to prop the state? We need
The fine audacities of honest deed;
The homely old integrities of soul;
The swift temerities that take the part
Of outcast Right—the wisdom of the heart;
Brave hopes that Mammon never can detain,
Nor sully with his gainless clutch for gain.

We need the Cromwell fire to make us feel
The public honor or the public trust
To be a thing as sacred and august
As some white altar where the angels kneel
We need the faith to go a path untrod,
The power to be alone and vote with God

Edwin Markham

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

Made for a Discriminating Public by a Discriminating House for Discriminating Dealers.

If you wish to secure the agency of the BEST ICE CREAM it is possible to produce, write at once to

Piper Ice Cream Co.

Kalamazoo,

:-:

Michigan

Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

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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.

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GEORGE C. CONN,

Freight Traffic Manager,

Detroit, Michigan

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Better Than Ever

Brighter Than Ever

Bigger Than Ever

POPULAR PRICES

Twice Daily:--- Afternoon and Evening



Eat Plenty of Bread

It's Good for You

The Best Bread is made with

Fleischmann's Yeast

Boston Breakfast Blend



—Splendid Quality at a Moderate Price

Judson Grocer Co.
The Pure Foods House

GRAND RAPIDS, MICHIGAN



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, JULY 26, 1916

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RAILWAYS AND NEW LAW.

A committee representing fifty-eight of the leading railroads of the country made a personal appeal to President Wilson last Wednesday for assistance in what was termed a "business crisis." Pointing out that they were confronted on one side by the threat of 300,000 engineers, firemen, conductors and trainmen to strike unless higher wages were paid, and on the other by the hazy and complicated provisions of the Clayton Anti-Trust act, the railroad officials declared that their situation was serious. Regarding the controversy with employes, the request was made that the whole question be submitted to the Interstate Commerce Commission. As for the troubles growing out of the Clayton act, President Wilson was requested to suggest to Congress that a delay be granted to give the railroads an opportunity to study the new law.

Inasmuch as the earnings of the railroads, month by month, have been establishing new high records, and the railroads themselves report that there is more business in sight in the nearby months than can be handled, the opinion has prevailed generally that never in their history have the carriers been as well off as they are to-day. To many people, therefore, the statement that the country's transportation industry was facing a business crisis came as a complete surprise. What real basis exists for the statement that was made at Washington this week by the representatives of the railroads?

Taking up the point first raised, there is absolutely no question that the railroads, in the pending wage controversy, are facing a serious situation. During the past ten years the engineers, firemen, conductors and trainmen, through their highly organized unions, have received increases totaling 40 per cent. in pay, whereas all other railway employes have received an increase of only 25 per cent. In contesting the increases now being demanded on the threat to tie up every line in the country the managers point out first that they are not able to grant the increase of \$100,000,000 involved, and that moreover any increases, if granted, should be given to men in other departments who have not shared equally in the advance of the past ten years.

In thus presenting their side of the

wage case to President Wilson beyond doubt the managers were on solid ground. That much will be readily granted by the public as soon as the facts are understood. However, as both sides have admitted that the case will be settled finally by public sentiment, as far as that controversy is concerned, the fears expressed at Washington by the railroad officials of an "approaching crisis" appear to be unwarranted.

What is there then in the Clayton law for the railway men to fear? In passing that bill, Congress made railway presidents, directors, and employes criminally liable, personally for embezzling, stealing, abstracting, wilfully misapplying, or permitting to be misapplied, any money, funds, credits, securities or other property of a railroad. The law also makes it an offense punishable by imprisonment for a railroad employe or official to make a false statement of earnings or conditions.

Finally there is a revolutionary provision dealing with interlocking directors. Under that law a railroad cannot deal with a banking house or company having interlocking directors.

The object of that clause is perfectly plain. If that law is enforced it will bring about a complete readjustment on the part of the railroads of time-honored methods of doing business. Under such conditions it is not surprising that the railroads protested to President Wilson asking that Congress be requested to grant a delay until the Clayton law could be given careful study. But is it true that the railroads have not had time to analyze that law?

The Clayton law was passed September 24, 1914, and the railroads were notified then that they would be given two years to adjust their affairs. Instead of profiting by that extension railway officials simply folded their hands, taking absolutely no action to comply with the new law until last week, when they journeyed to Washington and urged President Wilson to beseech Congress to suspend the law until its "hazy and complicated provisions" could be understood.

Exactly the same tactics were adopted by the railroads back in 1908 regarding the two years' grace that had been granted in the case of the "commodity-clause" law. In the present instance, the question of interlocking directors was part of the "5 per cent. rate case" which began four years back. At the very outset of the hearings on that case, railway officials were asked by the Government to state in detail their exact relations with supply companies. To this day those questions have remained unanswered.

Although the threatened strike is not likely to take place, beyond question the railroads are warranted in going to Washington for help in their troubles

with labor. The railroads are also in great need of relief from conflicting Federal and state laws and regulations. The obtaining of that relief and assistance, however, would seem to have small legitimate connection with efforts to block the operation of the Clayton law, passed by Congress after the New Haven, Alton, Frisco, St. Paul, and Rock Island investigations. The purpose of the law was to prevent a repetition of those scandals.

RURAL CREDITS.

The National rural credit law is the outcome of discussions and investigations which have been going on for many years. It will meet the approval of many theorists and blue sky chasers and the disapproval as to certain points of persons technically familiar with the requirements of the farming community. It looks as if this legislation were forced on a country which is not demanding it, but possibly the experiment is worth trying, although the course of business in the past fifty years has accomplished much in the money market which this plan is now theoretically undertaking to achieve, notably a reduction in the interest rate to the farmers. It is extremely doubtful too whether the Government can adapt itself to the needs of the farming community as well as the private concerns which are now doing the lending. Another possibility is that the law is unconstitutional. It exempts the capital of the Federal mortgage loan banks, the mortgages held by those banks and the securities issued from them from taxation, local or general. This would seem to be an unlawful discrimination against other lines of business. Nevertheless some acts of the Federal Government which appeared to be discriminative have been accepted by the courts as constitutional and we shall have to wait for the word of the highest authority on this subject. It will be many months, probably years, before the new system will be in operation on any such scale as to be of importance in our financial affairs.

The Tradesman is pleased to comply with the request of Director of the Markets McBride to publish the full text of the new law in force in Denmark prohibiting incorrect designation of any article of merchandise. The law is somewhat drastic in its provisions, but is apparently none too severe to ensure the effectiveness of its enforcement. A careful perusal of the law will disclose many new features which have never been considered in this country.

Were some people to talk of only what they really know they would have no need of language.

HARVESTS AND BUSINESS.

Business conditions in Michigan are good. There are a few things that may make some change for the worse later, but at present they are not taken seriously. There has seldom been a time when the order books of manufacturers and jobbers were as well supplied with orders for future shipment as at present. Some let-up in the booking of steel has been noticeable of late, but it is mostly due to the inability of mills to make the deliveries required and to the high prices for steel, which keeps the implement people from placing large orders.

The scarcity of raw material is the most important factor with all manufacturers not only in Michigan, but throughout the country, and the high cost is a most serious problem to be met. This, with the increased cost of labor, presents considerations in regard to the future that are creating uneasiness. If raw material continues at the present level, there will have to be a readjustment in the prices of manufacturers' goods, which handlers are considering seriously. Were it not for the uncertainty regarding the war, costs and selling prices would not be difficult to adjust; but, with the inflation due to the large war contracts, manufacturers and jobbers, as well as large consumers, are disposed to look ahead and not load up too extensively at the present level of values, as they fear that, should the war abroad suddenly cease, there might be a slump.

The winter-wheat harvest is being completed under most favorable conditions, and the quality is exceptional. With good weather for threshing, the wheat will be most acceptable in quality and condition to buyers at home and abroad, and when the exporters in the United States can convince foreigners that they have the right goods to offer, it is expected that they will buy the winter wheat more freely. Yields have been better than generally expected.

Wheat prices are not high when other foodstuffs and commodities are taken into consideration. The \$1 level is a fair price. It does not net the grower a large profit, and he should be remunerated for his labors just as any other class of workers. The recent advance of 10 cents a bushel has induced winter-wheat farmers to sell moderately, and should present prices hold, a liberal marketing of the new winter-wheat crop is to be expected. Farmers who have obligations to meet, as well as those who are "hard up"—and there are always a large number of the latter—will sell their grain regardless of price, as they need the money.

People will have a good opinion of you if you agree with them.

SUDDEN SUMMONS

To a Pioneer Salesman of the Upper Peninsula.

St. Ignace, July 24—Charles A. Wheeler, Past Grand Counselor of Michigan of the United Commercial Travelers of America, was found dead in his room at St. Ignace at 9 a. m. Friday morning. Mr. Wheeler was feeling as well as usual when he retired at 10:30 Thursday night. In the evening he worked on his U. C. T. reports and, after mailing in his orders to his house, was shown to his room by Landlord Hugh Whitwell, of the Hotel Leclerc. The last words Mr. Wheeler said on retiring were, "This is a nice, cool room. Guess I will take a smoke and then I will have a good night's sleep." Strange as it may be his life long friend, Wilbur S. Burns, who arrived at St. Ignace at 7:30 a. m. from Mackinac Island, Friday morning, while sitting on the porch of the hotel, waiting for the train for the Soo was shocked when Landlord Whitwell came running down the stairs and said, "My God, Burns, I am afraid Charley Wheeler is dead." The writer at once went to his room and there found his friend asleep never to again awaken in this world. A doctor was at once called and pronounced that Mr. Wheeler had been dead several hours. Messages were sent to his house, the Delamater Hardware Co., of Detroit, and to his wife and family at 3042 Grand Boulevard, Detroit.

In the death of Charles A. Wheeler, the wife has lost a loving husband and the children a devoted father, and we travelers have lost one that commanded respect and attention by his force. His eloquence as a speaker was excelled by no one in our beloved order. He was a true and loyal friend. As his near and dear friend, I took charge of everything and did all I could for the friend that never will be forgotten.

Wilbur S. Burns.

Biographical.

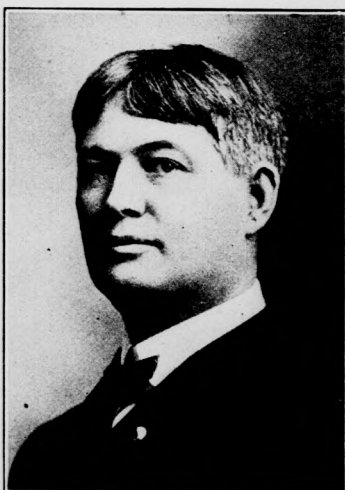
The following biographical sketch of Mr. Wheeler appeared in the Tradesman of Aug. 5, 1903:

Charles A. Wheeler, Lake Superior representative of the Fletcher Hardware Co., Detroit, was first discovered to be a sq—dealer in Detroit, Anno Domini—well, we do not know the exact date, but it was some time after the Mexican war. Mr. Wheeler, with his hat on, does not look it, but he is one of those old maid fellows upon whose head nickel-plated hairs show so plainly that he holds his age in strict confidence with himself and his Maker. We verily believe he has even deceived his wife and family on the subject. We will not quarrel with Mr. Wheeler about his age—he may be 16 or 60, we don't care a continental—let the secret die with his good nature and his increasing avoirdupois. This we do know: he caused his mother to be a wheeler upon the sidewalks of Detroit many years ago, and whether she has regretted it or not has never been recorded. He scrapped and played "migs" like other kids until he was old enough to go to school in the old Capitol school building, once used as the Michigan State Capitol. Here he got his first insight into the ways of the world, to which he has since added by personal observation. Afterward, when the Capitol school building was converted into a high school, young Wheeler attended and graduated.

He began his business life as shipping clerk for W. J. Gould & Co., of Detroit. He preferred carpet tacks

to coffee and soon we find him with Ducharme, Fletcher & Co. He served variously as assistant book-keeper, stock clerk and city buyer. He was city buyer for ten years, when he accepted his present position as traveler in the Upper Peninsula.

It was while being engaged as city buyer that Mr. Wheeler exhibited his remarkable memory. We wager that he could call by telephone number one hundred houses in Detroit and not have to refer to the directory three times. His sonorous voice was familiar to every wholesale house in Detroit. It was without doubt this voice that won the heart of Miss Jennie E. Kinney, of Corunna, in 1890. Who could resist that



The Late Charles A. Wheeler.

voice, whether asking the hand in marriage or for the price of a keg of nails? We believe he was just as successful in "getting the goods" at the marriage altar as he was in getting the price, by telephone or otherwise, for the house he represented.

Besides being a memoryologist, Mr. Wheeler is somewhat of a poetologist. One of the first we remember was upon the occasion of his first trip to the Lake Superior territory, in the bleakest kind of bleak winter weather. He was a novice then up that way and, being among strangers and his laundry having missed connections, he appealed to a fellow traveler for help and borrowed a pair of socks, which acted as a sort of a mascot. Mr. Wheeler noticed the change in his trade at once and, upon the return of the socks to his friend, he noted the gratitude in the following:

I tell you things are different now
From when I started out;
And such a simple thing it was
That brought the change about.
At first, I couldn't get a smell;
But now I'm selling lots,
And all because of this one thing—
I've got on Mitchell's socks.

Oh, everything comes easy now,
Since those are on my feet.
It's "howdy do" and "Take a drink,"
With every one I meet;
Then slap down orders in my book
From axes on to locks.
I tell you I'll be sorry when
I've worn out Mitchell's socks.

I'm spending lots of money, though,
It happens in this way:
No matter where I start to go,
I surely go astray,
For if there be a bar around
Inside of twenty blocks,
I've got to go till I get there,
Since I've worn Mitchell's socks.

Again, when he was not getting the business he hoped for, we ran across this:

I'm growing old and grey, Will,
With care my form is bent,
I've lived as much as twenty years,
Since on the road I went.
I thought a traveler's life would be
Uninterrupted play,
That notion has been changed, Will,
I'm getting old and grey.

I go into a store, Will,
My mind all free from cares,
And glibly talk as best I may,
And freely show my wares;
But after taking hours of time
The man to me will say,
"There's nothing that I want just now."
I feel myself turn grey.

My firm sends me some letters, Will,
In which they say to me;
"Your sales on such and such a line
"Are not what they should be.
"Hereafter we expect from you
"Much larger sales," they say:
And when I get through reading, Will,
I feel so old and grey.

Sometimes at two a. m., Will,
In snow or cold or rain,
I get up from my sleep, Will,
To take the North bound train.
Arriving at the station, Will,
I find to my dismay,
My train is three hours late, Will,
I swear, while I turn grey.

I come into a town, Will,
As tired as tired can be;
When I get to the hotel,
There is no room for me.
The house is full, there is no place
My weary limbs to lay,
I feel just like a homeless tramp
Whose head is turning grey.

But still, it matters little, Will,
What change in me takes place,
So long as I can sell enough
To keep me in the race.
For way down home, each night, Will,
Two "kids" for dad do pray,
And for their sakes I'd let my head
Turn blue or green or grey.

As great as was Mr. Wheeler's success in some parts of his territory, it seems that he did not catch on with the trade very well at Menominee or Marinette. After a few trips he figured that it would be more to the interest of his house to drop these two towns and devote his attention more closely to the Lake Superior part of his territory. As a parting shot at those sawdust towns, we ran across the following:

Farewell! Farewell! Menominee!
Farewell! Oh, Marinette!
I shake your dust from off my feet
Without the least regret.
The days will come, the days will go,
But this resolve is set,
No more I'll make Menominee,
Nor go to Marinette.

Farewell! Farewell! Menominee!
Farewell! Oh, Marinette!
Had you but listened to my prices
You would be buying yet.
But too late now. You'll never know
The snaps you failed to get,
I've cut you out, Menominee,
And you, too, Marinette.

Farewell! Farewell! Menominee!
Farewell! Oh, Marinette!
The little house I travel for
Can live a while, you bet,
Without the large and juicy trade
That I did fail to get.
I'm through with you, Menominee,
And you, too, Marinette.

Farewell! Farewell! Menominee!
Farewell! Oh, Marinette!
I have more love for Seney town
Than you in me beget.
I've cut you out, I've cut you off,
My curse on you is set—
To h— with you, Menominee!
To h— with Marinette!

In a society way Mr. Wheeler has not been a "jiner." His only venture was with the U. C. T., No. 186, located at Marquette, of which he was elected the first Senior Counselor.

We attribute his success to the fact of his having a thorough training in his chosen line before he made his debut as a traveler. That, coupled with his pleasant address and happy mien, has made him friends that are worth more than dollars to him.

How the Deceased Was Regarded at Marquette.

Marquette, July 22—A telegram informing him of the death of Charles Wheeler, of Detroit, was received yesterday by John Godwin. Mr. Wheeler was found dead in his bed Friday morning at St. Ignace, having passed away suddenly during the night. No details were given in the telegram, but it is believed that his death was due to heart disease.

Mr. Wheeler for ten years or more was a resident of Marquette. He left here some four or five years ago to live in Detroit, but in the interval had made periodical trips to the Upper Peninsula in the interest of the hardware wholesale house he represented, the Freeman, Delamater Hardware company, a Detroit concern. Prior to taking a position with this house, Mr. Wheeler represented the Fletcher Hardware company, of Detroit.

Mr. Wheeler was a man of about 54 years of age and he is survived by his widow and three sons, Allen, Kenneth and Lloyd. The news of his death was received with the greatest regret here yesterday, as he had the esteem of a large circle of friends. He was a man of jovial disposition, and he was the life of any circle he happened to be in.

The U. P. Council, United Commercial Travelers, numbered Mr. Wheeler among its most active and enthusiastic members, and he held many offices in it during the years of his membership. He was also a Past Grand Counselor of the State organization, and for many years had been a prominent figure at its annual meetings. Mr. Wheeler was an effective afterdinner speaker, and many of the best responses at the dinners of the traveling men came from him. He was also a rare spirit when it came to planning a hoax to enliven these occasions, and some of the fun-making in which he had a prominent part will long be remembered by his brothers in the organization.

Among the traveling men Mr. Wheeler was highly popular, and his death will be greatly regretted by them, as well as by the business men throughout the district in which he traveled.

Sagacious Suggestions From Saginaw Salesmen.

Saginaw, July 24—Saginaw will have as its guest August 1, William J. Bryan, one of North America's greatest orators. His subject will be "War and its Lesson." He appears here as an extra attraction in the Saginaw Redpath Chautauqua programme.

Epley & Sons, of Mt. Clemens, are doubling the capacity of their store. The drug store which formerly occupied one-half of the building has moved to new quarters. Epley & Sons conduct one of the finest grocery stores in the State. High grade goods and courteous treatment are two essentials that one always notices when transacting business with them.

The merchants all along the St. Clair River summer resort district report business most excellent this year.

The American Cash Register Co., of this city, is enjoying a good business at present. It has just shipped twenty-eight registers to Sydney, Australia. Other shipments went to Havanna and Norway. President H. A. Savage has just returned from Chicago, where he equipped one of Chicago's largest department stores with many registers.

The White Swan laundry, on South Hamilton street, was partially destroyed by fire Thursday morning. Loss, estimated at \$2,000. W. J. McDonald is proprietor.

The Jackson-Church-Wilcox Co., manufacturer of steering gears in this city, is enlarging its factory space. The company, which is one of the

largest and most important industries in the city, is claimed by the management to be the largest concern in the world making auto steering gears exclusively. The output in 1912 was 25,000. This year it will reach the 200,000 mark and next year it expects to reach the half million mark. Such automobile companies as the Buick, Paige, Olds, Oakland and Republic are using "Jacox" gears.

Horse races at Saginaw again August 15-19. Some great steeds will be on hand.

Superintendent R. A. Allen, of the City Rescue Mission, East side, this city, reports a fine time at Wenona Beach last Wednesday. There were 650 people on the excursion, which Mr. Allen says is 200 more than ever attended in previous years.

D. E. Mannix, representative of the Washburn-Crosby Co., has been placed in charge of Lapeer, Sanilac, McComb and St. Clair counties, selling Gold Medal flour. He formerly worked in Detroit and Kalamazoo. Mr. Mannix is a young man of good habits, a fine personality and is always busy. He has moved his family to Port Huron, where he now makes his headquarters.

Some new firms and business changes in Flint:

Hammond & Close, formerly of Reese, are building a grocery store at the corner of Richfield and Davison road.

J. L. Dennis, of Millington, has opened a grocery on Cleveland street. Symons & Moffett furnished the opening stock.

Felt & Son of Thetford, opened a grocery and meat market on Lewis street. Symons & Moffett sold the opening stock.

F. Bowdan expects to open a grocery on North Saginaw street about August 1.

Theodore Trucken is building a store on Industrial avenue.

A new grocery will be opened

August 1, by W. J. Hill on Richfield road.

Bert Hess now conducts a new grocery store in Pasadena Heights.

Daniels & Co. are building on North Saginaw street, next to Hamady Bros. They expect to conduct an up-to-date restaurant.

Hamady Bros., the big grocers of Flint, are putting up a \$20,000 building on Industrial avenue. Starting in business four years ago in a small way, they now stand as Flint's largest grocers. They now conduct four fine stores.

M. Deleki has opened a grocery at 4414 Industrial avenue. Symons & Moffett sold the opening stock.

W. J. Garland has opened a new grocery at the corner of Myrtle and Foster streets. Symons & Moffett sold the opening stock.

Van Lue Bros., grocers, sold out to D. Chase last week.

W. S. "Scot" Lovejoy, one of Milford's enterprising grocers, has taken in a new partner just recently. In one way he is a silent partner and in another not, especially at night when father Lovejoy wants to sleep. Charles William Lovejoy was born July 5. Both mother and child are doing fine.

Through the courtesy of Vice-President R. R. Moore and C. R. Walker, sales manager of the Diamond Crystal Salt Co., of St. Clair, the writer was recently shown through what is said to be the largest salt plant in the world manufacturing high grade salt. As the old saying goes, "salt is salt," but certainly, to any one who does not know how it is made, a trip through such a plant reveals much and is highly instructive and beneficial to the individual. The Diamond Crystal people are situated on the banks of the beautiful St. Clair River. Visitors are always welcome and any one going to St. Clair should not fail to visit this institution.

The annual outing of the Herzog

Art Furniture Co. was held at Wenona Beach Park last Saturday. It is estimated that 1,500 people took advantage of the hospitality of the Herzog institution, which is the largest art furniture factory in the world and its headquarters is in Saginaw.

Plenty of rain in the Thumb the past week makes things look brighter for the farmer, as well as the merchant.

John McAvoy, builder of the first stone road in Saginaw county, prominent in West Side affairs and well known in the timber world, died at his home, 516 Thompson street, Saginaw, last week. He was confined to his bed only two days. His death was due to acute kidney trouble. He was a prominent Mason. One son, Royston, is associated with the Wallace-Morley Co., of Bay Port.

Saginaw's new \$400,000 Bancroft Hotel was thrown open to the public last Saturday. Hon. W. R. Burt was the first man to register. Mr. Burt was present at the opening of the first hotel in 1859, fifty-seven years ago. Saginaw to-day has a perfect right to claim the honor of having the finest hotel in Northern Michigan. Manager John C. Thomson is in charge and is leaving nothing undone toward making his hostelry as near a home for the weary traveler as possible. He is especially catering to the commercial traveler and the fact that he has reserved what is generally used as special parlor rooms for sample rooms proves the above statement. The parlor floor has eighteen large, spacious, well lighted and ventilated sample rooms. This is something no other hotel in the State can boast of. The Bancroft House meets the accepted standards of modern hotels. Money and artistic endeavor combined make of this an ideal twentieth century hostelry, \$100,000 having been expended in furnishings, and to say that the effect

is complete is putting it mild. There are 208 rooms, 131 with bath. Rates range from \$1 up. Mr. Thomson is planning a formal dedicatory banquet about August 1. It is expected to be one of the finest affairs of the kind held in this city in years. Boys, when out on the road boost John C. Thomson and the finest hotel in Northern Michigan. They both deserve it.

C. A. Best, of Holly, has bought the J. D. Haddon property, now occupied by Walter Barkham, grocer. Mr. Best expects to remodel the building and equip it with the latest and most modern grocery store equipment and fixtures. He now owns a grocery store in Holly, although he spends most of his time on the road as special representative for the Royal Valley Coffee Co. Byron Beatty is in charge of his grocery. At this writing Mr. Barkham is undecided as to what he will do. L. M. Steward.

Sale of Immature Veal Prohibited in Chicago.

Chicago, July 24—As the law against the sale of veal from immature calves or calves less than four weeks old is to be strictly enforced in Chicago, beginning August 1, as the result of a decision of Dr. John Dill Robertson, head of the Chicago Health Department, to co-operate with this Department, I feel it no more than right that the veal shippers of Michigan should receive some kind of notification. I am informed by Armour & Company that the Michigan Tradesman probably reaches more men of this class than any other publication in the State, so feel it incumbent on myself to ask you to kindly publish this warning in a conspicuous place in your paper, as by so doing you will be rendering the veal shippers of the State a valuable service.

W. S. Matthews,
State Food Commissioner.

"The Color With the Golden Shade"

Every grocer knows the value of that slogan. Because experience has shown that the best business results from the consistent use of the product behind it—

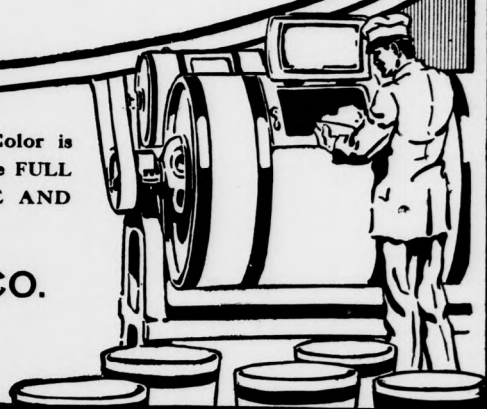
DANDELION BRAND BUTTER COLOR

For a quarter of a century its quality and purity have helped, always, to make good butter better.



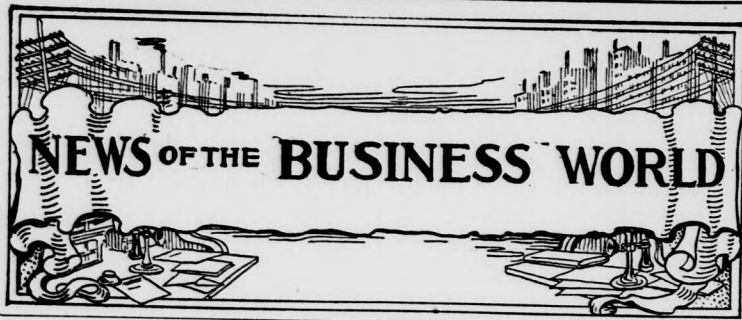
We guarantee that Dandelion Brand Butter Color is PURELY VEGETABLE and that it meets the FULL REQUIREMENTS OF ALL FOOD LAWS, STATE AND NATIONAL.

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT
And 200 Mountain St., Montreal, Canada



Dandelion Brand Butter Color
The color with the Golden shade





Movements of Merchants.

Garden—Arnold Saladine will open a drug store about August 1.

Detroit—The Daigle-Steger Iron Works has changed its name to Daigle Iron Works.

Imlay City—Hugh A. Little has sold his bakery to Edrie Collins, who has taken possession.

Mancelona—James Mead, of Corunna, has purchased the Ira Moore shoe stock and taken possession.

Corunna—Harry Bell has erected a new store building which he will occupy with his bakery, August 1.

Wayne—The Peoples State Bank of Wayne has been incorporated with an authorized capital stock of \$30,000.

Hersey—Mrs. H. T. Lewis has sold her stock of furniture to Andrew Dalgren, who has taken possession.

Sparta—F. W. Stull succeeds Charles Robinson as manager of the Sparta hotel, taking possession July 24.

Otsego—O. W. Beaudry, of Kalamazoo, has purchased the Wright restaurant and will continue the business.

Nashville—Mrs. Margaret Johnson, of Kalamazoo, has purchased the Nashville hotel and will continue the business.

Elm Hall—G. J. Sibley has removed his stock of general merchandise from Sethon to this place and will continue the business.

Parkville—Mrs. Warren McClish has removed her millinery stock from Mendon to this place and will continue the business.

Boyer City—B. J. Quick, furniture dealer, has suspended business, turning over all of his assets for the benefit of his creditors.

Scottville—The Scottville-Custer Co-Operative Fruit & Produce Exchange has been incorporated with an authorized capitalization of \$5,000.

Saginaw—Fire damaged the plant of the White Swan Laundry Co. to the extent of about \$2,000. The loss is fully covered by insurance.

Otsego—G. O. Lewis has sold his stock of shoes to A. D. Hancock, who will consolidate it with his stock of dry goods, clothing and shoes.

Portland—John H. Webster has purchased the jewelry stock of the late N. J. Eddy and will continue the business at the same location.

Portland—Frank Beard, Jr. has sold his stock of general merchandise at Jeffery, to the former owner, Lyman J. Clark, who has taken possession.

Detroit—Herman Baetz & Bros., engaged in the retail clothing business, have increased the capital stock of this corporation from \$15,000 to \$20,000.

Snover—The Turner-Kitching Hardware Co. has been organized with an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed and paid in in cash.

Gobleville—Stanley Styles has sold a half interest in his agricultural implement stock to Arthur Torrey and the business will be continued under the style of Styles & Torrey.

Detroit—The Delisle & Boston Cement Construction Co. has engaged in business with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in property.

Detroit—The Manson C. Carpenter Construction Co. has engaged in business with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$1,000 paid in in cash.

Whitehall—George H. Nelson & Co. have removed their stock of general merchandise from Middleville to this place, adding men's furnishing goods, shoes and groceries to the stock.

Grand Ledge—George Ligos has purchased the interest of his partner, Nick Kokotas, in the stock of the Grand Ledge Candy Kitchen and will continue the business under the same style.

Detroit—The Riverside Scrap Iron & Metal Co. has been organized with an authorized capital stock of \$85,000, all of which has been subscribed, \$5,612.12 paid in in cash and \$79,384.88 paid in in property.

Imlay City—Crandall & Walker, hardware dealers, have dissolved partnership and the business will be continued by Walter and Ralph Crandall, under the style of the Crandall Hardware Co.

Big Rapids—Charles H. Hall has purchased the interest of his partner, R. Bregenzler, in the grocery stock of Hall & Bregenzler and will continue the business under the style of Charles H. Hall & Co.

St. Joseph—R. J. Stohelin has purchased the grocery stock of Charles Mischke and will continue the business at the same location at the corner of South State street and Winchester avenue.

Ludington—Charles J. Hansen has removed his drug stock to his new store building on the corner of Ludington avenue and James street and added a line of sporting goods and ice cream parlor.

Detroit—W. N. McEachren & Sons of Detroit, Inc., has been incorporated with an authorized capital stock of \$25,000, of which amount \$12,500 has been subscribed and \$2,500 paid in in cash. The company will be engaged in the real estate business.

Alma—Roy Miller and Carl Harry have formed a copartnership and engaged in business under the style of the East End Market, carrying lines of groceries, vegetables, cold meats and baked goods.

Stanton—C. C. Messenger, trustee for H. W. Wiedenhoef, has closed up the affairs of the estate and paid the creditors their final dividend. The total amount received was 47½ per cent. of their claims.

Ann Arbor—Wagner & Co., engaged in the clothing business, has merged the business into a stock company with an authorized capital stock of \$20,000, all of which has been subscribed and paid in in property.

Harbor Springs—Because a small stone was thrown by an automobile tire through the window of her department store, Mrs. Segal has asked the council to pay for the damage. The machine was driven by John M. Wright.

Calumet—The Saving Bank store, which has been closed for the past five months because of bankruptcy proceedings, is again open for business, satisfactory adjustments having been made with the creditors. Mr. Arne and Mr. Ruttenberg have resumed the management of the store.

Petersburg—Burglars visited this village July 25 and secured about \$500 worth of plunder. At Monroe's garage, they stole twenty automobile tires, and at Elf Elder's clothing store loaded \$100 worth of clothes in an automobile. It is thought the burglars made their escape to Toledo. Arrests are expected.

Battle Creek—Frank D. Maltby, who has conducted a repair shop, has merged the business into a stock company under the style of the Maltby Engineering Co. to manufacture automobiles, gas engines, motors, motor parts, etc., with an authorized capital stock of \$2,000, of which amount \$1,400 has been subscribed and \$500 paid in in property.

Manufacturing Matters.

Lansing—The Novo Engine Co. has declared a cash dividend of 10 per cent.

Pontiac—The Monroe Body Co. has increased its capital stock from \$42,000 to \$150,000.

Jackson—The Jackson Welding Co. has increased its capital stock from \$10,000 to \$50,000.

Ontonagon—The Brotherton Iron Mining Co. has decreased its capital stock from \$2,000,000, to \$200,000.

Belding—The Richardson Silk Co. is building an addition, 100 feet long and four stories high, to its plant.

Detroit—The Puritan Machine Co., manufacturer of auto parts, has increased its capital stock from \$40,000 to \$200,000.

Alma—The Republic Motor Truck Co. is building the second addition to its plant. It will be one story, 1,500 x 50 feet.

Owosso—The Standard Machinery Co. has been organized with an authorized capital stock of \$20,000, of which amount \$10,200 has been subscribed and \$500 paid in in cash.

Detroit—The High Speed Steel Products Co. has been incorporated with an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and paid in in cash.

Sault Ste. Marie—The Chippewa Automobile Co. has been organized with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Howell—A stock company is being organized with a capital stock of \$100,000 to manufacture a patent automatic signal mail box. Sufficient stock has been sold to guarantee its establishment.

Detroit—The Roberts Furniture Co. has engaged in the manufacture of furniture with an authorized capital stock of \$30,000, of which amount \$20,000 has been subscribed and \$3,000 paid in in cash.

Detroit—The Williams Manufacturing Co. has been organized to manufacture automobile parts and accessories with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and \$2,000 paid in in cash.

Detroit—The National Calculator Co. has engaged in business to manufacture quick calculating devices and specialties with an authorized capital stock of \$3,000, of which amount \$2,000 has been subscribed and paid in in cash.

Detroit—Wilsmore Manufacturing Co. has been incorporated to engage in the machine shop business with an authorized capital stock of \$10,000, all of which has been subscribed, \$1,000 paid in in cash and \$500 paid in in property.

Detroit—The Bingham-White Co. has been incorporated to manufacture and deal in furniture and general home furnishings with an authorized capital stock of \$40,000, of which \$33,000 has been subscribed and \$4,000 paid in in cash.

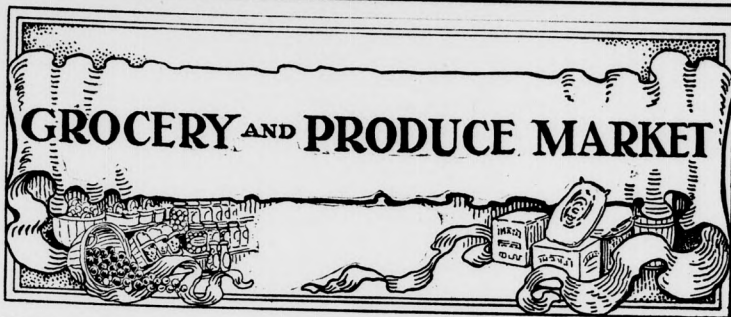
Lansing—The Lansing Company has declared a cash dividend of 10 per cent. The company is rushing work on the second addition to its foundry, one addition having been made this spring. The pay roll shows 350 men employed and the company is taking on all men who apply for work.

Quotations on Local Stocks and Bonds.

	Bid	Asked
Am. Light & Trac. Co., Com.	366	370
Am. Light & Trac. Co., Pfd.	110	114
Am. Public Utilities, Com.	41	43
Am. Public Utilities, Pfd.	74	76
Citizens Telephone	67½	72
Com'wth Pr. Ry. & Lt., Com.	64	66
Com'wth Pr. Ry. & Lt., Pfd.	85	87
Com'wth 6% 5 year bond	101½	103
Michigan Railway Notes	100½	101½
Michigan Sugar	110	112
Pacific Gas & Elec., Com.	58	60
Tennessee Ry. Lt. & Pr. Com.	10	12
Tennessee Ry. Lt. & Pr. Pfd.	47	50
United Light & Rys., Com.	50½	52
United Light & Rys., 1st Pfd.	74	75
United Light 1st and Ref. 5% bonds	88¼	90¼
Industrial and Bank Stocks.		
Commercial Savings Bank	225	
Dennis Canadian Co.	75	85
Fourth National Bank	225	235
Furniture City Brewing Co.	40	50
Grant Motor	9½	10½
Globe Knitting Works, Com.	145	150
Globe Knitting Works, Pfd.	98	100
G. R. Brewing Co.	80	90
G. R. National City Bank	155	162
G. R. Savings Bank	255	
Holland St. Louis Sugar	16	17
Holland St. Louis Sugar, Pfd.	8½	10
Hupp Motor	6½	7½
Kent State Bank	250	
Old National Bank	199	205
Peoples Savings Bank	300	
United Motors	68	69
United Motors	71	74

The prose version of the nursery rhyme may be that when Jack fell down Jill sued for alimony.

It is far easier to drive a soft headed nail than a hard headed man.



Review of the Grand Rapids Produce Market.

Apples—Western stock, \$3 per box; new, \$1.40 per $\frac{2}{3}$ bu. box.

Asparagus—\$1 per dozen bunches for home grown.

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

Beans—Prices range around \$5 for pea and \$4.25 for red kidney, unpicked.

Beets—25c per doz. bunches.

Beet Greens—75c per bu.

Butter—The market is firm at unchanged prices, receipts showing slight decrease over last week, some makes showing poor on account of excessive heat. Creamery grades are held at 27c in tubs and 28c in prints. Local dealers pay 23c for No. 1 in jars and 20c for packing stock.

Cabbage—Home grown, \$3 per 100 lb. crate and \$1.25 per bu.

Cantaloupes—Arizonas now have the call on the basis of \$3.50 for 45s and \$3.25 for 54s; Jumbo standards, \$4; flats, \$1.50.

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

Celery—Home grown, 25c per bunch.

Cherries—\$1.50 per 16 qt. crate for sour; \$1.75@2 for sweet.

Cocoanuts—\$6.50 per sack containing 100.

Cucumbers—80c per dozen for fancy hot house; 95c for extra fancy.

Currants—\$1.25 per 16 qt. crate for red, white or black. Black are very scarce and hard to obtain.

Eggs—The market shows a firmer tone due to a good consumptive demand and slightly less receipts. The market advanced about 15c per case this week. Local dealers pay 23c for candled, cases included.

Egg Plant—\$1.75 per dozen.

Fresh Pork—13c for hogs up to 200 lbs.; larger hogs 12c.

Gooseberries—\$1 per 16 qt. crate.

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

Green Corn—25c per doz.

Green Onions—Silver skins (black seeds), 20c per doz. bunches; Evergreen, 18c per dozen bunches.

Green Peas—Telephone, \$1.75 per bu.

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

Lemons—California, \$9 per box for choice and \$10 for fancy; Messinas, \$9 per box.

Lettuce—65c per bu. for leaf; 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, 16 $\frac{1}{2}$ c for California; 15c for Naples.

Onions—Home grown stock is now in command of the market on the basis of \$2.25 per bu.

Oranges—Valencias, \$4@5.

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

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

Pop Corn—\$1.75 per bu. for ear, $\frac{1}{4}$ c per lb. for shelled.

Potatoes—Old stock, 50c per bu.; new, \$1 per bu. Virginia cobbles, \$3 per bbl.

Poultry—Mixed fowls now command about 14c; broilers, 22@23c; turkeys, 19c; ducks, 17c; geese, 11c. Dressed fowls average 3c above these quotations.

Radishes—15c for long; 12c for round Raspberries—\$1.75 per 16 qt. crate for black and \$2 for red.

Rhubarb—85c per bu.

Spinach—\$1 per bu.

Tomatoes—Home grown hot house, \$1 per 3 lb. basket.

Turnips—25c per doz. bunches.

Veal—Jobbers pay 13@14c for No. 1 and 10@12c for No. 2.

Water Melons—\$3.50@3.75 per bbl. of 8 to 10.

Wax Beans—\$1.50 per bu.

Whortleberries—\$2@2.25 per 16 qt. crate.

The Grocery Market.

Sugar—The market is unchanged from a week ago. The statistical position of sugar is good since the continued absorption of raws and refined by the British Commission prevents much pressure by the Cuban planter. It is estimated that shipments to the island during July and August will aggregate 150,000 tons. One reason for the small exports of late weeks from Cuba is that the sugar is being sent to the United States for manufacture into granulated on toll. Porto Ricos are rather well cleaned up, so that the pressure of this sugar should be soon eliminated. It is estimated that the total stocks at primary ports available for export are only 25,000 tons. Sellers of raws suggest that refiners must buy for August shipment, as supplies are light and any spurt of granulated business will force replenishment. Warehouse stock in New York is largely held by operators against contracts and is therefore less available without advancing quotations sharply. The competition of beets will not be felt materially before the middle of September, according to the general view.

Tea—The country has been showing a little more interest, but this has not eventuated in large purchases, conservatism being still the rule. Undoubtedly were there some stimulus quite a buying spurt might develop, for the distributors

have not anticipated the future even at the readjustment in prices. The argument is advanced that the trade is making a mistake in expecting the decline to continue. Common teas are getting down nearer normal levels and there is less risk involved in their purchase. The better quality is none too plentiful and is less the subject of pressure. Primary markets, moreover, are acting better, cables from London and the Far East the past week showing strength, with more enquiry reported. The silver situation is being watched.

Coffee—There is a better feeling in the coffee trade than in some time. This is based on the strength in Brazil, where shippers have effected sales at price one-half cent about the local parity, indicating that the importers in the United States are at last abandoning their waiting policy and covering future requirements in part. Primary interests who had made low sales earlier in the season are now covering at a loss, which adds to the firmness in Santos. Control of the receipts by the government makes against undue accumulation at the ports, although it is figured that Parana and Minas may ship through Rio as a result. Some argue that the crop will be smaller and point out that the usual frost cables next month may be expected in the flowering period. The small visible supply is emphasized—the lowest in fifteen years. Milds are also quiet and not much more than steady. Java and Mocha grades are unchanged.

Canned Fruit—Orders have been coming in steadily for the varieties of California fruits that are now offering, and the business has totaled a considerable volume. Jobbers are no longer criticizing the canners for the higher prices named at the opening, as subsequent events seem to have justified the action taken.

Canned Vegetables—It is said that there never has been a time in recent experience in canned foods when spot stocks have been so closely sold up as they are this season. The demand has been extra heavy and has overrun the earlier estimates of the jobbing houses and of packers. Jobbers have been replenishing from time to time for the last two or three months items that they believed were plentifully provided for the entire season, and it has been no uncommon experience during the past month, and particularly in the last fortnight, for jobbers to be short of a dozen items at a time. There has been a particularly heavy run of late on Western corn, and as for futures canners have already booked all they feel safe in taking for the present. Spot corn is being closely cleaned up. In the Baltimore markets there is the usual season's demand, the principal item of interest being spinach. No. 10 is off the market, and No. 3 very scarce. The tomato market is unchanged, both spot and future. The buying of spots is very limited, but the price is fairly held. Peas are strong.

Canned Fish—The salmon situation has become much stronger with the elimination of the cheaper offerings of pinks. Red Alaska salmon is strong, with present holders in no mood to make concessions, inasmuch as there is a comparatively small supply on the mar-

ket, all of which is in strong hands. New pack prices are expected to be announced somewhere about August 20, but no hint has as yet been given as to what they will be. Other varieties of canned fish are very firm.

Dried Fruits—The dried fruit situation continues to drag, with buyers taking absolutely no interest. The only feature has been the weakening of the prune situation. This has led to all sorts of theorizing as to probable causes and effects, especially in view of the attitude of the growers of the Coast. The situation as it now stands is a test of business foresight between the parties concerned, but particularly between the jobbers and growers. As to the jobbers they appear to be on the lookout for whatever advantage they may obtain from any direction. Growers believe they have the matter of supplies under their control, which the jobbers are not willing to admit, while the jobbers believe they are able to regulate the demand, which the growers deny. In the meantime the trade at large is not able to determine whether or not the recent reductions in offers are short sales in anticipation of a break on the part of the growers or are merely based upon contracts prior to the organization of the growers. Raisins are firm, with no new offerings, but with the trade interested in the forthcoming opening prices of seeded muscats. There may be some delay in announcing these prices, but in some quarters it is believed that the longer these prices are delayed the better, as it will give a clearer idea of what is to be expected from the crop. There is no interest being shown in either apricots or peaches.

Rice—The market is quiet and merely steady, there being little snap to the movement of late. The distributors are fairly well supplied, as a rule, and with the new crop due to move in a few weeks, naturally hold off for concessions. The prospects are good, it is stated, although the crop is not yet made, and much can happen in the interim. Supplies are not large in the South and full prices are asked for the remaining stocks. The export movement is slow. Foreign rice is offered more freely from the Pacific Coast, but finds a slow demand.

Salt Fish—Mackerel is unchanged for the week. There is some shore mackerel to be obtained, but it is still ruling at almost twice the price which it usually brings at this season. Quotations in a large way are from \$16 to \$18 a barrel, whereas the price should be around \$10. The catch of shore mackerel is very disappointing up to now. There is some Irish mackerel in the country, but not a great deal. Norway mackerel remains very scarce at exceedingly high prices. Cod, hake and haddock are all unchanged and dull.

Provisions—Smoked meats are firm at unchanged prices, with a good consumptive demand. Canned meats are firm at unchanged prices, with a good consumptive demand. Barreled pork shows a slightly higher price, the market being cleaned up regularly with the different sizes. Pure lard shows a weaker tendency, the prices being unchanged. Compound lard remains the same and the market is fairly active.

OUT AROUND.

Western Michigan Editors Have a Good Time.

Written for the Tradesman.

The fifth annual tour of the West Michigan Press Association, held July 19-22, proved to be a chain of happy incidents and continuous pleasure, reaching from Grand Rapids to Traverse City and back again. It afforded fresh example of the enthusiasms and the wonderful hospitality of the Western and Northern Michigan country.

The editors forgot about their paper bills, their delinquent subscribers and all the troubles that darken their days at home and went out for a good time. They had it—a good time and a free time—with no traveling expenses or hotel bills and with heaven right in sight all the way.

A special train was placed at the disposal of the Association by the Grand Rapids & Indiana Railway and this excursion train possessed the novel virtue of running on schedule time, when not ahead of it. Yet nobody got left. The Michigan editor never falls asleep at the switch.

The journey was one good thing after another. At Cedar Springs it was lemonade of the just-right brand and dipped out of great crocks almost as big as the depot itself, with Editor Link, of the Liberal, and Mayor Skinner at the dispensing end. The intense heat of the day was hit right between the eyes at this oasis. Stop No. 2 was at Sand Lake and this time it was fresh buttermilk from the local creamery.

The first night out was spent at Howard City, a place that spells Hospitality with a cap. H. Jim Haskins, editor of the Record and President of the Board of Trade, assisted by a townful of boosters, left nothing undone in the way of entertainment. First came a long auto ride in the country and visitors who supposed that this section of Michigan's lighter lands was on the hummer were disabused of the notion. Rye and sand vetch, the clovers and other treatment, are making this part of the State to laugh with happy harvests. Before returning to town a trip was made to the railroad demonstration farm, a tract of eighty acres which had been called too poor to raise an umbrella on. It has been stumped and is raising a great variety of grains, fruits and other produce now, the only real failure this season having been with the sugar beets, which were buried in sand that is almost light enough to drift like snow. Interesting fertilizer experiments are being conducted here. Model farm buildings have been erected, the house having electric lights, with power generation on the farm, furnace heat, bathroom and running water throughout. Water is drawn from a well 107 feet deep, the first thirty-five feet of which goes through pure sand. Another feature of this farm is the community grove of five acres reserved for picnics and other gathering. This year's picnic of the merchants of Howard City and the farmers will be held Aug. 24, with a notable list of speakers, including Gov-

enor Ferris, M. A. C. professors and others. W. P. Hartman, who has charge of this farm and similar ones at Big Rapids and Cadillac, as well as the railroad's extension and publicity work was with the editors throughout the journey.

A fine supper was served Wednesday by the M. E. church ladies, followed by an elaborate programme, including greetings by Warren Lisk and addresses by Mayor Prout and Hon. G. J. Diekema, of Holland. At the close a black art performer presented mystifying stunts and drew unmentionable articles from the hat of Secretary Lilly of the West Michigan State fair.

People who had not been North over this road for some years noted striking improvements, with better buildings and more of the land at work. There are more silos and more cattle—the salvation of the farmers. While beans are late, the crop is looking fine. You can both see and hear the corn grow, it is coming on so fast. Most of the wheat was in shock and looked like a splendid crop. An occasional piece of alfalfa—that wonder crop—is seen. Hay in Michigan is bursting the barns.

Breakfast Thursday morning was served in the Methodist grove at Reed City and the doings at this point included speeches by Judge Lapham, of the Belding Banner, M. M. Callaghan, of the Osceola Chamber of Commerce, F. O. Huckle, of the Osceola Herald. Auto rides about town included visits to the maple flooring plants of Horner and of Welsh & Kerry and the Huckle Bros. newspaper plant, which has risen from its ashes, due to their energy and the backing of the merchants of this loyal town. The Osceola County Herald of last week was a twenty-four page paper and all home print.

Tustin was the next town on the map and it seemed like the biggest place of its size in Michigan. Editor McDowell was on hand with the goods and, assisted by the ladies, distributed ice cream cones and angel food until even the smallest boy had cried enough. Rev. Laman welcomed the travelers and Mrs. E. C. Apsey, of the Caledonia News, Secretary of the Association, responded. "They size us up so differently," said Mr. Diekema here. "At Howard City we were met by printers' devils and at Tustin by angel cake."

Then on to Cadillac, the City of Quality, with the beehive as its emblem. In passing the city park, flowers were presented to each one and then the fine Elk's temple was thrown open. Cadillac followed Howard City's example in supplying special printed programmes of the day, with greetings and good wishes to the visitors. A big dinner was served, followed by a programme of talks by the Mayor, L. P. Haight, Muskegon's Sand Farmer, W. P. Hartman and others. Editor Perry Powers presided. Then came a delightful ride through the city and around the new cement boulevard drive which hugs the shore of Lake Cadillac. Cadillac has beautiful buildings, with forty factories and mills and is getting into diversified industries to succeed the

lumber mills when they have completed their cuts.

Manton, the next stop, was also very much on the map. A real picnic supper was all ready on the long tables in the park. Vocal solos were provided, with welcoming talks by Andrew McAfee, Editor Hutzler and others. An auto ride about town was also provided.

Traverse City was reached half an hour ahead of time, which upset the local plans somewhat. But the band was soon out, rooms and board had been arranged for the big bunch by the local Chamber of Commerce at leading hotels, including two nights and five meals, and everybody was happy. The pleasures here included a steamer ride provided by the Morgan Transportation Co. to Bower's Harbor, with an auto ride in return over the charming Peninsula road, through the fruit orchards, with the shining bay waters on either hand. If the Bay of Naples or any of the Scottish or Swiss lakes have anything "on" these Michigan waters, then we want to know about it.

On the way to the boat, while passing the office of the Grand Traverse Growers and Shippers' Association, 160 quart boxes of sweet cherries were handed out to the travelers. They were eaten with only one or two cases of colic or internal trouble, so far as we know. At night the new Lyric theater was thrown open to the editors.

Traverse City is the cherry center of Michigan and while this year's crop was shortened by rains in pollination time and by recent drouth, it is conservatively estimated that 100 full cars will be shipped out. About four or five cars were going out daily last week, mostly Early Richmond, and this week the Montmorencies will be coming in strong. Shortage of pickers is reported and much fruit is likely to go to waste on the trees. Cherries are clipped by shears rather than pulled and so yield 5 pounds more fruit per 16 quart crate. Prices were ranging from \$1 to \$1.05 for sour and \$1.25 to \$1.40 for light sweets and \$1.50 for black sweets. It is expected that Montmorencies will bring around \$1.60.

We hated to leave the God-washed air of this Northern country. The return trip was begun Saturday morning at 9:15. Just before starting one of the pleasant features was the assembling together, ostensibly for a photograph, but really to present the hard working officials of the Association with some tokens of appreciation by the members on the trip. President Blett received a handsome gold watch while Vice President Leake and Secretary Apsey received silk umbrellas. As the train pulled out candy contributed by the local factory was distributed to the ladies, while the men received smokes, with compliments of the Traverse City Record-Eagle.

Cadillac renewed her hospitality by furnishing dinners on the return trip and final goodbyes were said on arrival at Grand Rapids at 3 p. m.

The handsome badges worn by members were contributed by the Michigan Trust Company and the baggage tags by the Winchester Pub-

lishing Co., of Grand Rapids. The Grand Rapids Electrotype Co., the Central Michigan Paper Co. and the United Weekly Press contributed \$25 each toward the expense of the Pullman cars. Free telephone service from different stations up the road was furnished by the Citizens and the Michigan State, Almond Griffen.

Recent News From the Cloverland of Michigan.

Sault Ste. Marie, July 24—The traveling fraternity and many friends of Charley Wheeler, well known representative for the Delamater Hardware Co., Detroit, were pained to learn of his sudden death at the Leclerc Hotel, St. Ignace, last Friday. The remains were shipped to his home at Detroit. The bereaved family have the deepest sympathy of the entire community.

F. P. Sullivan, one of Cloverland's attorneys, is spending the week with his family at their commodious summer home on one of the Snow Islands.

John Macki, manager of the Erickson grocery, left last week for Cloverland to attend the National convention of the Finnish Temperance Society of America. Mr. Macki has made a record since taking over the management of the Erickson grocery, which has developed into one of the leading mercantile establishments here.

H. Fletcher, Assistant Cashier of the Sault Savings Bank, returned last week with his family from an extended auto trip throughout Michigan. Herb reports having had one of the best trips ever since joining the Automobile Association. He covered over a thousand miles sight seeing throughout the beautiful summer resorts of Michigan. Mr. Fletcher also showed one of the Michigan Central engineers that he had to go some to keep up with him, and the only mishap that he encountered was the breaking of his speedometer which turned turtle after he exceeded the sixty miles per hour limit. He also had a hand in several pull-outs of some heavy cars which could not travel through the sandy desert, while Mr. Fletcher had no difficulty, whatever with his car in getting through any of the roads en route. He was glad to get back to the Soo, however, being somewhat the worse for wear and tan, but feeling much improved in health.

It is with much regret that we learn of the resignation of our popular school superintendent, E. C. Hartwell, who has had charge of the Soo schools for the past two years, succeeding M. J. Walsh. Mr. Hartwell has made a new record for the schools while here and is considered one of the best educators in the State, being a shrewd business manager of large executive ability. He has done much to put the school system of this city on a solid basis; in fact, he is too big a man for the Soo and it did not take St. Paul long to freeze on to him at a salary of \$5,000 per year. Of course, we know it was not that Mr. Hartwell needed the money, but, true to human nature, he felt that he could not conscientiously ignore such an opportunity. His friends are unanimous in extending their congratulations, even though we know our loss is St. Paul's again.

The Cornwell Company gave its second annual employees' picnic at the Shallows last Friday. It would have been hard to find a jollier bunch. Promptly at 5 o'clock a string of autos were in readiness to carry the force to the Shallows, where they were entrusted to the care of mine host John Metzger, who is long on the entertainment business. Outside guests were Mr. La Dow, traveling salesman for Libby, McNeill & Libby, also H. E. Fletcher and wife and Isaac DeYoung, who chaperoned the party. The swimming contest was won by Ted Steffens, city salesman, while the high dive honors were

awarded H. E. Fletcher, with C. W. Black a close second. George Ratter won out on the long distance swim. T. McMillan was official time keeper, also cotodian of the bath house, during the contest. Misses Margaret Steffens and Ida Kearney had charge of the lunch which to all present made Delmonico look cheap. The picnic concluded with a marshmallow roast and the merry makers returned to the Soo at a late hour, well repaid for their efforts.

The summer resorts at Mackinac Island and surrounding places are making hay while the sun has been shining for the past few weeks. It takes hot weather to bring out the numerous tourists who cannot stand the heat and with the big rush it is a welcome state of affairs to hear the big noise of former years.

St. Ignace was the scene of an elaborate wedding last week, when Miss Carrie Gallagher, daughter of one of St. Ignace's leading meat merchants, was united in marriage to Roy Leonard, of Kenneth. The young couple were very prominent in social circles and they are receiving the hearty congratulations of a host of friends. They left on the D. & C. steamer for a honeymoon trip to Detroit, Grand Rapids, Toledo and other cities.

Hon. Chas. W. Fairbanks, nominee of the Republicans for Vice-President, is making his summer home at Mackinac Island this summer with his family. They are occupying the Hearst cottage for the season.

C. W. Bretz, well-known merchant at Engadine, has purchased a new auto, which helps swell the sales of John D. Mr. Bretz's friends who have seen him handling the car pronounce him to be the making of an expert chauffeur.

"A single man should be enough for any girl."

The berry pickers along the South Shore are beginning to get things in readiness for the season. J. Beech-

ler, the berry king, is again on the job at Rexford, preparing his camps, and his commissary will be more complete this year than ever before. It will be a difficult matter for the pickers to call for something he cannot furnish. He is carrying a bigger line of candies this year than most of the stores in the city and practically a full line of groceries, meats, etc.

It is reported that the young men at Moran are now picking out automobiles for their best girls. It would be well for Mr. Ford to keep a stock of these on hand for his new business.

Eight thousand dollars' worth of ginseng growing on a plot no larger than a village lot is a sight any visitor at Rexton may see at the home of Chris Hansen. This is somewhat of a curiosity, as most of the inhabitants of Cloverland have not heretofore seen ginseng growing.

Frank Kreische, of Mackinac Island, accompanied by two friends, A. Kadow, of Toledo, and Paul Kollmar, of New York, returned last week from a trip in the wilds of Chippewa county. Their first stop was at Trout Lake, where the merry party left the train and from there took a rig to their camping grounds. The first thing they spied, after getting off the train, was Ollie Smith's pet bear and as it was bear they were after, it occurred to them that it would be safety first to secure a picture of the bear, together with the members of the party, so it was agreed that Kreische was to take the snap shot, while Kollmar was to stand by the side of the bear, with Kadow in the rear. In order to secure the proper effect, Kollmar secured some candy and held it above the bear's head to induce him to stand up. Everything was set for the scene when, without warning, the bear whirled and made a leap for Kadow, carrying him down and under, and for a moment it looked as if the Ohio man's last moment had arrived, but Kreische, the bear hunter scout and the hero of many a thrill-

ing battle, was yet to be reckoned with. No sooner was Kadow's danger apparent than Frank was in the thick of the fight and soon had Kadow out of danger, but the camera was crushed. The party are now looking for Andrew Carnegie to separate him from another one of his medals.

"No man is truly great if he is unable to retain his self respect."

J. R. Merrifield, our well-known cigar manufacturer and local capitalist, is taking in the sights at New York this week, and from all accounts he is spending most of his spare time at the bathing beach, singing "What are the wild waves saying?" and thinking of home and mother during the excessive heat. There seems to be no place just like the Soo, where one can get most any temperature by selecting a location near the water during the hot weather, and if this cannot be done by nature we have the cold storage plant to fall back on which will always furnish the zero atmosphere for those who are hot. Jack says the Soo for him.

William G. Tapert.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, July 26—Creamery butter, extras, 28c; 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, 25@26c; fancy, 27@29c.

Poultry (live)—Fowls, 18@20c; broilers, 20@25c; old cox, 13@14c; ducks, 18@20c.

Beans—Medium, \$6.25; pea, \$6.25; Red Kidney, \$6.00; White Kidney, \$6.25; Marrow, \$6.50.

Potatoes—\$2.50 per bbl.

Rea & Witzig.

A man who has made good doesn't have to blow his own horn.

Proposed To Save Forty Millions.

Reference has been made in these columns to the encouragement the London authorities are lending to poultry breeding within the city limits by pointing out its value not only as a measure of war-time economy but also as a sort of by-occupation for city dwellers in time of peace. Now comes further evidence of the real interest those authorities are taking in the matter. They are actually considering seriously throwing open the parks of London to poultry breeding. By this means, it is suggested, the general public may become so educated on the subject as to enable the country ultimately to save the \$40,000,000 per annum which it was in the habit of spending for foreign eggs before the war.

Swapping Eggs Poor Business.

Out in Oregon there are a number of local egg circles. C. C. Lamb, the extension specialist of the Oregon Agricultural College, is now making an effort to organize all of these local societies into what will be termed the Oregon Co-operative Egg Circle, a State-wide company. The thought it that more money may be obtained for the actual producer by this system, which is being urged in various states throughout the country. "The time has come when the farmer can no longer afford to take good, bad and indifferent eggs to the local store and swap them at a flat price for tea, coffee, sugar and other goods," says Mr. Lamb.



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

Barney says—

I am going to ask the President of our Company if the week ending July 15th wasn't the biggest week in the history of our Company.

From the way the men worked day and night to maintain our record of the Prompt Shippers, I am sure we shipped more goods that week than any other since the Company was formed.

Barney is right.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

MICHIGAN TRADESMAN

(Unlike any other paper.)

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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E. A. STOWE, Editor.

July 26, 1916.

LULL BEFORE THE STORM.

It is comparatively quiet in the United States so far as concerns any definite trend of affairs and, while quietness befits the hot season, one reasonably looks for a change, and it seems likely that the second half of 1916 will differ from the first half. In the first six months the orders for munitions were piling up on top of those received in 1915, but latterly there has been a decided falling off. Meanwhile the securities representing this manufacture have had a material decline—some of them cut in half—and both manufacturers and traders in stocks are looking about for the next happening. It comes from some of the industries that more orders for war supplies are offering, but that better prices are expected later on and, accordingly, these will not be accepted. The liquidation in the stocks appears to have gone as far as one could reasonably expect in view of the heavy earnings of the properties, and such movements as there shall be in the second half of the year should be toward higher prices, although it is not in the least likely that we shall see any such boom as occurred the latter part of 1915. The element of continuance of the war must be taken into account. All signs indicate that there will be many months of it yet. British authorities are claiming capability on the part of their government to turn out war supplies sufficient for all the Allies, not to mention the production by other countries, but this is doubtless an exaggeration. It will probably be found later on that considerable help from this side will be needed.

Among the evidences of the relaxation is decline in prices which, however, seemingly does not yet extend to munitions. Chemicals are specially conspicuous. In a list of fifty standard drugs and chemicals it is shown that 70 per cent. have declined since March 1, 18 per cent. have advanced and 12 are stationary. A tumble in quick-silver from \$300 per flask in February to \$83 at the present time is one of the most picturesque performances. The price is still double that of normal times. The decline in steel, copper, lead and other metals has been considerable, but they appear to have reached points from which it is difficult to dislodge them and holders are waiting in the assurance of another lift. Rubber has been

falling for some time in spite of the enormous use in the automobile industry, but this is due to a great increase in the output of the raw material, plus "regenerated rubber," which is extracted on a great scale from various articles heretofore considered of no use. An immense increase in our exports of sugar is one of the incidents of the war period. The demand for the article in Europe appears to be limitless, and the production from our beet fields this season will be far greater than ever before. There is more talk than usual of labor troubles, although the number of actual outbreaks is small and it is a marvel that the country has passed through such a period with so little dispute between employer and employe. As to the one implement that is used in every business enterprise, money, the recent slight increase in interest rates appears to have exhausted itself, although there is not much reaction toward the old low figures. The huge importations of gold, among other things, keep rates down. It would seem that we must receive this year almost as great an amount as the unprecedented \$420,000,000 net of 1915.

An incident of the week was the announcement by the British government of a black list of American merchants trading with the enemies of the Allies. The number thus denounced is well toward 100, these concerns evidently having been caught in the act of aiding the arch enemy of civilization and democracy in its effort to convert the world to a monarchical form of government. The British government appears to be within the limits of recognized international practice during a war period, but our Government is investigating the subject and President Wilson will probably improve the opportunity by writing some more letters solely for the purpose of displaying his knowledge of rhetoric and twisting the lion's tail—for the edification and approval of German-Americans.

It is natural, in view of the unprecedented stimulus to certain leading lines of industry and trade, due to a specific cause, that collateral and even remote interests should be more active than usual. The mere profit on war orders is enough to cause a great expenditure for necessary things, comforts and luxuries. The American people are spending more money than ever before. It is a matter for surprise, however, that permanent investments in fixed forms should have been made on so great a scale considering that the war situation is temporary and must be followed by a reaction. Nevertheless this is the fact. Particularly one notes the large amount of building. This is made up to a considerable extent of factories and warehouses needed by the corporations furnishing war supplies, but also there is a gain in other lines. In the first half of this year the aggregate shown by permits in this country was \$490,646,097 against \$393,641,867 in the first six months of 1915, a gain of nearly 25 per cent. No such increase is shown in railroad construction, which has about the same appearance as heretofore, but much has been done in the line of public utilities.

Foreign orders for raw material are

the distinguishing thing in the industrial line: Italy is a large buyer of pig iron. Since June American furnaces have received order from that country for 150,000 tons and negotiations are now on for 75,000 tons more. France is also a buyer. Shell steel is wanted almost limitlessly. The British and Russian orders run rather to completed merchandise. It is claimed that the purchases for the Russian government of steel rails in the past year or year and a half run up to 700,000 tons, including over 400,000 tons said to have been closed last week. There is an uncertainty about these Russian contracts, however, that suggests a considerable reduction in these figures. The government is said to be still in the market. Among the other rail orders reported are 50,000 tons from England, while that country is said to be enquiring for 20,000 tons more and France, Italy and Sweden for 20,000, 15,000 and 10,000 tons respectively. It is claimed that rail capacity is booked to October 1, 1917. Canadian roads are asking for 90,000 tons. Barbed wire up to 200,000 tons is reported to be under negotiation. Locomotive builders are getting contracts from Brazil, Spain, China and South Africa. Recent reports of further munitions orders appear to be based on the need of large shells for the Allies. It is said that we shall get no more orders for the small sizes, but that the Allies are unable to meet requirements in shells from eight to twelve inches on account of the large proportion of women among the employes who are unable to handle them. The United States Government is in the market for nearly a million shells for the Navy with sizes running to fourteen inches, bids to be submitted on or before August 23. As to auto-trucks many, probably up to 1,500, have been commandeered by our War Department. The agricultural implement companies have been rather liberal buyers of steel but aside from that the domestic business is moderate.

It is now sugar's turn to be king. The world's sugar crop threatens to be one and a half million tons short, in spite of increased production by the United States, our dependencies, and Cuba. France has lost two hundred and fifty thousand acres of beet-sugar land to Germany, but Germany suffers from the prevalent scarcity, and has been forced to limit consumption of sugar at home. The result is that from a low price of about 2½ cents a pound, several years ago, sugar has risen to 5½ cents. This compares with a ten-year average of 3½ cents. Nor need the cane-sugar producers fear a slump at the war's conclusion due to beet-sugar competition. Many sugar factories in the North of France, the French beet-sugar center, have been destroyed. It will, moreover, take a whole year before replanted fields can show a return. In addition the recent discovery of a method, by American chemists, for the utilization of blackstrap, formerly a nuisance to every sugar manufacturer, in the making of alcohol, has added a very large item of profit to every pound of sugar.

Time works wonders. So would men, if they put in twenty-four hours each day, as time does.

AMERICA MUST BE READY.

When the Kaiser's war is ended, the Kaiser deposed, Prussian militarism consigned to the scrapheap and the German people emancipated from their present thralldom, the relations of the United States with other nations are bound to become closer and more important in a commercial and political sense. Whether this may be deemed desirable or not, it is inevitable, and we have to take into account what other nations may do in the future in possible conflict with each other which may affect our vital interests. It is to be hoped that when the conflict that is now going on is over, conditions will be so changed and national relations will be so adjusted that the danger of future wars will be greatly lessened if not wholly eliminated. But those racial, linguistic and traditional differences that lead to misunderstanding, conflict of interests and possible hostility, will long survive. The hope of a millennium of peace cannot yet be confidently cherished and that happy time will never come without a preparation requiring armed power among those who are working for it. It is as a guarantee of peace that the United States needs to be armed with a powerful navy.

There is danger of bitter resentment and surviving hostility after the war in Europe, which will be a continued menace to the future peace of the world; but it is to be hoped that the nations engaged in the conflict will be brought to their senses and can be induced to agree with terms which will be lasting and will allay the spirit that leads to renewed hostility. It is doubtful whether this can be accomplished without a strong coercive force, which shall modify the exactions of the conqueror and soothe the sensibilities of the conquered. There is not likely to be the kind of conquest in which the victor can extort terms and enforce compliance regardless of any interests but his own. Neutral nations have much at stake and will have the right to a voice, and among these the United States is entitled to the foremost place.

There are forces working for a league of nations for keeping the peace after this war, a league to which the present belligerents and neutrals will be parties. If this should be formed, the leading American nation ought to be ready to do its part in making and sustaining it, which it cannot do without the armor of a champion of the great cause. That means that it should have the panoply of a navy corresponding to its position as a sea power among the nations. How far it will need to go depends upon events yet undeveloped, but it needs much preparation in any case, and the present plan is none too great. There will not be too much done before the requirements can be better measured and it will never need to be carried beyond these. No plan will be fixed in perpetuity and whatever is adopted can be modified whenever circumstances justify it.

When you find that the truth is in your way, you may be sure that you are on the wrong road.

And sometimes a little learning saves a man from jury duty.

THE GASOLINE MARKET

Since January 1st, 1915, Gasoline Has Advanced

In the EAST 12c
We DON'T sell in the EAST

In the WEST 7c
We DO sell in the WEST

What would happen if we sold Gasoline in the EAST and not in the WEST?

To serve better a large increased number of customers calling at our down-town Service Station for our products, we will, beginning this week, place at the service of our friends and new customers an additional attendant, and we expect within a few days to install another pump on the sidewalk.

We will also open our Station at **6:30 a. m.**, and close at **10:00 p. m.**

Our Champion Gasoline deserves the reputation it has of being the best for the price charged.

Man Alive!!!

When you buy Automobile Oil on a price basis you profit at the expense of wear (friction), and cost of grinding valves, cleaning carbon, and renewing spark plugs.

CHAMPION MOTOR OIL IS GOOD OIL

Made in grades to meet all requirements. Of course the price per gallon is higher than the price of most Oils.

We are not afraid to advertise our prices, as follows:

- 1-gallon Spout Cans (6 in case), per gallon 70c
- 5-gallon Square Spout Cans (1 in case), per gallon 60c
- 20-gallon Consumers Drums, with faucet attached, per gal. 57c
- 30-gallon Consumers Drums, with faucet attached, per gal. 56c
- 55-gallon Consumers Drums, with 1-inch faucet, per gal. 55c
- Wood Barrels, per gallon 50c
- 1/2 Wood Barrels, per gallon 52 1/2c
- No charge for Wood Barrels.
- In 32 and 54-gallon Steel Shipping Drums, per gallon .. 49c

Drums \$3.00 each. Credit will be given for these drums upon return of same.

Service Station prices in small quantities:

Pint	Quart	Half Gallon	Gallon
10c	20c	35c	60c
5 gallons delivered in City poured into Consumer's own tank 50c			
20 gallons or more delivered in City poured into Consumer's own tank 49c			

DEALERS: WE HAVE A NEW PROPOSITION, EFFECTIVE JULY 20, 1916, ON CHAMPION MOTOR OIL. — WRITE, WIRE OR TELEPHONE US. — IT'S A GOOD DEAL FOR YOU.

AUTO SERVICE STATION—Rear the Smith Store,
Cor. Louis and Commerce. Open Daily 6:30 a.m to 10 p.m.

Grand Rapids Oil Company

Michigan Branch of Independent Refining Co., Ltd., Oil City, Pa.

J. V. THROOP, Manager

Citizens Phone 9558.

Bell Main 3093.

AUTOMOBILES AND ACCESSORIES

Kerosene Oil Does Not Do Away With Carbon.

It has been popularly supposed for a long time that the injection of liberal quantities of kerosene into the internal combustion engine would remove the carbon accumulations, and various specially prepared carbon removers having a kerosene base have been placed upon the market from time to time with the same end in view.

In the first place, kerosene does not dissolve carbon, as every chemist knows. There is no substance as yet discovered which will dissolve carbon.

For years science has sought for such a fluid because it is believed that if you can dissolve carbon you could crystallize it out again and make diamonds, so the search for such a substance has been most vigorous and persistent.

Anyone who desires to test this matter can try soaking a piece of charcoal in kerosene and note the results, or, better still, soak a well carbonized spark plug in kerosene and note how much of the carbon has disappeared after immersion for twenty-four hours.

Kerosene does dissolve or soften thicker oils and if there is a mixture of gummy oil and carbon on the plug kerosene will assist the process of removal by thinning out the oil and making the mixture easier to remove, with a brush or some such instrument.

It is true that if you put kerosene in the cylinders over night, that when you start up next morning a lot of black smoke will come out of the exhaust, but apparently this is simply the carbon resulting from the incomplete combustion of the kerosene, as you would naturally expect.

Carbon will come out after you put kerosene in, but it is simply the carbon in the kerosene, and in all probability there is really more carbon in the motor after this treatment than before, because some of the carbon formed by the incomplete combustion of the kerosene must be deposited on the cylinder walls and compression chamber.

It is equivalent to running too rich a mixture through the motor, which is a common source of carbon.

Now concerning the theory that the mixture of gummy oil and carbon is softened or loosened up or blown out. The usual practice is to pour in a small quantity, say a tablespoonful or so. At best all this could do would be to act on the head of the piston and possibly work around to the valve seats.

It would not come in contact at all with the upper parts of the combustion spaces and certainly you could not expect it to loosen up the coating with which it does not come in contact.

Experience has shown that the running of a motor is sometimes better after using the kerosene than before. This improvement is probably due to giving the valves a better seat and also possibly to some of the kerosene working down on the valve stems and springs and also to the rings, making all the parts work easier.

The use of kerosene to wash out thickened or hardened oil from any of the working parts of a motor is sound both in theory and practice. Better results would be obtained by applying it as directly as possible by means of an oil can or squirt gun to the parts where it is needed rather than by introducing a quart or so through the carburetor, while the engine is running.

As stated before, a part of the kerosene thus introduced is burnt up in the motor, making an excessively rich mixture and resulting of necessity in the deposit of additional carbon in the combustion spaces.

Good results may be obtained by the use of a small amount of kerosene in a motor once in a while, but you might as well understand how this is accomplished and what really takes place as to think that you are getting rid of carbon, which is probably not the case, as the improvement is due to bettering the lubrication and possibly making the valves seat tighter.

Constructive Imagination.

There is demand for big men right now. This is the era of reconstruction. Builders are wanted, men of broad minds, lofty ideals and constructive imagination. Every field of endeavor is specialized and only specialists are wanted. There is no limit to earning power in these specialized fields. Specialists, trained, tried and true, are worth their weight in gold. Salaries are measured by results, and results of greatest magnitude are now possible of accomplishment, because there is constant demand for great work by great men. Opportunity is everywhere. The world is ready for every great constructive work. There is an unlimited market for the product of genius, for the output of merit, for the plans of constructive builders. This is no time or place for wreckers or for slothful parasites. Even the smallest business now offers great opportunity for constructive imagination. In fact, the most successful business institutions are usually so

because of the specialized constructive imagination of some one man. Men, arise to the occasion! It is here now, right at your door. The trained mind, the courageous spirit, the indomitable will and the constructive imagination will lead to the open door of opportunity. Look ahead. There lies the road waiting to be traversed by men of determination, resolved to reach the goal of success, building as they go. Think; do things; there is great demand for constructive imagination. Leon M. Hattenbach.

The principal business of a man in office is worrying about how long the voters will stand for him.

DANISH TRADE LAW.

Drastic Penalties For Incorrect Designation of Merchandise.

Lansing, July 24—As Director of Markets of the Extension Division of the Michigan Agricultural College, I send you herewith a copy of the Danish trade law which I think would interest your readers if published and draw public sentiment toward trade abuses in "faked sales," "bankrupt stocks," etc. Please note the sections regarding "units of weight and measure" which I am advised has increased the volume of trade or educated the buyers to purchase in larger units. The other section regarding fixing retail prices as per marks thereon is said to have eliminated much of the exploitation practiced upon ignorant or transient buyers. Would like your

SPECIAL USED AUTO BARGAINS

1915 Model 5 Pass. Gray & Davis, self starting and lighting..... \$395
40 Other Touring Cars and Roadsters \$195 and up

Easy Terms—No Extra Charge

Dwight's Used Auto Exchange Grand Rapids, Mich.

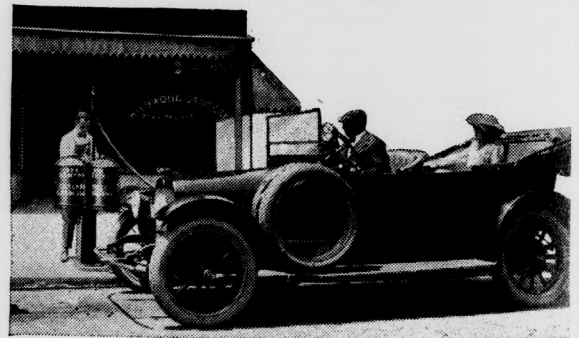
Nokarbo Motor Oil

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

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

The Great Western Oil Co.
Grand Rapids, Michigan

Gasolene
Makes the
Auto Go—
It Also
Makes It
Stop



No animal or machine will go unless it's fed—and the modern automobile has quite an appetite. Perhaps it would be better to call it a thirst—but some people might object to that. So pretty regularly the motorist has to buy gasolene, and he always prefers to buy it at a

BOWSER "Red Sentry"
ESTABLISHED 1885 Filling Station

There's a vacant spot in front of your store which might well be occupied by the "delivery" end of the Bowser System. Get the automobilists to stop for gas, and they'll come again to buy supplies for their machines, and for the things they need around the house.

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

Sales Offices All Centers—Representatives Everywhere

comments. James N. McBride. The statute referred to by Mr. McBride, known as Law No. 137, which was approved by King Christian, June 3, 1912, is as follows:

Section 1. The party who sells merchandise, or offers merchandise for sale, must not place upon such goods, upon their labels or wrappers, on signs relating thereto, or upon billheads, invoices, and other business literature, designations which

1. Either contain an incorrect statement regarding the place (or country) of production of said merchandise, their brand, material, method of manufacturing, or, at least, are of such a character as to create an erroneous presumption in any of these respects; or
2. Are calculated to give the purchasers the impression that all the various brands carried by the firm originate in the same place (or country) of production, or have been manufactured according to identical methods, although this is only partly the case; or
3. Erroneously state that the goods have been awarded exhibition honors, or have been recommended by authorities, or have obtained patent protection still in force.

Violations are punished by fines of not less than 50, nor more than 2,000 kroner. Under aggravating circumstances, especially in case of frequent repetitions, the punishment may be increased to 6 months ordinary imprisonment.

Furthermore, the defendant shall, if the incorrectly designed goods are still in his possession or at his disposal, be ordered by the judgment rendered to correct the incorrect designation, or, if the goods have not been manufactured in this country, export said goods from the country, if he prefer.

Sec. 2. If the incorrect designations of goods are published by advertisements in the press, by hand bills or by particularly conspicuous signs, such advertising will be considered as aggravating circumstance.

Sec. 3. Designations that contain an incorrect statement as to the place of production of the goods (incorrect name of the place) are not liable to the penalties aforementioned when the designation in question, according to general views or to the usage in the trade, indicates the brand or the method of manufacturing the goods, and the like, but not the place of production.

Where the interest of public justice makes it desirable, a royal proclamation shall stipulate that certain designations are to be excepted from this rule. Violation of such proclamation is to be punished as mentioned in Section 1.

Designations consisting of statements as to currency, measure and weight, will not be considered statements regarding the place of production of the goods. That another language than that of the country in which the goods have been produced, or whence they have been imported, is being used, does not in itself constitute an incorrect designation, but the decision in this respect is contingent upon the contents and the external form of the designation.

A designation which in itself is to be considered an incorrect statement regarding the place of production of the goods, shall not be so considered when a plain and tangible additional statement, giving information as to the actual place of production, has been made.

Sec. 4. In this country it is forbidden to sell, or offer for sale, goods upon which, or upon whose labels or wrappers has been placed the red cross in white field, described in the Geneva Convention of July 6, 1866, of Announcement No. 174 of July 24, 1907, as an emblem and badge of the sanitary service of the army; this emblem has been formed by exchanging the colors of the arms of the Swiss Federation; it is likewise forbidden to use the designation "Red Cross," "Geneva Cross," or other designation or names having the significance of this emblem.

Violations of this rule are punishable by fines not more than 100 kroner.

The party who, without permission, uses the said emblem, designation or name, upon signs, in advertisements, on billheads, invoices, and other business literature, is liable to the same penalty.

Sec. 5. If a stock belonging to a bankrupt or compromise estate, or to an estate of a deceased person, is being sold, no other goods may be added, provided that the sale takes place for the purpose of dissolving the business. A list of the goods, attested to by the executors of the estate, must be submitted to the local police authorities before the beginning of the sale, and is subject to the inspection of the officers or their authorized representatives—of those local commercial and industrial associations which, according to the judgment of the authorities, are rightfully interested in such inspection.

At a sale of merchandise, lots that have been purchased from bankrupt or compromise estates, or from the estate of a deceased person, it is forbidden to refer, in advertisements, announcements, etc., to the fact that the articles originated in such estate, provided that the sales comprises other articles than those originating in the estate.

Sec. 6. If a sale is said to take place for the purpose of disposing of damaged goods, or for other alleged reasons, such

as going out of business, removal, etc., a duly attested specified invoice is to be submitted to the local police authorities before the beginning of the sale, and this invoice is subject to inspection in the manner aforementioned in Section 5. Thereafter no goods must be added to the sale.

Sec. 7. No merchant is permitted to hold more than two annual season sales, and none of these may last more than a month.

Exceptions may, however, be granted according to circumstances, by the local police authorities.

Sec. 8. At auctions, where the sales articles belong to various estates or persons mentioned by name, the announcements and catalogues must plainly indicate to which estate or person the sales articles belong, or have belonged.

If the sales articles have been manufactured or obtained for the purpose of being sold at auction, it must be expressly announced whether they are sold on account of the party demanding the auction, or of someone else.

Sec. 9. Violations of the rules contained in Sections 5-8 are punished by fines of not more than 600 kroner.

Sec. 10. In commercial relations it is forbidden everyone to use a name, firm, business emblem, etc., belonging to some other party, it is likewise forbidden to use legitimate designations in a way calculated to cause confusion with legitimate designations carried by another business house.

Violations are punished by fines of not more than 600 kroner.

Sec. 11. The party who, in order to attract another party's customer, circulates erroneous rumors about the business of said other party, of such character as to be damaging to the business, whether the rumors concern the owner of the business, his goods, or other factors relating to the business—is to be fined not more than 4,000 kroner; the punishment being, under aggravating circumstances, ordinary imprisonment for not more than six months.

Sec. 12. The party who, either intentionally or by gross carelessness, circulates or uses information about business secrets acquired in the course of confidential relations as per contract, is to be fined not more than 4,000 kroner; the punishment being, under aggravating circumstances, ordinary imprisonment for not more than six months.

Sec. 13. In the retail trade, the so-called "good measure" is forbidden, provided that it does not exist in accordance with custom and usage, and that it consists of mere trifles which have no intention of attracting other merchants' customers.

Violations are punished by fines of not more than 100 kroner.

It is also forbidden to sell or offer for sale goods in original wrappers from producers or jobbers, upon which their fixed prices for the retail trade have been indicated, at a lower price, unless the sale is of the kind mentioned in Section 6, or unless the permission of the producer or jobber, or other sanction equal thereto, has been granted. (Section 6 relates to bankrupt).

Violations may, according to circumstances, be punished by fines of not more than 2,000 kroner.

Sec. 14. The Minister of Commerce and Navigation is authorized to stipulate in conjunction with the chief organizations of Danish commerce, industry and trade—that certain articles in the retail sale may be sold or offered for sale only in prescribed unities in number, measure and weight, or with an indication, placed upon the articles or its wrapper, of number, measure and weight, and a statement as to the place of the article's production.

Violations are punished by fines of not more than 600 kroner.

Sec. 15. Where violations of the rules of this law have taken place, and any individual person or business has suffered thereby, the courts are, while prosecuting the case originating in the violations, warranted in awarding an indemnity of not more than 1,000 kroner to the person or business injured, without regard to the fact that proof as to the extent of the damage can not be produced. During the prosecution, demands as to fines by agreement may also be made. In such a case the fine agreed to will be considered indemnity.

Sec. 16. Prosecution is undertaken by the Government for violations of the laws Section 1. of Sections 2, 5., 6, 7, 8 and 13 are prosecuted the laws Section 3, part 2; Sections 4 and 14. Violations of either upon demand of the directly injured party, or upon petition from the chief organizations mentioned in Section 13 in the various parts of the country authorized by the Minister of Commerce and Navigation for the promotion of business interests. Said organizations are also warranted in issuing injunctions against the violation simultaneously with reporting such violation. This injunction will be treated according to ordinary rules of justice.

The party who considers himself directly injured (for instance, by purchase of goods incorrectly designated, and sold with the incorrect designation), is, during the prosecution, entitled to recover damages.

Violations of the laws Sections 10, 11 and 12 are prosecuted by the injured party.

The cases are treated like Municipal Court cases, in Copenhagen, before the Maritime and Commerce Court.

Sec. 17. This law, whose rules of penalties are to be applied, only where harder punishment has not been provided for by other regulation, goes into effect October 1, 1912.

At the same time law No. 70 of April 27, 1894, is repealed.

By royal proclamation, the Government is authorized to enforce this law in the Faroe Islands with such modifications as may be practical.

Sec. 18. This law is to be submitted for revision to the ordinary session of the Rigstag in the year 1916 at the latest.

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A Good Tire

The Pullman Tire

is such a Tire—they are so constructed to insure

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National Special Red Tubes

Are built to give uninterrupted service for years, and to be absolutely proof against slow leaks, deterioration and decay.

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1 1/2 to 6 ton all worm drive

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

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

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Grand Rapids, Michigan

Wanted

Several sheet metal workers for general job work familiar with laying out, making up or erecting work. Experienced bench men, outside men and experienced helper. Apply to

THE B. F. GOODRICH COMPANY
AKRON, OHIO.

APPROVED!

The CLARK-ANDERSON MOTOR and the UNIVERSAL VALVELESS FOUR CYCLE MOTOR CO. were approved last week by 65 people who had the nerve to back their judgment with their money and became stockholders in the company.

Among these people were members of a committee sent to Grand Rapids to investigate the proposition.

Our stockholders now range from New York City to California and include Engineers, Automobile Mechanics, Automobile Dealers, Factory Managers, Factory Superintendents, Bankers, Conservative Investors—men who know Motors and men who appreciate Clean Organization and Honest Advertising.

Stock is selling at par—\$10.00 per share.

UNIVERSAL VALVELESS
FOUR CYCLE MOTOR CO.

416-417 Ashton Building Grand Rapids, Mich.
Citizens 7645



Fall Outlook Bright in Ready-To-Wear Trade.

Despite the many difficulties confronting the ready-to-wear trade, manufacturers are exceedingly optimistic regarding fall business. The month of June was divided between those working on seasonable merchandise, and those preparing fall models.

The warm weather at the middle of the month proved a boon to business and the retail stores in New York rapidly cleared off their merchandise.

Sport clothes seemed to be actually charmed this season, and sport coats as well as skirts had the call. Even the silk skirt generally classed as a dressy model was designed on simple line and sold as a sport model. The number of attractive materials put on the market were no doubt responsible to a great extent for the rapidity with which these garments sold. It is expected that this craze will continue into the fall season, when tennis suits will be replaced by skating costumes. Women are bent on following up the sport craze and the coming winter will see it emphasized.

It is safe to state that the early fall models are really inspired by the late summer ones. This is nearly always the case, and it is certain that the Paris models will not be eccentric or startling in any way. However, there are always many new suggestions to be found, one of which is the lavish use of wool embroidery on suits. This idea found much favor on summer hats, and is now being transplanted to the suits. It is particularly smart on sport clothes and Paris is exploiting wool embroidery in vivid colors on coat lapels, cuffs and collar as well as on skirt hems where it replaces the wide fur band of last season.

Fur in great profusion will again be employed, and, really, there is no more pleasing trimming to be found. Much is heard of the fur cape which is to be introduced on coats and suits alike.

Capes are and have been extremely popular, and the coming season will see them popularized. Coats and suits for fall show the cape effects, and even separate furs are being made along these lines. Separate coats are full length and bouffant. Many are belted, others flare straight down from the shoulder.

Every indication both here and abroad points to the continuance of the full skirt, although the severely tailored suit is being fashioned along more conservative lines.

Manufacturers are using various

methods of stiffening to distend the skirts at the hips. Haircloth is favored because of its lasting qualities and many manufacturers prefer it to all others. The hoop or reed has not proven so practical excepting for the very young girl where it is not amiss.

Fabrics will be both plain and striped, serges and gabardines again leading in popularity. Silks are lovely and so many new patterns and weaves are shown as to make the selection extremely comprehensive. New mohairs, or, as they are now called, alpacas are extremely popular and come in vast range of colors and patterns.

These alpacas have received quite a boom in Paris and will no doubt enjoy even greater popularity next season. The new weaves are so different from the old ones that women will soon recognize the difference.

Fall colors will be dark where street suits are concerned, but for sport clothes they will incline toward bolder effects.

For evening wear pastel shades are important, and the cameleon and two-toned effects are being shown. In Paris there is a strong inclination toward naming bottle green as a favorite, then dark brown and plum.

—Dry Goods.

Kazoo Kinklets.

Kalamazoo, July 24—While we are having no boom in Kalamazoo, our boys all report big business on the road and a big demand for futures of all sorts.

We note that building operations are assuming extensive proportions. Recent contracts include the new Borgess Hospital, two suburban school houses, Acme Universal Joint factory, \$15,000, Gibson Mandolin factory, \$47,000 Vincent block and W. Wooden garage on Portage street, Chevrolet garage, 100 feet front on Rose street, Cleenwerck block on East Main street, with the new bank building and Miller bathroom fixtures factory, the latter having purchased twenty acres on south side.

The repairs to the Monarch and Bryant paper mills, necessitated by the cloudburst, are nearing completion. Help is scarce and the absence of 200 boys, members of the militia, adds still another complication. The strikes which have been in progress for some weeks are settled and Kalamazoo is in shape for a fine run of business.

The project of establishing a school of salesmanship, to be affiliated with the National Salesman's Congress, has aroused genuine interest here and will be gotten under way in a short time. The U. C. T. boys should join and, no doubt, most of them will.

Joseph D. Clement.

A pessimist says that the surest way to avoid trouble, escape hardships and dodge calamities is to die young.

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.

Leading Merchants Sell NOTASEME HOSIERY

"Direct from Mill to Retailer"
For Men - Boys - Ladies - Children
A card and I will call with Samples.
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Ask about our way
BARLOW BROS. Grand Rapids, Mich.

GUARANTEED BEDDING QUICK SHIPMENTS

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Sanitary Couches
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Grand Rapids, Mich.

Safety First in Buying

SAFETY in Buying means getting the goods and the quantities of goods YOU can sell at a profit. It means knowing what to buy and getting it at the right price.

You can be safe in buying when you buy from "Our Drummer." If you haven't the current issue handy, write for it.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

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St. Louis Minneapolis
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ARE NOW ON THE ROAD

WITH COMPLETE SAMPLE LINES

FOR FALL AND WINTER

OF

Dress Goods - Outings
Flannelettes - Blankets
and all kinds of Seasonable Merchandise

LET US SHOW YOU

Grand Rapids Dry Goods Co.

20-22 Commerce Ave. - Grand Rapids, Michigan

Exclusively Wholesale



Use Due Caution in Signing Leases.

Someone has defined a lease as a mess of legal verbiage, concocted by a lawyer, signed by a tenant and landlord and read by no one. And—as anyone who has had any experience with leases will acknowledge—there is almost as much truth as humor in this definition.

Mrs. Housewife, with her spouse or daughter, enters the real estate office, is steered through several apartments, and after some fussing and fuming selects the apartment which pleases her fancy. Then the lease is made out and sent to hubby, as the business head of the family. He has, of course, been reminded again and again that it is fool-hardy to sign any document without reading it. And, of course, he intends to read every word of the lease.

Conscientiously, he commences wading through the complicated legal phraseology. He has only covered a paragraph or two before he has become completely lost in the labyrinth of mystifying legal-sounding words. Finally he gives it up. The document is printed or typewritten and seems shipshape, so far as appearances go. Besides, he has signed leases before without reading their contents and no harm resulted. So he affixes his signature, feeling that he is taking only a slight chance, and sends the lease back to the agent or landlord.

The lessee will get into no difficulty four times out of five. But the fifth time he will wish that he had been more careful in studying the contents of the lease.

And just that one chance in five that the lease is not drawn up so as adequately to protect the lessee makes it essential that he read the lease carefully and understand thoroughly its intent. He should make sure first that the terms he had agreed to orally are incorporated in the lease. Secondly, he should see to it that no other conditions are included in the document which are unreasonable in their character and which will jeopardize his interests.

It should be borne in mind that the court will be guided only by the contents of the lease. Oral agreements will have no weight in the court room, in the face of a lease properly drawn up and duly signed. The court will be moved by no plea that the lessee did not know what he was signing.

If the landlord makes any stipulations about repairs they should be incorporated in the lease. And if some clause in the lease seems unreasonable, the tenant should bring it to the attention of the landlord or agent. The latter will in almost every

case omit the objectionable clause rather than lose the tenant.

Stripped of its qualifying phrases and reduced to its simplest terms, the ordinary lease provides:

That A, the owner of a certain piece of real estate, gives permission to B to occupy the premises, in whole or in part, for a certain length of time, which is specified in the lease. For this privilege B pays to A a stated sum, which is to be paid at plainly designated intervals. B likewise accepts the premises for the purpose named in the lease, whether residential or business, promises to pay the rent at the times stated, and agrees to surrender the property at the expiration of the lease in as good condition as when he took it, reasonable wear excepted.

These conditions, when clothed in their legal garments and enlarged by several additional covenants or conditions, not infrequently assume the proportions of a short story. But the length should not hinder the prospective lessee from thoroughly acquainting himself with the contents.

A lease, once signed, becomes binding on the parties entering into it, unless its provisions are contrary to law. The covenants of a lease may sometimes be modified, but generally the amendments must be in writing. When the lease is under seal, changes must always be in writing.

A lease may or may not be recorded at the registry of deeds. If the lease is for more than seven years, it should always be recorded. Otherwise, like an unrecorded deed, it is valid against the lessor but not against a third person. Thus if the property under lease is sold, the lease would be automatically nullified. The new owner could turn out the lessee from the premises, as the lease would not be binding upon him.

In case the lease is recorded, the lease would remain good, no matter how many times the property changed hands.

If the lease is for less than seven years, however, the lease is valid against third persons, even if unrecorded.

In figuring the time of a lease, the date of its execution is not included. For example, if the lease specified that the lease shall be for one year from the first day of August, it actually takes effect on the second day, unless otherwise specified. If the date when the lease shall go into effect is omitted, it begins on the day that it is delivered.

At the expiration of the lease notice from the landlord to the tenant in-

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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**

THE fees that an Executor or Administrator can charge for settling an estate are fixed by law, computed on the amount of personal property received and accounted for and the proceeds of real estate sold to pay debts or distribution to heirs or legatees, at the following rates: 5 per cent. on the first \$1,000; 2½ per cent. on the next \$4,000; and 1 per cent. on all above \$5,000. As an example:

For an estate of \$10,000, the cost would be:

5 per cent. on the first \$1,000, collected and accounted for	\$ 50.00
2½ per cent. on the next \$4,000, " " " "	100.00
1 per cent. on all above \$5,000	50.00
Total fee charged	\$200.00

This company has had twenty-five years of successful experience in handling large and small estates.

Send for blank form of will and booklet on descent and distribution of property.

Audits made of books of Municipalities, Corporations, firms or individuals.

**THE MICHIGAN TRUST CO.
OF GRAND RAPIDS**

structing him to vacate is unnecessary. Nor is notice to the landlord necessary of the tenant's intention to quit.

Should the tenant fail to vacate after the lease has expired, two courses are open to the landlord. He may take steps to have the tenant ejected. If he allows the tenant to remain, the latter becomes a tenant at will, and he can hold him accordingly. Even if the tenant has given notice of his intention to move at the end of the term, if he remains, his continued occupancy will probably be construed by the courts as a sign of his intention to alter his decision.

This rule is modified when the failure to move is plainly shown to have been without fault or intention on the part of the tenant. Serious illness in his family would constitute a reasonable excuse. The tenant is still liable, however, for rent so long as he stays.

As a rule the covenants which bind the lessee and the lessor are independent of each other. Failure on the part of one of the contracting parties to comply with the conditions, does not necessarily release the other from his obligations.

For example, suppose that the lessor has included in the lease a stipulation to the effect that he will make repairs. In the case he fails to make repairs it will not legally exempt the lessee from paying rent. He can, of course, bring suit against the lessor for violating the covenant.

The lessee should study the clause which has reference to the payment of taxes and other assessments, if one is included. In the absence of such a clause, payment of taxes falls upon the shoulders of the landlord. Water taxes, however, are usually paid by the tenant.

In this connection it should be remembered that if the lease specifies that the tenant is to pay taxes, he is not exempted from that burden if the property is burned down by fire.

Permanently Increasing the Consumption of Candy.

If we should be asked to name one thing which would permanently increase the consumption of candy in this country we should say: "Teach the people that pure candy is a healthful food."

The consumption of candy can be increased. We venture to say that it can be quadrupled within the next fifteen years if the proper effort is made.

One of the first, but secondary things to be done is to overcome this Christmas deluge. Or might we better say the summer famine?

It is abnormal and unnatural for every reputable candy factory in the

country to be gorged and swamped with orders for the holidays and then be forced to do a mediocre or under capacity business during the remaining ten months of the year.

There is a definite cause for such conditions and that cause is this: The consuming public considers candy a luxury. Candy is not thought of as a food; an every day delicacy may be eaten in August as well as December and enjoyed as thoroughly.

The people are afraid of candy. And the reason they are afraid of it is because every mother's son of them have had it preached to them and at them since childhood that candy is injurious and should be eaten only occasionally.

This is the thing and the one thing that the confectionery industry must overcome if it hopes to come within shooting distance of its possibilities.

So long as we are content to work along singly and spend our force on trying to see how much of the other fellow's business we can get, rather than getting together in a common cause to change the whole mental attitude of the country regarding our beloved and greatly misunderstood product, we will continue to try to make enough money in November and December to foot the bills for the rest of the year.

What if every one of our one hundred million people should all at once realize that pure candy is a healthful food and should be eaten moderately every day in the year? Talk about ammunition factories being prosperous. December 25 would then not have it on August 4 to any great extent. Candy can be kept easily and

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MEMBERS
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Private wires coast to coast
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Does not put the stock market up because it is done on reactions.

There are good chances to make money. Let us assist you.

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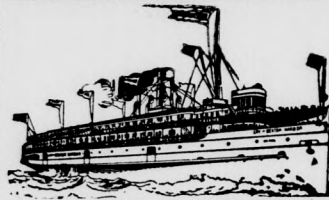
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Grand Rapids, Michigan

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DAY AND NIGHT BOAT
TO CHICAGO
FARE \$2.75

GRAHAM & MORTON LINE
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Boat Flyers—Twice Daily
Leave Interurban Station, Foot of Lyon
St., rear of Pantlind Hotel, at

*8:00 a. m., 9:00 p. m.

*Except Sunday—Flyer for Day Boat
Leaves Sunday 11:00 a. m.

EVEREADY FLASHLIGHTS

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

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

We're EVEREADY headquarters. Consult us.



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

Conservative Investments Combining Safety with Income

Write for our list of offerings

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CONSERVATION

The conservation of your estate depends upon the Executor and Trustee. Obtain this essential qualification by appointing this Trust Company as Executor and Trustee.

The Company's permanence is assured; its experience in handling trust business is broad; its very existence depends upon the faithful performance of its duties; its highly specialized service costs no more than the service of an individual.

ASK FOR BOOKLET ON "DESCENT AND DISTRIBUTION OF PROPERTY" AND BLANK FORM OF WILL

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Safety Deposit Facilities at 50c per month upwards

Ottawa at Fountain

Both Phones 4391

economically in summer.

All that is needed is some actual co-operative effort on the part of our large candy manufacturers to develop practical ways and means to successfully combat the summer heat phantom.

The public has been educated along lines far more difficult.

Let every manufacturer, jobber and retailer put this on his stationery, his packages and his displays: "Eat more candy—it's good for you"—then talk it.

That, even, would help but nothing big will be accomplished until a group of big men take hold of this big subject and solve it in a big way.

Nation-Wide Candy Day.

The National Confectioners' Association, at its recent convention held in Detroit, on the recommendation of the resolutions committee, voted to designate the second Saturday of October in each year as Candy Day. This day falls on October 14 this year and every manufacturer, retailer, jobber and salesman should unite in making the day one of National significance.

On this occasion, members of the National Association are to induce retailers to install elaborate window displays and are to prepare special advertising to stimulate the candy trade. "Apple Day" has become Nation-wide in observance and there is no reason why "Candy Day" cannot be as widely observed if the trade will only co-operate in the matter.

There is no question but that the consumption of candy can and should be increased and the setting apart of one particular day as an occasion when people will buy and eat more candy is a big step in the right direction. The next few years ought to see the consumption of confectionery products more than doubled.

Besides making attractive window displays and carrying on special advertising on October 14, make this day an occasion to teach the people that pure candy is a healthful food. Don't forget that the average individual has had it preached into him since early childhood that candy is injurious and should be eaten only occasionally. The public has been educated along lines far more difficult. Let every one get his shoulder to the wheel and help drive home the fact that we should eat more candy every day in the year!

Good Advertising.

The advertising manager of a large concern that does much National advertising gives the following instructions of how to get the best results:

Choose a merchandise field you are capable of covering. Then cover it.

Know all there is to know about your branch of business.

Have enough of the right goods at the right prices at the right time.

Tell the people about these goods frequently, frankly and as interestingly as you can.

Satisfy all calls for advertised goods, no matter what it costs to do this.

Most bass singers sound like a big noise with a skin stretched over it.

MAY SOAR STILL HIGHER.

Sugar Will Reach Higher Level if War Continues.*

The history of sugar begins way back before the Christian era, sugar having first been known to the East Indians and Persians and then to the Greeks and Romans. About 320 years before Christ, a Greek philosopher called it "a sort of honey extracted from canes or reeds." A sea captain of Alexander the Great, returning from one of his expeditions, told of "reeds in India yielding honey without bees." Pliny described the sugar confections used at that time in Rome, attained at great trouble and cost from the Orient, as "honey collected from canes." The Saracens, however, were probably the ones that introduced the sugar cane into Europe, in the ninth century, when they conquered Sicily, bringing with them their sugar cane and its method of cultivation and manufacture, where in 1166 the king of Sicily donated a mill for crushing sugar cane to the Convent of St. Benoit. From there it was probably carried to Spain and Portugal, which started this industry in the Canary and Madeira Islands and then in the West Indies and South America in the fifteenth and sixteenth centuries.

About eighty years ago the available cane sugar from the producing countries was about 500,000 tons, while in 1916 the production will amount to over ten million tons.

The condition of the sugar market in the last two years, owing to the war in Europe, has been abnormal, and in order to have a better understanding of the condition it would be well to consider the crops of the world.

As you no doubt know, the beet sugar industry was not started until the time of Napoleon, when, on account of blockades, incident to wars with England, it was impossible to import cane sugar, and he started experiments of extracting sugar from beets. It was afterwards taken up by Germany and other European countries, so that by 1880 there was as much beet sugar produced as cane. From then on until 1909 there was slightly more beet sugar produced each year than cane and since then, while the cane production of sugar has been slightly more than beet each year, still, speaking broadly, the crops have been about equal.

In this connection it is interesting to note the great strides made in our domestic beet sugar industry in the last twenty-eight years. In 1888, there were two factories operating, producing 1,800 tons. In 1916, there are sixty-seven factories in operation, producing 780,000 tons. Michigan was one of the pioneer states in developing this important industry, and ranks among the largest beet producing states in the country.

In the year 1914 the cane crop amounted to 9,800,000 tons and the beet crop, 8,900,000 tons; a total of 18,700,000 tons. This year the sugar production is 10,300,000 tons of cane

*Paper read by W. W. Frazier, Jr., of the Franklin Sugar Refining Co., before the recent Detroit convention of the National Confectioners' Association.

Kent State Bank

Main Office Fountain St. Facing Monroe

Grand Rapids, Mich.

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

Resources Over

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Complete Banking Service

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- Letters of Credit
- Foreign Drafts
- Safety Deposit Vaults
- Savings Department
- Commercial Department

Our 3 1/2 Per Cent Savings Certificates are a desirable investment



Bank Fixtures For Sale

The banking fixtures now being used in the main office of the Grand Rapids Savings Bank are for sale. These fixtures are all practically new. They are of attractive design and of substantial quality. Possession can be given just as soon as The Grand Rapids Savings Bank takes possession of its new building and new banking home. A bargain for any bank looking for a practically new and modern equipment. Ask for Vice President Brandt or Vice President Coleman.

The Grand Rapids Savings Bank
Monroe and Ionia St.

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



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

3 1/2

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus **\$580,000**

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

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

sugar and 6,300,000 tons of beet sugar, making a total production of 16,600,000 tons—a shortage in the world's supply of over two million tons, as compared with 1914, taken entirely from the beet sugar crop. This shortage, as you know, is caused by the war in Europe. Germany and Austria, which produced in 1914, 4,400,000 tons, have reduced their production 1,700,000 tons, in order to provide crops of wheat and corn. The French production was from 800,000 to 900,000 tons. The country where most of this was grown is now in the possession of Germany. The Belgian crop is practically wiped out.

England, at the time of the war, was used by Germany and Austria as a dumping ground for their surplus crop of refined and raw sugars. Due to this fact, the capacity of the English refiners, working full capacity, would only supply half of the refined sugars consumed in Great Britain, whose per capita consumption is the greatest of any large country in the world. As a result, that country was obliged to turn to the United States for its refined sugars, the only other source of supply being the white sugars of Java and Mauritius.

France also, six months after the war opened, instead of exporting sugar as formerly, was obliged to import more than two-thirds of its supply and in this last year Greece, Switzerland, Italy, Norway and Sweden have bought large quantities of refined sugars. Even Holland, where they grow beets to a large extent, had to buy some refined sugars from us the other day. Shipments are also being made to Belgium, Portugal, Malta, South Africa and Argentine.

Before the beginning of the war, in August, 1914, everything pointed to large crops of raw sugar and consequently low prices for refined. Within two weeks after the war started, raw and refined sugars had advanced over 2 cents a pound, due to England entering the market and competing with the American refiners in securing their supplies of raw sugars.

In 1915, owing to speculative buying of raw sugars, the price advanced so rapidly, in anticipation of a shortage that did not yet exist, that towards the end of March the market became top-heavy and nobody seemed to be using sugars, even during the active consumptive season. In consequence, there was a very unsteady market until the stocks in the hands of the grocers and manufacturers became actually exhausted. Then the shortage in the world's supply for this year began to be recognized and immediately the market strengthened and advanced a cent a pound before the first of the year.

England and France, having stayed out of the market too long, having hoped to purchase sugars at lower prices after the turn of the year, were obliged to come into the market and buy sugars, both raw and refined. This condition, combined with the purchase of other countries, created an enormous demand and since that time refined has advanced steadily and rapidly, refiners finding difficulty

in supplying the demand.

During this period, refined has advanced 2 cents a pound to 7 $\frac{3}{4}$ cents, while raw sugars have advanced even more than this. The difficulty in securing tonnage to convey the crop from Cuba has prevented any accumulation of stock here, so that since the first of the year stocks have been very light. This has been another source of strength to the market.

In regard to the future, providing the war continues, it seems to me, we should see higher prices, before the active consumptive season is over. Taking into consideration crop estimates and the first four months' figures on export sugar to foreign countries, very bullish results are shown. The crops available to the United States, for this year, amount to slightly over five million tons—three million coming from Cuba, over one million from Hawaii, Porto Rico and Louisiana, almost eight hundred thousand from beet sugar states and the balance from the Phillipine and West India Islands.

The total consumption of the United States last year, in round figures, was 3,800,000 tons, which, deducted from the total crop of raw sugars available for the United States, would leave available for export 1,300,000 tons. Cuba exported to Europe the first four months of this year 330,000 tons and American refiners exported 240,000 tons of refined sugars during the same period. This demand is likely to continue during the first half of the year. Later on large quantities will be exported from Java and Mauritius, which will help to supply the European demand.

England is trying to curtail her consumption this year, as you have no doubt read in the newspapers. If she is successful in her object, she hopes to decrease it about 400,000 tons. So far, although having a war tax of about 3 cents per pound, she has been using almost as much sugar this year as she has been accustomed to use and if there is any curtailment in her consumption it must be brought by the action of the Royal Commis-

sion on sugar supplies, which makes all purchases for England and France.

Even should the war cease during this year, it would be impossible to increase the actual supplies of beet sugar in Europe until the fall of 1917, when the sowings of that spring would be harvested. It looks, therefore, as if the sugars would remain on a high level for some time to come. Taking into consideration the enormous advances which have occurred in all products affected by the war, the advances in the price of sugar have not been excessive.

In closing, may I remind you that in these times of high cost of living, sugar, on account of its great value in producing energy and heat, is relatively much cheaper than many foods, so that there is great economy in using as much sugar as we can with other foods. It necessarily follows, therefore, that those confectioners who use the largest percentage of sugar in their candies give the best results in food values.

GET IN ON THE GROUND FLOOR OF THE BEST INVESTMENT PROPOSITION IN AMERICA

THE OPPORTUNITY IS HERE

Many investment opportunities are erroneously described as "sure-things" by promoters who forget that the only sure things in life are death and taxes, but occasionally there does come into view a proposition which merits all the encomiums which the most enthusiastic promoter can lavish on it.

If you have a natural monopoly, an unlimited supply of something which is just as staple as wheat for bread; if you had the very best quality in the world of that particular commodity; and if you could produce your material on the market at a cost which would enable you to completely distance any domestic or foreign competition:—would you consider yourself fortunate or not?

Any company which can offer the investor a chance to share in the benefits of such a situation may safely claim that it is giving investors a chance to come into something which cannot help but make enormous dividends.

Here is the story in a nutshell:—The Fuller's Earth Company of America control 960 acres of California land on which there is not less than 15 million tons of Pure Commercial Fuller's Earth, which mills 100%, leaving no debris or tailings. This earth can be milled, crushed, transported to railroad, placed in sacks and put on cars F. O. B. for \$3.25 per ton. The earth has been chemically analyzed; it has been physically analyzed; it has been commercially tested and endorsed for every purpose that the best English earth is used. A mill has been built, with necessary machinery, buildings and transportation facilities, warehouses have been erected, and samples of earth produced for commercial purposes.

The Company wants to more rapidly develop the properties. It offers 5800 shares of stock, which is non-assessable, at \$10 par value, out of an authorized issue of \$100,000 and has a treasury reserve of \$100,000 (One hundred thousand dollars) available for future stock dividends. Not a share of stock has been issued for anything but tangible property and there is no "water" in any form in the stock issue.

Prospects of dividends are exceptionally bright. If the Company handles only 12,000 tons of earth per annum, it will make over \$81,000 for its stockholders. Allowing a dividend of 81 per cent. would be very much like finding the money. Small investment in this stock is strongly recommended by a large number of prominent Detroit business and professional men who are of the opinion that an investment of \$1,000 in this stock will be likely to pay sufficient dividends to ensure a competence.

Last year of which any record can be had, that is 1914, there were nearly 70,000 tons of Fuller's Earth consumed in the United States, the greater proportion of it coming from England. Its use is increasing at the rate of 20% per cent. per annum. This Company could have supplied the entire demand from its deposits and never noticed the movement. It alone could take care of the demand from the United States for a hundred years at the same rate and would still not exhaust its resources of earth.

This investment comes as near being a "cinch" as anything could ever be. Read the second paragraph over again.

An issue of Fifty Thousand Dollars worth of common stock, at par, will be made at this time, issued to applicants in the order of receipt or application. The stock is sold, for a limited time, at par, i. e., \$10.00 per share, up to the end of the period of allotment, after which the stock remaining will be placed on the market at a premium.

It is an opportunity to invest in a concern which is intrinsically valuable, which has natural possibilities far beyond the dreams of avarice, yet which is conducted in a conservative manner by men of the highest probity. The security of every dollar invested is thoroughly established. Now is the time to buy your stock. Fill out the attached form and mail or send to the offices today. Acknowledgment of every subscription will be made as soon as received, and stock allotted in order of application. Subscriptions over the amount desired will be returned. Make checks payable to Fuller's Earth Company of America.

IF YOU WANT A WINNER - LOOK INTO THIS ONE

FULLER'S EARTH COMPANY OF AMERICA
(MICHIGAN CORPORATION)

822 Ford Building

DETROIT

MICHIGAN

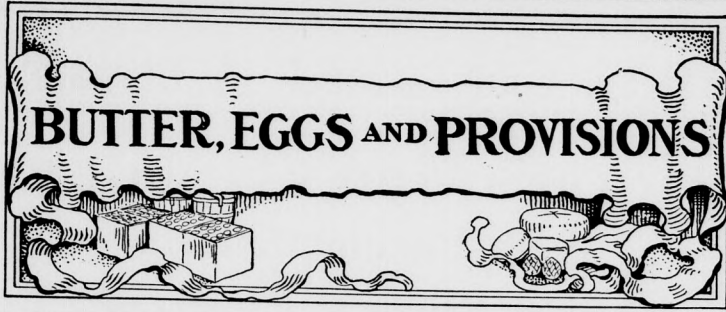
Please send particulars on your

FULLER'S EARTH PROPOSITION

Name _____

Address _____

M. T.



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.

New Deal in Egg Inspections.

According to new rules recently adopted by the New York Butter and Egg Exchange, the egg inspection department of that body is being reorganized on an entirely new plan, which, it is believed by the promoters, and the membership generally, will not only be a vast improvement over the old method, but increase reliable exchange trading and serve a long felt need of Western egg shippers and out-of-town buyers of eggs on the New York market.

A large room has been engaged on Jay street, between Washington and Greenwich streets. It is on the second floor, equipped with an entrance separate from the ground floor stores, and with ample elevator facilities. This large room is being fitted up with modern candling facilities and will become the official inspection quarters of the N. Y. Butter and Egg Exchange under the general management of Harry V. Bixby, the Chief Inspector. As soon as the quarters are finished, which will be in another day or two, all eggs inspected under the auspices of this Exchange will be brought to this department and placed under the exclusive control of the Official Inspector for thorough examination and classification.

It is designed that all eggs sold under the call on the N. Y. Butter and Egg Exchange must be officially inspected and their grade determined so that the Exchange can have a better supervision over the business done on the call. All samples of eggs submitted for inspection, wherever located, are to be drawn by public carmen employed by the Exchange and sworn to select samples according to the Exchange rules and only when the whole lot is at hand for such selection. It will be the duty of the Chief Inspector to see that deliveries are made in strict accordance with the terms of sale, and the collection of penalties for failure to deliver or accept as agreed is put up to the Superintendent of the Exchange and will no longer be at the option of traders themselves.

The plan of having an official Exchange inspection department, in separate quarters under the Exchange control, and of requiring that all call sales must be subject to official inspection, was first proposed by

Charles F. Droste, Jr., who is now chairman of the N. Y. Butter and Egg Exchange Committee. With the assistance of his fellow members on that committee, Mr. Droste has developed the details of the plan with great labor and the careful consideration that his larger experience as an egg merchant has fitted him to give to it. It is expected by Mr. Droste and others who have worked with him to put the plan into effect, that the establishment of a complete official inspection department, fully equipped to give adequate inspections in separate, Exchange controlled quarters, to which, while visitors will be welcome, all parties interested in the eggs under inspection will be excluded, should be of great service not only to local traders, but to shippers and out-of-town buyers. A form of associate membership has been arranged for by which shippers or buyers can secure the services of the inspection department for the examination and grading of any lot of goods upon which they can furnish an order to draw sample. Fees for inspections are \$1.50 for 100 cases or less, \$2.50 for 101 to 200 cases, \$3.50 for 201 to 300 cases and \$4.50 for 301 to 450 cases.

The Chief Inspector, Harry V. Bixby, is well known as a thoroughly competent and reliable egg expert. He has at present employed three deputy candlers and the quarters provided for the work are ample to extend the force to larger numbers as needed.

Worth While Selling Hints.

Some good thoughts on retailing were embraced in an article by Raymond Welch on the value of training department store salespeople. Writing in *Printers' Ink*, he showed that in one large store nearly 35,000 additional sales were made in six weeks, largely as the result of such instruction. He described methods employed in the training of salespeople in a store. Here are six selling hints which were a part of the course:

Sell to the person who controls the decision when two persons are discussing the same purchase.

Introduce goods that belong to a complete line of similar things so more than one article may be sold.

Show two or three articles in rapid succession rather than showing one and waiting until it is decided upon.

Immediately stop showing other goods when the customer has found something that pleases.

Avoid any semblance of forcing goods, but do everything possible to help the customer in buying.

Never argue with a customer.

**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

Butter Orders Wanted

for fancy pasteurized print butter—
 quality always uniform.

RIPON PRODUCE COMPANY
 Ripon, Wis



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

HART BRAND CANNED GOODS

Packed by

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

Michigan People Want Michigan Products

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.

**Watson-Higgins
 Milling Co.**

Merchant Millers

Grand Rapids, Michigan

Owned by Merchants

Products Sold Only
 by Merchants

Brands Recommended
 by Merchants

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.



Ideas of Parisian Footwear.

A Parisian correspondent writes:

"Everyone is much interested to know what the evolution of the mode will bring forth in the way of footwear. Although London shows an inclination to create rather audacious novelties in this line, Paris will bring more moderate ideas that will be in perfect taste. It is unnecessary to give at this time the reasons for this course of action, as it is the natural result of circumstances. Without argument, the French industries, as always, claim first place in the realm of creation and invention, but less than ever do they want the artistic, the fanciful, and the truly elegant, confused and mistaken for the eccentric. Therefore, Paris would not accept either the 'window' shoes (for it is impossible to make them and sell them to women of impeccable taste) or the flowered-colored boots.

"Mr. Hellstern, an authority on this question, gives the following as his opinions:

"He believes in the continued popularity of boots buttoning in the back, and also of boots trimmed with little revers made of a combination of kid and patent leather. For a dress shoe, he is preparing the 'basque' made of elaborate worked leather, which will be a combination of a shoe in the time of Francois the First, with two caps and strap with a buckle, and a shoe of 1830, of leather or embroidered satin with ankle strap, and two buttons behind and under the instep. All styles will have the high heel, of course.

"Mr. Galoyer, chairman of the Syndical Committee on Footwear of Paris, was kind enough to give his views fully on the subject:

"In principal, he said, 'not one of our creations depart from what really refined and exclusive women could wear and would wish to wear. Among my large American clientele I could not find a single patroness who would accept the 'window' shoes or the 'flower' shoes, which London recommends.

"The only feature which is always appreciatively received is the colored shoe to match the gown, sometimes only the top colored and sometimes the whole shoe, fashioned in glazed kid, very fine and flexible, soft as a glove, and always cut with a very high top.

"For afternoon wear, the shoes either exactly match the toilette, or else sharply contrast. For evening wear, the pumps are of the same material as the gown."

The Fighting Soldier's Footwear.

"Shoes have much to do with the success or failure of the armies now contesting on European battle fields," declared Dr. Robert B. Osgood in an

address before the orthopedic section of the American Medical Association at its recent convention in Detroit. Dr. Osgood has just returned from France, where he was a member of the American Ambulance Corps. During his stay in Boston he made a study of the effect of shoes upon the efficiency of soldiers.

"European surgeons have learned a great lesson in the recent conflict relative to the proper care of the feet and have learned that the shoes worn by troops before the war were not of the kind that would enhance the efficiency of the fighter," said Dr. Osgood. "As a result of this study the commissary department of European armies are buying a better grade of shoes and are paying more attention to proper fitting.

"Startling figures on improper shoes were learned at the battle of the Marne, where it was found that 30 to 40 per cent. of the men in the trenches were inefficient because of sore feet and that these sore feet were being caused by shoes that did not fit properly and that were not strong enough to resist the terrific grind to which the men were subjected. Throughout Europe surgeons are learning that better shoes means less amputation.

"Much of the efficiency of the American army is due to the fact that the United States soldier wears far better shoes than his European brother. Battles in war and in life may be won or lost by shoes alone."

Selling Shoes on Replacement Values.

A large manufacturer of leather and factory supplies, recently returned from an extended trip, says that some shoe manufacturers are giving the benefit of previous purchases and contracts to their customers. They are running full capacity making and delivering shoes at prices that could not be duplicated if based on to-day's leather market. This condition has about run its course. When the last deliveries are made the salesmen will go out with samples figured on the present cost of production with advances of from 50 to 75 cents per pair.

Will conservative buyers pay the advance and order normal stocks, or will they feel their way and buy only for immediate requirements? There is no reason to doubt the permanency of high prices and each merchant must solve his own problem. Conservatism will act as a balance wheel and after the arguments are all in staple shoes will be sold to the consumer at prices based on actual cost of materials plus the cost of production. No one concern or group of concerns can control market conditions which must be met in the production of footwear.

Here's Your Chance! A Bargain!

Hood's Men's Holiday

With Pneumatic Heel

At Cut Prices to Close Out

75 Cts.



75 Cts.

This is the DRAB canvas Holiday
Our biggest seller last year, at \$1.10 and \$1.00
Made with loose lining and pneumatic heel
Leather insole First quality

**We offer while they last Men's Oxfords or Bals
at the special price of 75 cents per pair**

State which you want, but better let us know if we can
send the other if your first choice is gone.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

Tennis Foot Wear

HOT WEATHER PREDICTED LATE INTO FALL

BIG SALES ON TENNIS YET TO BE MADE

SEND US YOUR ORDERS FOR

**Champion White and Black
Bals and Oxfords**

Campfire (a better grade) White Only

**Week End with Heel
Bals and Oxfords**

SEND YOUR ORDERS TO

HIRTH-KRAUSE COMPANY

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Michigan

DETROIT DETONATIONS.

Cogent Criticisms From Michigan's Metropolis.

Detroit, July 24—The annual picnic given by the Burroughs Adding Machine Co. was held at Put-in-Bay last Saturday and was attended by 1,000 employes. A programme consisting of games and athletic competitions was provided.

Taking the Bay City Board of Trade at their word, that Wenona Beach is not the weed and mud hole that the Saginaw correspondent claimed it, there must be some place in that fair city, where there is plenty of mud, judging by the amount hurled at the unfortunate Mr. Steward by the over zealous Board of Trade.

The news of the sudden death in St. Ignace last Friday of Charles A. Wheeler, representative for the Delamater Hardware Co., came as a shock to his family and friends in this city. Friends of Mr. Wheeler who were with him but a few hours previous to his death say he appeared in the best of health and spirits. He was one of the pioneer traveling salesmen in the State and was one of the best known. His territory for many years was in the Upper Peninsula and as he made his headquarters there, he joined the United Commercial Travelers in Marquette. For a number of years he has been Secretary of Upper Peninsula Council, No. 186. He had always been an ardent worker for the organization and had passed through the chairs of the Grand Council. Mr. Wheeler's friends numbered hosts of traveling men and merchants in all parts of the State. Surviving are his widow and three sons, Allen, Kenneth and Lloyd Wheeler.

Mr. Lobensky, of Lobensky & Sons Co., clothiers, Grand Rapids, was in Detroit on a business trip last week.

The big clothing strike in New York was ended last week. This ought to suit most everybody.

Thomas H. Ross, Secretary of the Romaro Machine & Tool Co., 215 Montague street, Brooklyn, N. Y., was in Detroit last week looking for a site preparatory to moving the factory here. The company decided to locate here because the principal business is the manufacture of automobile tools and other devices connected with the automobile industry.

Charles Donohue, special city representative for Burnham, Stoepel & Co., is highly elated over the arrival at his home last week of lusty lunged baby boy.

Roy Kirkem, buyer for the Neddermeyer Co., Richmond, was in Detroit last week on a business trip. Mr. Kirkem leaves this week for a trip to Manistee, where he will meet his wife, who is in that city visiting her parents.

Glass blowers will meet in Detroit in 1917. There are many things including large glasses to blow about in Detroit.

Neumann Bros., druggists, 2364 Jefferson avenue, East, have opened another store at 2440 Jefferson avenue, East.

The soldiers who have been discharged for physical disabilities are not asking Uncle Sam for much. What they ask for is fare.

The Detroit Savings Bank building, Woodward and Milwaukee avenues, is nearing completion.

A branch bank is being erected for the Michigan State Bank in Hamtramck.

On Wednesday the grocers of Detroit will hold their annual picnic at Tashmoo Park. Several thousand

grocers, employes and families and friends are expected to attend. The feature of the day will be a tug of war between the grocers of the East side and grocers of the West side. The winners will receive a prize of \$120 in gold. The stores will be closed all day.

Frank MacDonald, one of the best known cigar dealers in Detroit, died last Friday as a result being overcome by the excessive heat.

During the hot spell local U. C. T. activities are held in abeyance, but preparations for a strenuous fall and winter campaign for new members is being planned, so announces Senior Counselors Frank Ferris, of Cadillac, and Elmer Brevitz, of Detroit Councils. Both aver also "as how" each organization is going to make an effort to get their share of the prevalent prosperity in Detroit.

The John A. Crowley Co., manufacturer of electric steel wheels, Michigan and Hubbard streets, entertained the department heads at a banquet at the Detroit Athletic Club Saturday night. The company is completing a new plant in Detroit with melting and refining furnaces. This will give a yearly output of 50,000 tons of high grade steel.

William Canfield, department manager for Burnham, Stoepel & Co., returned from a business trip to New York this week.

Fred Reick, of Reick & Gust, clothiers, Utica, was a Detroit business visitor last week.

Joseph J. Martin, a former Detroit boy, now with Lord & Taylor of New York, is visiting his parents in this city. He is accompanied by his family. Before leaving Detroit Mr. Martin was employed by A. Krolik & Co.

The great fault with mid-summer correspondence is that there is more news than ambition.

When a bandit requested Martin J. Maloney, grocer at 276 Brooklyn avenue, to throw up his hands, he did so but at an angle of 45 degrees, knocking the gun from the hold-up man's hands and then leaped on him and knocked him to the floor. Mr. Maloney is President of the Federation of Retail Merchants of the United States, and chairman of the board of directors of the Detroit Retail Grocers' Association.

It seems unjust of the Worden Grocer Company, of Grand Rapids, to have Barney stand in the same position every time he has something to say—and after forty-five years of continuous service.

Even the most placid person is likely to get hot under the collar this weather. James M. Goldstein.

Mayer's
HONORBIT SHOES
Backed by Quality
Boosted by Consistent Advertising

Schwartzberg & Glaser
Leather Co.
Shoemakers and Shoe Store Supplies
240 Pearl St. "Near the Bridge"
Both Phones Grand Rapids, Mich.



"Brandau-Brand"

Service Shoes
FOR SHOP AND FARM

Manufactured by
Brandau Shoe Co. - Detroit, Mich.



Seasons do not affect the dealer who centers his business on the

H. B. HARD PAN and BERTSCH
(Service) (Dress)

SHOE LINES.

Day after day—week after week—the demand is steady.

Every number is a good selling style—a style that is right and will please a big majority of the people you have to serve.

You can build and hold a substantial trade among the substantial people of your community on these lines.

Every pair has in them the very best material obtainable for the service intended.

That is why the H. B. HARD PAN and BERTSCH shoe lines are superior to any other similar lines on the market.

You are absolutely safe in recommending them to your trade.

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

Outings Sell During Harvest Time



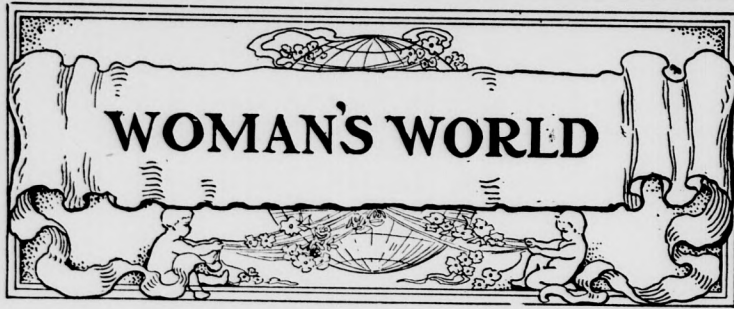
Outing shoes are the popular selling style with farm trade during the summer months.

Size up your stock often and get your share of this profitable business.

WE CARRY THESE NUMBERS IN STOCK

- 8014—Men's Black Outing Bal, Chrome Sole
- 8013—Men's Black Outing Bal, Hemlock Sole
- 8015—Men's Brown Outing Bal, Chrome Sole
- 8023—Men's Brown Outing Bal, Hemlock Sole

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.



What Are We Like Over the Telephone?

Written for the Tradesman.

Telephoning is such a common, simple, everyday and many-times-a-day act that we are apt to forget that there can be any science about it or that it has any ethical bearings. It is only when we think how many hours in the course of every year we spend talking into a mouthpiece and listening to a receiver, and how vast is the aggregate number of times in which our lives thus come in touch with other lives, that we begin to realize how imperative it is that telephoning should be done right.

We can't talk over a telephone without expressing character and personality. What do we seem like to the person at the other end? This is an important question to consider. Force, persuasiveness, fairness and breadth of mind, insight and sympathy, tact and consideration—all these can be shown over the magic wires. Certain undesirable traits, as brusqueness, dictatorialness, and lack of thought, are likely to come out more plainly here than in a face-to-face talk. The impression that many persons make by phone is less favorable than they really merit.

It is worth while to cultivate what may be called a good telephone presence—a pleasing telephone personality. Whether talking in a business way or socially, one would wish to be agreeable and at the same time, if need be, fairly forceful; to hold one's own, but always with politeness and never forgetting for a moment the rights and desires of the other person.

One of the best governing principles is this: Always remember that it is not a stick nor a stone at the other end of the line, nor a machine devised for hearing and registering what you have to say, but instead, a human being with feelings, prejudices, points of pride and of sensitiveness. Seeing no face before them, some forget this and are downright rude over the telephone. They betray irritation on slight cause. They issue commands instead of making requests. They say "See here!" and "Now listen!" Put out because of some trifling mistake or misapprehension, they "call down" the person with whom they happen to be speaking. There is no one with a particle of spirit but rightfully resents such treatment.

A good, well modulated voice, a not too rapid rate of talking, distinct enunciation, and freedom from that telephone nervousness that causes many good people always to yell into the mouthpiece—these are some of

the physical aids to the easy and effective use of the telephone.

Not alone from motives of pride and self-interest should we take care as to what we are like over the telephone, but also from consideration for other people. For the telephone is not only a faithful servant but also somewhat of a tyrant master. When we install it in home or store or office, we are making it possible that we can interrupt needlessly and annoy and bore anyone whom we can get on the line. We are giving to others the same power over ourselves. Most persons have no way of protecting themselves against intrusion by telephone.

Offsetting in some measure its strong points of usefulness, it has to be admitted that the telephone is one of the things that tend to chop the modern day up into bits, making it impossible to continue uninterruptedly at any one task long enough for satisfactory accomplishment. Since we can not think of getting along without the telephone, it is up to everybody to minimize its drawbacks for everybody else.

Here also courtesy is invaluable. Absolutely necessary for making a good impression, it is no less indispensable in easing up the wear and tear. A call may come at a most inconvenient and untimely moment, but annoyance is greatly decreased if the message or the enquiry or whatever it may be is pleasantly and politely stated. In a short article on telephone etiquette read some months ago, I recall two suggestions so excellent that I will pass them along, although I have forgotten to what writer or to what publication credit should be given.

One of these was this: When you call up the home of a friend, and not the person you are wanting but some other member of the household answers, don't make an abrupt demand for the one you wish to speak with. First talk a moment, enquiring after the health and well-being and expressing a genial interest in the family. It will leave a far better feeling. No one likes being given to understand that he or she is of no particular consequence.

The other suggestion related to the seemingly obvious fact that the person who calls up is the one who should terminate a telephone conversation. Some well-bred people do not quite understand this, and many talks are awkwardly prolonged in consequence.

One never should be guilty of discussing personalities or telling secrets over the phone. It is altogether bad

form. Even supposing you are on a main line and that the girl at central can have no possible interest in what is being said, or that the system is such that she can not "listen in," still it is likely to place one's hearer in an embarrassing position. Others may be in the room. If so they hardly can fail to get some inkling of what the talk is about. Natural curiosity may prompt the asking of questions that will be difficult to answer. Wait until you see your friend before telling her that some mutual acquaintance is supposed to be on the point of leaving her husband and going home to her folks, or that some man locally prominent is known to be nearly broke.

Hackneyed words and phrases are especially tiresome when heard over

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

MEN'S DRESS SHIRTS

A Splendid Assortment

HALLMARK Shirts

and others to retail at 50 cents, \$1.00, \$1.50 and \$2.00

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.



THE BEST

piece of goods
any dealer
can hand over
the counter.

KG BAKING POWDER

The best at any price.
Free from adulteration.
It will pay you to push K C

Jaques Mfg. Co., Chicago

the phone. With many, "Do you know who this is?" is the unvarying method of opening a conversation. Any little mannerism or affectation becomes flat and ridiculous by repetition.

There are little ways in which one can be thoughtful of the time and convenience of others. The nature of the work in which one's friend is likely to be engaged at a given time, and whether a call will necessitate going up or down stairs or through two or three rooms, may sometimes be taken into consideration. Often every purpose is served by giving the message to another. Always one should avoid calling up a busy person during his or her working hours, about some trivial matter that can just as well wait or be omitted altogether. A bit of news and a little chat in the evening may be most delightful. The same coming as an interruption at a strenuous hour in the day, would be unwelcome and annoying. The young wife who, merely to whisper a few airy nothings in his ear, calls her husband away from a "prospect" at the psychological moment for closing an important deal, need not be surprised should she find him who has sworn to love and protect her, curt and unresponsive.

The length of a social talk over the phone must be governed by circumstances. A semi-invalid or a lonely woman may heartily enjoy a long gossip conversation. Generally, however, it is best to err on the side of safety, and make the talk brief rather than too lengthy.

Friendly chat over the phone should be free and spontaneous—not many set rules need be laid down regarding it. But so far as possible keep away from what is depressing. Don't air your sorrows and grievances.

Mrs. Avon who is on a party line, continually exasperates other subscribers on the same line by holding seemingly interminable conversations in which she always is giving detailed accounts of how she has been snubbed and slighted. While considering herself quite a model, Mrs. Avon is guilty of two serious offenses: selfishly keeping from their rightful use of the line those who pay the same as she, and, what is equally inexcusable, making the load of life seem heavier to her sympathetic listener. Quillo.

Hardships of Postal Clerks.

Detroit, July 24—As a man of fifteen years' experience in the employment of the United States Government, mostly in the postal service, I agree with your editorial allegation that the Postoffice Department is in need of efficiency.

However, I do not believe that efficiency of the sort needed by this most important department of our Government, or by any branch of the Federal civil service, can be attained by the application of mechanical tests, for the simple reason that human minds are so variously constructed that they cannot be regulated by machinery and human nature resents all attempts at such regulation.

The Governmental service generally is cursed by the officious arrogance of executive and supervisory tyrants, too often stupidly ignorant of their jobs, who draw big salaries and seek reputations for efficient and econom-

ical accomplishment at the expense of honor, justice, industry, co-operation, and the very efficiency expected of their various departments and bureaus.

In the postal service men have had their homes destroyed, are being robbed of money rightfully due them under the law, barred from promotion, and otherwise persecuted. Many who have entered the service after first-grade mental tests, with the expectation of clerical duties, are performing hard manual labor after the manner of convicts, six days a week, with the added imposition of study and examination requirements, but with no time allowance for the necessary preparation. Any officer can pursue a policy of coercion, intimidation, and persecution at will, with the sanction of the Postmaster-General and even the President, and there is no means of redress for the sufferer. The navy and the revenue service also have felt the pernicious effects of meddling under the present Administration.

Efficiency and economy in public service can be attained only by employing honest, intelligent, industrious men and women, paying them liberally, treating them with absolute justice, and protecting them from the tyranny of officers with small minds and smaller souls, so as to establish a feeling of confidence and the spirit of honest, industrious, and willing co-operation among the employes of all branches and all grades. The present "system" is more conducive to treachery, indolence, vandalism, and other expressions of the human desire to "get even" with the Government for insults and injuries inflicted without just cause or provocation. The destruction of mail matter is but one form of vengeance, while theft is another, although in such cases it is the patrons of the mail service who suffer instead of the persons actually responsible for the contributory conditions.

An army can be drilled into a state of physical, mechanical, automatic efficiency in the use of arms, marching, etc.; but the same means cannot be applied successfully to the clerical and technical force of intelligent men and women upon whom the business of our country so greatly depends. Civil Service Clerk.

It is said that more than \$7,000,000 is spent every year in this country on golf balls. Here is an opportunity for some well meaning person to figure out how much good this money would have done if it had been invested in another way. Probably the people who paid for the golf balls gave more money to charity than the people who denounce the expenditure of seven millions on the gutta percha balls.

The iron grip of poverty is apt to make one's clothes look rusty.

Wanted

Men for light structural iron work on machinery guards who are familiar with designing, making or erecting guards made of angle iron, band iron, screen or expanded metal. Address THE B. F. GOODRICH COMPANY AKRON, OHIO.



**That Novelty in
Mapleine
Flavoring**
not found in any other flavor. Has more uses than other flavors—used for ice cream, in cakes, in icings, in candies, etc. Your customers will be pleased
Order from
Louis Hilfer Co.
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**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

Holland Ladder & Mfg. Co.
Holland, Mich.
High Grade Ladders of all kinds.
Write for Catalogue and Prices.

**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.

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




**'Nother Carload
"On Tap"**
Oh, me! Oh, my!—but it is a lively proposition and no mistake. Takes a wellnigh steady stream of it to fill orders.
Distributed at Wholesale by
Judson Grocer Co., Grand Rapids, Mich.



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

Hints For the Hardware Dealer in August.

Written for the Tradesman.

The mapping out of the hardware dealer's plan of campaign for August should not be a difficult problem. Like January, August normally marks a dull spell in the hardware year. It represents the breathing time between the finish of the summer trade and the commencement of autumn business. Trade is a bit slack.

Now, in slack times the indifferent merchant says to himself: "Let's sit down in a cool place and turn on the electric fan. It's too hot for us to sell, too hot for anybody else to buy. So why try?" And he doesn't try.

The wideawake merchant takes advantage of the dull spell in August; to plan for autumn, when a lot of people will be buying and when he intends to sell to everyone of them, if it's at all possible.

August is unquestionably hot; but it contains twenty-seven perfectly good working days; and that is too many working days to waste. Each one, if it can't count to the full in the matter of immediate sales, should do its bit toward making the autumn selling easier. Planning ahead in August will do a great deal toward equalizing the burden of the later months of the year.

Thus, in preparation for the coming months, the hardware dealer should determine the general lines of his fall campaign. It will pay to run over, mentally, the experiences of the previous autumn, and see if there isn't something to be gleaned therefrom for his guidance.

Fall stocks should be ordered early—it is better to have the goods in a week ahead than a week late. The shrewd merchant will not do his fall buying by the hit and miss method. It will pay him to go over the order sheets for the same period last year, to see what was bought for the fall trade of 1915; and to recall what lines sold well and what lines hung fire. Particular conditions may since have altered, and such altered conditions must be taken into account in estimating the salability of any particular line; but the experience of last fall will be a helpful guide in ordering for the coming fall. Every merchant has in mind right now certain lines which, bought in a tentative and limited way because he doubted whether they could sell, proved themselves more active sellers than

other lines in which he had absolute confidence. It's worth while for the merchant, not content with the bare, superficial facts, to ask himself why the line he doubted proved a good seller, and why the line in which he placed the most absolute faith proved a disappointment?

Doubtless, too, there will be new lines to take on, and perhaps one or two new departments to consider. The merchant who takes his paint department largely as a matter of course has to consider whether or not he will attempt a big fall-and-spring campaign. Then there is the question: Can more be done with the stoves and ranges? Is it worth while to start a real pushing propaganda, to advertise liberally and to back up this advertising with a personal canvass?

"Can more be done?" is the question the wide-awake merchant will ask himself at every turn in his planning. And, on the other hand, when something additional suggests itself, the problem must also be considered: "Am I in a position to do this? Can I handle this new department efficiently?" There are few merchants who cannot find in their selling campaigns, points here and there where more aggressive methods will pay. On the other hand, the merchant must remember that he is not a crusader but a campaigner. He should bite off a liberal chaw, but he should not bite off more than he can chew.

Anyway, it's worth while to give some thought to the buying end of the business before the travelers call. Go over the stock as early as possible in August so that, when the knight of the grip drops in, you will have some views of your own as to what you need. Buy confidently but buy shrewdly.

In preparation for the arrival of the new fall stock, the hardware dealer should this month make a special effort to clear off the remnants of his summer lines. This will not merely help prepare the way for fall business but it will do much to liven up the August trade. The shrewd merchant has been pushing hard on the seasonable lines during June and July and has, we will assume, got them down to the irreducible minimum. There are, however, probably many broken lines that it won't pay to carry over until another year. It is getting too late to sell them at the normal prices.

To sell now, they must be sacrificed. Hence, the August bargain week—which, be it remembered, is not merely the clearing out of certain summer lines, but should also help to stimulate general business.

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.

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

Bell Phone 860 Citiz. Phone 2713

Lynch Bros.

Special Sale Conductors

Expert Advertising—Expert Merchandising

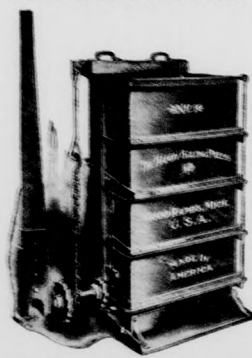
28 So. Ionia Ave. Grand Rapids, Mich.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

The Handy Press
 Turns Waste Into Profit



All Steel Fire Proof Paper Baler at

\$25.00

(Also larger sizes)

Proved by years of service

Write To-day

The Handy Press

Manufactured by

The Grand Rapids Salvage Co.
 Grand Rapids, Mich.

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

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

REYNOLDS
 FIRE  SAFE
SHINGLES

Reduces Fire Insurance Rates

Will Not Ignite from Flying Sparks or Brands!

Sold by
 All Lumber Dealers

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

Foster, Stevens & Co.
Wholesale Hardware

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

Grand Rapids, Mich.

The goods to be cleared out should be offered at such a figure as to induce a lot of customers to visit the store and see what general lines are carried. Make your specials help to sell your regular lines. A cut on some item of sporting goods may pave the way to the sale of a lot of staples. So, don't hesitate to push the regular lines to the utmost. The specials are the means to an end; and the end the shrewd hardware dealer has in mind is the stimulation of his regular business.

It may be worth while, before the bargain week is launched, to have a little conference with the sales force and select some regular lines to be pushed in conjunction with the specials on which bargain prices are being offered. Left to his own resources, a clerk is apt to miss many opportunities for pushing regular lines, but tell him: "We want to suggest such and such a line to every customer," and he'll do it. The result will be bigger sales. What lines you will find it advantageous to suggest depends very largely on local conditions.

Incidentally, the bargain week may be made very helpful in getting a line on stove and range prospects. Advertising literature can be distributed. Similarly, the fall painting campaign may be introduced, at the same time. Names of prospects can be secured. The August bargain week isn't usually such a rush occasion that the salesman can't find time to do a little gossiping with customers; and such gossiping is often very profitable, in the matter of disclosing what the customer is likely to want. Painting jobs, furnace and plumbing jobs, stove and range sales—these and a good many other items will crop up where the salesman can find time for a little, friendly chat.

The names of prospects in any particular line should, of course, be jotted down at the moment. In August is the time to compile and revise the prospect lists for the coming fall. The more compact and accessible the list, the better the results are likely to be and the more easily the selling campaign based upon it can be handled. Often the "prospect list" of a hardware store is carried in the hardware dealer's head, or in an ill-arranged note-book. Inevitably, the names of prospects recorded by this hit and miss system are in many instances lost.

The most convenient method of recording prospects is by card index. The system looks complicated to the uninitiated; and it is exceedingly simple. In August is a good time to card-index your old prospect lists. A good penman can do the work in an afternoon, although it will pay to take more time and to mix a good deal of brains and discretion with the penmanship.

With the card index or other prospect list compiled, the next thing is to map out the selling campaign in the paint, stove or other department under consideration. This, also, is work that can be done in August. So, too, a great deal can be done in hustling for outstanding accounts.

August may look like a dull, quiet

month with nothing doing; but the wideawake hardware dealer can find plenty to do.

William Edward Park.

Does Not Coincide With German View of America.

Detroit, July 24—I have just been reading the statements of Carl Schmidt to the Berlin newspaper printed in last week's Tradesman and am surprised that any man—even a German—should utter such wholesale slanders on a whole people. I have been traveling for forty-five years and have been all over Europe and America, as well as Central and South America, and can state, with a full knowledge of the facts, that the United States is the most friendly country in the world and also the most prosperous country in the world.

Schmidt states that he did not see a decent dog in the United States and that the women and children are all over dressed. The cause of their being well dressed is that they are prosperous in this country. Why have millions of Germans come to this country? Because of the great liberty and friendliness and prosperity here. Not one in a thousand could be induced to go back and live in Germany or any other European country, because of the great prosperity they have met here and the good living.

Schmidt also condemns American hotels and merchants. Now, there is no country in the world where there is so much friendship as in America and as to merchants there is no equal to America. If there is any important merchant in Germany he must be a lord or a duke or some relation to the Kaiser. A poor working man cannot live decently in Germany. That is why so many come here.

This man Schmidt must have been a German spy and driven out of our country or he would not say so many vile things about the American people. I am foreign born myself, but am an American citizen, which I feel very proud of, and know personally that there is no country on earth equal to the United States, both in friendliness and prosperity.

Just think of it! This country is not yet one hundred and fifty years old and has a population of over 100,000,000, and the wealthiest country in the world. Most all of our citizens who are millionaires started in poor men. What other country can present that record?

I assure you none at all. I have been in all the large cities in Europe and have as good knowledge of what I say as any man on earth. I know what friendship and prosperity mean. John W. Schram.

Mission of the Trade Journal.

The modern trade journal is a text book. It not only records the activities in certain channels of trade,

commerce and industry, but it also presents the best thoughts as to means, methods and measures. It tells when, where and how to secure men and materials, where to sell, how to sell and when to sell. It aims to operate against abuses and evils, attain short cuts to achievement, eliminate waste and extravagance and attain both economy and efficiency.

It serves as a medium between manufacturer and jobber, between jobber and dealer, between dealer and consumer, between the buyer and the seller. It compares product with product, quality with quality, prices with prices.

It stimulates activity, fires the ambition to excel, elevates standards in man and method and tends to bring the economic factors of the country into a more harmonious and effective relation with each other. Thus, the modern trade journal is not only a powerful factor in the industrial and commercial activities of the Nation but also one whose services are highly beneficial as well as indispensable.

William George Bruce.

We offer the following overstock cheap:—

- 10 Barrels Lime Sulphur Solution, 16c gal.
- 2 American Clover Branches . . . \$7.00
- 300 lbs. No. 4 Babbitt Metal . . . 95c
- 20 7x10 Wagon Covers . . . \$1.50
- 100 lbs. 3/4 and 1 inch Flat Rope, 6c lb.
- 30 Rolls 10 and 12 lb. Asbestos Paper \$2.90
- 275 Wood Pulleys at about half price.
- 20 3 x 24 Cast House Movers Jack
- Screws . . . \$1.50
- 100 30 ft. pieces 1/2 Galvanized Strand
- 300 ft. 4-6 and 10 inches 2d hand pipe just the thing for posts.

Van DerVoort Hardware Co.
Lansing, Michigan

MODERN AWNINGS—ALL STYLES



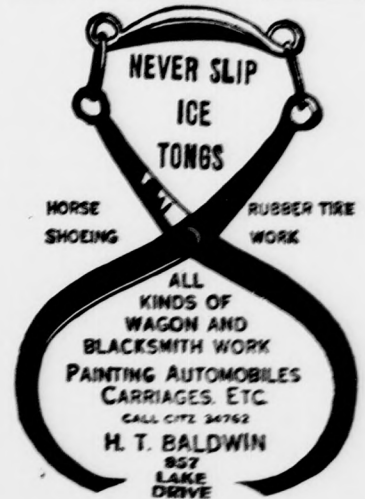
Get our prices before buying
CHAS. A. COYE, INC. Grand Rapids, Mich.

Delivery Wagons

\$47.00 \$48.00 \$55.00 \$60.00
\$70.00 \$75.00 \$95.00

One horse Larry, 3,000 to 4,000 pounds capacity, \$100.

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



"Blizzard" Ensilage Cutters



CLEMENS & GINGRICH CO.

Distributors for Central Western States

1501 Wealthy St.

Grand Rapids, Michigan



MONEYWEIGHT Scale Co.

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

**THE FIRST AND FOREMOST
BUILDERS OF COMPUTING SCALES**

GENERAL SALES OFFICE
328 W. MADISON ST. CHICAGO

ALWAYS OPEN YOUR EYES TO THE QUALITY OF THE SCALES YOU BUY



Pickings Picked Up in the Windy City.

Chicago, July 24—The last fifteen days in Chicago have made up in heat what was lacking all last summer.

All parks in the city are now at their best. Don't fail to visit them. There is only one park which has it on Chicago parks, and that is, the writer thinks, Belle Isle.

D. C. Craig, 649 Fountain street, Grand Rapids, is attending the furniture convention in Chicago in the interest of Hayward Bros. & Wakefield. Mr. Craig makes his headquarters in Chicago during the selling season.

Chicago for the past week has been headquarters for the delegates of the Loyal Order of the Moose while they have attended the National convention at Mooseheart, Ill.

Chicago was shocked last week when a negro on the West Side of the city shot down in cold blood four people—two women and two men—before he and his wife were killed by the police, but not before the house was dynamited. They went crazy over religion, is the report.

Some of Chicago's "400" are now holding country fairs in the suburbs around Chicago. The moneys thus obtained will go to the Red Cross.

The writer has talked with a number of traveling men who make from two to five states and each one reports the banner state for business is Michigan. "Oh, you Michigan!"

It is a common sight in Chicago to see apartment houses with from forty to sixty families living in them. Very few landlords in Chicago who own and manage these apartment houses object to children, some going so far as to building playgrounds in the courts. Detroit landlords, please take notice.

John Madigan, of Calumet, spent a few days in Chicago last week as a delegate of the Loyal Order of Moose.

Robert R. Olds of Ishpeming, took Chicago in while a delegate representing the Moose Order. Mr. Olds is with the A. W. Myers Mercantile Co. and reports business very good in Cloverland.

W. H. Jones, of Negaunee, proprietor of the Pocket Billiard Hall, was a Moose delegate at Mooseheart, Ill., last week and is spending a few days in Chicago on his return.

George I. Roussell, of 449 Rush street, Chicago, left last week for a trip to Detroit and through Canada. Mr. Roussell looks forward each summer to his Detroit trip. His home was in Detroit forty years ago and he still enjoys the trip.

One of Chicago's small monopolies is owned by J. J. Gibbons, of 1423 South Michigan avenue. Mr. Gibbons opened up in automobile row a cigar, candy and drug sundries store. This is the only store of its kind in the automobile district and, owing to the fact that Mr. Gibbons is very popular, a good mixer and a good business man, he is enjoying a fine business. His store is too small for an automobile salesroom. For this reason he has a little monopoly in what is known as the "Automobile Row" of Chicago.

Why go without an automobile in Chicago? There are hundreds and hundreds of places to drive and a great many of the dealers are so anxious to make sales that by paying \$200 down and so much per months,

you have the privilege of a car. This payment plan is getting to be quite popular in Chicago, but to the writer it seems to work in favor of the dealer. Any one buying a car this way, before having the final payment made, is apt to want a new one and then finds himself head over heels in debt before he is aware of it. The right way would be to buy a car according to your means and not on the monthly payment plan. Charles W. Reattoir.

Flakes From the Food City.

Battle Creek, July 24—In the long list of names of those human sacrifices offered in the interest of careless humanity, there was added Saturday the name of Russell Kenyon, 14 year old son of M. M. Kenyon, a member of Battle Creek Council. The lad was drowned at Lake Goguae, our local resort, and while the lad was not in any way careless himself, his death will surely make those who are more or less mindful of the dangers that beset swimming. Sorrowful as the loss is, yet his name might be placed with those other martyrs who lose their lives in the interest of their fellowmen.

Ed. Schoonmaker is fishing at Fine Lake. Nuff Sed!

About 12:30 p. m. every Thursday, should you be standing at the intersection of Hubbard and Main streets, in Battle Creek, you would see the rear end of a Jackson touring car vanishing in the dust bound for Fine Lake and fishing. The occupants of the car are E. C. Marshall and Frank Blow and their families and be it hereby known they never come back empty handed—and silver hooks are not a part of their tackle.

Isaac Duma, a representative of the Fleischmann Co., has been in Battle Creek for a few days supervising their local agency. Mr. Duma is a member of Columbus (Ohio) Council, No. 1.

While calling on the grocery of Eisenhood Bros., of Battle Creek, the other day, the writer noticed a pad lying on the counter somewhat different than the ordinary order book and the peculiarity of the same prompted an examination. A pleasant surprise greeted me and I certainly take my hat off to the aggressiveness and courtesy of these two boys. The slip contained the following information:

Battle Creek.....191..
Mrs.

We are out of.....
at present. Unless otherwise advised will send the above on the.....
Delivery.

Hoping this will meet with your approval.

Yours truly,
Eisenhood Bros.

The boys are compelled to get more help every once in a while and now own two large stores.

We wish to thank the weather man in advance for a nice rain.

If any of the Tradesman readers from around the State are in Battle Creek on Thursday night of any week during the summer, they should look up the municipal band concert at any one of our local parks. It is another advantage our city offers its citizens in hot weather and over 3,000 attended the last Thursday night concert.

Charles Richard Foster is in town in the interest of Foot & Jenks, of Jack-

son. Charlie is a member of Battle Creek Council and we are proud of it. Whenever we want to be cheered up, we all yell for Charlie and he has the first time yet to fail. Otto L. Cook.

When a man tries to stand on his dignity he puts his foot in it.

HOTEL CODY
EUROPEAN
GRAND RAPIDS, MICH.

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

Snyder's Restaurant

41 North Ionia Ave.
4 Doors North of Tradesman
Special Dinners and Suppers 25c

Cushman House
PETOSKEY

AMERICAN PLAN \$2.50 AND UP
Leading Hotel in Northern Michigan

W. L. McMANUS, Jr., Prop.
The place to spend Sundays.
Resort Season now on.
Drop us a card for reservation.
Special attention to Commercial Travelers and their wives.
One day Laundry Service—SATURDAYS.



J. MORTIMER RATHBONE
Manager

THE RATHBONE HOUSE AND CAFE

It's a good place to stay and a good place to eat. You have service when you want it.

If you will try us out once we'll make things so comfortable for you that you'll come again soon.

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

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.

Attention, Hotel and Restaurant Men

FOR SALE—Six foot, hand carved solid oak side board for dining room. Cost \$300 now. Bargain at \$235.
Coffee Ranch,
12 Monroe Ave. Grand Rapids, Michigan



The Hotel Geib

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

AMERICAN PLAN

Artesian Water Steam Heat

\$2 Per Day

Sample Room in Connection

GOODRICH STEAMSHIP LINES

The Cool, Comfortable Way **TO CHICAGO**

SAVE MONEY — TRAVEL THIS ROUTE — STEEL STEAMSHIPS
Connections Made with G. R., G. H. & M., G. R. & I. and G. T. Rys.

FARE ONLY \$2.75

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

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, July 17—In the matter of Broeksma & Wells, bankrupt, first meeting of creditors was held, when the following proceedings were taken: Claims were allowed by the referee and receiver's report was made and approved. Chas. H. Lillie, of Grand Rapids was elected trustee, his bond being fixed at \$500. Meeting was adjourned without day.

July 18—In the matter of Ditmar Brothers Bakery, bankrupt, first meeting of creditors was held, when the following proceedings were taken: Claims were allowed by the referee. Walter H. Brooks was elected trustee, his bond being fixed at \$500. Meeting adjourned.

July 19—Mason W. Manly, of Grand Rapids, has this day filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has not yet been called. The schedules of the bankrupt reveal liabilities of \$1,239.37 and assets of \$1,455.50, including the bankrupt's exemptions. The following is a list of the creditors of the bankrupt:

Secured Claims.
Peter Hamstra, Grand Rapids ...\$470.00
Rademaker-Dooge Co., Grand Rapids (assignment of exemptions) 250.00

Unsecured Claims.
Aikman Bakery, Port Huron\$ 11.33
Henry Brower, Grand Rapids 4.89
Brooks Candy Co., Grand Rapids 7.14
J. Dykstra, Grand Rapids 3.66
Henry Demmink, Grand Rapids 32.64
Fulton Bakery, Grand Rapids 2.90
Hekman Biscuit Co., Grand Rapids 4.05
Jennings Extract Co., Grand Rapids 2.55
M. R. Mellis, Grand Rapids 24.70
Kent Storage Co., Grand Rapids 5.75
Kent Creamery Co., Grand Rapids 60.46
Mills Paper Co., Grand Rapids 13.37
Nat'l Biscuit Co., Grand Rapids 8.86
Dr. Raynor, Grand Rapids 5.00
Sulzberger & Sons Co., Grand Rapids 9.18
Telfer Coffee Co., Detroit80
Jacob Vanden Berg, Grand Rapids 24.63
Joe Veldhof, Grand Rapids 6.46
Valley City Milling Co., Grand Rapids 13.50
Van Westendorp Co., Grand Rapids 4.56
Watson-Higgins Co., Grand Rapids 13.84
Woodhouse Cigar Co., Grand Rapids 1.83
Wolson Spice Co., Toledo 3.30
Washburn-Crosby Co., Grand Rapids 3.43
Worden Grocer Company, Grand Rapids 2.04
Bell Telephone Co., Grand Rapids 3.00
Consumers Ice Co., Grand Rapids 5.87
G. R. Gas Light Co., Grand Rapids .56
Rademaker-Dooge Co., Grand Rapids 386.36
Thomas H. McCarthy, Grand Rapids 11.00
Garret Demmink, Grand Rapids 34.43

Arthur F. Thornbury, of Ionia, has this day filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. First meeting of creditors has not yet been called. Schedules of the bankrupt reveal liabilities of \$2,736.22 and assets of \$1,844.91.

Following is a list of the creditors as scheduled by the bankrupt:

Central City Lumber Co., Jackson \$ 77.75
Willbee Morse Concrete Co., Jackson 166.54
Frank Griffies, Jackson 451.94
John H. Woodman, Jackson 75.46
Jackson Electric Co., Jackson 24.81
M. O. Dewey Co., Jackson 95.84
Looser & Lehr, Jackson 51.76
Star Hardware Co., Jackson 21.82
Smith Winchester Co., Jackson 179.99
East Builders and Supply Co., Jackson 15.00
Jackson Plumbing Co., Jackson 28.42
Chas. H. Copey, Jackson 150.00
John Kirohberg, Jackson 230.00
W. D. Crandall Co., Jackson 14.00
Central Auto & Supply, Jackson 11.37
Jackson Baggage & Express Co., Jackson 6.25
Imperial Auto Co., Jackson 1,030.60
Jackson Patriot, Jackson 3.42
Chamberlain Eng. Co., Jackson 1.29
Acorn Press, Jackson 1.85
J. A. Phillips, Jackson 15.58
G. E. Winter, Jackson 5.00
Cook & Feldher Co., Jackson 2.20
Model Clothing Co., Jackson 5.50
L. H. Field Co., Jackson 17.83
James A. Sales, Kalamazoo 49.00

July 21—Louis C. Manville, of Grand Rapids, this day filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. First meeting of creditors has not yet been called. Schedules of the bankrupt reveal liabilities of \$842.83. The assets over and above those claimed to be exempt by the bankrupt are \$476.41. The following is a list of the creditors:

Goodyear Tire & Rubber Co., Akron, Ohio\$400.00
Dr. W. C. Rowe, Grand Rapids 60.00
Dr. W. F. Hake, Grand Rapids 23.50
A. Babcock, Grand Rapids 8.18
B. F. Goodrich Rubber Co., Akron, Ohio 237.90
Creston Fuel & Bldg. Material Co., Grand Rapids 21.85
John O. Stryker, Grand Rapids 3.50
Reflex Ignition Co., Cleveland 16.50

U. S. Tire Co., Detroit 65.50
W. B. Vande Car, Grand Rapids 5.50
July 24—Albert L. Snell, of Grand Rapids, this day filed a petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The first meeting of creditors has not yet been called. The schedules of the bankrupt reveal liabilities of \$2,281.80 and assets, including those claimed by the bankrupt to be exempt, of \$278.80. The following is a list of the creditors scheduled by the bankrupt:

Secured Claims.
Harry Jordan, Grand Rapids, chattel mortgage\$100.00
Unsecured Claims.
Huige-Backart & Reed, Grand Rapids\$ 27.00
Home Fuel Co., Grand Rapids 12.75
Bodwitch Bros., Grand Rapids 41.00
M. N. Paris, Grand Rapids 9.00
Glen Austin, Grand Rapids 10.00
Dr. Rowland Webb, Grand Rapids 110.00
Dr. Dickson, Grand Rapids 75.00
Butterworth Hospital, Grand Rapids 86.50
Slootmaker Bros., Grand Rapids 9.00
Vanderpool Bros., Grand Rapids 10.00
Stowitt's Tailor, Grand Rapids 7.00
Sietse Harkema, Grand Rapids 19.00
Heth Brothers, Grand Rapids 24.00
Frank France, Grand Rapids 5.95
Stegel Company, Grand Rapids 41.00
J. E. Ryan, Grand Rapids 117.00
Farr & Solomon, Grand Rapids 225.00
Sanitary Milk Co., Grand Rapids 3.00
Evening Press, Grand Rapids 1.60
Gerrit Vonk, Grand Rapids 40.00

Kalamazoo Retailers Disport at Reed's Lake.

Kalamazoo, July 24—Five special cars jammed with Kalamazoo grocers, meat dealers, their families and friends left last Thursday morning for what was later reported as one of the largest and most successful picnics the Association has ever known.

With the sun high in the morning the band of joy seekers pulled out of the interurban station headed for Reed's Lake, at Grand Rapids, where they joined hundreds of other picnickers from the cities and towns of this section.

The only shadow that passed over the excursionists was when Mr. Bertvelt forgot to exchange tickets for his family and had to pay double fare as a consequence.

Several of the Association members started, it was learned afterwards, but for various reasons never reached Ramona.

Rhenius Bell said that although he wasn't sailing, lack of wind kept him from making the scene of festivities. He had a blow out somewhere along the road.

C. Luyendyk with the best intentions started over in his Winton Six but his gasoline tank ran dry just as he reached Gull lake. He camped there for the day.

On the arrival in Grand Rapids the retailers went for a pilgrimage through the wholesale houses. L. A. Kline during this trip was a victim of theft. His souvenir pocketbook was stolen and was replaced with half worthless calendars, good for only six months. At least this was his plea when he was found guilty of getting away with a Pantlind Hotel menu card.

Richard Early, former Alderman, was on hand with a bunch of new stories about Cinderella and how to get votes in the second ward.

Some of the excursionists were compelled to take regular cars and there was standing room only on the 9:30 o'clock flyer. Floyd Johnson and John Walsh had to leave the interurban, forfeit their tickets and seek the cushions of their own conveyance.

Probably the most interesting event of the day was the ball game staged at Ramona athletic park. The game was between teams representing Kalamazoo and Battle Creek, the former winning, 10 to 8. The brilliant work of Ed Sootsma was greatly responsible for Kalamazoo's victory. L. Stillson played so conspicuously well that it was volunteered by many that he took the direct root to the ball park.

Several search warrants were taken out for balls that went out Mark Diver's way, but Mark was always there in getting the ball back in the field. J. Carr meted out several sides

of three strikes in the row. Once in a while the third strike was held by the catcher.

W. M. Milham, Secretary of the Association, stepped out upon the ball field just once. He was asked to leave as his distinguished appearance had a tendency to distract the attention from the game. In the heat of the game Dan Taylor, realizing the need for cold wet goods, became a waiter and served trays of pop around the stand to the fans present.

Tom Gleason met so many good Elks in the city that he had to duck to make the ball game on time. He and Newman Sanford reached the ball field in time for the last inning. "Pop" Fargo slept peacefully through the ball game.

Kalamazoo won the tug of war, taking a \$12 purse. Al Rogers won the fat man's contest and a certain popular fish dealer took second.

Herman Engle and Leo French of Kalamazoo were prize winners in the three leg race, Gilman and Lake took honors in pie eating.

Received Too Late to Classify.

Wilbur S. Burns has secured a judgment for \$737.60 against Lautz Bros. & Co., of Buffalo, growing out of his relations with that house.

J. J. Rutka, the hardware salesman who resides at Howell, fell down a flight of stairs in the Moore hardware store, at Boyne City, recently, and dislocated his shoulder.

Chicago's new municipal pier, built to extend a quarter-mile out on the lake, with amusement concessions, bathing facilities, and dancing pavilions, has been swamped almost daily since its opening, with visitors who have come from all parts of the city. From this pier short trips out on the lake can be made on a great variety of craft, from launches to excursion boats. At the pavilions orchestras hired by the city play, and city officials collect 10 cents for each dance and as two encores. An auditorium seating 3,500 is provided, and it has been filled by band concerts each afternoon. The long structure is a striking sight from any part of the lakefront, for it is of great use commercially as well as an amusement center.

A crusade against the sale of immature veal is to be instituted by the Health Department of Chicago. City inspectors are instructed to co-operate with the State authorities in the enforcement of the law, and to confiscate the carcasses of calves less than four weeks old shipped into Chicago for the purpose of sale. A decision to this effect was reached at a conference between Dr. John Dill Robertson, Health Commissioner for Chicago, and W. Scott Matthews, Illinois Dairy and Food Commissioner. Strict watch will be kept at all packing houses under the city's jurisdiction and all platforms and railroad stations where meat is shipped in to the retail butchers.

Cheese—The market declined from 1/4@1/2c this week, exporters having dropped off the market temporarily. Receipts show a slight decrease over last week and about the same as last year.

C. Larson, manager for the Jurl Tea Co., has taken charge of their branch at Grand Rapids.

Activities in Some Michigan Cities.
Written for the Tradesman.

Manistee has decided to maintain no market nor employ any weigh master for the municipal market this season. The charter provides that no city money may be used for purposes other than specified in the annual budgets, except in matters of casualty or accident.

Reed City is putting in sewers and the streets have been torn up for a long time. It is expected the system will be completed within sixty days.

Every Wednesday during the summer is bargain day in Tecumseh, with free vaudeville performances to attract the people. An increased attendance is reported each week, the throng last week being estimated at 5,000. Band concerts are given in the evening.

A general picnic of Marshall and surrounding country will be held Labor Day, Sept. 4, at Lyon lake.

Johnny McKenna, 11 years old, is Flint's hero to-day. The McKennas live in Flint and the three brothers were returning home along the railroad track from swimming. They stepped in front of a swift incoming train and one of the boys faced almost certain death. Johnny darted ahead, shoved him clear of the engine, but in doing so was himself caught and his foot was crushed. He will be a cripple for life. When his mother came to him he said: "Never mind, mama, it ain't bad, and anyway I saved Harvey."

Nashville property owners have petitioned the Council to pave Main street.

Flint's Council has placed its o. k. on plans to lay about nine miles of new pavement next year.

South Haven has voted a bond issue of \$50,000 for erection of a combined city hall and armory.

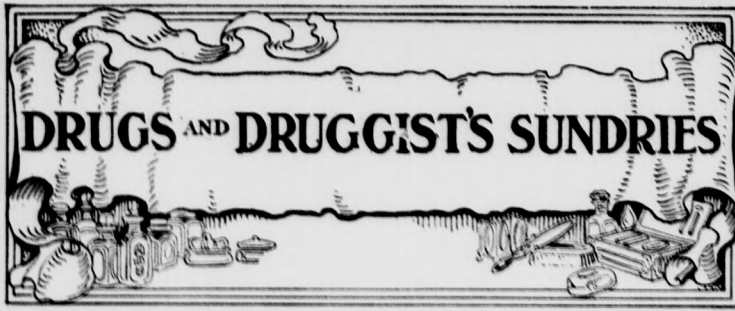
Menominee will install ten new drinking fountains.

Almond Griffen.

The New Morton House will have 250 rooms, all with private baths, and rent for \$1.50 per day. The new hostelry will not be a competitor of the Hotel Pantlind and will have no convention hall, and no banquet room. It will be a commercial hotel exclusively, catering to traveling men who do not require sample rooms, for which no provisions will be made. It is expected to begin work on the new structure early next spring and complete it in the early fall. Contracts for material will be placed so far in advance that there will be no delay in construction after work is once started.

A sheet of water near Douglas, Ariz., has been known as Poison Lake and no one cared to taste the water. It has been found that the poison is nothing less than epsom salts and a company has been formed to extract the salts from the water and turn the lake into money. Wild animals have shunned the place, but instead of poisoning anybody the lake has medicinal qualities.

The average man is miserable because he spends a lot of his time in making himself think he is.



Michigan Board of Pharmacy.
 President—E. T. Boden, Bay City.
 Secretary—Charles S. Kohn, Muskegon.
 Treasurer—George F. Shyder, Grand Rapids.
 Other Members—Leonard A. Seltzer, Detroit; Ellis E. Faulkner, Delton.
 Next Meetings—Marquette, Aug. 10 and 11; Grand Rapids, Nov. 21, 22 and 23.

Michigan State Pharmaceutical Association.
 President—C. H. Jongejan, Grand Rapids.
 Secretary—F. J. Wheaton, Jackson.
 Treasurer—John G. Stoketee, Grand Rapids.
 Next Annual Meeting—Grand Rapids, June 19, 20 and 21, 1917.

Michigan Pharmaceutical Travelers' Association.
 President—Fred L. Raymond, Grand Rapids.
 Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

Order Out of Chaos and Harmony Out of Discord.

Ezra Sheldon had been head and front of the Empire Drug Co. for twenty-five years. He could remember the time a dozen years back when the fifteen drug stores in Sanbornville were on friendly terms and the proprietors and employes tipped their hats to each other deferentially or even loaned goods willingly on occasion. Then the Richmond House Pharmacy changed hands and a new fellow came in who walked with a swagger, wore his hat at a rakish angle, smoked huge black cigars and wore noisy clothes.

Had the newcomer been content to cease offending the staid taste of Sanbornville at that point, he might in the course of time have been forgiven, but after various publicly voiced slurs concerning mossbacks, hayseeds, rubes, etc., he painted his store front a brilliant canary color, lettered it with staring, black cut-price announcements, and, backing this up by exaggerated newspaper claims, he then sat back sardonically to see the effect of the bomb he had exploded.

It is now an old story. Everybody for miles around knows how one after another of his competitors lowered prices to meet the situation until the fiercest sort of a cut-rate war was raging in hitherto peaceful Sanbornville.

After the smoke of the battle cleared away the field was strewn with dead and wounded. That is to say, those who hadn't been put out of business altogether were crippled and their prospects sadly injured by the demoralization in prices that still obtained.

The new fellow who had made the trouble had sneaked away, much like a certain type of canines which, after getting up a fight, steal away leaving those embroiled to scrap it out, tooth and nail, at the expense of flesh and fur.

Had the carnage been limited to depleted bank accounts and the in-

roduction of cheapened products, it would have been bad enough; but the mischief did not end there. Hats were no longer tipped deferentially. Neighbors who ought to have been friends glared angrily at each other, forgetful of the one who had started the row. Suspicion took the place of friendliness and discord of harmony.

Co-operation was a thing unthought of, for was not Sanbornville a place out of which no such thing could possibly come?

Then in the beautiful summer time of the year of 1914 Ezra Sheldon and his good wife Lucy decided to go on a visit to their nephew, Sheldon Babcock, a few hundred miles to the west of them. That visit was an eye opener to the vacationists.

Nephew Babcock lived in Moody, and Moody boasted nine drug stores. As far as prices and policy went, they were a unit. Every first Monday evening of the month the Retail Drug Association of Moody met to discuss and to decide mooted points. However fiercely they might argue within the four walls of their association room, it was recognized that a carrying vote meant cheerful acquiescence on the part of all and that any differences were dropped on the threshold before passing out.

It astonished Ezra Sheldon to see full prices on patents; a fixed and satisfactory charge for the time and skill used in putting up prescriptions as well as for the ingredients; no 5-cent ice cream sodas, free lunch, telephones or unrequited disturbing agencies of any nature.

Everything was arranged on a strictly business basis, the druggists were neighbors and friends as well as men of affairs respected in the community. The people regarded them as professional workers of a high order and the department stores that strove to lower prices on toilet goods found they could not touch the exclusive lines carried by the drug stores. The public was willing to pay the price for goods of superior quality.

"Looks to me," Era Sheldon said the night before they started for home, "as if Sanbornville is about as doughy a proposition as there is on the whole map!"

"But," returned his wife pointedly, "if handled right, Ezra, 'a little leaveneth the whole lump,' and that right easily, too. Let's go home, invite every druggist and his wife in Sanbornville to come to our house to spend a certain evening and give them the nicest kind of refreshments, some music, and then when we get them all good natured, tell them the way the druggists in Moody do busi-

ness and what it means in cash returns, and suggest that we organize then and there or take the preliminary steps toward it."

"But, Lucy, you forget Vincent and I have been about ready to knife each other, and Rogers has been uglier than a bear with a sore head, and Jones has got away some of my best customers, and McFarland undercut deliberately on bristle goods, and—"

"Oh, yes, 'of course they have,'" Mrs. Sheldon laughed, "and they have equally startling charges against you without doubt. But I tell you, Ezra, you are all going to stop being such insufferable idiots.

"I want a new house with an upstairs sleeping porch and colonial columns below and with a concrete garage in the rear, housing a shiny new motor car. Any prospects of such materializing at present? No; more like a hall bedroom, later on, down at the big brick institution kept by the county. I tell you, Ezra, we've seen the way out and we're the leaven. We've got to do it."

Ezra Sheldon was by nature and inclination an ethical pharmacist. He felt that the moral obligation of his position demanded the best service he could possibly give his patrons, sick and well. Under existing conditions, it was a case of keeping his nose above water by fair means or foul. Perhaps Lucy was right. She usually was, although it would never do to admit it openly.

Sanbornville and their wives were shocked into sitting up and taking notice when they received an invitation to the Sheldons'. The invitations were sent out ten days in advance so everyone could arrange to come. The men scoffed at the very idea of going. The women, wise creatures, did not argue the matter, but began to plan what gowns they would wear, and when Mrs. Vincent told her liege lord that the Joneses were going, and Mrs. Jones airily remarked the Vincents were going, and McFarland dropped the intelligence that the Richmond House Pharmacy crowd planned to be there, it ended up by every last one of them attending, for in their secret hearts they longed for peace, however, indifferent they might appear on the surface.

And what a delightful evening they had! Jones could sing like a lark, Mrs. Vincent was an expert violinist and the guests gasped to see her calmly tune up her instrument to accompany him. Surely the lion and the lamb had lain down together!

Before the evening drew to a close Mr. Sheldon in a few well-chosen words outlined the history of the situ-

ation and the contrast as seen in Moody. He suggested that some steps be taken to effect a local organization and before he knew it he found himself unanimously elected temporary chairman with power to act.

Did I say 1914? Can it be that it is only two years ago? How time flies, and yet facts are facts. Two years only, and yet order has come out of chaos, harmony out of discord, and a solid commercial structure out of a tottering wreck.

The organized ranks present a surface unit to the public. Dispirited looking stores and proprietors have taken on a new lease of life and youth and conditions are once more right because of the little leaven of courage infused into the whole lump by one man and woman.

For every decadent or unfortunate situation a remedy exists, which, if applied aright, is bound to effect a cure.

Russell Wilmot.

Patriotism is a poor occupation for a man with a weak voice.

Opportunity — Drug Business

I am the trustee of a bankrupt drug stock that must be sold at public sale on July 31st to the highest bidder. Established location in Bay City; inventory stock and fixtures \$2,000; good trade; rent \$20; store has United States Post Office substation which purchaser probably can secure with salary at \$50 per month. Excellent opportunity for right party. Write or wire.

FITZLAND L. WILSON, Trustee,
 306 Shearer Building,
 Bay City, Michigan

Malt and Hop Tonic

"The food that those should take
 Whom insomnia keeps awake."



Grand Rapids
 BREWING CO.

For Sale by all Wholesale Druggists

"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



Recent Mercantile Changes in Indiana

Michigan City—James Farrell has bought the interest of his partner in the grocery firm of Farrell Brothers. Frank Farrell will represent the Ward Bakery.

Delphi—Jerome Etter has opened a new grocery store.

Salem—J. W. Benham bought the stock of the two W. A. Medlock grocery stores and consolidated them in the store on the square. Charles Moss will manage the business.

Gary—O. J. Vogel and J. Matthies, formerly with the Steele-Weddes Co. of Chicago, and Henry Weiss, formerly of Evanston, have organized the Square Deal Market Co. and will open an up-to-date grocery and market.

Lebanon—James W. Davidson has bought the Matthews grocery store on South street, opposite the traction station, and will give it his attention.

Huntington—Ed Clark and Hubert Hartman have opened a new grocery store.

Seymour—S. A. Shutters & Co. is the style of the new grocery firm at 114 East Second street.

Heron—J. H. Honberger has a new grocery store in his new building, recently erected.

Belt—D. W. Blomquist is now sole proprietor of the Central grocery.

Fort Benton—Glen Lauer will open a grocery store.

The wise girl smiles at a compliment and then proceeds to forget it.

WHOLESALE DRUG PRICE CURRENT

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

Acids	Boric (Powd.) .. 17@ 25	Boric (Xtal) .. 17@ 25	Carbolic .. 1 90@1 95	Citric .. 4@ 8	Muriatic .. 10@ 15	Oxalic .. 80@ 90	Sulphuric .. 4@ 8	Tartaric .. 87@ 90	Mustard, true, oz. @ 2 00	Mustard, artifl. oz. @ 1 50	Neatsfoot .. 35@ 35	Olive, pure .. 2 50@3 50	Olive, Malaga, yellow .. 1 50@1 75	Olive, Malaga, green .. 1 60@1 75	Orange, Sweet .. 4 00@4 20	Origanum, pure .. @ 2 50	Origanum, com'l .. @ 75	Pennyroyal .. 2 25@2 50	Peppermint .. 3 00@3 25	Rose, pure .. 12 00@14 00	Rosemary Flows 1 50@1 75	Sandalwood, B. L. .. 9 50@9 75	Sassafras, true 1 25@1 45	Sassafras, artifl' 50@ 80	Spearmin't .. 2 75@3 00	Sperm .. 85@1 05	Tansy .. 3 50@3 75	Tar, USP .. 30@ 40	Turpentine, bbls. @ 54	Turpentine, less 52@ 64	Wintergreen, tr. 5 50@5 75	Wintergreen, sweet birch .. 4 00@4 25	Wintergreen, art 3 50@3 75	Wormseed .. 3 50@4 00	Wormwood .. 4 00@4 25	Ammonia	Water, 28 deg. .. 8 @ 12	Water, 18 deg. .. 5 1/2 @ 8	Water, 14 deg. .. 4 1/2 @ 8	Carbonate .. 13 @ 16	Chloride .. 10 @ 25	Balsams	Copaiba .. 1 00@1 40	Fir (Canada) .. 1 25@1 50	Fir (Oregon) .. 40@ 50	Paru .. 4 75@5 00	Tolu .. 60@ 80	Berries	Cubeb .. 70 @ 75	Fish .. 15 @ 20	Juniper .. 3 @ 15	Prickly Ash .. @ 30	Barks	Cassia (ordinary) 25@ 30	Cassia (Saigon) 90@1 00	Elm (powd. 35c) 30@ 35	Sassafras (pow. 35c) @ 30	Soap Cut (powd.) 35c 23@ 25	Extracts	Licorice .. 38@ 40	Licorice powdered 50@ 55	Flowers	Arnica .. 1 00@1 10	Chamomile (Ger.) 35@1 10	Chamomile (Rom) 55@ 60	Gums	Acacia, 1st .. 60@ 65	Acacia, 2nd .. 50@ 55	Acacia, 3rd .. 45@ 50	Acacia, Sorts .. 35@ 40	Acacia, powdered 40@ 50	Aloes (Barb. Pow) 30@ 40	Aloes (Cape Pow) 20@ 35	Aloes (Soc. Pow.) 40@ 50	Asafoetida .. 1 00@1 10	Asafoetida, Powd. Pure 1 15@1 25	U. S. P. Powd. 1 30@1 50	Canghor .. 60@ 75	Guaiac .. 50@ 55	Guaiac, powdered 55@ 60	Kino .. 70@ 75	Kino, powdered .. 75@ 80	Myrrh .. 40 @ 40	Myrrh, powdered .. 40 @ 50	Opium, powder 13 75@14 00	Opium, gran. 14 75@15 00	Shellac .. 31@ 35	Shellac, Bleached 35@ 40	Tragacanth No. 1 .. @ 3 50	Tragacanth powder 2 25	Turpentine .. 10@ 15	Leaves	Buchu .. 1 75@1 85	Buchu, powdered 1 85@2 00	Sage, bulk .. 67@ 70	Sage, 1/4 loose .. 72@ 73	Sage, powdered .. 55@ 60	Senna, Alex .. 35@ 40	Senna, Tinn. .. 42@ 40	Senna, Tinn. pow. 50@ 55	Uva Ursi .. 18@ 20	Oils	Almonds, Bitter, true .. 15 00@15 25	Almonds, Bitter, artificial .. 7 00@7 25	Almonds, Sweet, true .. 1 25@1 50	Almonds, Sweet, imitation .. 65@ 75	Amber, crude .. 1 50@1 75	Amber, rectified 2 50@2 75	Anise .. 2 00@2 25	Bergamot .. 5 00@5 20	Cajuput .. 1 35@1 60	Cassia .. 2 25@2 50	Castor .. 1 52@1 63	Cedar Leaf .. 1 20@1 40	Citronella .. 85@1 20	Cloves .. 2 00@2 25	Cocoonut .. 20@ 25	Cod Liver .. 6 40@6 50	Cotton Seed .. 1 15@1 25	Croton .. 2 00@2 25	Cupbets .. 4 25@4 50	Eigerson .. 1 75@2 00	Eucalyptus .. 1 00@1 25	Hemlock, pure .. @ 1 00	Juniper Berries 9 00@9 25	Juniper Wood .. 1 50@1 75	Lard, extra .. 95@1 05	Lard, No. 1 .. 85@ 95	Lavender Flow. 5 00@5 20	Lavender, Gar'n 1 25@1 40	Lemon .. 2 00@2 25	Linseed, boiled, bbl. @ 74	Linseed, bld. less 79@ 84	Linseed, raw, bbl. @ 73	Linseed, raw less 73@ 83	Potassium	Bicarbonate .. 1 80@1 90	Bichromate .. 70@ 75	Bromide .. 4 50@4 80	Carbonate .. 1 60@1 75	Chlorate, xtal and powdered .. 65@ 70	Chlorate, gran'r 70@ 75	Cyanide .. 40@ 50	Iodide .. 4 50@4 80	Permanganate 2 40@2 50	Prussiate, yellow @ 1 50	Prussiate, red .. 3 00@3 50	Sulphate .. @ 1 10	Roots	Alkanet .. 80@1 00	Blood, powdered 20@ 25	Calamus .. 15@3 00	Elecampne, pwd. 10@ 20	Gentian, powd. 40@ 50	Ginger, African, powdered 20@ 25	Ginger, Jamaica 30@ 35	Ginger, Jamaica, powdered 30@ 35	Goldenseal pow. 5 50@7 00	Ipecac, powd. 3 25@3 50	Licorice .. 32@ 35	Licorice, powd. .. 28@ 35	Orris, powdered 30@ 35	Poke, powdered 20@ 25	Rhubarb .. 75@1 00	Rhubarb, powd. 75@1 25	Rosinweed, powd. 25@ 30	Sarsaparilla, Hond. ground .. 50@ 60	Sarsaparilla, Mexican, ground 25@ 30	Squills .. 35@ 40	Squills, powdered 40@ 60	Tumeric, powd. 13@ 20	Valerian, powd. 70@ 75	Seeds	Anise .. 20@ 25	Anise, powdered @ 25	Bird, Is .. @ 10	Canary .. 30@ 12	Caraway .. 25@ 30	Cardamon .. 1 80@2 00	Celery (45-50) .. 14@ 10	Coriander .. 10@ 12	Dill .. 20@ 25	Fennel .. @ 1 00	Flax .. 5 1/2 @ 10	Flax, ground .. 5 1/2 @ 10	Foenugreek, pow. 30@ 10	Hemp .. 30@ 12	Lobelia .. 40@ 50	Mustard, yellow 22@ 30	Mustard, black .. 19@ 25	Mustard, powd. 22@ 30	Poppy .. @ 40	Quince .. 1 00@1 25	Rape .. 10@ 15	Sabadilla .. 40@ 50	Sabadilla, powd. @ 40	Sunflower .. 10@ 10	Worm American @ 25	Worm Levant .. 1 50@1 75	Tinctures	Aconite .. @ 75	Aloes .. @ 65	Arnica .. @ 75	Asafoetida .. @ 75	Belladonna .. @ 1 55	Benzoin .. @ 1 55	Benzoin Compo'd @ 1 00	Buchu .. @ 1 50	Cantharides .. @ 1 00	Capaicum .. @ 30	Cardamon, Comp. @ 1 50	Catechu .. @ 30	Chichona .. @ 30	Colchicum .. @ 75	Cubebs .. @ 1 20	Digitalis .. @ 80	Gentian .. @ 75	Ginger .. @ 35	Gualac .. @ 75	Gualac, Ammon. @ 30	Iodine .. @ 75	Iodine, Colorless @ 80	Ipecac .. @ 75	Iron, clo. .. @ 60	Kino .. @ 30	Myrrh .. @ 1 05	Opium .. @ 70	Opium, Capm'n. @ 50	Opium, Deodoriz'd @ 75	Rhubarb .. @ 70	Paints	Lead, red dry .. 10 @ 10 1/2	Lead, white dry 10 @ 10 1/2	Lead, white oil 10 @ 10 1/2	Oil, yellow bbl. 1 @ 15 1/2	Oil, yellow less 2 @ 2	Putty .. 2 1/2 @ 2	Red Venet'n bbl. 1 @ 2	Red Venet'n less 1 @ 2	Vermillion, Amer. 1 @ 2	Whiting, bbl. 1 @ 45	Whiting, .. 2 @ 5	L. H. P. Prop'd 1 @ 1 70	Insecticides	Arsenic .. 30@ 15	Blue Vitrol, bbl. .. @ 15	Blue Vitrol, less 10@ 20	Burlicox, Mix Pac 30@ 10	Hedberg, White powdered 35@ 40	Insect Powder .. 30@ 40	Lead, Arsenat 10@ 15	Lime and Sulphur Solution, gal. .. 10@ 25	Paris Green .. 17 1/2 @ 20	Miscellaneous	Acetanilid .. 10@ 10	Alum .. 10@ 15	Alum, powdered and ground .. 10@ 15	Asmuth, Subst-urate .. 4 10@4 15	Borax, xtal or powdered .. 10@ 15	Cantharides po 2 00@3 00	Calomet .. 1 50@2 00	Chalcum .. 10@ 15	Carbim .. 5 10@6 00	Cassa. Bala .. @ 40	Clives .. 30@ 35	Chalk Prepared .. 10 @ 12	Chalk Precipitated 10 @ 15	Chloroform .. 50@ 75	Cocaine nitrate 1 00@1 20	Cocaine .. 1 00@1 20	Cocain Butter .. 10@ 15	Cocain, test, less 10@ 15	Copperas, blue .. @ 2	Copperas, less .. 25@ 30	Copperas, powd. .. 4 @ 10	Corrosive Sulphur 1 50@1 75	Cream Tartar .. 30@ 40	Cuttibone .. 40@ 50	Dextrine .. 10@ 15	Dover's Powder v. .. 40 @ 50	Emery, all Nos. .. 10@ 15	Emery, powdered 10@ 15	Epsom Salts, 60lb. .. @ 3 1/2	Epsom Salts, less 4@ 5	Erget .. 1 50@1 75	Erget, powdered 1 50@1 75	Flake White .. 15@ 20	Formaldehyde lb. 15@ 20	Gelatin .. 1 00@1 10	Glassware, full cases 40@	Glassware, less 70@	Glauber Salts bbl. @ 1 1/2	Glauber Salts less 10@ 15	Gile, brown .. 10@ 15	Gile, brown grd 10@ 15	Gile, white .. 15@ 20	Gile, white grd 15@ 20	Glycerine .. 50@ 70	Hops .. 40@ 50	Iodine .. 40@ 50	Iodoform .. 5 70@6 25	Lead Acetate .. 20@ 25	Lycopodium .. 4 00@4 25	Mace .. 80@ 90	Mace, powdered 80@ 90	Menthol .. 8 00@8 25	Morphine .. 5 30@5 50	Nux Vomica .. 10@ 15	Nux Vomica pow. @ 20	Pepper, black pow. @ 25	Pepper, white .. @ 40	Pitch, Burgundy .. @ 15	Quassia .. 10@ 15	Quinine .. 2 @ 30	Rochelle Salts .. 42@ 45	Saccharine .. 10 00@10 20	Salt Peter .. 30@ 40	Sedlitz Mixture 40@ 45	Soap, green .. 20@ 25	Soap, mott castle 12@ 15	Soap, white castle case .. @ 20	Soap, white castle less, per bar .. @ 35	Soda Ash .. 45@ 50	Soda Bicarbonate 25@ 30	Soda, Sal .. 75@ 80	Spirits Camphor @ 75	Sulphur oil .. 25@ 30	Sulphur Subl. 1 5-10@ 1 5	Tamarinds .. 15@ 20	Tartar Emetic .. @ 30	Turpentine Ven. 1 25@1 50	Vanilla Ex. pure 1 00@1 50	Witch Hazel .. 50@1 00	Zinc Sulphate .. 10@ 15
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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

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

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED	DECLINED
Baked Beans	Galvanized Tubs
Evaporated Peaches	Galvanized Pails
Flour	
Rolled Oats	
Muzzy Starch	

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AMMONIA	AXLE GREASE	BLUING	BREAKFAST FOODS	BROOMS	BRUSHES	BUTTER COLOR	CANDLES	CANNED GOODS	CATSUP	CHEESE	CLAMS	CORN	FRENCH PEAS	GOOSEBERRIES	HOMINY	LOBSTER	MACKEREL	MUSHROOMS	OYSTERS	PLUMS	PEARS IN SYRUP	PEAS	PEACHES	PINEAPPLE	PUMPKIN	RASPBERRIES	SALMON	SARDINES	SHRIMPS	SUCCOTASH	STRAWBERRIES	TOMATOES	TUNA
12 oz. ovals, 2 doz. box	1 lb. wood boxes, 4 doz.	Condensed Pearl Bluing	Apetizo, Biscuits	Fancy Parlor, 25 lb.	Solid Back, 8 in.	Dandelion, 25c size	Paraffine, 6s	3 lb. Standards	Snider's pints	Acme	Little Neck, 1 lb.	Fair	per doz.	No. 2, Fair	Standard	1/2 lb.	Mustard, 1 lb.	Buttons, 1/2s	Cove, 1 lb.	90@1.35	No. 3 cans, per doz.	Marrowfat	Pie	Grated	Fair	Standard	Warrens, 1 lb. Tall	Domestic, 1/4s	Dunbar, 1s doz.	Fair	Good	1/4s, 4 doz. in case	
10 lb. tin boxes, 3 doz.	3 1/2 lb. tin boxes, 2 dz.	Large, 2 doz. box	Bear Food, Pettijohns	Parlor, 5 String, 25 lb.	Solid Back, 11 in.		Paraffine, 12s	No. 10	Snider's 1/2 pints	Carson City	Burnham's 1/2 pt.	Good	No. 1, per doz.	No. 2, Fair	1/2 lb.	1/2 lb.	1/2s	Buttons, 1s	Cove, 2 lb.	90@1.10	Early June	No. 10 size can pie	Sliced	Good	Standard	Warrens, 1 lb. Flat	Domestic, 1/2 Mustard	Dunbar, 1 1/2 doz.	Good	Fancy	1s, 4 doz. in case		
10 lb. pails, per doz.	15 lb. pails, per doz.	25 lb. pails, per doz.	Cracked Wheat 24-2	Standard Parlor, 23 lb.	Pointed Ends		Wicking	No. 3	Snider's 1/2 pints	Brick	Burnham's pts.	Good	No. 2, per doz.	No. 2, Fancy	1/2 lb.	1/2 lb.	Hotels, 1s	Buttons, 1s	Cove, 2 lb.	1.00@1.25	Early June siftd	No. 10 size can pie	Sliced	Good	Standard	Red Alaska	Domestic, 1/4 Mustard	Dunbar, 1 1/2 doz.	Good	Fancy	1s, 4 doz. in case		
25 lb. pails, per doz.			Quaker Puffed Rice	Common, 23 lb.				No. 1	Standard	Leiden	Burnham's qts.	Fancy	No. 3, per doz.	No. 2, Fancy	1/2 lb.	1/2 lb.		Buttons, 1s	Cove, 2 lb.	1.00@1.10	Early June siftd	No. 10 size can pie	Sliced	Good	Standard	Pink Alaska	Domestic, 1/2 Mustard	Dunbar, 1 1/2 doz.	Good	Fancy	1s, 4 doz. in case		
			Quaker Puffed Wheat	Special, 23 lb.					Standard	Limbarger		Fancy	No. 10	No. 2, Fancy	1/2 lb.	1/2 lb.		Buttons, 1s	Cove, 2 lb.	1.00@1.10	Early June siftd	No. 10 size can pie	Sliced	Good	Standard	Swiss, Domestic	Domestic, 1/4 Mustard	Dunbar, 1 1/2 doz.	Good	Fancy	1s, 4 doz. in case		
			Quaker Brkfst Biscuit	Warehouse, 23 lb.					Standard	Edam		Fancy	No. 10	No. 2, Fancy	1/2 lb.	1/2 lb.		Buttons, 1s	Cove, 2 lb.	1.00@1.10	Early June siftd	No. 10 size can pie	Sliced	Good	Standard	Sap Sago	Domestic, 1/4 Mustard	Dunbar, 1 1/2 doz.	Good	Fancy	1s, 4 doz. in case		
			Quaker Corn Flakes	Common, Whisk					Standard	Sap Sago		Fancy	No. 10	No. 2, Fancy	1/2 lb.	1/2 lb.		Buttons, 1s	Cove, 2 lb.	1.00@1.10	Early June siftd	No. 10 size can pie	Sliced	Good	Standard	Swiss, Domestic	Domestic, 1/4 Mustard	Dunbar, 1 1/2 doz.	Good	Fancy	1s, 4 doz. in case		
			Washington Crisps	Fancy, Whisk					Standard	Swiss, Domestic		Fancy	No. 10	No. 2, Fancy	1/2 lb.	1/2 lb.		Buttons, 1s	Cove, 2 lb.	1.00@1.10	Early June siftd	No. 10 size can pie	Sliced	Good	Standard		Domestic, 1/4 Mustard	Dunbar, 1 1/2 doz.	Good	Fancy	1s, 4 doz. in case		
			Wheatena						Standard			Fancy	No. 10	No. 2, Fancy	1/2 lb.	1/2 lb.		Buttons, 1s	Cove, 2 lb.	1.00@1.10	Early June siftd	No. 10 size can pie	Sliced	Good	Standard		Domestic, 1/4 Mustard	Dunbar, 1 1/2 doz.	Good	Fancy	1s, 4 doz. in case		

CHEWING GUM	CHOCOLATE	CLOTHES LINE	COCOA	COCANUT	COFFEES ROASTED	CONFECTIONERY	PEANUTS	CRACKERS	NATIONAL BISCUIT COMPANY BRANDS	IN-ER-SEAL TRADE MARK PACKAGE GOODS	OTHER PACKAGE GOODS	BULK GOODS
Adams Black Jack	Walter Baker & Co.	No. 40 Twisted Cotton	Dunham's	5 lb. case	Common	Horehound	Fancy H P Suns	National Biscuit Company Brands	Baronet Biscuit	Barnum's Animals	Animals	
Adams Sappota	Germans Sweet	No. 50 Twisted Cotton	5 lb. case	5 lb. case	Fair	Leather	Raw	Baronet Biscuit	Flake Wafers	Assorted		
Beeman's Pepsin	Premium	No. 60 Twisted Cotton	5 lb. case	5 lb. case	Choice	Lenier	Roasted	Flake Wafers	Cameo Biscuit	Assorted		
Beechnut	Caracas	No. 72 Twisted Cotton	5 lb. case	5 lb. case	Fancy	Leopold	6@ 6 1/2	Cameo Biscuit	Cheese Sandwich	Assorted		
Chiclets	Walter M. Lowney Co.	No. 80 Twisted Cotton	5 lb. case	5 lb. case	Broken	Kindergarten	7@ 7 1/2	Cheese Sandwich	Cheese Wafers	Assorted		
Colgan Violet Chips	Premium	No. 90 Twisted Cotton	5 lb. case	5 lb. case	Cut Loaf	Monarch	8@ 8	Cheese Wafers	Chocolate Wafers	Assorted		
Colgan Mint Chips	Premium	No. 100 Twisted Cotton	5 lb. case	5 lb. case	French Cream	Novelty	9@ 9	Chocolate Wafers	Fig Newton	Assorted		
Dentyne	Premium	No. 110 Twisted Cotton	5 lb. case	5 lb. case	Fancy	Paris Creams	10@ 10	Fig Newton	Five O'Clock Tea Bct	Assorted		
Doublemint	Premium	No. 120 Twisted Cotton	5 lb. case	5 lb. case	Grocers	Premio Creams	11@ 11	Five O'Clock Tea Bct	Ginger Snaps NBC	Assorted		
Flag Spruce	Premium	No. 130 Twisted Cotton	5 lb. case	5 lb. case	Kindergarten	Royal	12@ 12	Ginger Snaps NBC	Graham Crackers	Assorted		
Heshey Gum	Premium	No. 140 Twisted Cotton	5 lb. case	5 lb. case	Leopold	Special	13@ 13	Graham Crackers	Lemon Snaps	Assorted		
Juicy Fruit	Premium	No. 150 Twisted Cotton	5 lb. case	5 lb. case	Monarch	Valley Creams	14@ 14	Lemon Snaps	M. M. Dainties	Assorted		
Red Robin	Premium	No. 160 Twisted Cotton	5 lb. case	5 lb. case	Novelty	X L O	15@ 15	M. M. Dainties	Oysterettes	Assorted		
Sterling Gum Pep.	Premium	No. 170 Twisted Cotton	5 lb. case	5 lb. case	Paris Creams	Auto Kisses	16@ 16	Oysterettes	Pretzeanos	Assorted		
Sterling 7-Point	Premium	No. 180 Twisted Cotton	5 lb. case	5 lb. case	Premio Creams	Bonnie Butter Bites	17@ 17	Pretzeanos	Royal Toast	Assorted		
Spearmint, Wrigleys	Premium	No. 190 Twisted Cotton	5 lb. case	5 lb. case	Butter Cream Corn	Butter Cream Corn	18@ 18	Royal Toast	Social Tea Biscuit	Assorted		
Spearmint, 5 box jars	Premium	No. 200 Twisted Cotton	5 lb. case	5 lb. case	Caramel Bon Bons	Caramel Bon Bons	19@ 19	Social Tea Biscuit	Saltine Biscuit	Assorted		
Spearmint, 6 box jars	Premium	No. 210 Twisted Cotton	5 lb. case	5 lb. case	Caramel Dice	Caramel Dice	20@ 20	Saltine Biscuit	Saratoga Flakes	Assorted		
Trunk Spruce	Premium	No. 220 Twisted Cotton	5 lb. case	5 lb. case	Caramel Croquettes	Caramel Croquettes	21@ 21	Saratoga Flakes	Soda Crackers, NBC	Assorted		
Yucatan	Premium	No. 230 Twisted Cotton	5 lb. case	5 lb. case	Cocanut Waffles	Cocanut Waffles	22@ 22	Soda Crackers, NBC	Soda Crackers, Prem.	Assorted		
Zeno	Premium	No. 240 Twisted Cotton	5 lb. case	5 lb. case	Coffy Toffy	Coffy Toffy	23@ 23	Soda Crackers, Prem.	Tokens	Assorted		
Smith Bros. Gum	Premium	No. 250 Twisted Cotton	5 lb. case	5 lb. case	National Mints 7 lb tin	National Mints 7 lb tin	24@ 24	Tokens	Unedda Biscuit	Assorted		
		No. 260 Twisted Cotton	5 lb. case	5 lb. case	Empire Fudge	Empire Fudge	25@ 25	Unedda Biscuit	Unedda Jinger Wayfer	Assorted		
		No. 270 Twisted Cotton	5 lb. case	5 lb. case	Fudge, Walnut	Fudge, Walnut	26@ 26	Unedda Jinger Wayfer	Vanilla Wafers	Assorted		
		No. 280 Twisted Cotton	5 lb. case	5 lb. case	Fudge, Filbert	Fudge, Filbert	27@ 27	Vanilla Wafers	Water Thin Biscuit	Assorted		
		No. 290 Twisted Cotton	5 lb. case	5 lb. case	Fudge, Choco. Peanut	Fudge, Choco. Peanut	28@ 28	Water Thin Biscuit	Zu Zu Ginger Snaps	Assorted		
		No. 300 Twisted Cotton	5 lb. case	5 lb. case	Fudge, Honey Moon	Fudge, Honey Moon	29@ 29	Zu Zu Ginger Snaps	Zwieback	Assorted		
		No. 310 Twisted Cotton	5 lb. case	5 lb. case	Fudge, White Center	Fudge, White Center	30@ 30	Zwieback		Assorted		
		No. 320 Twisted Cotton	5 lb. case	5 lb. case	Fudge, Cherry	Fudge, Cherry	31@ 31			Assorted		
		No. 330 Twisted Cotton	5 lb. case	5 lb. case	Fudge, Cocoanut	Fudge, Cocoanut	32@ 32			Assorted		
		No. 340 Twisted Cotton	5 lb. case	5 lb. case	Honeysuckle Candy	Honeysuckle Candy	33@ 33			Assorted		
		No. 350 Twisted Cotton	5 lb. case	5 lb. case	Iced Maroons	Iced Maroons	34@ 34			Assorted		
		No. 360 Twisted Cotton	5 lb. case	5 lb. case	Iced Gems	Iced Gems	35@ 35			Assorted		
		No. 370 Twisted Cotton	5 lb. case	5 lb. case	Iced Orange Jellies	Iced Orange Jellies	36@ 36			Assorted		
		No. 380 Twisted Cotton	5 lb. case	5 lb. case	Italian Bon Bons	Italian Bon Bons	37@ 37			Assorted		
		No. 390 Twisted Cotton	5 lb. case	5 lb. case	Jelly Mello	Jelly Mello	38@ 38			Assorted		
		No. 400 Twisted Cotton	5 lb. case	5 lb. case	AA Licorice Drops	AA Licorice Drops	39@ 39			Assorted		
		No. 410 Twisted Cotton	5 lb. case	5 lb. case	5 lb. box	5 lb. box	40@ 40			Assorted		
		No. 420 Twisted Cotton	5 lb. case	5 lb. case	Lozenges, Pep	Lozenges, Pep	41@ 41			Assorted		
		No. 430 Twisted Cotton	5 lb. case	5 lb. case	Lozenges, Pink	Lozenges, Pink	42@ 42			Assorted		
		No. 440 Twisted Cotton	5 lb. case	5 lb. case	Manchus	Manchus	43@ 43			Assorted		
		No. 450 Twisted Cotton	5 lb. case	5 lb. case	Molasses Kisses, 10	Molasses Kisses, 10	44@ 44			Assorted		
		No. 460 Twisted Cotton	5 lb. case	5 lb. case	lb. box	lb. box	45@ 45			Assorted		
		No. 470 Twisted Cotton	5 lb. case	5 lb. case	Nut Butter Puffs	Nut Butter Puffs	46@ 46			Assorted		
		No. 480 Twisted Cotton	5 lb. case	5 lb. case	Star Patties, Asst	Star Patties, Asst	47@ 47			Assorted		
		No. 490 Twisted Cotton	5 lb. case	5 lb. case			48@ 48			Assorted		
		No. 500 Twisted Cotton	5 lb. case	5 lb. case			49@ 49			Assorted		
		No. 510 Twisted Cotton	5 lb. case	5 lb. case			50@ 50			Assorted		
		No. 520 Twisted Cotton	5 lb. case	5 lb. case			51@ 51			Assorted		
		No. 530 Twisted Cotton	5 lb. case	5 lb. case			52@ 52			Assorted		
		No. 540 Twisted Cotton	5 lb. case	5 lb. case			53@ 53			Assorted		
		No. 550 Twisted Cotton	5 lb. case	5 lb. case			54@ 54			Assorted		
		No. 560 Twisted Cotton	5 lb. case	5 lb. case			55@ 55			Assorted		
		No. 570 Twisted Cotton	5 lb. case	5 lb. case			56@ 56			Assorted		
		No. 580 Twisted Cotton	5 lb. case	5 lb. case			57@ 57			Assorted		
		No. 590 Twisted Cotton	5 lb. case	5 lb. case			58@ 58			Assorted		
		No. 600 Twisted Cotton	5 lb. case	5 lb. case			59@ 59			Assorted		
		No. 610 Twisted Cotton	5 lb. case	5 lb. case			60@ 60			Assorted		
		No. 620 Twisted Cotton	5 lb. case	5 lb. case			61@ 61			Assorted		
		No. 630 Twisted Cotton	5 lb. case	5 lb. case			62@ 62					

6

Sugar Fingers	13
Sugar Crimp	11
Vanilla Wafers	20

Butter

N B C. Square	Boxes
N B C. Round	7 1/2

Soda

N B C Soda Crackers	7 1/2
Premium Sodas	8
Saratoga Flakes	13

Oyster

Dandy Oysters	7 1/2
N B C Oysters Square	7 1/2
Shell	8

Specialties

Adora	1.00
Nabisco (10 cent tins)	1.00
Nabisco (No. 204 Tin)	1.75
Festino (No. 202 Tin)	1.50
Festino (25c tins)	2.50
Lorna Doone	1.00
Anola	1.00
Minerva Fruit Cake	3.00

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

CREAM TARTAR

Barrels or Drums	50
Square Cans	5.4
Boxes	51
Fancy Caddies	59

DRIED FRUITS

Apples

Evapor'd Choice blk	@ 7 1/2
Evapor'd Fancy blk	@ 8 1/2

Apricots

California	11 @ 13
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Citron

Corsican	17
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Currents

Imported, 1 lb. pkg.	15
Imported, bulk	14 1/2

Peaches

Muir's—Choice, 25lb.	7
Muir's—Fancy, 25lb.	8
Fancy, Peeled, 25lb.	12

Peel

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

Raisins

Cluster, 20 cartons	2.25
Loose Muscatels, 3 Cr.	7 1/2
Loose Muscatels, 4 Cr.	7 1/2
L. M. Seeded, 1 lb. box	@ 9

California Prunes

90-100 25 lb. boxes	@ 6 1/2
80-90 25 lb. boxes	@ 6 3/4
70-80 25 lb. boxes	@ 7 1/2
60-70 25 lb. boxes	@ 8
50-60 25 lb. boxes	@ 9
40-50 25 lb. boxes	@ 10

EVAPORATED MILK

Red Band Brand

Baby	2.40
Tall	3.50
5 case lots, 10c less	10

FARINACEOUS GOODS

Beans

California Limas	8
Med. Hand Picked	7.50
Brown Holland	8

Farina

25 1 lb. packages	1.60
Bulk, per 100 lb.	4.00

Original Holland Rusks

Packed 12 rolls to container	3
3 containers (40) rolls 3 20	

Hominy

Pearl, 100 lb. sack	2.50
Maccaroni and Vermicelli	
Domestic, 10 lb. box	60
Imported, 25 lb. box	3.50

Pearl Barley

Chester	3.40
Portage	4.75

Peas

Green Wisconsin bu.	3.25
Split, lb.	6 1/4

Sago

East India	8 1/2
German, sacks	9
German, broken pkg.	9

Tapioca

Flake, 100 lb. sacks	8 1/2
Pearl, 100 lb. sacks	8 1/2
Pearl, 36 pkgs.	2.60
Minute, 10 oz., 3 doz.	3.60

7 FLAVORING EXTRACTS

Jennings D C Brand

Pure Vanilla	
No. 1, 3/4 oz.	90
No. 2, 1 1/4 oz. Panel	1.25
No. 4, 2 1/4 oz.	2.25
No. 3, 2 1/4 oz. Taper	2.00
2 oz. Flat	2.00

Terpeness

Pure Lemon	
No. 1, 3/4 oz. Panel	75
No. 2, 1 1/4 oz. Panel	1.13
No. 4, 2 1/4 oz. Panel	2.00
No. 3, 2 1/4 oz. Taper	1.75
2 oz. Flat	1.75

FLOUR AND FEED

Grand Rapids Grain & Milling Co.

Winter Wheat	
Purity Patent	6.00
Fancy Spring	6.40
Wizard Graham	5.80
Wizard, Gran. Meal	4.80
Wizard Buckw't cwt.	3.50
Rye	6.00

valley City Milling Co.

Lily White	6.75
Light Leaf	6.25
Granam	2.85
Granena Health	2.95
Gran. Meal	2.50
Boiled Meal	2.40

voigt Milling Co.

Voigt's Crescent	6.60
Voigt's Royal	7.00
Voigt's Flouring	6.60
Voigt's Hygienic Graham	5.60

Watson-Higgins Milling Co.

New Perfection	6.60
Tip Top Flour	6.20
Golden Sheaf Flour	5.80
Kern's Success Flour	7.00
Marshall Best Flour	6.40
Kern's Wisconsin Rye	5.60

Worden Grocer Co.

Quaker paper	6.25
Quaker, cloth	6.35

Kansas Hard Wheat

voigt Milling Co.	6.70
Calla Lily	6.70
Worlen Grocer Co.	

American Eagle, 1/2s

American Eagle, 1/2s	6.60
American Eagle, 1/2s	6.50
American Eagle, 1/2s	6.40

spring wheat

Mazepa	6.50
Golden Horn bakers	6.40
Wisconsin Rye	5.85
Bohemian Rye	6.00

Judson Grocer Co.

Ceresota, 1/2s	7.60
Ceresota, 1/2s	7.50
Ceresota, 1/2s	7.40

Wingold, 1/2s cloth

Wingold, 1/2s cloth	7.75
Wingold, 1/2s cloth	7.65
Wingold, 1/2s cloth	7.55
Wingold, 1/2s paper	7.35
Wingold, 1/2s paper	7.35

Boiled

Golden Granulated	4.60
Golden Granulated	4.80

Red

Michigan carlots	47
Less than carlots	45

White

Michigan carlots	47
Less than carlots	45

Carlots

Carlots	20.00
Less than carlots	21.00

Street Car Feed

No. 1 Corn & Oat Fed	35.00
Cracked Corn	35.00
Coarse Corn Meal	35.00

Mason, pts., per gro.

Mason, pts., per gro.	4.90
Mason, qts., per gro.	5.25
Mason, 1/2 gal. per gro.	5.25
Mason, can tops, gro.	2.25

Cox's, 1 doz. small

Cox's, 1 doz. small	1.45
Cox's Sparkling, doz.	1.25
Knox's Sparkling, doz.	1.40
Knox's Acid'd doz.	1.25
Minute, 2 qts., doz.	1.25
Minute, 2 qts., 3 doz.	3.75
Nelson's	1.50
Oxford	75

Plymouth Rock, Phos.

Plymouth Rock, Phos.	1.25
Plymouth Rock, Plain	90

Broad Gauge, 12 oz.

Broad Gauge, 12 oz.	18
Clhmax, 14 oz.	23
Stark, A, 16 oz.	26

8 Tallow

No. 1	@ 6
No. 2	@ 5
Unwashed, med.	@ 32
Unwashed, lne.	@ 27

HORSE RADISH

Per doz.	90
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JELLY

5lb. pails, per doz.	2.30
15lb. pails, per pail	.65
30lb. pails, per pail	1.15

ICE CREAM

Piper Ice Cream Co. Brands	
Bulk, Vanilla	60
Bulk, Fancy, any flavor	65
Brick, Plain	1.00
Brick, Fancy	1.20

JELLY GLASSES

1/2 pt. in bbls., per doz.	19
1 pt. in bbls., per doz.	19
8 oz. capped in bbls., per doz.	20

MOLASSES

New Orleans	
Fancy Open Kettle	45
Choice	38
Good	32
Stock	27

Half barrels 2c extra

Red Hen, No. 2 1/2	2.15
Red Hen, No. 5	2.00
Red Hen, No. 10	1.95

MUSTARD

1/2 lb. 6 lb. box	16
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OLIVES

Bulk, 1 gal. kegs 1 10 @ 1.20	
Bulk, 2 gal. kegs 1 05 @ 1.10	
Bulk, 5 gal. kegs 1 00 @ 1.10	
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1.25
Stuffed, 14 oz.	2.25

Manzanilla, 8 oz.

Manzanilla, 8 oz.	90
Lunch, 10 oz.	1.35
Lunch, 16 oz.	2.25
Queen, Mammoth, 19 oz.	4.25
Queen, Mammoth, 28 oz.	5.75
Olive Chow, 2 doz. cs.	2.25

PEANUT BUTTER

Bel-Car-Mo Brand

25 lb. fibre pails	10 1/2
14 lb. fibre pails	11
10 lb. tin pails	11
23 oz. jars, 1 doz.	2.30
2 lb. tin pails, 1 doz.	3.00
2 oz. jars, 2 doz.	1.80
11 oz. jars, 2 doz.	1.35

PETROLEUM PRODUCTS

Iron Barrels

Perfection	8
Red Crown Gasoline	19
Gas Machine Gasoline	29.9
V M & P Naphtha	18.5
Capitol Cylinder	33.9
Atlantic Red Engine	19.9
Summer Black	8.7
Polarine	32.9

PICKLES

Medium	
Barrels, 1,200 count	9.00
Half bbls., 600 count	5.00
5 gallon kegs	2.20

Small

Barrels	10.50
Half barrels	6.25
5 gallon kegs	2.50

Gherkins

Barrels	14.00
Half barrels	6.75
5 gallon kegs	2.75

Sweet Small

Barrels	20.00
Half barrels	10.50
5 gallon kegs	3.90

Clay, No. 216, per box

Clay, No. 216, per box	2.00
Clay, T. D. full count	80
Cob	90

PLAYING CARDS

No. 90, Steamboat	75
No. 15, Rival assorted	1.25
No. 20, Rover, enam'd	1.50
No. 572, Special	1.75
No. 98, Goff, Satin fn.	2.00
No. 808, Bicycle	2.00
No. 632, Tour'n' whist	2.25

POTASH

Babbitt's, 2 doz.	1.75
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PROVISIONS

Barreled Pork

Clear Back	23.00 @ 24.00
Short Cut Clr	20.00 @ 21.00
Bean	21.00 @ 22.00
Brisket, Clear	24.00 @ 25.00
Pig	
Clear Family	26.00

Dry Salt Meats

S P Beilles	14 1/2 @ 15
Lard	
Pure in tierces 14	@ 14 1/2
Compound Lard 12 1/2 @ 13	
80 lb. tubs	advance 1/2
50 lb. tubs	advance 3/4
20 lb. pails	advance 3/4
10 lb. pails	advance 7/8
5 lb. pails	advance 1
3 lb. pails	advance 1

9 Smoked Meats

Hams, 14-16 lb.	18 1/2 @ 19
Hams, 16-18 lb.	17 @ 18 1/2
Hams, 18-20 lb.	17 @ 18
Ham, dried beef sets	29 @ 30
California Hams	13 1/2 @ 14
Picnic Boiled	
Hams	19 1/2 @ 20
Boiled Hams	29 @ 29 1/2
Minced Ham	13 @ 13 1/2
Bacon	19 @ 21

Sausages

Bologna	10 1/2 @ 11
Liver	9 1/2 @ 10
Frankfort	12 @ 12 1/2
Pork	11 @ 12
Veal	11
Tongue	11
Headcheese	10

Beef

Roneless	20.00 @ 20.50
Rump, new	24.50 @ 25.00

Pig's Feet

1/2 bbls.	1.05
3/4 bbls., 40 lbs.	2.10
4 bbls.	4.25
1 bbl.	8.50

Tripe

Kits, 15 lbs.	90
4 bbls., 40 lbs.	1.60
3/4 bbls., 80 lbs.	3.00

Casings

Hogs, per lb.	35
Beef, rounds, set	19 @ 20
Beef, middles, set	60 @ 70
Sheep	1.15 @ 1.35

Uncolored Butterine

Solid Dairy	13 1/2 @ 17 1/2
Country Rolls	15 @ 21

Canned Meats

Corned Beef, 2 lb.	4.50
Corned Beef, 1 lb.	2.40
Roast Beef, 2 lb.	4.50
Roast Beef, 1 lb.	2.50
Mixed, 5c pkgs. doz.	9.45
Nutmegs, 70-80	9.95
Nutmegs, 105-110	9.90
Pepper, Black	9.20
Pepper, White	9.20
Pepper, Cayenne	9.20
Paprika, Hungarian	9.45

ROLLED OATS

Roll'd Avena, bbls.	5.90
Steel Cut, 100 lb. sks.	2.90
Monarch, 90 lb. sks.	2.45
Monarch, 90 lb. sks.	2.60
Quaker, 18 Regular	1.45
Quaker, 20 Family	4.50

SALAD DRESSING

Columbia, 1/2 pint	2.25
Columbia, 1 pint	4.00
Durkee's, large, 1 doz.	4.50
Durkee's, small, 2 doz.	5.25
Snider's, large, 1 doz.	2.35
Snider's, small, 2 doz.	1.35

SALERATUS

Packed 60 lbs. in box	3.00
Arm and Hammer	3.00
Wyandotte, 100 lbs	3.00

SAL SODA

Granulated, bbls.	1.75
Granulated, 100 lbs. cs.	1.85
Granulated, 36 pkgs.	1.75

Common Grades

100 3 lb. sacks	2.60
70 4 lb. sacks	2.50
60 5 lb. sacks	2.50
28 10 lb. sacks	2.35
56 lb. sacks	40
28 lb. sacks	20

Warsaw

56 lb. sacks	28
28 lb. dairy in drill bags	20

SPECIAL PRICE CURRENT

12

Table with 2 columns: Item Name and Price. Includes categories like Smoking, Cigars, and various tobacco products.

13

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

14

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

15

TELFER'S COFFEE



Table listing various coffee products and their prices, including items like Jamo, Eden, Belle Isle, Bismarck, Vera, Koran, Telfer's Quality 25, Mosan, Quality 20, W. J. G. Tea, Cherry Blossom Tea, and Telfer's Ceylon.

AXLE GREASE



Table listing axle grease products and prices: 1 lb. boxes, per gross \$ 70; 3 lb. boxes, per gross \$ 110.

BAKING POWDER

Table listing baking powder products and prices, including items like 10c, 4 doz. in case, 15c, 4 doz. in case, 25c, 4 doz. plain top, 80c, 1 doz. plain top, 10 lb. 1/2 doz., plain top, 13 00, and various barrel deals.

Table listing soap products and prices, including items like 10c size, 1/4 lb cans, 6 oz cans, 1/2 lb cans, 1 lb cans, 3 lb cans, and 5 lb cans.

Table listing soap chips products and prices, including items like White City, Tip Top, No. 1 Laundry, and Palm Soap.

Advertisement for FITZPATRICK BROTHERS' SOAP CHIPS, featuring an image of a soap can and text: '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.'

16

Roasted Dwinell-Wright Brands



Table listing coffee products and prices, including items like White House, 1 lb., White House, 2 lb., Excelsior, Blend, 1 lb., Excelsior, Blend, 2 lb., Tip Top Blend, 1 lb., Royal Blend, Royal High Grade, Superior Blend, and Boston Combination.

Advertisement for Morton's Salt, featuring an image of a salt can and text: 'SALT', 'MORTON'S SALT', 'FREE RUNNING', 'IT POURS', 'MORTON SALT COMPANY', 'Morton's Salt', 'Per case, 24 2 lbs. 1 70', 'Five case lots 1 60', 'SOAP', 'Lautz Bros.' & Co.', '[Apply to Michigan, Wisconsin and Duluth, only.]', 'Acme, 70 bars 3 05', 'Acme, 100 cakes, 5c sz 3 40', 'Acorn, 120 cakes 2 40'.

Table listing soap products and prices, including items like 10c size, 1/4 lb cans, 6 oz cans, 1/2 lb cans, 1 lb cans, 3 lb cans, and 5 lb cans.

Table listing soap chips products and prices, including items like White City, Tip Top, No. 1 Laundry, and Palm Soap.

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17

Table listing various household and cleaning products and their prices, including items like Cotton Oil, Cream Borax, Circus, Climax, Gloss, Big Master, Mystic White Borax, Naphtha, Oak Leaf, Queen Anne, Queen White, Railroad, Saratoga, White Fleece, White Fleece, 100 cks, and White Fleece, 200 cks.

Table listing Proctor & Gamble Co. products and prices, including items like Lenox, Ivory, Ivory, 10 oz., and Star.

Table listing Swift & Company products and prices, including items like Swift's Pride, White Laundry, Wool, 6 oz. bars, and Wool, 10 oz. bars.

Table listing Tradesman Company products and prices, including items like Black Hawk, one box, Black Hawk, five bxs, and Black Hawk, ten bxs.

Table listing Scouring products and prices, including items like Sapollo, gross lots, Sapollo, half gro. lots, Sapollo, single boxes, Sapollo, hand, Scourine, 50 cakes, Scourine, 100 cakes, and Queen Anne Scourer.

Table listing Soap Compounds products and prices, including items like Johnson's Fine, 48 2 35, Johnson's XXX 100 5c 4 00, Rub-No-More, and Nine O'Clock.

Table listing Washing Powders products and prices, including items like Gold Dust, 24 large packages, and 100 small packages.

Table listing Lautz Bros.' & Co. products and prices, including items like 100 pkgs., 5c size, 60 pkgs., 5c size, 48 pkgs., 10c size, 24 pkgs., family size, and 20 pkgs., laundry size.

Table listing Snow Boy products and prices, including items like 100 pkgs., 5c size, 60 pkgs., 5c size, 48 pkgs., 10c size, 24 pkgs., family size, and 20 pkgs., laundry size.

Table listing Naphtha products and prices, including items like 60 pkgs., 5c size, 100 pkgs., 5c size.

Table listing Queen Anne products and prices, including items like 60 5c packages and 24 packages.

Table listing Oak Leaf products and prices, including items like 24 packages and 100 5c packages.

Table listing BBLs products and prices, including items like 210 lbs., 3c per lb., 250 lbs., 4c per lb., 225 lbs., 5 1/2 c per lb., and 300 lbs., 6 1/2 c per lb.

Advertisement for FOOTE & JENKS' Killarney (BRAND REGISTERED) Ginger Ale, featuring an image of a ginger ale can and text: '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.'

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Patent For Sale—Outright on scrub brush holder. Patented Dec. 28, 1915. Money maker. Walter Vernon, Mount Vernon, Ohio. 329

Fifty Thousand Miles without tire trouble. Lastic air will give you this and more. Want salesmen in every town in Michigan. Write Becker & Becker, 11 Jefferson Ave., Detroit, Michigan. 330

For Sale—Almost new F. P. Double generator gas light machine. Large capacity, complete. \$50. E. L. Rann, Morrice, Michigan. 331

For Sale or Lease—Pine manufacturing plant with foundry and machine shop. Well located, two railroads. Natural gas for fuel. Address Box 114, Fayetteville, Arkansas. 333

For Sale—Absolutely clean dry goods stock in town of 3,000. Good store, good location. Value of stock \$6,000 to \$7,000. Town has water, lights, paved streets, boulevard lights, in the best farming country in the State. Reason for selling interested in another business in the same town. Address No. 334, care Tradesman. 334

For Sale—One of the best hotel propositions in Michigan. \$16,000 invested. Price \$6,500. Will take some income property. Box 172, Wayland, Mich. 335

For Sale—Retail store located at Fennville, Michigan. Doing an annual business of better than \$10,000. Rent \$18. Full prices. Part terms if desired. W. H. Fouch, Fennville, Michigan. 325

For Sale—Office furniture consisting of roll top desk with chair, two high book-keeper's desks with high revolving chairs, check, photograph, typewriter desks and chairs and diagraph stencil cutter 7/8 inch letter. W. C. Hopson Company, 220 Ellsworth Ave., Grand Rapids. Phone 8710. 326

For Sale or Trade—For stock of merchandise or small farm, 25 acres resort property at Pine Lake, eight miles from Lansing. Electric cars every 30 minutes. Property consists of furnished cottage and 30 lots with lake frontage. Also 100 acres unimproved land close to the above resort property with interurban car stop on land. P. O. Box 71, Lansing, Michigan. 327

For Sale—Stock of general merchandise and fixtures consisting of shoes, rubbers, dry goods, clothing, groceries, meats and drugs. \$15,000 a year business. Cause of sale dissolving partnership. Buy direct of owners. Box 24, Linwood, Michigan. 328

For Sale—Business Opportunity—Dandy three-story brick hotel, 25 guest rooms, in the great Iowa corn belt, railroad junction, auto highway, Chautauqua town of 1,400 population. Doing steady business of \$800 to \$900 per month. Owner sacrificing for cash, price \$18,000. Answer only if you mean business and can buy. Michael Kennedy, 629 E. Lombard St., Davenport, Iowa. 336

For Sale—A good clean stock of general merchandise invoicing about \$4,000. Will also sell building and fixtures. The best of locations and a snap for the right party. Ill health cause of selling. Write Box 38, Six Lakes. 322

Business Chance—For a live merchant. Established dry goods store, corner Main and Spring streets, Ossining, N. Y., to let July 1. Present occupant giving up lease on account of health. Last year business (all cash) \$35,000. Enquire on premises or by mail to W. F. Poshay. 323

For Sale—On account of death, clothing and men's furnishing goods store in a live, wide-awake Michigan town of 1,500. Corner store long established. Long fine business. Equipped with modern fixtures. Inventory about \$10,000. Address No. 324, care Michigan Tradesman. 324

For Sale—Stock of dry goods, shoes and furnishings. Will invoice \$9,000, including modern fixtures. Could reduce to \$6,000. Annual sales \$20,000. Central location. Modern brick block. Rent \$20 per month in live town of 1,000 in Montcalm county. No price cutting or special sales conducted here. Reason for selling owner's wife has always handled dry-goods department but owing to poor health is unable to do so longer. Do not write unless you mean business. Should we be able to hire a competent lady to take charge of the dry goods, will withdraw this offer at once. Address No. 319, care Tradesman. 319

Farm For Sale Or Trade—Have 80 acres good land near Milan. Will sell for cash or trade for stock of general merchandise to value \$4,000 or \$5,000. Address Wm. N. Bengé, Milan, Michigan. 286

Incorporate your business, avoid partnerships; protect private property from business ventures; information free. Philip T. Lawrence, former assistant Secretary of State, Huron, So. Dakota. 267

For Sale—Up-to-date stock of dry goods, notions, carpets, ladies' cloaks. Best location in growing Indiana town of 7,000. Address Box 97, New Richmond, Ohio. 310

For Sale—\$4,000 stock of hardware in city of 10,000. Poor health reason for selling. Address No. 311, care Tradesman. 311

For Sale—Or trade for shoe stock, general stock located in Southern Michigan town of 2,000 population. Prosperous business. Clean stock. Invoices \$3,300. Address No. 312, care Tradesman. 312

For Sale—Or will exchange, a nice home with thirty acres of land in a small Northern Michigan town for a \$4,000 to \$5,000 stock of general merchandise in a small Michigan town. Address No. 313, care Michigan Tradesman. 313

We buy whole stocks or part stocks for cash. Address M. Guettel, 216 W. Monroe St., Chicago. 301

For Sale—Drug business. A money maker in town of 600. Stock of \$5,000. 1915 sales \$10,881. Overhead expense including clerk's salary \$6 per day. Want to go into another business. Address No. 302, care Tradesman. 302

For Sale—Grocery. Exceptional opportunity. Sacrifice. R. Smead, Birmingham, Michigan. 303

Stocks Wanted—Write me if you want to sell or buy grocery or general stock. E. Krusenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 304

Join Me In Developing My Oklahoma Oil Lands. Co-operative plan. A small investment may make your fortune. Write for particulars. Address Frank P. Cleveland, 1100 Adams Express Bldg., Chicago. 307

Bakery—\$400. Splendid business. Population 800. Only bakery in town. Border, Milroy, Indiana. 315

Wanted—A small stock of groceries or general merchandise in exchange for a three-acre lot with good seven-room house, barn, etc., located near Boulder, Colorado. Address W. H. Pollard, Norwich, Ontario, Canada. 317

For Sale—A good paying meat market, slaughter-house and ground included. Doing yearly business of \$24,000. Address No. 318, care Tradesman. 318

For Sale—Or trade, three story brick block in county seat, suitable for department store, or can be remodeled. Fine location, good prospects, guaranteed title. Will give big bargain on this if sold promptly. Will consider good farm. W. E. Miller, Cohoctah, Michigan. 320

Here is an excellent opportunity for anyone wanting a first-class store having groceries, shoes, men's furnishings with ample room to add dry goods, in best little business town in Central Michigan. For particulars write H. C. Walker, Byron, Michigan. 321

Trade me your business for good land. If you wish to unload your cares, write E. F. Hellem, Hesperia, Mich. 299

The Merchant's Auction Co. The most reliable and successful sale concern. For closing out, cleaning or reducing, address Reedsburg, Wisconsin. 289

Farm For Sale—One of the best farms in this section of Illinois; 104 acres all improved on rock road seven minutes ride from Court house in city 6,000. Would consider good stock of general merchandise. A. L. Redman, Olney, Illinois. 279

For Sale—Grocery stock and fixtures in live town of 12,000. Invoice about \$2,700, no discount. Worth investigating. Good paying proposition for anyone desiring a business of this kind. Address No. 283, care Tradesman. 283

For Sale—Bakery and restaurant. Only one in town of 1,100 population. Good farming community. Don't answer this advertisement unless you mean business. Brookston Bakery, Brookston, Ind. 295

For Sale—Ice cream parlor and variety store in town 1,300. Center of business block. Will bear investigation. Other interests demand my attention. Will sell ice cream fixtures separately if desired. Good opening for restaurant or fruit store. Lock Box 418, Mariette, Michigan. 291

For Sale—Drug stock to be moved away. About \$700 or \$800. No dead stock. No high-priced chemicals. Will discount inventory value and pay freight. Address No. 277, care Tradesman. 277

Wanted—Cash Register. Would like a good National cash register, second hand if cheap. A. L. Redman & Son, Olney, Illinois. 278

Wanted—Stock general merchandise. State size of stock. D. H. Hampton, Macomb, Illinois. 305

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

To Sell Or Trade—For stock of merchandise, 170-acre farm near Detroit, Michigan. Is one of the best farms in the State. Has 30-acre orchard, 40 acres solid timber, balance under cultivation with crops; also cattle, horses, machinery, etc. Enquire St. Frazer, 96 Hancock Ave. E., Detroit, Michigan. 275

For Sale—190-acre stock and grain farm, 4 miles northeast of Dowagiac, Michigan. Good buildings. Will take some property in part payment. Wm. Wallace, 1419 Forbes Ave., St. Joseph, Michigan. 284

For Sale—Hotel business, thirty rooms; doing good business. Must be sold at once. Reasonable price. Enquire Park Hotel, Bay City, Michigan. 280

For Sale Or Trade—One lot, value \$300, near automobile factory, Indiana. What have you? Address Box 250, Newton, Kansas. 284

For Sale—Brick yard, 30 acres land, abundance of clay. Railroad track in yard. Reason for selling, interest in other business. Traverse City Brick Co., Traverse City, Michigan. 270

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

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 Rent—Dry goods store 15 x 35, two stories with shelvings 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. E. Wilhelm, Traverse City, Michigan. 282

I pay cash for stocks or part stocks of merchandise. Must be cheap. E. Buyer, Milwaukee, Wisconsin. 325

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 327

For Sale—Good paying drug store, well located in city of 10,000 in Southern Michigan. Clean up-to-date stock, inventory \$4,000. A dandy opening for young man. Address No. 69, care Tradesman. 49

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, 240 Roseman Bldg., Grand Rapids, Mich. 328

For Sale—Good clean stock of drugs and stationery in town of 12,000. Business established 40 years. W. E. Gailer, Administrator, Ishpeming, Mich. 324

HELP WANTED.

Wanted—An experienced clerk in shoes. Must speak the Holland language. Steady position for right party. Address No. 322, care Tradesman. 322

Wanted—Drug clerk still registered or assistant. Must furnish references. Write Drugs, care Tradesman. 327

Wanted—First-class spinner, principally in zinc and copper steady position. Corbett Brothers Mfg. Co., 1232 South Vandewater Ave., St. Louis, Mo. 329

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THE FATE OF THE WORLD.

The present war, like the Seven Years' War of the eighteenth century, consists of two concentric conflicts, one in the heart of Europe, the other on the outer circle of battle, in the colonial world, which contains many of the actual prizes of the contest. The difference is that in the earlier time the fight across the seas—to England, at least—was the main issue, whatever it was to France. Failure to win in America, the Caribbean and India would have forced England back into the position of a sort of island Holland. To-day, against Germany, the decision will be rendered in Europe. If Germany wins there, the Entente Allies will have to give back all her outlying possessions and a great deal more. The fate of the world is being played for in Flanders and on the Russian front.

Nevertheless, there has been great activity on the outer rim of civilization, in Asia, Africa and Australasia as well. Each member of the Entente wishes at the war's end, to be in possession of the German territory to which it thinks itself entitled or in a position to demand such possession. First and foremost, if not most romantic, stand the Mesopotamian and Caucasian campaigns. Here English and Russian interests meet, and may, in the long future, clash. Britain was really first to attempt the conquest of the Euphrates Valley and, had Townshend succeeded, might have made good forever the Persian backdoor to India. Failure at Kut-el-Amara and cessation of Russian co-operation via Lake Urumiah and Mosul, ended England's prospects of immediate success. In fact, recent reports, confirmed from Petrograd, state that the English relief expedition has been defeated near Basorah. If this proves true, it means that the British may be forced out of Mesopotamia and back on the Persian Gulf altogether. In the meantime, Russia proceeds with her campaign in the northeast of Armenia. The object is to control the Black Sea coast and so be able to receive supplies by water from Batum. The advance from Erzerum southwest is to cut the partly completed Bagdad road, and if possible to strike through to Adana on the Mediterranean, opposite Cyprus. This would be another grip on warm seas for Russia.

In Africa things have been coming the English way. With France she has taken part in the Togo and Kamerun campaigns. No doubt the greater portion of Kamerun will be handed over to France, since it is very nearly surrounded by French tropical Africa. Togo may be a bone of contention. On one side lies French Dahomey, which reaches the Gulf of Guinea in a narrow strip about seventy miles wide and is itself squeezed in by British Nigeria on the east. On the west side of Togo lies the British Gold Coast. It is quite likely that England would not be eager to have France's Dahomey wedge, already separating her two colonies here, widened measurably. In the remaining German African colonies the English have decidedly the best prospects for a strong position at the war's end. German Southwest Africa Gen. Botha has already, by a picturesque but comparatively bloodless cavalry raid, captured German East Africa, most valuable of

the Teutonic colonies, is falling into the British basket much less easily. Dar-es-Salaam, terminal of the only transcontinental rail-water route, has already been captured, as has Tanga, the colony's northern port, together with the Usumbara Railway. Here, four hundred miles of tropical forest, from the Rufigi River, where the Germans abandoned her, one of the cruiser Konigsberg's guns was captured by the British—which shows with what energy and resource the Germans are defending their property. The Belgians have also grasped the importance of this territory, which lies across the Cape-to-Cairo route and has the best transcontinental line and have sent an expedition to Lake Victoria, on the northwestern boundary of the colony. Here they should soon be met by a British expedition coming up from the southern shore of the lake, and eventually by the Usumbara corps. Whether, in the end, no matter what her activity in this region, England will allow Belgium to take any of this German colony is questionable.

Thus, in Africa, England will have the great land routes, except those of the Sahara and Western Mediterranean Africa. And about these the Italian failure and defeat in Tripoli by the Senussi may give her something to say. In Asia, on the other hand, because of the Mesopotamian failure, the Indian fighting on the Himalayan frontier, which has only just been reported by Lord Crewe of the House of Lords; Japanese capture of Kiao-chau and resultant prestige, further increased by the Japanese-Russian alliance, England's impregnable position will seemingly be much impaired. But in capturing most of Germany's Australasian colonies, particularly New Guinea, she has definitely secured Australia and New Zealand and strengthened her hold on Straits Settlement. The Arabian uprising, which has captured Mecca and Medina, under the Grand Sheriff's leadership, ends any possibility of a revolt of Indian Mohammedanism and with it the power of the Turkish Sultan to make trouble in the future.—N. Y. Post.

"ME UND GOTT."

Kaiser William, during his recent trip to the Somme front, says a dispatch to the Wireless Press, made a speech to the wounded, in which he said:

"It is the most poignant grief of my life that I am unable to take a more active part in this war. It is my earnest desire to take my place in the trenches.

"But the inscrutable Almighty has willed otherwise. Into my care has been committed by divine destiny the leadership of our country, its armies and its forces on land and sea.

"My life must be conserved carefully for the welfare of Germany in order to carry out the duties assigned to me by divine appointment."

History is replete with the records of men who claimed to be in league with God and to be the earthly representatives of the Almighty. Such claims are so preposterous that every sane man in the world immediately stamps the person uttering such sacrilege as a fanatic and a bogus.

BLEEDING TO DEATH.

The German press comments on the unparalleled fury of the attacks on the Western front, and marvels that the enemy can afford to spend so many lives. Usually it has nothing to say about the losses on its own side, just as nothing that has been passed by the censor gives any clue to the extent of the Allied losses save an occasional warning from the special correspondents as to the size of the bill England must pay. These correspondents are so absorbed in the slaughter of the Germans as to be wholly unaware of the losses of their own side—so the censor would apparently have us think. But on the German side there are beginning to be exceptions to the rule. The public is being permitted to know something of the stupendous slaughter, the *Vossische Zeitung* recently referring to the "angel of destruction passing through the ranks of the German army with a fury and a mercilessness as if the dance of death had just begun." We believe it to be true that if the world could visualize the limitless human misery which the slaughter on both sides connotes, this war could not last a week. It is the censorship which is the best ally of those who believe that no permanent peace can be obtained until human lives are spent to the uttermost. Of the struggling nations it would seem as if the Germans, with their sentiment and their strong family relationships, would feel the losses most. At any rate, they cannot long remain in doubt that their great nation is rapidly bleeding to death.

No one ever thinks of the Panama Canal without giving Col. Goethals great credit in connection therewith. He was not known to fame before his appointment in charge of that work, but speedily proved himself the right man for the job which has been a very comprehensive one, requiring engineering skill, administrative ability, tact and enterprise. He was entitled to retirement some time ago and accorded it by Congress. Just then disastrous slides occurred in the canal, and it became necessary in his judgment for him to remain, and he did so, superintending the work until the waterway was opened, as he believes permanently. There may or there may not have been another man able to do this work, but certainly no one else could have done it better or more successfully than he did, and too much praise and commendation can not go to him, and that is the opinion generously and earnestly expressed wherever his name is mentioned. It is a matter of much satisfaction to Grand Rapids people to learn that Col. Goethals' successor is likely to be Col. Chester Harding, who resided in this city several years while in charge of the improvement of the Rivers and Harbors of Western Michigan for the War Department. Col. Harding has been prominently identified with the building of the Panama Canal from the inception of the work undertaken by the United States and, next to his distinguished chief, is probably the best posted man

on the subject of canal building in the world.

Probably the Russians have no present intentions of undertaking a serious invasion of Hungary. The Hungarian crops will have been garnered and put away in a safe place very soon. Hungary's grain country, moreover, does not lie directly west of the Carpathians, where the Russians have been reported as penetrating the mountain passes. The Southeastern triangle of Hungary is a rugged mountain country which cannot contribute measurably to the Teutonic food supply. Further north, at Czorna-Repa, the Carpathian chain wears down to a thinness of about fifty miles, with an opening, via an important railway, direct to the important city of Munkacz. How far north of Delatyn, which is east and far south of Lemburg, the Russian advance has gone the dispatches do not say. But even from Delatyn, by striking due west through Mamaros Zciget, the Russians might still hit the Southernmost end of the weak link in the Carpathians. At Kirlibaba, however, where they were reported some time ago, on the Southern part of the Hungarian-Galician border, they are opposite the roughest and most impenetrable part of the Hungarian mountain triangle. The real Russian object may be not a full-fledged invasion, but to shake Hungarian confidence and bring Rumania around to the Entente side by an exhibition of force and successful enterprise right on the Rumanian border.

It is to be hoped that the proposed plan of re-organization of the Pere Marquette Railway, or one equally as equitable and comprehensive, may soon be approved by the Michigan Railway Commission, which has now had the plan presented by Benjamin S. Hanchett under consideration for several weeks. The Hanchett plan appears to possess every element of fairness it is possible to exercise toward the holders of Pere Marquette securities and the high character and undoubted financial strength of the men back of the plan bespeak its success in the event of its being put into action under the authority of the Commission.

BUSINESS CHANCES.

For Sale—Best grocery and meat market in Northern Michigan. Will sell below inventory about \$6,000 stock. Located at one of the finest summer resorts in the United States. Doing \$70,000 business a year. Good reasons for selling. Apply owner, Box 84, Charlevoix, Michigan. 338

For Sale—Clean, staple stock general merchandise. Inventory \$10,000. Might consider farm value \$5,000 to \$7,000. Money maker. Lively country town. Good reasons. Act quickly. Box Q., New Lothrop, Michigan. 339

For Sale—Modern saw mill and 300 million feet of standing timber in British Columbia, most advantageously located on beautiful lake and main line of Transcontinental railroad having advantage of \$3 per thousand feet in freight rates to best markets on the Continent. Logging and manufacturing conditions ideal and very economical. A fortune for the right parties. Will sell on easy terms and may accept other desirable property in part payment. Principals only. A. C. Frost Company, Corn Exchange Building, Chicago, Illinois. 340

For Exchange—Two farms in Ogemaw county for stock merchandise. Write for particulars. W. H. Stark, Rose City, Michigan. 341

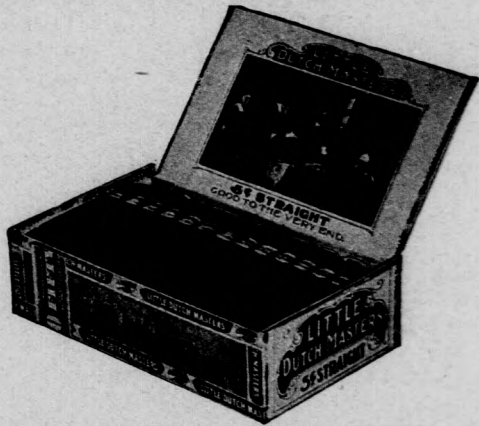
For Sale—Stock of general merchandise and fixtures in thriving farming community forty miles from Grand Rapids. Doing \$20,000 to \$22,000 business a year. Address No. 342, care Tradesman. 342

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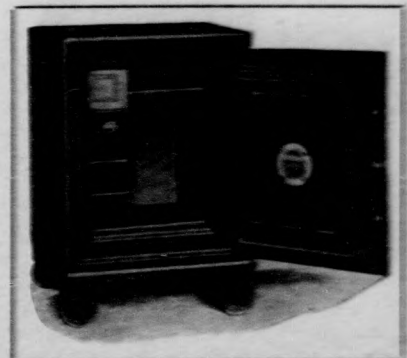


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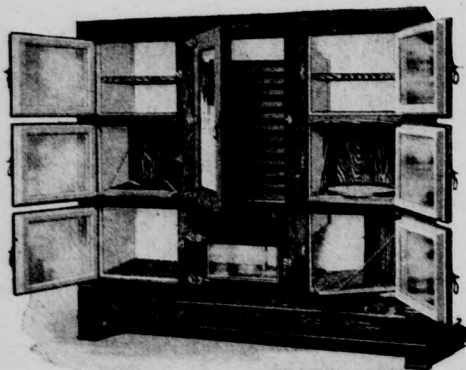
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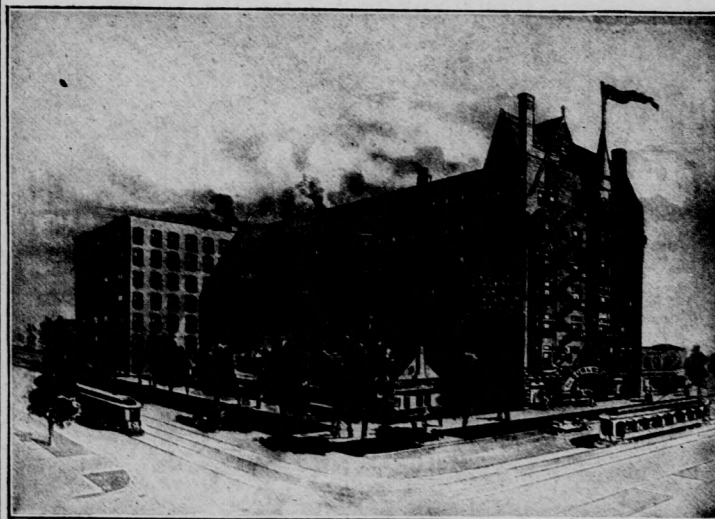
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