

MICHIGAN TRADESMAN

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Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MARCH 14, 1917

Number 1747

The Mother's Prayer

Father, I thank Thee—

First, because Thou hast made me a mother, and of all women the mother is most blessed.

Second, because Thou has helped me to be a true mother, by giving me understanding that I may teach my children.

Be with me in my daily tasks; shed Thy bright radiance about my home that the young hearts growing here may be nourished with the living waters.

Guard them against evil, O Father, and keep them fresh in faith and trust. Keep them pure of thought and deed. Bless them with love and with strong belief in Thee which exalts the heart and sweetens the life.

Strengthen them, Lord, with knowledge, and teach them to honor the duties Thou seest fit to impose upon them. Give them richness of spirit and the eternal joy which earthly shadows but deepen. Guide them ever, O Father, and grant that they be well pleasing unto Thee.

In the name of Thine own Son, Jesus, I ask it.
Amen.

Beatrice E. Harmon.

American Sugar Refining Company

**Domino Cane Sugars
Prevent Lost Motion**

It requires only an instant to sell Domino Cane Sugars. No scooping, weighing or wrapping. And the customer gets the best sugar in the most convenient form. All sugar waste is prevented.

American Sugar Refining Company
The Most Complete Line of Sugar in the World



**Putnam's
Menthol Cough
Drops**

The "Double A" Brand

Packed in an attractive display carton,
a valuable silent salesman.
Keep them in stock always.

PUTNAM FACTORY,
National Candy Co., Inc.
Makers

GRAND RAPIDS, MICH.

You Can Buy Flour —

IN

SAXOLIN

**Paper-Lined Cotton
Sanitary Sacks**

DUST PROOF
DIRT PROOF
MOISTURE PROOF
BREAKAGE PROOF

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

Ask Your Miller in Your Town

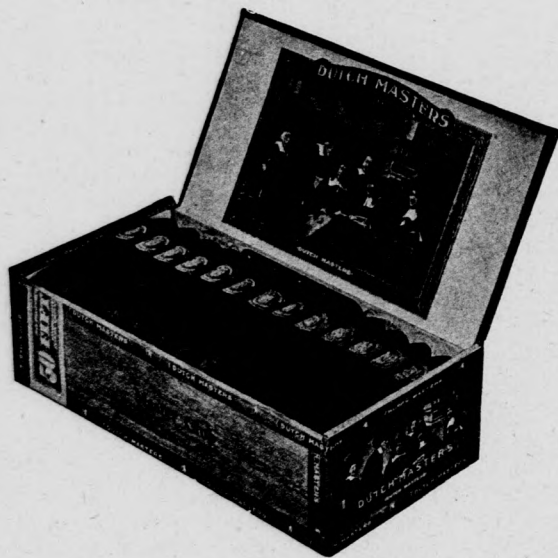
— he can give you his flour in this sack

Our co-operative advertising plan
makes the flour you sell the best
advertised flour in your community

For samples and particulars write

THE CLEVELAND-AKRON BAG CO., CLEVELAND

**DUTCH MASTERS
CIGARS**



Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers

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

PINE TREE

BRAND

Timothy Seed



AN EXTRA
RECLEANED AND
PURE SEED
AT
MODERATE COST

DEALERS
WRITE FOR
SAMPLE, TEST
AND PRICE

The Albert Dickinson Co.
SEED MERCHANTS

Established 1854

CHICAGO

MINNEAPOLIS



MICHIGAN TRADESMAN

Thirty Fourth Year

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CUTTING DOWN THE COST.

Last summer a man who was buying supplies for a camping club in a flourishing town near a popular summer resort was astonished at the excessive prices charged for provisions. He corresponded with a large dealer, asking him to place him in charge of a store in that town, one to be run on the plan of no credit and no delivery of goods. He figured that he could keep himself busy, but that no extra help would be required.

To-day he has five regular clerks and these prove too few to promptly serve the crowd constantly in attendance. The fact that at this store there is a saving of half a cent on each bar of soap, a cent or two on many other things, is sufficient. The news has been heralded along the line and the result is that the big mill which grinds the coffee is kept going almost constantly, while the 12 cent loaf which sells at 11 cents is universally popular.

Women come with large baskets to be filled and are quite satisfied with results, even if they do have to wait patiently in the sometimes long line. They are saving money and helping to cut down the high cost of living.

There is another side to the story which they fail to comprehend. They are losing time! Well, what of that? A few minutes in a day do not count for very much and there is some fun in just waiting, seeing things and people, looking over the stock and prices. How many of them ever stop to think of the other way in which they might have saved time and money with the regular dealer long ago?

It has been so easy to get into the habit of ordering things, either by phone or in person, and having them delivered. No extra cost—this was the popular estimation of the service. No one seems to consider that this free delivery is not, cannot be really free. They must pay for it in some way. If not as delivery, the expense must be met by putting up the price of the goods.

We recall an incident which happened years ago in the college days of one who is now well up in missionary work. A woman had come from India to an American college for the

purpose of educating herself as a missionary. She was poor and help was given by the various societies of the church in several forms. Sewing had not been a part of her training and the ladies of the Home Missionary Society conceived the brilliant scheme of purchasing and making a new dress for her. All went well, the cutting, sewing and the final trying on after it was completed. But when the neat package was given to the thankful recipient to carry home—only across the street—she was actually insulted. In her native home there were servants to perform such menial tasks. The ladies of the society, in turn, felt aggrieved that their proffered gift was not even "worth carrying home."

It would seem as if the modern housewife's idea of marketing has swung quite as far from the normal poise as that of the woman from the orient. She expects to pay the lowest price and yet she feels at liberty to ask the largest accommodations. It may be only a can of peas for dinner; but they must be sent up in time for dinner, even though some one is required to make the special trip.

Why can there not be a reciprocation of privileges, as has been done in the store which proved so popular, or rather, a partial compromise. If housewives generally understood that you would give them a better price on the small things which they could just as well carry home in a basket, would they not as willingly patronize you as the new man? Of course, flour and the heavier things would require delivery. But one trip a day might serve for this where you now make from two to half a dozen. This plan of giving the housewife a chance to cut down prices by cutting out the cost of delivery is worth considering.

As a result partly of peace prospects, business has been in a hopeful condition and a bit more buoyant than heretofore. Stocks have livened up a little in a speculative way. Investment in stocks and bonds is still at a slow pace. The \$150,000,000 3 per cent, one-year bonds that Secretary McAdoo is getting ready to issue appear to be in the way of other things, for promoters and dealers do not care to bring out their propositions until the Government issue has been taken up. The failure of the submarine campaign to show any great increase in achievement has given confidence to people heretofore much distributed by the dangers of the sea. Many are already saying that it is a failure, but it is too early to pronounce any such definite judgment.

It's a good thing to have a reputation that isn't bad.

ORANGE OFFERINGS.

Oranges are so cheap and so easily rendered inviting to eye and taste that it will pay well to so feature them that "Orange Day" may be prolonged through the entire season. They are one of the most wholesome of deserts, and if people could only be brought to a realization of the fact that they are the best laxative, the services of the physician would be greatly curtailed.

Then there are so many ways of combining this fruit with other things, the fruit salads, the punch, the combination with gelatine, in each of which other ingredients which you carry in stock may enter to advantage. The quantity of marmalade which a dozen oranges will make is truly astonishing to one who has never tried it. Offer a good cook some of the fruit in exchange for her services in concocting a supply of the marmalade, and note how quickly she will avail herself of the opportunity.

Then arrange a dozen of your best oranges with the necessary lemons to accompany them in a pyramid in your show case. By the side of these place the product of an equal amount of the fruit finished into marmalade, and showing its clear, rich amber hue through the jelly glasses. A card "From this—to this" will be appropriate. If necessary, serve samples on small crackers to assure those not familiar with the product that it is as delicious as it looks. The quantity obtained will be proof that it is also one of the most inexpensive of fruit dainties. Trial will prove it one of the most useful of delicacies with young or old.

Then there is candied orange peel—not a single portion of the fruit goes into the waste. Show how to test quality by the smooth and fine grain of the skin. If possible, display it combined with some of its own rich green leaves. Make attractive rates by the dozen. It pays to help cultivate the orange habit.

For years the cities of Seattle and Tacoma have carried on a feud. The great mountain of the Cascade Range was the bone of contention. The State of Washington is proud of the snow-crowned mountain known in Seattle as Rainer and in Tacoma as Tacoma. The mountain peak is 14,408 feet high and is visible for miles. Tacoma took its name from the Indian term for the mountain. In the Siwash language the word means "the great white mountain" or "the mother of mountain." Seattle would not call the mountain Tacoma, for that would advertise its rival city. In Seattle the mountain has been called Mount Rainer, after the man who first made it known by his explorations. For

three days recently the State Legislature of Washington wrangled over the peak's name and finally agreed to compromise. The Legislature recommends an aboriginal name, one that will suit both cities, and if one is chosen a dispute extending over a score of years will be settled.

In Chicago another Dawes Hotel has been opened—this time the Mary G. Dawes Hotel for women. Ten cents here is to be charged for a night's lodging, and only a few cents for a good meal. All this is promised, according to the newspapers, "in an atmosphere of comfort and refinement. There is supplied good companionship, which, as a rule, is lamentably lacking when a girl without guidance shifts about in rooming-houses and similar unrestricted places." The need for such a new hotel has been great in Chicago, which is not so well supplied with philanthropic homes for working girls and poor transients as New York; and the Dawes name ought to be a guarantee of sound management.

A Chicagoan has cause to believe that "hell hath no fury like a woman scorned." When he wanted to take a medical course his wife worked and helped him while he went to a medical school. At the time he was studying medicine he held a job as clerk in the Chicago postoffice. He became a full fledged doctor last year and resigned his postoffice job. He also brought suit for divorce and his wife said: "I'll get even, see if I don't." And she has. She caused a suit to be started by the Government to cancel his naturalization papers. If he loses the suit he will be deported. She claims her husband secured his naturalization papers by fraud in order to obtain his postoffice job.

President of the National Biscuit Company and practically its creator in its present form, A. W. Green died in New York last Thursday at the age of 74. He was a lawyer of ability as demonstrated by his practice in Chicago, but he showed a special aptitude for corporate management in his official position. Among his gifts was an originality of ideas which brought large profits to the stockholders of his company.

A Croatian wedding which was to take place in Chicago has been declared off because of whiskers. After the lady had agreed to wed and the man had taken out a license and rented a flat, the bride-to-be decided she did not like whiskers. The prospective bridegroom said she asked too much. He preferred his whiskers to any woman. Whiskers won and the wedding bells remained silent.

Infamous Treatment Accorded a Traveler at Cheboygan.

Grand Rapids, March 12—While on my regular trip through Northern Michigan last week, I stopped at Cheboygan and, as usual, found my loyal customer holding a good, clean order for me. He has bought from me every trip since I began calling upon him, eighteen years ago. Before leaving town, however, I assure you I was handed something unexpected from another source. This being Friday March 9, I was about to head homeward by the way of the M. C. South at 11:54 a. m., but after going to the depot I was informed that the train was thirty-five minutes late. I made the remark to the ticket agent that I had a notion to go down town for a lunch while waiting and he said, "I guess you can feed across the way at the green house, where the little sign over the porch reads Travelers Inn." That sounded good to me, as it is a long way down town. So over I went, rang the bell and the proprietress met me at the door and I was told to step in. I asked if meals were being served and she said, "You may be seated at the table." After a few moments a little girl offered me a plate of soup, saying, "Which will you have, gar fish or beef steak?" I said, if agreeable, a couple of poached eggs would suit me better than either, so I was served with two eggs on a slice of plain white bread also a small boiled potato on the same plate and a small side dish of string beans. I asked for a cup of tea. The little girl said, "All right," but failed to bring it. She soon returned and asked if I was ready for dessert. I asked what kind of dessert? "Chocolate pie," was the reply. "Anything else?" I asked. She said, "No, that's all we have to-day." I said, "I never eat chocolate pie." About this time the proprietress appeared on the scene and I asked the rates of the hotel and she informed she was not running a hotel, but a boarding house and that her rates were \$8 per week to weekly boarders and 50 cents for meals to some people, but to traveling men 75 cents. I told her she should post her rates, so traveling men would know before too late. She informed me she had no trouble in getting it from them. As I was short of change, I handed the little girl a \$10 note and she carried it to the kitchen, but they were unable to make change and returned it to me. I told her if the little girl could go to the depot across the street with me, perhaps we could get it changed there, so she followed me across the street and I asked the ticket man to make change for me and he said he couldn't change it, so I turned to the little girl, handed her half a dollar and told her I couldn't get the change and to tell the lady that was the best I could do. She said she couldn't take it without first phoning the landlady, so she called her on the telephone and was told to "Make him pay 75." I told her to give her that, as it was twice what the meal was worth anyhow and no way of getting change, but she still refused it. To square myself I phoned the prosecuting attorney the circumstance, telling him I didn't propose to miss my train, neither was I trying to beat my way and he informed me this party running the Travelers Inn was a citizen of the town and I must come across with 75 cents before leaving town, train or no train, and if I didn't do so he would send for me. I told him to do as he chose, so he sent for me, the sheriff reaching the station just as the train was about to leave. I was escorted down to Justice King's quarters and at 2 o'clock the prosecuting attorney arrived and my faculty for reading human nature told me my only show would be with a jury, so I demanded a jury trial. "All right," said the justice. "The sheriff will select the jury." I insisted upon helping

choose the jury, but nothing was doing except to pick from his selection, so you see a blind man could see my finish. Mrs. DePew, the proprietress, was called to the stand and told things quite straight, acknowledging she served thirty-two single meals at noon time the week before at 50 cents each, but her price to traveling men was 75 cents for the same kind of a meal.

After Mrs. DePew left the stand the prosecuting attorney took the floor to charge the jury and I called him to halt until my testimony was taken, but he continued, saying, "This party had a right to discriminate in her prices." For comparison, he said, "A party of ten people could go to the Michigan Central ticket office and buy a ticket for a party of ten people at two-thirds of the regular fare." This being too strong for me, I said "That's a lie." I was accused by the attorney of obtaining a meal of victuals with the intent of never paying and to defraud the proprietress. I was then allowed to stand and explain to the jury the unjustness of the case. Furthermore the fact that discrimination in prices was strictly contrary to law. The jury was out about four minutes and returned a verdict of guilty. I asked "Guilty of what?" and they all looked down to the floor, but offered no reply. I then left the room and called upon an old resident of the city and explained matters and he said it was impossible for a stranger to get justice in the local or circuit court and questioned my being able to get satisfaction should I appeal the case, so I settled by paying \$9.21 costs and \$5 fine imposed by Justice King.

Lemons come high in Cheboygan!
G. A. Morris.

The Tradesman can hardly conceive a more infamous trick than that played on the gentleman who signed the above communication. Mr. Morris has resided in this city for many years and stands well in banking and mercantile circles. He has traveled for a reputable house in Westfield, Mass., for many years. He is known everywhere as a man of mild manners and courteous demeanor. His treatment at the hands of the officers of the law at Cheboygan is not only an insult to the traveling fraternity as a whole that calls for punishment and vengeance on their part, but it discloses a deplorable condition of things in Cheboygan which reflects severely on the legal methods in vogue in that city and county. The Tradesman has been repeatedly informed by business men of Cheboygan that the county ring in control of affairs there is anything but ideal; in fact, about as contemptible as it is possible to imagine; and this incident, told in plain language without heat and with perfect composure, tends to confirm the Tradesman in the opinion that the representations of the Cheboygan people regarding their official representatives is only too true.

On the Warpath.

Auto Dealer—Do you know how many cars I have sold this week?

New Clerk—Seventeen.

Auto Dealer—See here, have you been looking into the books?

New Clerk—No, sir.

Auto Dealer—Then how did you guess it exactly?

New Clerk—Because there have been just that many fellows looking for you this afternoon with blood in their eyes.

News and Gossip From the Maple City.

Adrian, March 12—The local Advertising Club held an interesting meeting last week at the Elks cafe. The chief speaker was Harry L. Adams, manager of the service department of the Blade Printing & Paper Co. He is also Secretary of the Toledo Advertising Club. The other speaker was William Finley, a copywriter of the advertising department of the Willys-Overland Co., Toledo. An excellent dinner was served and greatly enjoyed.

The Willett Piano Co., of this city, will soon occupy the Hayes store, on North Main street. The decorators are at work now and it will soon be ready for occupancy.

The latest and most fashionable dish—potatoes served in any form, once a week.

Have you passed through Flint lately? It reminds one of the great Western mining country, a city surrounded by huts and tents. A large corporation recently took a contract to build 500 homes this spring at a cost of \$1,000,000. They need 2,000 homes and then there would be people living in tents.

The Symons-Moffett Co., Flint, which recently had a \$50,000 fire, is rapidly getting back in shape for business. The house is managed by Robert G. Moffett, the junior member of the firm of Moffett & Sons.

Adrian working men, a thousand strong, rallied to the support of the President and his policies last week after his armed shipping bill was torn to pieces by dirty politics. Practically every factory here sent the President a telegram assuring him of their loyal support. Following is the one sent by the Peerless Fence Co., the largest of its kind in Adrian: "252 out of 262 employees of the Peerless Wire Fence Co. feel that Congress has betrayed the people and they urge upon you the necessity of taking whatever action is required to protect the honor and integrity of the Nation and the safety and interests of its citizens." Signed by J. R. Steel, L. B. Johnson and A. S. Hoag.

Postmaster M. L. Gillen and T. A. Dailey, of this city, attended the second inauguration of President Wilson. They were in the Senate gallery Sunday morning when Senator Hitchcock, made his great speech opposing Senator La Follette on the President's armed shipping bill.

A German private in Company L, First Minnesota Infantry, doing duty on the border, recently called the President of the U. S. "a common scoundrel," adding, "he would never be elected President again." We are sure this German private will never get a chance to cast a vote against Mr. Wilson if he did run again.

Show your colors, regardless of politics! Stand by the President!

The local retail merchants are planning to have a real spring opening week in the near future.

F. A. Braman, local jeweler, is selling his stock at auction. He has rented a store room at Tecumseh and will continue in the jewelry business in the above named city.

A joint meeting of the Chamber of Commerce members and citizens of Adrian was held Monday to discuss the possibility of securing three new factories for this city. Watch Adrian boom.

Startling news reached the up-town district one day last week—a Wabash train was on time.

Charles G. Rietz, who represents the Monarch Manufacturing Co., of Toledo, covering Southern Michigan, Northern Indiana and Northwestern Ohio, moved from Adrian to Toledo the latter part of the week. Am afraid Charles, with his 240 pounds, will miss the shade of the maple trees of this city the coming summer. However, we understand he located as close to the Maumee River bank

as was possible without living on a canal boat. Pretty sure he plans some summer fishing.

The local Council of U. C. T. held a live meeting Saturday, starting in the afternoon with the regular business session, after which a couple of the boys were told the way to become real travelers. A fine lunch was then served and then the card sharks opened up tables and gave everyone a square deal (?) for about an hour, after which everyone finished the evening's pleasure by joining in dancing.

The Clough & Warren Piano Co., of this city, has opened elegant show rooms on East Maumee street. This company not only manufactures pianos but phonograph machines also. It is called the Manophone talking machine. H. I. Frost has charge of the sales work here.

Mr. Merchant, read the Tradesman and save money.

J. Ed. Swisher, the hustling and wide awake De Laval cream separator representative in this district and the farmers' real friend, was in our midst with a new order book and fresh pointed pencil doing business this week. Mr. Swisher made quite a record for himself and company last year and is out to make a new and better record during 1917. He makes Bryan, Ohio, his headquarters, where he and Mrs. Swisher reside.

Another new factory for Adrian—the Forduplix Co., manufacturer of auto trailers. L. M. Steward.

Sidelights on Celery City and Environs.

Kalamazoo, March 12—George Kelly was Saturday night named Senior Counselor of Kalamazoo Council. Other officers elected follow: Junior Counselor, H. F. Waterman; Past Counselor, Newton Root; Conductor, E. E. Ranney; Page, L. B. Putney; Sentinel, G. H. Whitney; Secretary, R. S. Hopkins; Delegates to the Grand Council which will meet at Bay City in June, Newton Root, W. B. Berry and R. S. Hopkins; alternates, F. H. Clay, C. E. De France and C. H. Kent. The election was held in the Council's new quarters in the Pythian castle. Under the new administration a number of social events have already been planned. Among these is a dancing party which will take place at the next regular meeting of the travelers on the second Saturday in April.

A new paper stock company has been formed in Kalamazoo and has taken over the Kent elevator building as its warehouse. The new firm will be known as Lewis Brothers. It is controlled by Isaac Shinberg, David Lewis and Albert Lewis.

The Sunday theater question will be voted on by the electors of Kalamazoo Monday, April 2.

The first building material for the three-story addition to the plant of the Kalamazoo Loose Leaf Binder Co. was delivered Friday morning. Work on the structure will begin at the earliest possible moment.

To the local houses handling high class automobile accessories and equipment has been added the Interstate Tire Co., located in the new Masonic building, 307 North Rose street. Branches of the same concern are located at South Bend, Fort Wayne, Battle Creek and Jackson. Marvin F. Henderson, formerly of South Bend, is in charge of the Kalamazoo branch.

The Anchor Paper Specialty Co. has leased the building at 925-7 East Main street and will be in operation within two or three weeks. The machinery is now en route to Kalamazoo.

The question of revising the city charter of Kalamazoo will be voted on at the spring election, Monday, April 2. At the same time the electors will be called upon to choose nine commissioners who will have charge of the revision. W. S. Cook.

Gabby Gleanings From Grand Rapids.

Grand Rapids, March 12—The Mel-fingers write from Denver, Colorado, that they are still on the "go" and homeward bound. They will arrive home about April 1. Walter says it is a great trip and we will wager that Walter and his good wife will get all the good out of the trip they can.

The tenth number in the U. C. T. series of dancing parties was given last Saturday night with an unusually large and lively crowd in attendance. The musicians did not put in an appearance until rather late, but when they did arrive, they made up for lost time. These parties are the big social events in U. C. T.ism, and those who fail to participate in them are missing a rare treat. Mr. Tuller and his associates are always welcomed by the U. C. T. men and their wives and friends and never fail to strike on all six when playing for these parties. The next party will be given March 31 and the music committee has arranged to put on an exceptionally good musical programme with at least five pieces, including the ever welcome saxophone on the bill of fare.

If any of our local readers really want an honest to goodness up-to-the-minute cup of coffee, phone your order in to Mrs. E. F. Wykkel, phone 34,194, or address 1436 Wealthy street.

Don't forget assessment No. 136 is due and payable Saturday, March 17. Pay up and keep in good standing.

This also calls to our mind the fact that on March 17 nine hungry couples promenading under the title of the Midnight Club will meet at the home of Mr. and Mrs. A. N. Borden and fill up. We won't mention any names, but we know one member of this Club who is going to ride 150 miles in order not to miss this 6 o'clock dinner to be given by the Bordens.

Every member of Grand Rapids Council who can possibly do so should attend the memorial exercises in honor of our deceased brothers,

Sunday, April 1, at 3 o'clock, at the Council rooms, 38-42 Ionia avenue. The officers are making preparations to render these ceremonies strictly according to the manual and we trust their efforts will be rewarded by a large attendance. The members of our Council who have died during the past year are H. L. Gregory, Howard P. Dorner, Robert Ruth and Borton D. Hunting.

William E. Sawyer is the busiest man in Michigan these days. Five days a week he sells groceries for the Worden Grocer Company—and lots of them. Saturday he runs down to Otsego to look over the manufacturing plant in which he is financially interested. Between times he attends to the details of settling up the estate of his deceased brother at Allegan.

Harry Harwood bumped up against an admirable example of country justice over at Stanton the other day. He sued a man who purchased one of his popcorn machines for a \$280 balance due on contract. The defendant established the fact that he knew nothing about the machine, but succeeded in obtaining a judgment of \$240 for the payments he had voluntarily made on the contract price. The verdict was the result of the charge uttered by the trial judge. Harry is so confident the judge's charge was wrong that he proposes to appeal the case to the Supreme Court, where he expects to see justice triumph and wrong effectually overthrown.

St. Patrick's Day will be one long to be remembered by members of Absal Guild, A. M. O. B. A big ceremonial session will be held at the U. C. T. at 4:30 p. m., when a large class, many from Elkhart, Ind., will be elected to the title of Prince. The Crathmore will then be the scene of the big feed under the direction of Prince Walter Lypps, to be followed by an evening of mirth, merriment and action. Gavitt's Oriental String Band will furnish music. Mark Murphy,

resurrected member of the Irish Senate, will tell why the snakes left Ireland. A grand surprise will complete the evening's entertainment. The meeting will be an important one, as there is a vacancy to be filled by election. Remember your fez. Princes H. W. Harwood, Dr. G. W. Ferguson and C. C. Perkins will direct the merry caravan of Americans in Turkish garb on Irish night.

Charles W. Anderson, who has managed the Cleveland branch of the American Pin Co. for the past eight years, has engaged to cover Michigan, Ohio and Indiana for the Pratt & Farmer Co., jobber of notion specialties, New York. He was in the city last week for the first time since he made the new connection. He will continue to make Cleveland his headquarters. J. S. MacGlashan, whose position he assumes, has been promoted to the office of general sales-manager for the Pratt & Farmer Co. A. F. Rockwell.

Exhausts From the Motor City.

Muskegon, March 12—This will probably be our last official appearance in this column, as we expect to be in a position to appoint a real scribe for the coming year.

Everything is set for our annual meeting next Saturday, March 17. This is to be a big affair, with initiations, Grand officers, etc., followed by a banquet at the Occidental Hotel. The meeting will be held at 2 p. m. and the banquet at 5, to allow members leaving on the Pentwater and White Cloud branches to attend and return home that evening. We want every member present. The result of the membership contest will be announced at this time and the special prizes awarded. Chris. Follrath will act as toastmaster at the banquet.

Senior Counselor Steindler had the misfortune to fall and break his wrist. He is calling on part of his trade, but is very much handicapped, as he can talk with only one hand.

Herman Anderson is quite particular now when he packs his personal grip. Recently, in his hurry to get away on Monday morning, he got the missus' nightie instead of his own and was very much embarrassed when he discovered his error. Ernie Welton said he looked real cute.

Plans are already on foot for a big representation from Muskegon Council to attend the annual convention at Bay City. We expect a majority of the boys to motor through. Let's begin now to boost for Steve for Grand Sentinel. He deserves the place and would certainly make a good conscientious officer.

Spencer & Slingerland have purchased the stock of groceries of F. J. Bertschy, at Spring Lake, and will continue the business. The store will be conducted under the name of the S & S Co.

Thanks to the sunshine and warm winds, you can occasionally see that there is still sod and mud on top of this old earth.

Every member should turn out next Saturday for the big doings. Come to this meeting if you don't attend another for a year. J. E. Lyon.

L. M. Steward, who has covered Michigan and Ohio territory for several years for the Postum Cereal Co. and who changed his headquarters about a year ago from Saginaw to Adrian, has relinquished his position with the Postum Company to take charge of the tobacco and cigar department of the Lee & Cady Co., for the city of Saginaw. This involves his returning to the city he resided in before he removed to Adrian. The Tradesman bespeaks for Mr. Steward its best wishes in his new connection and expresses the hope that his present position may prove a most acceptable one in every respect.



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

Barney says—

Is it true that our sales on package coffees last week were twice as large as they were a year ago?

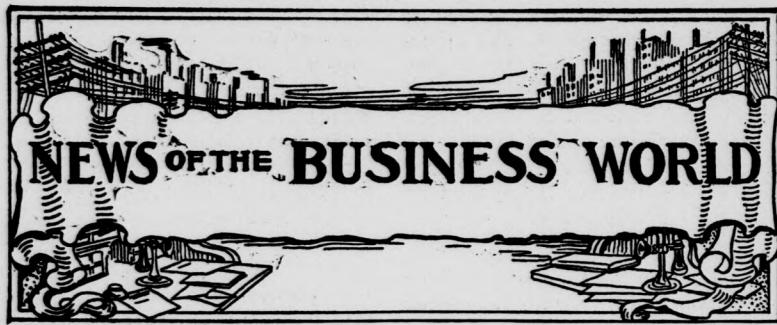
I guess people are beginning to appreciate what good coffees we put in our packages.

Yes, they must.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS



Movements of Merchants.

Freeport—H. L. Feldpausch has engaged in the meat business.

Albion—W. E. Baumgardner has opened a bazaar store on Superior street.

Battle Creek—Mrs. T. W. Cahill has opened a millinery store at 413 Maple street.

Orleans—Jerry Sapulding will open an agricultural implement store about April 2.

Detroit—The Walkover Shoe Co. has changed its name to the Wilson Shoe Co.

Moran—John Lipnitz is closing out his stock of hardware and will retire from business.

Lakeview—Meach & White, Inc., has increased its capital stock from \$20,000 to \$25,000.

Niles—Mrs. A. Bernius, recently of Kalamazoo, will open a millinery store about April 2.

Ainger—Quick Bros. will open a grocery store as a branch to their general store about April 2.

Detroit—The Sunshine Dry Cleaning Co. has increased its capital stock from \$10,000 to \$20,000.

Bath—W. S. Hall has sold his undertaking stock to M. Karau, recently of Saginaw, who has taken possession.

Edmore—John Hansen will open a grocery store in connection with his agricultural implement and automobile store.

Climax—Frank Scramlin has purchased the stock of the Climax Lumber Co. and will continue the business under the same style.

Sunfield—The stock and fixtures of the John Gearhart general store will be sold at auction as soon as an inventory can be taken.

Berrien Springs—John Schrader, of Holland, has purchased the W. F. Stemm & Son grocery and fruit stock and has taken possession.

Mendon—F. L. Estes has opened a drug store in the new store building which he erected on the site of the store lost by fire last September.

Ypsilanti—Nissly, Webb & Marrs, dealers in dry goods, are remodeling their store building and fitting up the basement for a bargain department.

Belding—Peter Shindorf has purchased the meat stock and butcher's equipment of Post Bros. and will continue the business at the same location.

Detroit—The Carty-Seibert Co. has engaged in business at 400 Penobscot building, to handle coal and building materials with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed, \$2,450 paid in in cash and \$2,550 paid in in property.

Charlotte—E. C. Harmon has sold a half interest in his shoe stock to Milo Osborn and the business will be continued under the style of Harmon & Osborn.

St. Louis—W. H. Hall, recently of Paw Paw, has taken over the Clarence J. Bernard planning mill, lumber yard and fuel stock and will continue the business.

Marinette—S. D. Cohen, who conducts a women's ready-to-wear clothing store at Marquette, has opened a similar store here under the management of Mr. Makevich.

Edmore—William Johnson has purchased the interest of Post Bros. in the grain and bean stock of the Johnson Grain Co. and will continue the business under the same style.

Lansing—Louis Lagios & Co. has engaged in the confectionery business with an authorized capital stock of \$10,000, all of which has been subscribed and \$4,000 paid in in property.

Greenville—F. A. Boelio, who has conducted a furniture store on the North side for the past four years, has removed his stock to a better and larger building at 324 South Lafayette street.

Parma—The Parma Co-Operative Shippers Association has been incorporated with an authorized capital stock of \$500, all of which amount has been subscribed and \$250 paid in in cash.

Lansing—Kavalaris & Co. has engaged in the wholesale and retail confectionery business with an authorized capital stock of \$10,000, all of which has been subscribed and \$3,000 paid in in cash.

Lapeer—The J. C. Penney Co., conducting a chain of 128 department stores throughout the United States, has opened a similar store in the Armstrong block under the management of G. A. Crockett.

Saginaw—Ferris Bros., who conduct a women's ready-to-wear clothing store at Owosso, have opened a branch store at 522 Genesee avenue under the style of Ferris Bros., with G. F. Ferris as manager.

Lansing—The Michigan Fertility Association has been organized with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed, \$1,000 paid in in cash and \$14,500 paid in in property.

Flint—Two drug store proprietors and two drug clerks are under arrest here charged with illegal sales of liquor, following an investigation, which police and sheriff's officers say occupied several months. Aral A. Riker and Joseph Berridge are the proprietors and the clerks are Leo Johnson and O. M. Hendricks.

Hudson—Henry Atherton has sold his interest in the agricultural implement and hardware stock of Atherton & Coppins to Harry Dillon and the business will be continued under the style of Coppins & Dillon.

Fremont—Vredeveld & Co., dealers in groceries and shoes, have traded their grocery stock to Pikaart Bros., dealers in shoes and general merchandise, for their shoe stock and will consolidate it with their own.

Jackson—Ralph Olds and William Easterling have formed a copartnership and purchased the Fred Finch grocery stock at 117 North Jackson street and will continue the business under the style of Olds & Easterling.

Portland—Blanchard Bros. have sold their undertaking stock to T. J. Bandfield, who will consolidate it with his furniture and undertaking stock. Blanchard Bros. will devote their entire attention to their furniture store.

Jackson—Daniel Samels has purchased the interest of his partner, Thomas Seery, in the stock of the White Shoe Store, at 219 East Main street, and will continue the business at the same location and under the same style.

Mt. Clemens—The Panacea Water Co. has been organized with an authorized capitalization of \$100,000 common and \$50,000 preferred, of which amounts \$76,000 has been subscribed, \$1,000 paid in in cash and \$75,000 paid in in property.

Battle Creek—Jacob H. Kellogg, formerly engaged in the grocery and meat business at Kalamazoo, has purchased the remaining stock of the Family Cash Grocery and removed it to a store at 229 West Main street, where he will continue the business.

Saginaw—The Connery-Palmer Co. has been incorporated with an authorized capital stock of \$10,000, of which \$7,500 has been paid in in stock and \$2,500 in cash. The company recently took over the West Side store of the J. E. Anderson Co. at 409 Court street.

Cadillac—Philip Felice has sold his stock of fruits and confectionery store at 211 North Mitchell street to James DeRose & Son, recently of St. Johns, who have taken possession and changed the name from the Greenville Fruit Co. to the Cadillac Fruit Co.

Charlotte—A. E. Slesman, of Fremont, Ohio, has taken over the plant of the Model Packing Co. and will remodel it to manufacture and can sauer kraut. It will be one of a chain of plants conducted by the Fremont Kraut Co., of which A. E. Slesman is manager.

Saginaw—The Sullivan Supply Co. has engaged in the manufacture of metal and electrical goods, machinery and general mill supplies with an authorized capital stock of \$50,000, of which amount \$40,020 has been subscribed, \$195.75 paid in in cash and \$39,824.25 paid in in property.

Manistee—Harry Newberg and August Heuck have formed a copartnership and purchased the Oliver Carlson grocery, flour and feed stock of the administrator of the estate and will continue the business at the same location, 72 Arthur street, under the

management of Mr. Heuck, Mr. Newberg remaining in his position in the Manistee County Savings bank.

Mancelona—James P. Holbrook, of the Mancelona Grocery Co., writes as follows to the Tradesman: Please renew our subscription for another year to your valuable paper. The appreciation of every property owner in the State of Michigan should be extended to your able editor, E. A. Stowe for the fight he is making on the insurance question. In our opinion, he will surely win, for "right is might."

Manufacturing Matters.

Sturgis—The Berridge Shear Co. has increased its capitalization from \$30,000 to \$75,000.

Lansing—The Dail Steel Products Co. has increased its capitalization from \$25,000 to \$100,000.

Muskegon—The Lakey Foundry & Machine Co. has increased its capital stock from \$70,000 to \$400,000.

Detroit—The Shuler Axle Manufacturing Co. has increased its capital stock from \$100,000 to \$150,000.

Detroit—The A. V. McClellan Co., dealer in dry goods, has changed the name to The McClellan Co.

Bellevue—The Laughray Silo Co. has been organized and will commence manufacturing its product April 2.

Bay City—The Bigelow-Cooper Co., manufacturer of flooring and salt has increased its capital stock from \$150,000 to \$250,000.

Fountain—The Fountain Cheese Co. has been organized with a capital stock of \$5,000 to manufacture Swiss cheese under the management of Rocco Nicossia.

Fenton—The Fenton Machine Tool & Die Co. has engaged in business with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

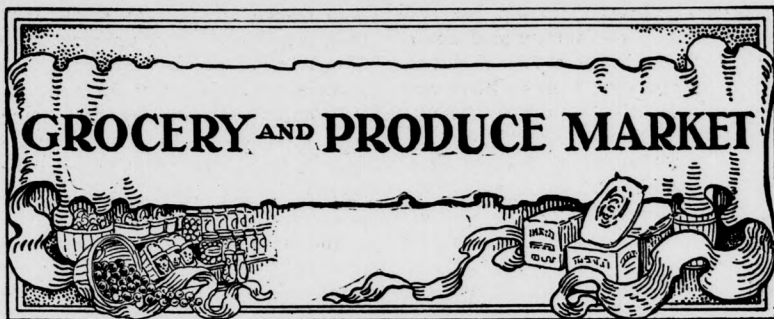
Detroit—The Detroit Vault Co. has engaged in the manufacture of molds and grave vaults with an authorized capital stock of \$35,000, all of which has been subscribed and \$3,500 paid in in cash.

Lansing—The W. K. Prudden & Co., manufacturer of automobile wheels has increased its capital stock from \$1,000,000 to \$2,000,000 and has also changed its name to Prudden Wheel Co.

Jackson—The Tomkins-Johnson Co. has engaged in business to conduct a machine shop with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and paid in in cash.

Jackson—I. M. Dach and S. E. Hersey, of Fremont, Ohio, have formed a copartnership and taken over the plant of the Standard Manufacturing Co., which has been shut down since last fall and will manufacture muslin underwear exclusively.

Lapeer—The Lapeer Tractor Truck Co. has engaged in the manufacture of motor trucks, tractors, trailers and other like vehicles with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed, \$7,000 paid in in cash and \$3,000 paid in in property.



Review of the Grand Rapids Produce Market.

Apples—Spys and Hubbardstons, \$6 per bbl.; Baldwins, Tallman Sweets and Greenings, \$5.25@5.50 per bbl.

Bananas—Medium, \$1.50; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.50 up.

Beets—\$1.25 per bu.

Brussel's Sprouts—20c per qt.

Butter—The market is very firm, but unchanged for the week. The receipts of fresh-made creamery are very light and the withdrawals from storage unusually heavy. Consumptive demand is good and a better market is predicted soon. Local dealers hold fancy creamery at 39c and cold storage creamery at 34c. Local dealers pay 28c for No. 1 in jars and 24c for packing stock.

Cabbage—\$8 per 100 lbs.

Carrots—\$2.25 per 100 lbs.

Celery—Home grown is entirely exhausted. Florida, \$4.75 per box of 3 or 4 doz.; California, 85c per bunch.

Cocoanuts—\$6 per sack containing 100 lbs.

Eggs—The market is 5c lower than a week ago. Local dealers now pay 25c for fresh, holding case count at 26½c and candled at 27½c.

Figs—Package, \$1.10 per box; layers \$1.50 per 10 lb. box.

Grape Fruit—\$4@4.50 per box for Florida.

Green Onions—Shalotts, 75c per doz. bunches.

Honey—18c per lb. for white clover and 16c for dark.

Lemons—California are selling at \$4.25 for choice and \$4.50 for fancy.

Lettuce—12½c per lb. for hot house leaf; \$4 per bu. for Southern head; \$6 per crate for Iceburg from California.

Maple Sugar—17c per lb. for pure.

Maple Syrup—\$1.40 per gal. for pure.

Mushrooms—75@80c per lb.

Nuts—Almonds, 18c per lb.; filberts, 16c per lb.; pecans, 15c per lb.; walnuts, 16c for Grenoble, 15½c for Naples; 19c for California in sack lots.

Onions—Home grown \$9 per 100 lb. sack for red and \$10 for yellow. Spanish range as follows: Small crate, \$3.25; ½ crate, \$5.50; large crate (140 lbs.), \$9.75.

Oranges—California Navals, \$3.50@3.75.

Oysters—Standard, \$1.40 per gal.; Selects, \$1.65 per gal.; New York Counts, \$1.90 per gal. Shell oysters, \$8.50 per bbl.

Peppers—Southern command 90c per basket.

Pop Corn—\$2 per bu. for ear, 5½@6c per lb. for shelled.

Potatoes—The market is weak and

unsettled. Local dealers hold at \$2.75 per bu.

Poultry—Local dealers pay as follows, live weight: old fowls, light, 19@20c; heavy (6 lbs.) 20@22c; springs, \$21@22c; turkeys, 22@25c; geese, 16@18c; ducks, 19@20c. Dressed fowls average 3c above these quotations.

Radishes—35c per doz. bunches for small.

Ruta Bagas—Canadian command \$3.25 per 100 lb. sack.

Sweet Potatoes—Kiln dried Delaware Jerseys, \$3 per hamper.

Tangarines—\$5.50 per box for either 106s or 196s.

Tomatoes—\$5 for 6 basket crate, Florida.

Turnips—\$2.25 per 100 lbs.

The Grocery Market.

Sugar—The market is still unsettled. The American and Howell are still quoting granulated at 7c, but accepting no business. The Pennsylvania and Federal refineries are quoting at 7½c for prompt shipment. Michigan beet sugar is sold at 7.40c, New York basis. The Cuban revolution appears to be settling itself and so do the strikes at the different refineries. The available supply of refined sugar is still very light and all refineries are oversold.

Tea—The market is firm, with holders not inclined to make concessions. There is looking around for attractive parcels of black teas by those who feel that the situation will get worse, so far as supplies go. It is argued that imports until the new crop moves will be very light and stocks in this country are moderate, especially with the consumption large. Interest now centers about the prospects for the next season, the lack of shipping being commented upon in this regard, as well as freight rates and exchange. The commandeering of 50 per cent. of the space of the big Canadian Pacific liners is a straw in this direction. The activity of the submarines has already led to much destruction of tonnage. Of course much can happen in the next few months to calm the fears of the trade, but conservatism reigns at present.

Coffee—The market is still weaker than it was last week. Most grades of Rio and Santos have dropped another ¼c. This makes a decline of about 1c per pound on all grades of Santos within the last month. Rio, with the exception of No. 7s, has declined almost as much. Rio 7s have dropped only about ½c. A large coming crop of coffee, with plenty of stock on hand and poor demand, are the reasons for the weakness.

Canned Fruit—Beyond the prices which have been made for new peaches during the last week, the market has developed nothing of special interest. Prices continue very firm, with light offerings on the spot. Advices from California state that canners have contracted to pay as high as \$40 a ton for peaches, which is the highest price on record.

Canned Vegetables—After a period of extreme activity with a buying fever that was in a small way a replica of the frenzy of last fall, the market slowed down considerably and there is a feeling among jobbers that the advance has reached its limit. Indications of this have been shown in various lines, although there will undoubtedly be certain items which will continue their advance. Tomatoes sold as high as \$1.80 f. o. b., and some dealers said that when they reached this price they were dangerous. The one noticeable feature in the entire tomato situation has been the fact that with futures at \$1.30, although the buying has been heavy, the price has remained with that figure as a maximum and attempts to get it beyond that have failed. The buying of futures has fallen off and the theory is that retailers and consumers are stocked up sufficiently to keep them going for a long time, and that there will be a pause in the demand from now on until a large part of this surplus is consumed. There is a growing belief that not only have the retailers, but the general public also bought more than is customary, and in addition to this the fact that exports are now so difficult that they are backing up on the domestic output. Other members of the trade, however, continue to hold to their optimistic views as to further advances and say they are convinced that the present prices are as low as they will be this year. It is pointed out that Maryland Maine corn for future delivery, which was offered at 90c a short time ago, is now held at \$1.07½ to \$1.10. Spot business for the last few days has been light. There is very little about in the shape of spot peas under \$1.20. This is 20c above normal. Future peas have sold very fairly at high prices.

Canned Fish—A slight reaction has shown itself in pink salmon and although sales have been made as high as \$1.60 f. o. b. New York, it sold as low as \$1.55; but it is said on Tuesday \$1.60 had again been paid. On the rumors of the decline, it is said that offerings are made from outside sources on a still lower basis. Red Alaska salmon, which had been firm at \$2.25, was offered from three points on the Coast at \$2, plus a 13c freight rate. On the other hand, there are members of the trade here who are just as enthusiastic as ever and confidentially predict that pink salmon will go to \$2.

Dried Fruits—Advices from the Coast indicate that there is a good spot demand for dried fruit from all sections of the country. The export difficulties are not causing so much anxiety as would naturally be supposed, as the belief that the demand

for food of all kinds in the domestic markets will be greater than can be supplied. Prunes from the 1916 crop are in demand and all sizes are firm, particularly the smaller sizes. The trade is particularly interested in the reports now coming forward of the possibilities of the failure or success of the organization of the growers' association, and although special efforts are being put forth to sign up the necessary percentage, the understanding is that unless this is done by April 1 the entire movement will be a failure. The newly appointed manager, however, expresses confidence in the outcome. Offerings of future prunes have been made by independent packers on the assumption that the organization would not succeed, and it is understood that low price offerings that have been quoted recently have been made subject to the failure of the attempt to organize the growers. Apricots are almost exhausted and are held higher by those who have any for sale. Choice and extra choice are practically off the market. There has been considerable future business in figs and there is a firm market for spot apples, with the outlook for advanced prices when the demand becomes a little more pronounced. Pears are slightly firmer with higher prices asked for choice and extra choice on the Coast. The local markets are firm, but not particularly active at the moment.

Rice—The market is quieter, which is only natural in view of the recent spurt of activity and the depleted stocks, to say nothing of advance in price. There has been a very good distribution which naturally filled many gaps in retail supplies and the movement logically should be slower, although with the advertising rice has received consumption will doubtless continue heavy. The mills are not offering freely in the South because of the refusal of the farmer to sell the rough except at excessive price, which in turn tends to check business.

Cheese—The market is very firm at an advance of ½c. Receipts of current made goods are quite light and warehouse holdings of fancy June cheese also small. There is some export enquiry and the local demand is fair. No change seems in sight.

Provisions—Smoked meats are firm and unchanged. There is a fair supply and a good consumptive demand. Pure lard is very firm at recent advance, approximately 2c per pound, due to the extremely high prices of hogs. The demand for lard, both for export and home, is good. Compound lard is very firm at an advance of ¾c during the week, with a further advance of perhaps ½c looked for. The extremely high prices are due to the high cost of cottonseed oil and the high price of pure lard. Barreled pork is very firm and unchanged. The supply is light and the demand fair. Dried beef is firm and unchanged, with a good consumptive demand. Canned meats are firm and unchanged.

Jacob Start succeeds S. L. DeWitt in the grocery business at 2063 Godfrey avenue.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, March 3—In the matter of Henry Van Domellen, bankrupt, Holland, the final meeting of creditors was held this day. The trustee's report and account, showing total receipts of \$888.50, disbursements of \$484.39 and a balance on hand of \$404.11, also showing additional receipts of \$54.30, making a total balance of \$458.41, was approved and allowed, and the trustee directed to pay the first dividend, heretofore declared, on those claims which have been proven since such dividend was declared; and also to pay certain administration expenses and a final dividend of 3 1/2 per cent. to all creditors whose claims have been proven and allowed.

March 8—In the matter of LaVerne Turner, bankrupt, Grand Rapids, the first meeting of creditors was held to-day. It appearing that there are no assets in this estate, the same will be closed at the expiration of twenty days.

In the matter of Michael Razzoog, bankrupt, Ewart, the final meeting of creditors has been called for March 17, at which time a final dividend will be declared and ordered paid.

In the matter of William A. Smith, bankrupt, Grand Rapids, the first meeting of creditors has been called for March 19.

In the matter of Jonas A. Church, bankrupt, Greenville, an offer of \$500 for the assets of this estate, exclusive of the bankrupt's equity in the Reo car, has been received from C. H. Wells, Greenville, and a hearing on the same has been called for March 19, at which time the assets will be sold to the highest bidder.

Henry Mouw, formerly a merchant and repair man of Holland, has filed his voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Benn M. Corwin, referee. The first meeting of creditors has been called for March 23. The schedules show liabilities of \$1,662.88 and assets of \$500, all of which is claimed as exempt. Following is a list of the creditors scheduled by the bankrupt:

Creditor Holding Securities.	
W. B. Jarvis Co., Grand Rapids	\$150.00 and interest
Creditors Holding No Securities.	
Lockwood-Luetkemeyer-Henry Co., Cleveland	\$165.33
Miami Cycle & Mfg. Co., Middleton, Ohio	115.00
Motor Car Supply Co., Chicago	70.00
Chicago Cycle Supply Co., Chicago	65.00
Van Cleff Brothers, Chicago	35.00
Julius A. J. Friedrich, Grand Rapids	55.00
Venhuisen & Kooyers, Holland	35.00
Wolverine Leather Goods Co., Detroit	25.00
Schwartzberg & Glaser Leather Co., Grand Rapids	17.00
Consolidated Mfg. Co., Toledo	17.00
Standard Oil Company, Grand Rapids	11.50
Holland Vulcanizing Co., Holland	15.95
John Zeerip, Holland	10.00
Henry Winters, Holland	8.00
Tyler Van Landegend, Holland	15.00
Eclipse Machine Company, Elmira	650.00
Louis Padnos, Holland	5.00
Corbin Cabinet Lock Co., Chicago	3.60
Boss Leather Co., Grand Rapids	5.00
Caille Perfection Motor Co., Detroit	158.00
Joseph Poisson, Grand Rapids	25.00
Harry R. Doesburg, Holland	1.50
Klomparsens & Landman, Holland	5.00
March 9—Milton S. Weaver formerly a manufacturer of tire reliners, of this city, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Benn M. Corwin, referee. The first meeting of creditors has been called for March 24. The schedules of the bankrupt show liabilities of \$1,398.63 and assets of \$3,010.26, of which \$500 is claimed as exempt by the bankrupt. Following is a list of the creditors of the bankrupt:	
Preferred Creditors.	
State and county tax for 1916	\$ 25.16
City, highway and school tax for 1916	81.56
Unsecured Creditors.	
Bixby Office Supply Co., Grand Rapids	\$ 41.90
Double Fabric Tire Co., Auburn, Indiana	492.66
Firestone Tire & Rubber Co., Grand Rapids	318.93
Goodyear Tire & Rubber Co., Grand Rapids	150.00
Grand Rapids Label Co., Grand Rapids	19.00
Grand Rapids Underwear Co., Grand Rapids	85.00
A. B. Knowlson, Grand Rapids	52.16
Standard Oil Company, Grand Rapids	18.46
Weatherly Company, Grand Rapids	17.63
Covell-Hansen Company, Grand Rapids	31.87
Matthew Hensen Co., Grand Rapids	54.30
Dykes Tire Shoe Machinery Co., Chicago	10.00
Martin A. Gelock, Grand Rapids	8.00
In the matter of Van Le Roy Simmons, bankrupt, Grand Rapids, the first meeting of creditors has been held and, it	

appearing that there are no assets in the estate, the same will be closed at the end of the usual length of time.

In the matter of Clarence A. French, bankrupt, Ludington, the final meeting of creditors has been called for March 21, at which time the final report and account of the trustee and petitions for the allowance of fees will be considered and passed upon and a final dividend declared and ordered paid to creditors herein. (The amount of such dividend can not as yet be determined.)

Mar. 10—In the matter of Ferdinand J. Heumann, bankrupt, Traverse City, in accordance with an order issued out of this court Feb. 26, directing the bankrupt to file his schedule within ten days, Mr. Heuman has filed such schedule, which shows accounts receivable amounting to \$1,049.03; stock in trade, consisting of woolen materials used in the manufacture of suits and coats and trimmings, approximately \$2,800 and fixtures inventoried at \$299. Following is a list of the creditors:

Traverse City State Bank	\$800.00
Waterhouse Resher Co., New York	\$ 723.48
Mann-Gruber Co., Milwaukee	1,358.35
Alburger Stoer & Co., Philadelphia	96.12
J. A. Griffith & Co., Chicago	70.40
J. E. Ellison & Sons, Philadelphia	141.04
K. W. Hexter & Co., Cleveland	65.54
A. F. Sauer & Co., Milwaukee	70.08
Hinds Biddle & Co., Philadelphia	56.13
W. Bianchi & Co., New York	73.72
Mullen & Company, Chicago	629.84
Demick & Rieckelman, Cincinnati	820.44
F. Le Wald & Co., Chicago	27.00
Lindley Box & Paper Co., Marion, Indiana	16.58
John L. Bobo & Co., Chicago	63.40
Burleson & Burleson, Grand Rapids	70.00
S. Klein & Co., Chicago	283.69
B. A. Knapp Company, Chicago	174.64
	\$4,740.45

March 10—In the matter of Charles A. Mosher, bankrupt, Muskegon, the final meeting of creditors was held this day. It appearing that there are not sufficient assets to pay the administration expenses in full, no dividend was declared to general or preferred creditors.

In the matter of Louis Goldman, bankrupt, the bankrupt filed an order of composition with his creditors in the sum of 40 cents on the dollar of all claims proved and allowed or to be proved and allowed and all expenses of administration incurred. Fifteen per cent. has been heretofore paid to creditors in this matter and the offer contemplates that the bankrupt will put up sufficient funds to pay the additional 25 per cent. and the expenses. The attorneys for the bankrupt, Selling & Brand, of Detroit, are now placing blank acceptances in the hands of the creditors and if the offer is accepted by a majority both in number and amount of the claims proved the composition will be referred to the District Judge for proceedings on confirmation. No special meeting of creditors has been called to consider the offer.

In the matter of Bethiah Williams, bankrupt, Big Rapids, a hearing has been held on the contested claims of Clark F. Williams, husband of the bankrupt, and Horton Williams, son of the bankrupt. Testimony has been taken and the matter submitted, but no decision has as yet been reached by the referee.

March 13—In the matter of the American Automobile Supply Co., bankrupt, Grand Rapids, a special meeting of creditors was this day held for the purpose of declaring a first dividend. The final report and account of the trustee under the trust mortgage and the final report and account of the receiver were approved and allowed. The first report and account of the trustee was approved and a first dividend of 5 per cent. will be declared and ordered paid. There has been received an offer from Louis Levinsohn, Saginaw, of \$1,140 for additional assets in the hands of the trustee consisting of a stock of automobile tires and an order to show cause will be made and served on creditors at once, why the same should not be confirmed. These tires are claimed by the Alliance Tire Company to be their property for the reason that they were sold on consignment to the bankrupt, but the tire company, through their attorneys, have stipulated and agreed to the sale of the same and that their rights will attach to the funds derived from such sale.

In the matter of Belle Soule, bankrupt, final meeting of creditors has been held. The trustee's report and account were accepted and it is probable that a small dividend will be declared.

You know many of the slow-pay people in your town at sight. When they come in, go slow on encouraging them to buy beyond their ability to pay cash.

Don't allow yourself to become so well pleased with the way you do one kind of advertising that you pay no attention to other kinds.

Housecleaning Trade in the Grocery Department.

Written for the Tradesman.

The housecleaning season, which has already opened for many merchants, spells opportunity in the grocery department. The alert merchant will reach out energetically and grasp this opportunity with both hands.

Advertising is a prime essential.

There are many grocery lines which help to lighten the labor of housecleaning. Cleaning and sweeping powders, lye, powdered and liquid ammonia, brooms, brushes, washtubs, polishes, soaps—these are all essential to the work of the housewife at this season of the year.

Of course, the housecleaning season for most homes won't start for several weeks yet. Many merchants will feel inclined to delay their advertising until the season does start.

The majority of merchants, however, take the contrary view—that it is sound advertising policy to start advertising before the season is actually under way. The merchant who does this secures the inside track over his more dilatory competitor. There is a great deal in suggestion. Suggest housecleaning before she herself thinks of it seriously, and the housewife is apt to bring her trade to your store. Wait until she has time to think out her plans independently, and she is more likely to buy where she has always bought.

Hence, even if the season is not yet fairly begun, it is good policy to advertise early.

Newspaper advertising is the quickest way of attracting the attention of the general public. Nowadays, most housewives scan the advertising columns more eagerly than ever before. If there are any bargains, they are keen to find them. Your advertising will reach more people than it ever reached before.

With your newspaper advertising, link up a good initial window display. Printers' ink and the show window accomplish the best results when they pull together.

In this advertising don't be satisfied to merely mention the goods. Experience has proven the soundness of the policy of selecting a theme. Your theme in this advertising is "Make Housecleaning Easy." How? By laying in right now, before prices advance, a full supply of housecleaning needs. Then tell people what you have. Give each article a descriptive line or two, and the price.

Some merchants feature combinations or "outfits"—these comprising a selection of soaps, lye, cleaning powders and polishes, brushes, brooms, etc. The idea is a good one, and has been worked to good advantage. It is often as easy to sell a comprehensive collection of housecleaning supplies, designed to meet every need, as it is to sell one or two articles.

One grocer makes a feature of printing on a card-board a complete list of the housecleaning lines he handles. This list is sent out with each parcel of goods about March 1, the distribution continuing until March 15. By this means every regular cus-

tomers receives two or three reminders that the grocer can supply her housecleaning needs. This grocer traces many direct sales from this form of advertising, customers mentioning the cards or bringing them, and sometimes ordering the entire list of articles.

Good displays can be designed out of these lines. For instance one merchant dressed his window with a miniature house, chimney and all, constructed of bars of soap. The end facing the street was made of red paper, and with an electric light inside it showed up to good advantage, especially at night. Around the house were shown brushes, brooms, cleansers and a complete assortment of housecleaning lines.

Some lines can be successfully demonstrated. Thus, there are sweeping powders for use on carpets and floors. A good window display idea is to put a rug in the center of the window and show one half swept with the sweeping powder and the other not. A similar idea is often used with metal polish. For instance, one retailer showed a black boiling pot with one half dirty and the other cleaned and shined with metal polish. Contrasts of this sort appeal strongly to the customer; they show the direct results which these goods you advertise will give him.

In this connection short, catchy phrases can be used on show cards, as well as in newspaper copy. "Save Your Strength"—"Down With Dirt"—"Go After the Germs"—"New Brooms Sweep Clean"—"Less Scrubbing, Less Rubbing"—"Handy Helps for the Housewife." Any ingenious retailer can coin a lot of good phrases for use in his advertising. Jot them down, too, in some permanent record, so that they will be available next year.

There is another line of appeal to the housewife which is not often touched on. Housecleaning means hard work, and a heavy pull on the housewife's time. To get elaborate meals is out of the question; in fact, any kind of meals has to do.

The wide-awake grocer seizes the opportunity to demonstrate just what he can offer in the way of "ready made meals."

One grocer put on a display showing his repertoire of ready-to-eat foodstuffs. These comprised canned goods—fish, meats, fruits and vegetables, jellies, jams, quick desserts, biscuits, bread, butter, cheese, syrups, and a wide range of preparation either actually ready to eat or capable of quick preparation. With these went a striking show card: "A Meal in a Minute—Just the Thing for Housecleaning Time." There was the straight-from-the-shoulder suggestion that constitutes good advertising.

Victor Lauriston.

Don't be afraid to tackle a job just because it is harder than anything you have yet done. It is by picking the harder tasks that we develop greater ability.

When squashes get into the pie class they are considered some pumpkins.

Butler Iron Company

Affords You an Opportunity **NOW** to Profit by the Tremendous Present and Assured Permanent Demand for IRON

The Butler Iron Company is a \$2,000,000 Illinois Corporation All stock non-assessable, fully paid, and voting. Now offered par \$10 per share. The Company owns 10,000 acres of land in Butler County, Missouri, containing vast deposits of iron ore which have been proved by numerous thorough investigations extending over a period of years.

These Conservative, Experienced and Successful Men Are Back of "Butler Iron"



Chemical analyses show the ore on this property to contain better than 50% metallic iron.

A limited amount of stock is being sold to extend operations and to build blast furnaces and a chemical plant, thus deriving in addition to the generous profits which it will have from its mining operations, additional large profits in the iron manufacturing and chemical industries.

Chicago Title and Trust Company, Registrar of Stock.

As This stock is Being Sold Rapidly We Advise Mailing Coupon for Further Information Promptly.

BANNON & CO., INC., CHICAGO

FORBES & BLAIR

Western Michigan Representatives
834 Michigan Trust Building, Grand Rapids, Michigan
Phones: Citizens 9346. Bell 527.

PRESIDENT—W. W. MECHLING, for twenty-four years with the Carnegie Steel Company, at their Homestead plants, and for two years past with the Forged Steel Wheel Company of Pittsburgh and Bullet, Pa. Mr. Mechling is now in active charge of the property.

VICE-PRESIDENT—M. H. CUTTER, President of the Bond House of M. H. Cutter & Co., with offices in the Rookery, Chicago. Mr. Cutter has a record of twenty-three years' experience in negotiating and marketing high-grade bonds.

SECRETARY—J. A. MASSEN, of the law firm of Hollen & Massen, 11 South La Salle St., Chicago.

TREASURER—H. F. LANDECK, of Oshkosh, Wis. Mr. Landeck is a widely known Wisconsin banker and business man.

DIRECTOR—B. F. BAKER, of Kewanee, Illinois, Treasurer of the Kewanee Boiler Company, a \$2,000,000 corporation, which manufactures the famous "Kewanee Boiler," large users of pig iron.

DIRECTOR—W. E. ORTHWEIN, of St. Louis, Mo., an influential business man and head of the banking house of Walter E. Orthwein.

DIRECTOR—E. P. SEDGWICK, Secretary and Treasurer of the Chicago Hardware Foundry Company, which is also a large user of pig iron.

DIRECTOR—C. E. TEMPLE, of Grand Rapids, Michigan. Mr. Temple is well known as an expert on the consolidation and management of public utility plants.

DIRECTOR—C. H. WHEELER, Superintendent of Ore Docks and Blast Furnaces of the U. S. Steel Corporation, at Gary, Indiana. Mr. Wheeler's affiliation with the iron and steel industry covers a period of nearly thirty years.

FORBES & BLAIR (6)
Representatives of Bannon & Co., Inc., 834 Michigan Trust Bldg., Grand Rapids, Mich.

Gentlemen:
Please send me full particulars at once concerning the opportunity of safe and profitable investment in the stock of the Butler Iron Company. This places me under no obligation.

Name

Street Address

City..... State.....

MICHIGAN TRADESMAN

(Unlike any other paper.)

Each Issue Complete in Itself.

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY,
Grand Rapids, Mich.

Subscription Price.

Two dollars per year, if paid strictly in advance.

Three dollars per year, if not paid in advance.

Canadian subscriptions, \$3.04 per year, payable invariably in advance.

Sample copies 5 cents each.

Extra copies of current issues, 5 cents; issues a month or more old, 10 cents; issues a year or more old, 25 cents; issues five years or more old, \$1.

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

March 14, 1917.

VICTIM OF ITS OWN MOTTO.

The German government is the victim of its own motto of "Thorough." It has lost all sense of proportion either in morals or in practical wisdom. It was necessary for the German armies to march through Belgium. Therefore right and duty dictated Liege, Louvain and Dinant. Beyond that German logic could not see. It did not see, or chose to overlook, England and the anger of the neutral world. American munitions, the German mind argued, were being used against the soldiers of the Fatherland. Therefore the Lusitania must be destroyed. If it is right and duty to sink a freighter with tens of thousands of shells in her hold it is right and duty to sink anything. No attempt was made to strike a balance between the number of boxes of ammunition in the Lusitania's cargo and the number of men, women and children in her cabins. No attempt was made, from the point of view of cold reason, to strike a balance between the military advantage of the destruction of the Lusitania and the military disadvantage of an outraged America taking sides against Germany. It is necessary, has been the German argument, sometimes defiant, sometimes plaintive. Why cannot people understand that a nation fighting for self-preservation is justified in picking up any weapon that lies ready to hand? What the German mind has not grasped is that even in the matter of self-preservation there are acts against which the soul rebels. Self-restraint may be illogical. Moderation may be, in the long run, the crueler weapon. But the soul has its claims against logic. There are things which must not be done.

Germany to-day is the victim of her own efficiency, applied with all thoroughness and determination and with a minimum of mentality. German resourcefulness embraces the entire world, but remains outside the world of reason. Berlin has facilities for stirring up trouble for its enemies among the Sahara tribesmen, in Tripoli, in the Sudan, in India, perhaps even in Ireland. One need only read Lord Curzon's recent statement of German activities in Persia and in Afghanistan to recognize the labor, the thoroughness, the devotion with which Berlin has marshalled every

ounce of her power against her enemies. The Prussian system overlooks nothing and omits nothing. And in this very comprehensiveness there abides a fatal weakness. It is that want of discrimination which fails to distinguish between the advantages of negotiating with the Ameer of Afghanistan against Great Britain and of negotiating with Carranza against the United States. Both are war measures. Both are dictated by right, duty and an unsentimental recognition of what war means. Only that in one case right and duty coincide with common-sense and in the other case they spell insanity.

SHOULD HIDE THEIR HEADS.

The remarkable decision of Judge Wiest, published elsewhere in this week's issue of the Tradesman, is probably the most caustic judicial rebuke ever pronounced upon any piece of legislation in this country by a judge of high standing.

Judge Wiest completely dispels the idea that the so-called Anti-Discrimination law possesses any pretence to fairness, equity or reasonableness.

No one can read this severe judicial condemnation without reaching the conclusion that the Legislature made a very serious mistake in so treating a fundamental principle of good government as to make it subversive to everything fair and honorable and above board.

Some judges might hold a law up to execration, but it would excite no particular comment; but when a judge of high character, long experience and great learning in the law finds the measure so one sided as to merit his contempt and condemnation, it is time for those who glory in the part they took in its enactment to hide their heads in shame.

All indications lead to the belief that John D. Mangum, of Marquette will be the appointee of Governor Sleeper for State Insurance Commissioner. The remarkable decision of Judge Wiest, of Lansing in which he tears the mask off the Anti-Discrimination law and discloses the hideous features of the measure which was fathered by the present Insurance Commissioner and enacted by the last Legislature by corrupt methods on the part of the insurance combine will arouse the thinking people of the State to the danger which confronts them through the time-worn policy of perpetuating puppets of the insurance combine in so important an executive office. Wm. A. Waite, who is being groomed and boomed as the candidate of the combine, would continue the policy of the past and make the office simply an annex of the cohorts of monopoly and tyranny. Despite the repeated statements of insurance officials and lobbyists that they have the assurance of Governor Sleeper that he will appoint the person named by the combine, the Tradesman still believes that when the time comes he will throw the arrogant aristocrats in the discard and array himself on the side of the people by naming the people's candidate for Insurance Commissioner.

TWO KINDS OF TRAITORS.

The labor unions of the railway industry have presented an ultimatum to the country, notwithstanding the fact that we now face the greatest crisis in the history of the Nation. This is entirely in keeping with the traditions and practices of trades unionism. Selfish interests must always be given precedence, no matter how serious the general situation may be. This is exactly what every trades union in England did when she faced war with Germany and much of England's unpreparedness for the gigantic struggle which was forced upon her by the Teutonic nations was due to the hampering tactics of the trades unionists, who, as usual, were dominated by anything but patriotism. To force an issue now when every loyal citizen is preparing for the war which is, seemingly, inevitable, is disloyalty personified and treason in essence, spirit and effect.

Another class of traitors is composed of the preachers, priests and fanatics who are lending aid and encouragement to the common enemy by holding meetings and writing communications to the newspapers in opposition to the war measures now necessary to be taken in order to shorten the war if it must come and forstall it, if possible. Such persons are clearly defined as traitors by the constitution of the United States and should be restrained by the strong arm of the War Department, both in word and action, until after the war is over. If they possessed the least spark of patriotism or love of country, they would restrain themselves from their treasonable course, but their narrow vision—too often corrupted by German money and German influence—leads them to excesses in utterance and action which cause them to be regarded with abhorrence by every honest heart beating true to the country's best interest.

In the present emergency, the line is sharply drawn between patriotism and treason. Happy is the man who is on the right side. Cursed is the man who lifts a finger to betray his country by hampering our peace-loving President in the plans he is compelled to undertake to save from destruction the best government the sun ever shown upon.

MODEL INSURANCE BILL.

There is now before the Legislature a model bill providing for the creation and maintenance of mutual insurance companies. This bill was prepared by the National Association of Mutual Fire Insurance Companies and is intended to be uniform with statutes of a similar character which will be sought at the hands of every Legislature in the country which is in session this year, so that there may be absolute uniformity in method and practice in the writing of mutual fire insurance in all the states. This bill is described as Senate Bill 178. It was introduced by Senator Scully March 1, ordered printed and referred to the Senate Committee on Insurance. It provides for seven classes of insurance—fire, liability, disability, automobile, steam boiler,

use and occupancy and miscellaneous. In some respects the Tradesman prefers this draft to the excellent act Senator Tripp succeeded in putting on the statute books at the last session of the Legislature. This bill, unlike the Tripp statute, does not limit a company organized under the act to confine its risks to store buildings and mercantile property. The bill is broad in scope, liberal in provision and sufficiently strict to protect the rights of its policy holders and the public generally.

The Tradesman bespeaks for this measure the considerate attention and favorable action of the Legislature.

THEN AND NOW.

At a dinner in the Waldorf-Astoria hotel in New York, March 18, 1907, Dr. Woodrow Wilson spoke as follows:

"We speak too exclusively of the capitalistic class. There is another as formidable an enemy to equality and freedom of opportunity as it is, and that is the class formed by the labor organizations and leaders of the country."

The announcement by the British government that all contracts for the manufacture of shrapnel and other shells must be completed by March 31 and that all contracts for such supplies will lapse on that day might have an unpleasant meaning to many manufacturers if they had not been well prepared by warnings from time to time these past six months. It is well understood that war supplies now consist mainly of raw material so far as concerns anything new and that the mills have only to complete work already in hand. The fact remains that great quantities are yet to be shipped and paid for. The blockade of this class of merchandise at the seaboard is on a grand scale. The clearing up of these war orders gives the mills a chance at the products called for by the home market. Also Europe is wanting a great variety of article not strictly of a military character. Particularly is this true of railroad equipment.

As an indication that Germany is at its wits' ends in more respects than one it is reported that requisition has been made upon the church bells. An order appropriating them has been issued which was made effective March 1. On that date the bells were taken from the sacred edifices and the material of which they are made melted for belligerent uses. For the present where there are chimes, one bell was left to summon the congregation to worship, but even that it is expected will be seized in time. Another published requisition confiscates aluminum cooking utensils. These are sorry facts, showing the devastation which war works, and not only the suffering it inflicts, but what, in a sense, will be called desecration, which it imposes. It is difficult to imagine that bells built to call people to the church should be transformed into implements of death.

Gold brick buyers are born often enough to keep the manufacturers from going out of business.

JUDICIAL CASTIGATION.

Anti-Discrimination Law Denounced in Scathing Terms.

The so-called Anti-Discrimination law provides that all cases which originate under that statute be brought in the Ingham County Circuit Court, which is presided over by Judge Howard Wiest, who has, very naturally, made a careful study of the law. This is indicated in the opinion he recently handed down in the case of Michigan Sugar Co., vs. John T. Winship, et. al., in the course of which he took occasion to point out the unfairness of the measure, which he denounces as un-American, unjust and bristling with the earmarks of monopoly and tyranny, as follows:

May this act be declared to be unconstitutional if it can be said that it is barren of provisions serving public ends and creates a public instrumentality and lends it to enforce private agreement of rates to be paid by the public for fire insurance; that it is contrary to the uniform public policy of all English speaking peoples and smacks of the German Kartell and Continental European policy of encouragement of monopoly; that it destroys competition, for where combination is possible competition becomes impossible, and where combination is required by law competition is forbidden; that the chief purpose of a combination is the control of the price to be exacted for what it sells, and this price appears to be the grant in the act to fire insurance companies; that it is true that when competition is forbidden or prevented, then monopoly exists as "the meaning of monopoly" is no more than the negative of competition; that the law on the statute book at the time this act was passed, penalizing what this law legalized was manifestly to prevent monopoly and to encourage competition, and that this act is violative of the public policy underlying the old law, and as defined by the common law; that it permits a rate of premium to be exacted for a service affected with public interest to be fixed by a combination of insurers dubbed a rating bureau and penalizes any insurance company departing from such rate; that the rating bureau may fix schedules of rates as it wills and the law does no more than lend public power to enforce such privately fixed rates; that this act destroys competition and renders the combination of insurers secure from all interference from within and without because it creates and requires a "legal monopoly;" that it prevents the only two methods of keeping insurance rates reasonable—competition or regulation—by penalizing competition and providing no regulation; that the act prevents discrimination, but does so only in the interest of the insurers, and leaves the insured without any remedy against extortion or unreasonable rates; that the act surrenders public interest to private profit without any responsibility to the public on the part of the beneficiary of the grant, and offends against the salutary rule that restriction of competition gives an increase in the power which can be exerted over the public and must always carry with it increased responsibility to the public, and this responsibility must be exacted by the Government, otherwise an increase of power is given private business at the expense of the public and public interests are surrendered to private profit; that there is wisdom sometimes in standardizing competition, but no relation between standardizing competition and legalizing combinations and penalizing competition; that the fundamental economic reason for impressing any business with public interest is to prevent monopoly, and this act falls short of

protecting any interest outside of that of the insurance companies; that the history of price agreements without coercive power to ensure obedience, even where it clearly appears that all would have made greater gains had they adhered to their common agreement, shows that to completely effectuate the price agreement for insurance provided for in this act it was necessary to lend the power of the State to enforce rate agreements; that regulation of charges is indispensable whenever the State affects a business with public interest and grants restriction of competition; that the power reserved to the commission is no more than that of carrying out agreements made with reference to rates fixed in the combine; that the Anti-Discrimination Commission may exercise no supervision over the acts of the rating bureau and its power is no more than an instrumentality ready to hand for the use of the insurance companies; that the act is subversive of the most elementary principles of impressing a private business, with a public character, and if sustained would legalize private combine and monopoly?

If all these things may be said of the act in question, may it be held unconstitutional? This act takes from the people the right of free contract for insurance and compels every one to submit to such contracts as a compulsory combine of insurance companies may agree upon, leaving the people no remedy to contest the reasonableness of the rates demanded and no right of any insurance company to depart from the rates fixed.

May the Legislature authorize and require insurance companies to pool their interests by way of common agreement under the name of a rating bureau and without reserving any power of regulation, compel every one to accept and pay rates so established?

When the State forbids legitimate business, unless such business is transacted with those complying with the State mandate to associate or pool interests, there can be no doubt of the duty of the State to provide power of regulation for the protection of citizens so limited in choice of those they may deal with.

Why does not this law provide for some method of regulation by public authority? I can ask the question, but cannot answer it. It is my understanding that when the State gives the business of insuring property a public character, it must not stop short of affecting the business with a public interest and such public interest renders regulation of charges indispensable. The State itself could not empower this Commission to fix rates without opportunity being afforded for a judicial hearing on the question of their reasonableness, but this act grants power to corporations to fix rates to be exacted of the public without opportunity for a judicial hearing on the question of their reasonableness.

To slightly paraphrase a decision makes its reasoning hit the issue at bar.

It is the expressed intention of the Legislature, by the statute, that the rates recommended and published by the rating bureau are not simply tentative and open to review in the interest of the public, nor merely prima facie equal and reasonable, but final and conclusive as to what are equal and reasonable charges; that the law neither contemplates nor allows any issue to be made or enquiry to be had as to their equality or reasonableness in fact; that, under the statute, the rates published by the rating bureau are the only ones lawful, and, therefore, in contemplation of law the only ones that are equal and reasonable.

There is no power in the courts, allowed by this statute, to stay the hands of the rating bureau, if it chooses to establish rates that are unequal and unreasonable.

Such a law deprives the public of

the right to a judicial investigation, and substitutes therefor as an absolute finality, the action of a rating bureau intent upon private profit in a business impressed with public character.

The subjects of legislative powers are not enumerated in the constitution and it follows that "the people must be understood to have conferred the full and complete power as it rested in, and may be exercised by, the sovereign power of any country, subject only to such restrictions as they may have seen fit to impose, and to the limitations which are contained in the constitution of the United States."

There is grave question whether the Legislature has power to declare by law that insurance rates shall be such and such only as a compulsory combine of insurance companies shall fix.

The Legislature could not create a commission to fix such rates without providing for judicial review.

In the act in suit the Legislature has granted authority to insurers to fix rates without State supervision or regulation and without and beyond judicial review.

It would seem that this is going beyond the power of legislation and if sanctioned might lead to great abuse.

Doubt upon this question, however, leads this court to decline to hold the act unconstitutional.

I am constrained not to hold this act unconstitutional, but in doing so I am not constrained to withhold from the record my strong aversion to an act which prohibits competition in a business affected with public interest, provides no regulation and now compels what the law of this State forbid up to the time of its enactment, and what the common law forbid and the laws of many states in the public interest still forbid.

This act legalizes what the law up to the time of its passage penalized,

and there can be no less majesty in saying that the old law had wisdom back of it.

This judicial analysis is an arraignment of Insurance Commissioner Winship who stood sponsor for the law and has undertaken to defend it, in public and private, on every possible occasion.

It is an arraignment of Speaker of the House of Representatives Rice who introduced the bill two years ago and camped on its trail until it was finally enacted.

It is an indictment of every member of the last Legislature who voted for the measure.

It is an indictment of ex-Governor Ferris for approving so iniquitous a law.

Automobile Insurance

Every figure as to

**Value of Car
Amount of Insurance
Charges for Same**

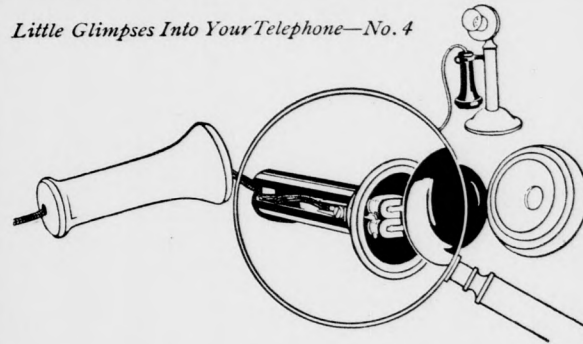
Plainly Stated on Our Policies
GET ONE

**The American Mutual
Auto Insurance Co.**

HASTINGS, MICH.

EARL B. CALDWELL, Agency Mgr
602 Grand Rapids Savings Bank Bldg.
GRAND RAPIDS :: MICHIGAN

Little Glimpses Into Your Telephone—No. 4



The Receiver

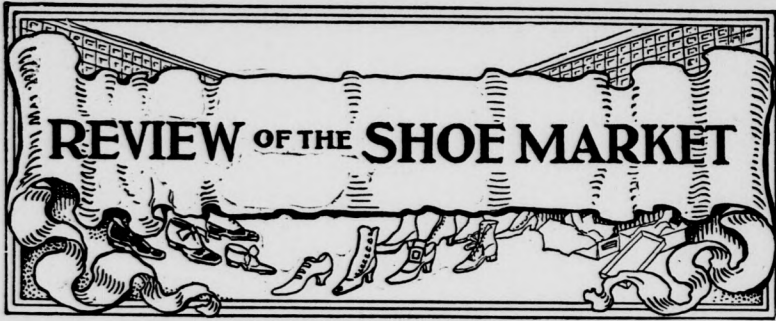
THE illustration shows a Bell telephone receiver taken apart. The earpiece has been removed and the diaphragm slipped aside to show the little magnets. More than two hundred feet of copper wire, less than a hundredth of an inch in diameter, carefully wrapped with silk, is wound around these two magnets.

The little magnets cause the diaphragm in front of them to vibrate and so reproduce the sound of the distant voice.

The telephone receiver is sensitive to rough usage, some of its parts may be loosened if it is placed on the hook with a bang; even the hard rubber case may be thus cracked or broken.

Care in replacing the receiver will do much toward keeping your telephone and your service in working order.

Michigan State Telephone Company



Michigan Retail Shoe Dealers' Association
 President—Fred Murray, Charlotte.
 Secretary—Elwyn Pond, Flint.
 Treasurer—Wm. J. Kreger, Wyandotte.

Pertinent Points in Correct Shoe Fitting.

Written for the Tradesman.

A smartly dressed young lady recently stepped into a certain city shoe store to register a complaint about her shoes. They didn't fit, and they were punishing her feet unmercifully. She said she paid \$10 for them, and the least she could expect was that she could wear them. The shoes were obviously too short. When the manager of the store was called he declared that, inasmuch as it was her feet that were being fitted, she had a chance to find it out before she wore them on the street. The young lady's retort was that she paid \$10 for the shoes, and felt she was perfectly justified in expecting good service at a store where such high priced shoes were sold. She said she left it to the clerk to fit her properly. The manager stood pat and declared she had no redress, but assured her they would stretch the shoes to fit her if they could. His contention was that she was to blame for taking shoes that didn't fit, while she took the position that the clerk was to blame. Who was right, the shoe store manager or his patron? It's pretty tough to take them back when they're going at ten big iron men the pair, but to be perfectly frank, that was a one-sided argument—and the clerk who sold 'em too short was to blame.

Prevalence of Poor Fitting.

There is entirely too much ignorance, carelessness and slovenliness in shoe fitting. Because of it shoe dealers are losing good will and good money, while victims of poor fitting have foot injuries or foot ailments of a more serious character. Customers' partiality to certain lasts for the sake of certain real or alleged style-features they carry and limited stocks, of course, have something to do with the prevalence of this evil; but, for the most part, I think we may safely say it is due to causes that ought not to exist. More intelligence and care should be exercised in the fitting room.

And of all the sins of poor fitting, that of fitting them too short is the most prevalent and the most inexcusable. The plantar arch of different feet of the same size varies appreciably in both reach and height. The location of the ball of the shoe is supposed to coincide with the ball of the foot, while the construction of the arch of the shoe is designed to take care of the instep. The foot bends at the ball, and the shoe bends

at the ball; and if the former does not coincide with the latter you have two separate bendings—that of the foot and that of the shoe. And this makes for trouble and discomfort.

"Never mind looking at the size of those shoes," observed a man who had dropped into a men's specialty shoe shop to be fitted, "they never did fit. I don't care a rap about the French size mark on the lining, what I want is a shoe that fits my foot; I'm one of those guys that believes in comfort first." And he wouldn't budge an inch from that fitting stool until he was thoroughly convinced the clerk had found a shoe that fit him as perfectly as anything in their best bench-made grades—famous the country over as good-fitters—could possibly do.

It often happens that the old shoe is a poor guide. It may give a clue, but clues are supposed to be followed up. What's a size-stick and tape-line for, if not to use? And why not take time to observe if the stretch of the plantar arch is normal, or whether the ball of the foot is back of or forward of the point it should be in the perfect foot of that particular size?

Simple Points to Remember.

There are some very simple points in fitting that should be constantly borne in mind. They are so elementary one almost feels as if an apology should be made for stating them, but observation leads me to believe we don't review "first principles" in shoe-fitting as often as we should. There are new clerks coming on all the time, and those of us who have been in the game long enough to know better are prone to forget.

The size of the foot varies considerably with temperature and with atmospheric conditions, and the foot is a full size longer when the weight of the body is upon it than when one is sitting down. "Stand up in that shoe, please!" says the veteran, "Put the entire weight of the body on the shoe! That's the idea. How does it feel? Are you sure? Thrust your foot forward in the shoe just as far as you can. Plenty of room for your toes? Can you get a good grip in the act of walking? Thank you! That's the shoe for you; shall I send them, or will you wear them?"

Feet vary in degrees of sensitiveness, but don't forget that all feet are sensitive; and leathers vary in degrees of elasticity and stretch; so don't fit a sensitive foot too snugly with a leather that yields under protest: corns and callouses speak so loud folks can't hear the winsome things you are saying in your shoe store advertising.

The Customer



Plays a very important part in a transaction; upon his verdict rests your ultimate success and ours.

He wants the best there is for the money and it is to your best interests to see that he is satisfied.

We realized this long ago—R. K. L. Shoes have stood the test for fifty years.

We build shoes to wear.

Write for a catalogue.

Rindge, Kalmbach, Logie Company

Grand Rapids, Mich.

No.
419



A Work Shoe that is a Winner.

Smoked Wolverine Kip. A grey smoke color stock upper. Double sole, double nailed.

Chrome outsole. Price \$3.75

Send for sample pair.

HIRTH-KRAUSE COMPANY

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Michigan

Don't put a straight foot in a swing-last shoe: it's better to lose a single sale, if it should come to that, than incur a customer's ill will, lose his trade for all time, and transform him from a friend to an active and aggressive enemy. If you are out of his size in the lines that appeal to him, try first to get him to wait a few days until you can order a pair direct from your jobber or the in-stock department of your nearest house; if he doesn't stand for that, tell him frankly you'd rather miss the sale than sell him something that wasn't just right. Absolute frankness pays out in the end. And there are times when it is a whole lot better to split profits with the express company than part company with a good customer.

Selling Shoes Right.

Volume is necessary to a successful retail shoe business, of course; and everybody is trying to sell more shoes; but let us, in our zeal for business, remember that shoes must be sold right.

This includes quite a number of things—but primarily it includes down-right efficiency at the fitting-stool. There's the place where a Simon pure shoeman lets his light shine brightest.

When you sit down in your favorite dentist's chair and tell him to look over your teeth, you put your dental work strictly up to him. If he says a filling in of one your lower grinders ought to come out; that the enamel has chipped away from it on one side, you tell him to go to it. And when he proceeds to remove additional bone-structure, put in a new, filling and polish it down, you congratulate yourself that you have got a dentist that knows what to do and has skill enough to do it. After he's finished that tooth—and another one or two, maybe—and polished up your teeth, and tells you they are now in perfect condition, you feel like a different man. You've got a real value—highly specialized service—and you don't mind the price. You'd rather pay your dentist three dollars an hour than visit one of those dental parlors where the dental rah-rah boys work at twelve dollars a week. Now the rah-rah boy would put just as much metal in your tooth as the real dentist, but there's a difference in the class of work. And you say you don't mind the difference in price so long as you are getting the service.

Perfectly good logic. Now, shoe-fitting is a specialized vocation; and you, as a shoeman, are a specialist. You ought to be so careful and conscientious in fitting patrons that they will come to have just as much confidence in your ability as a high class dentist's clients have in their dentist. When I buy a new hat I tell the young fellow who waits on me (and I always call for the same clerk) to select my hat. He knows more about hats—shapes, materials and what not about hats—than I ever hope to know; and whether it's a soft hat or a derby, he invariably picks out the one that seems to be made especially for me. That's what I call service. And that's precisely the sort of thing the shoe dealer or salesman ought to do for

his customer—sell them with the authority that inspires confidence.
Cid McKay.

Pickings Picked Up in the Windy City.

Chicago, March 12.—One of the latest additions to Chicago's transportation is that known as the Chicago Motor Bus Co. They are now operating five double deck cars from the loop through Lincoln Park as far north as Wilson avenue. These buses are built on the same order as those traveling Fifth avenue in New York City. The short space of time they have been in service shows they are welcomed by the people. They are carrying to capacity.

One of Chicago's oldest restaurants, that knows as the H. H. Kohlsaat Co., is about to go into the receiver's hands. Judge Landis, of the U. S. Court, has given it a lease of life for a short period to see if it cannot pay off its indebtedness. It is reported the liabilities are \$500,000 and the assets about \$300,000. This company was founded in 1883.

One of the novel sights during the past week is that of a string of 150 ford cars being driven from the ford service station in Chicago to the ford distributors throughout Wisconsin. This was caused on account of shortage of cars. The ford company never loses out on publicity. It seems something is turning up all the time to advertise this company.

One of Chicago's business visitors last week from Grand Rapids, was Jack Dietrich, Secretary-Treasurer, of the G. J. Johnson Cigar Co. It is reported that Mr. Dietrich, in his travels throughout the territory, is having all he can do to explain to the jobbers why their orders are not being filled more promptly. The factory is doing their level best to satisfy all of their customers. Orders have been coming in so fast they have had to use excellent judgment in satisfying all their customers.

William Rooney, a Grand Rapids boy, representing the G. J. Johnson Co. throughout Cook county, was a Chicago visitor.

One of the new cigar jobbers now doing business in the city of Chicago is that of the Samuel May Cigar Co. Mr. May will cover the South Side handling cigars exclusively and featuring El. Portana's and G. J.'s manufactured in Grand Rapids.

One of the greatest undertakings of recent years is that of the sewerage plant, costing \$3,500,000. This plant will be used exclusively by the affiliated companies of the Union Stock Yards, Chicago. Considering the amount of territory covered by these industries and the amount of foreign matter they are obliged to do away with, this system will accomplish this purpose and be of great benefit to the city at large.

C. A. Mitts, of Grand Rapids, spent a week in Chicago looking over his Chicago connections.

Lest we forget, the U. C. T. convention, Bay City, June 1 and 2.
Charles W. Reattoir.

All in a Twinkling.

A lady who had just received an interesting bit of news said to her little daughter: "Marjorie dear, auntie has a new baby, and now mamma is the baby's aunt, papa is the baby's uncle, and you are her little cousin."

"Well," said Marjorie, wonderingly, "wasn't that arranged quick!"

Maye's
HONORBILT SHOES
Backed by Quality
Boosted by Consistent Advertising

Our Specialty: "Royal Oak" FOR SHOEMAKERS
Bends, Blocks and Strips
Shoe Store Supplies
Wool Soles, Socks, Insoles, Etc.
THE BOSS LEATHER CO.
744 Wealthy St. Grand Rapids, Michigan

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

HARNESS OUR OWN MAKE
Hand or Machine Made
Out of No. 1 Oak leather. We guarantee them absolutely satisfactory. If your dealer does not handle them, write direct to us.
SHERWOOD HALL CO., LTD
Ionia Ave. and Louis St. Grand Rapids, Michigan

Neal 3 DAY WAY
DRINK HABIT

Is the best, surest, safest remedy known to medical science for

A harmless, vegetable remedy given with no bad after effects. No hypodermics used. It positively removes the craving desire for liquor and **DRUGS** at the end of treatment, or money back.

Neal Institute

534 Wealthy, S. E. GRAND RAPIDS
Both Phones PERRY MILLER, Manager

Cut this out and mail to
Michigan Shoe Dealers' Mutual Fire Insurance Co.
Home Office, Fremont, Mich.
OUR RESPONSIBILITY over \$1,400,000 ORGANIZED in '912
Date.....1917
.....hereby make application for \$.....on stock of boots, shoes, rubbers and findings, and rubber, leather and composition goods usually kept for sale in a wholesale, retail, or jobbing shoe store, or such goods if carried in general store. \$.....on shoe store machinery, furniture and fixtures, to commence from.....
Our present board rate per thousand is.....in your Company to be 25% less, and 5% additional discount if paid in thirty days from date of policy; All while contained in the.....story..... building, situated at street No.....Lot.....Block.....City or town of.....State of Michigan.
(Sign here).....
All losses promptly adjusted by our Secretary or Special Agent.

PRESTIGE
in your Men's Shoe Department means a whole lot to your business
Bertsch Shoes for Men
carry with them that PRESTIGE that will bring customers to your store.
If the HEAD of the house is a satisfied customer you are pretty sure to get the business of the rest of the family.
Men in every walk of life know and believe in the BERTSCH SHOE.
The STYLE and SERVICE GIVING QUALITIES of the BERTSCH SHOE have made permanent friends for the line.
You should RECOMMEND and SELL the BERTSCH SHOE to your trade because it WILL give BETTER SERVICE and BETTER SATISFACTION than any other similar line offered you today.
It will add much to the PRESTIGE of your store.
THEY WEAR LIKE IRON
HEROLD-BERTSCH SHOE CO.
Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.



Industrial Organization Proposed to Increase Manufacturing.

Written for the Tradesman.

There seems to be an awakening on the part of Grand Rapids business interests to the importance of increasing its industrial enterprises. Talk will not accomplish anything and a plan is to be proposed to form an industrial development corporation with a capital stock of such dimensions as to make it a factor, financially, in the growth of the city. There should be a willingness on the part of our men of means, bankers, merchants and manufacturers to go into an enterprise of this character, especially as it is not philanthropical in any way, but a purely business proposition which will yield a reasonable return on the capital invested. While the details have not yet been worked out, the general plan, as it will be presented to the Grand Rapids Association of Commerce, is as follows:

Incorporate with a capital of \$200,000 or more, shares of a small enough par value to allow members of the Association of Commerce of medium means to become purchasers after the men of means have taken the larger part of the stock; the Secretary of the corporation to be a man of business experience and judgment who would also act as Secretary of the industrial division of the Association of Commerce. The function of the corporation to be the financing of such industrial enterprises as are found acceptable, not through the giving of a bonus, but through the purchase of sites; construction of factories, etc., secured by mortgage upon which serial bonds could be issued or the advancement of money for enlargement of going concerns where business would warrant it, secured by either mortgage or good negotiable commercial paper. Such a corporation, conducted on a business basis, would not only be a moderate money maker, but would prove of inestimable value to Grand Rapids. It is stated on good authority that the Greater Grand Rapids Association has some such scheme under consideration. It would be well if these two business bodies could unite in this, as it would unify the business interests and be of real benefit to the city. In this connection the lesson of the elder Guggenheim to his seven sons when they thought of separating is a case in point. He said, "In union there is strength." To illustrate it he took a small apple switch and told the youngest boy to break it. He did so easily. The father then took seven switches of a similar size of the single one and tied them together,

then told his oldest and strongest son to break them. The young man found it impossible to do so. "That," said the father, "shows you how strong you will be in business if you act together and how weak when operating alone." Does not the illustration apply to the various bodies of Grand Rapids?

There is still talk of a railroad strike which brings to mind the old mythological saying. "Those whom the gods would destroy, they first make mad." The statement recently made by a railroad executive to the representatives of the trainmen's unions is well worthy of consideration and should be presented wherever possible to the railroad employes. He said in substance. "You men are making the same mistake the railroad companies did some years ago. They believed they were bigger than the country and defied every law, human and divine. They got a sound beating for thinking so. Now your time is coming. You have been able to sway Congress your way so far, but you need to remember you are only 400,000, while 60 per cent. of the population are engaged in agriculture. Your course is directly in conflict with the interests of all farmers and when they are aroused to a realization of what is going on they will come down to Washington with a power you never dreamed of. You cannot afford to forget the hundred millions. Gompers and other labor leaders have assured the President and the country of their patriotism, and in this critical stage of the Nation's career it would be wise to allow patriotism to outweigh the utter selfishness which dominates every trade union."

The bond and stock markets are still in a state of suspended animation awaiting decision as to the country's course of action. As soon as this uncertainty is removed there is no question that investment activity will be renewed, especially as capital has accumulated during February, added to which is the distribution of \$182,000,000 of March dividends and interest. To sell securities now would be a mistake.

The manner of taxation by municipal, state and National Governments gives rise to the question, Where will it stop? What will be the limit of the burden? To quote from a well known financial authority, "We seem to proceed upon the assumption that there is a dollar for every need and a need for every dollar. We create needs, so called, without relation to available dollars and then levy taxes to raise dollars without reference to the relative importance of the needs." Congress is playing blind man's bluff

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED



CAMPAU SQUARE

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

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

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

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

Let Us Serve You

Being an Executor is this Company's business. It is far better qualified by business experience and training, for the management of Estates, than an individual can be. It is financially responsible and has a continuous existence so there can be no interruption or confusion in handling Estates.

Send for blank form of Will and booklet on Descent and Distribution of Property.

THE MICHIGAN TRUST CO.

OF GRAND RAPIDS

and, like the railroad men, should not forget its members may be held to strict account by the hundred million. Taxation is the work of Congressional committee cliques and ingenious members are all working for a slice of the pork without thinking that the supply may be exhaustible. They'll never miss the water until the well runs dry, but it looks as if the plunger would soon suck wind. So it will go until both state and Nation shall adopt a budget system and run the Government on a business basis. Take the inheritance tax as one instance. The Federal tax was raised from 2 to 3 per cent, on estates running from \$50,000 to \$150,000 and from 10 per cent. to 15 per cent. on all estates exceeding \$5,000,000 or an average increase of 50 per cent. This is addition to the inheritance taxes levied by the states. On an estate of \$10,000,000 in Michigan the State inheritance tax would be \$99,980, or 0.99 per cent. and the combined State and Federal tax would be \$1,361,480. Add to these the excise taxes on corporations, income tax on individuals and the proposed 8 per cent. tax on profits, is it any wonder the question arises, "Where will it end?"

According to preliminary figures just compiled by the Comptroller of the Currency, the National banks of the United States in 1916 showed the largest earnings, both gross and net, ever reported since the organization of the National banking system fifty years ago. Their gross earnings aggregated \$600,000,000, as compared with \$528,000,000 in 1915, an increase of 13.6 per cent., while the net earnings for the calendar year ended Dec. 31, 1916, amounted to \$170,000,000, an increase of \$43,000,000 or 34 per cent. over the earnings of the fiscal year ending June 30, 1915. These highly favorable results have been coincident with a radical reduction of interest charged borrowers in all parts of the country in the larger cities, as well as in rural communities. So far as can be judged from figures available, state banks, especially in Michigan show similar growth. This clearly indicates how fundamentally sound are our business conditions, and give good ground for confidence for the future. Paul Leake.

Concurrent No Longer Current.

Resolution unanimously adopted at annual convention of the Retail Grocers and General Merchants' Association at Kalamazoo, Feb. 22, 1917:

Whereas—The word "concurrent" on insurance riders is not necessary to conform to any law or court decision; and

Whereas—It is maintained solely to annoy and embarrass the insured in the event of a loss by fire; therefore

Resolved—That we refuse to accept any policy bearing this obnoxious word of uncertain meaning and fearful portent in the eyes of the insurance adjuster.

If you have a business ambition and show that you are ambitious, you will not have to wait long for somebody to give you an opportunity to carry it out.

Bankruptcy Proceedings in Southwestern Michigan.

St. Joseph, March 5—In the matter of Charles Gray, bankrupt, of Kalamazoo, the trustee filed his supplemental final report and account, showing disbursement of all the funds in the estate, with request that he be discharged as trustee. The account appearing proper for allowance, an order was entered by the referee closing the estate and discharging the trustee. A certificate was made by the referee recommending the bankrupt's discharge. The record book and files were returned to the clerk's office.

March 6—Ralph F. Reed, a contractor and builder of Three Rivers, filed a voluntary petition and was adjudicated bankrupt and the matter was referred to Referee Banyon, who was appointed receiver. The following are scheduled as creditors:

Peter Major, Three Rivers	\$ 3.00
Three Rivers Hospital	17.00
Dennis Hopkins, Three Rivers	4.50
R. B. Cantwell Drug Co., Three Rivers	14.75
W. M. McAlister Co., Three Rivers	3.67
Sturgis Machine Co., Sturgis	4.54
G. I. Bliss, Three Rivers	21.00
Chicago Mill Works Supply Co., Chicago	5.22
E. B. Cochran, Three Rivers	4.00
E. J. Slote, Three Rivers	14.85
Three Rivers Publishing Co.	11.03
Casement Hardware Co., Chicago	64.21
Fred Haeger, Moore Park	31.50
H. H. King, Three Rivers	16.35
American Laundry Co., Three Rivers	11.48
Cook & Hagenback, Three Rivers	55.00
F. M. Malbone, Three Rivers	6.00
T. J. Reed, Three Rivers	6.00
Mich. State Telephone Co., Three Rivers	10.00
First National Bank, Three Rivers	200.00
First National Bank, Three Rivers	200.00
Assets.	\$704.10
Real estate	\$1250.00
Lumber, brick and tile	700.00
Household goods	200.00
Books	30.00
Contractor's building equipment	500.00
	\$2680.00
Property claimed exempt.	\$1,730.00.

March 7—In the matter of Maurice E. Pratt, bankrupt, of Otsego, the final meeting of creditors was held at the referee's office and the trustee's final report and account approved and allowed. Certain expenses of administration were allowed and ordered paid. There not being sufficient funds to pay the expenses of administration, it was determined that no dividends be declared. Creditors having been directed to show cause why a certificate should not be made recommending the bankrupt's discharge and no cause having been shown, it was determined that such favorable certificate be made. The trustee was authorized not to interpose objections to the bankrupt's discharge. The final order of distribution was entered, whereupon the final meeting of creditors was adjourned without day.

March 8—In the matter of Spencer & Barnes Co., a corporation, of Benton Harbor, the trustee filed his fourth report and account showing receipts since the filing of his last report of \$56.39, and disbursements of \$6,038.33, leaving a balance on hand of \$3,630.84.

March 9—In the matter of Herbert O. Brant, doing business as the Brant Motor Cycle Co., of Benton Harbor, bankrupt, the trustee filed his supplemental final report and account, showing disbursement of all the funds of the estate, whereupon an order was entered by the referee, closing the estate and discharging the trustee. A certificate was made by the referee recommending the bankrupt's discharge. The record book and files were returned to the clerk of the court.

March 10—In the matter of Joseph L. Mondey, bankrupt, of Kalamazoo, an order was made by the referee calling the first meeting of creditors at the latter place on March 21 for the purpose of proving claims, the election of the trustee, the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

UNITED LIGHT & RAILWAYS CO.


Davenport Chicago Grand Rapids Preferred Stock Dividend No. 26 Common Stock Dividend No. 9

The Board of Directors have declared a dividend of One and One-Half Per Cent. (1½%) on the First Preferred Stock and a dividend of One Per Cent. (1%) on the Common Stock, payable out of the surplus earnings on April 2, 1917, to stockholders of record at the close of business 3:00 P. M., March 15, 1917.

Stock transfer books will reopen for transfer of stock certificates at the opening of business March 16, 1917. L. H. HEINKE, Secretary. March 1, 1917.

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.

Saginaw Valley Trust Company
SAGINAW, MICHIGAN
No. 109 So. Jefferson Ave.
Authorized Capital and Surplus \$250,000.00
THE COMPANY ACTS AS EXECUTOR, ADMINISTRATOR, TRUSTEE, GUARDIAN, DEPOSITARY OF COURT MONEY AND IN OTHER RECOGNIZED TRUST CAPACITIES.
It allows 4 per cent. interest on Certificates of Deposits, and holds, manages and invests money, securities and other property, real and personal, for individuals, estates and corporations. It has the only complete set of ABSTRACT books covering all lands in Saginaw County, and is prepared to make your abstracts promptly.
OFFICERS:
George A. Alderton, President. W. J. Rachow, Secretary.
Wm. J. Orr, Vice-President. Wm. Meissner, Ass't Secretary.
S. E. Symons, Vice-President. Wm. B. Baum, Treasurer.
Charles E. Peckoyer, Manager Abstract Department.

Fourth National Bank
United States Depository
Savings Deposits
Commercial Deposits
3
Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually
3½
Per Cent Interest Paid on Certificates of Deposit Left One Year
Capital Stock and Surplus \$580,000

WM. H. ANDERSON, President JOHN W. BLODGETT, Vice President
L. Z. CAUKIN, Cashier J. C. BISHOP, Assistant Cashier

THE
OLD NATIONAL BANK
GRAND RAPIDS, MICH.
177 MONROE AVE.
Complete Banking Service
Travelers' Cheques Letters of Credit Foreign Drafts
Safety Deposit Vaults Savings Department Commercial Department
Our 3½ Per Cent SAVINGS CERTIFICATES ARE A DESIRABLE INVESTMENT

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, March 12—Charles Beckingham, one of our prosperous plumbers and steam fitters, for the past few years located on Portage avenue, last week purchased the large building known as the Minneapolis House, just east of his present quarters, which he is going to remodel and practically rebuild into a modern store and factory building. Mr. Beckingham recently went into the heating and light business in connection with his plumbing business and this will give him more than double floor space and greatly increase his line of specialties and equipment. Mr. Beckingham has been very successful in his business career here and the new industry of installing heating and power plants in country churches and homes has been growing more rapidly than he had expected, necessitating the new move. Mr. Beckingham is a member of the Soo Booster Club and one of our live wires who has faith in his home town, to which he attributes largely his success.

Robert Pervis, chief engineer of the Northern Power Co.'s terminal, returned last week from a trip to New York and Joliet, where he purchased a large Mongol railroad engine to handle the increase in business of the terminal line here. Bob accompanied the engine on its way to the Soo in a special car and feels justly proud over the new possession, as it is one of the latest types of engines. With the present equipment the terminal railway will be able to give better service.

Morris Newmark, former proprietor of Everybody's Store, is in New York, visiting with his family. He expects to be back to the Soo in time for the opening of the Circuit Court here, where he has an important suit pending.

Friends of the hustling proprietor of the California Fruit Store were very much surprised last week when Mr. Campbell returned from his vacation accompanied by a bride. The couple were married at North Bay, Ont., and after an extensive wedding trip throughout the West calling at Minneapolis and other large cities, returned to the Soo where they were given a royal reception. They have taken up their residence here and were the recipients of many useful presents and congratulations from their friends.

McLaughlin Bros., the old reliable flour and feed merchants, who for several years have occupied the old property on Spruce street, plan to erect a new building in the spring, 34 x 100 feet in dimension. The new building will have an ornamental roof and will be used in the manufacture of cement, brick and tile. It will also be fitted up with a new office. This was found necessary by the rapid increase in business which is outgrowing their present quarters. The firm has also established a branch at Dafter, which is a valuable asset to the concern. Dafter is in the heart of the farming region and this enables the firm to buy grain and other products from the farmers. McLaughlin brothers are both hustlers, as well as the two sons who are also connected with the business.

"Every production of genius must be the production of enthusiasm."

Mr. and Mrs. Fred F. Shaw returned last week from a trip to Panama, Cuba and Florida, where they have been spending the winter. Mr. Shaw is the manager of the Gamble Robinson & Shaw Produce Co. here and is naturally interested in tropical fruit. He brought back several specimens of onions as souvenirs of the delightful trip. Mr. Shaw has found a place in Haiti where it costs about a dollar a day to feed eight, but owing to the dampness of the ocean he would advise his friends not to hurry over there on that account.

Charles A. Hall, who left here last fall for the town where life is worth living, has returned to the good old Soo as he did not think it is worth while staying in Detroit any longer. Charlie says that the high cost of living is not in it here with Detroit and was only too pleased to get back to the old town and his position with the W. H. O'Neill Hardware Co., where his friends are pleased to see him.

The Bargain Annex which has been in business for the past ten years at 513 Ashmun street, was sold last week by D. K. Moses & Co. to Miss Minnie Smith and J. H. Knapp. The new firm will be known as the M. Smith Co. Miss Smith has been in the employ of the Leader Co. for the past fourteen years. Mr. Knapp has also been in charge of the dry goods department of the same house for many years. With their experience and wide acquaintance throughout the city and county, their success is assured.

"Self possession is nine points of the battle."

W. H. Bennett, one of the chief clerks for the Soo Hardware Co. who has been laid up during the past winter on account of trouble with his eyes, is able to be back on the job again. His many friends are more than pleased to hear of his recovery.

The traveling public who find it necessary to use the ferry between the two Soos will be pleased to note that the International Transit Co. has reopened a channel to the regular ferry dock, after running all winter to the Government dock on the Canadian side. This is the first year the ferry has continued running all winter, although it has been a most severe winter.

Charles Cartier has taken a position in the general store of C. W. Bretz, Engadine, and from all accounts George will make an excellent clerk.

"An elegant prayer does not get any higher than the other kind."

The Detour stage line changed hands last week. James Cochran sold out to Fred Lapoint, who is making regular trips between Detour and the Soo.

William Blum, of Raber, has secured a position as general manager for the W. H. Murner Co., at Raber.

"If a self-made man brags about it, there is something wrong with the job."

John Liplitz, the hardware merchant at Moran, is selling out and will go out of business. This will be a heavy blow for Moran. Mr. Liplitz will take to the practice of law in the near future.

Ernest Tarswell, the well-known clerk for C. H. Bretz, of Engadine, has tendered his resignation to accept a position as fireman for the Edwin Bell Co. This is a warmer job and we don't blame Ernest. Many of us would like to have taken the job early in the season.

The G. M. Smith Co., the old reliable grocers at Trout Lake, have made another step forward in the right direction in announcing that they will adopt a strictly cash basis on and after March 10. Morley says this will be of benefit to his customers, because he will be able to lower his prices by dispensing with bad accounts.

The travelers at Moran say that

United Automobile Insurance Exchange

Carries

Auto Insurance at Cost

Without

Mutual Liability

For Particulars Address

Home Office:
737-741 Michigan Trust Bldg., Grand Rapids, Mich.

Detroit Office:
524 Penobscot Building, Detroit, Mich.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

THE Tisch-Hine Co.

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

We Specialize In

Automobile Industrial

Public Utility

SECURITIES

THURMAN-GEISTERT & CO.

formerly ALLEN G. THURMAN & CO.

Michigan Trust Bldg. & G. R. Savings Bank Bldg.

Grand Rapids, Michigan

Citz. 4480

Bell M. 4900-01

Kent State Bank

Main Office Fountain St.
Facing Monroe

Grand Rapids, Mich.

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

Resources

9 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank
in Western Michigan

Michigan Bankers & Merchants' Mutual Fire Insurance Co.

Fremont, Michigan

We are organized under the laws of Michigan and our officers and directors include the best merchants, bankers and business men of Fremont.

We write mercantile risks and store buildings occupied by our policy holders at 25 per cent. less than the board rate established by the Michigan Inspection Bureau.

If you are interested in saving one-third of your expenditure for fire insurance, write us for particulars.

Wm. N. Senf, Secretary.

In What Shall I Invest?

Invest in the business that has paid, is paying, and will continue to pay the largest dividends.

The automobile industry offers you greater safety today than ever before.

The Gem Motor Car Corporation has every element of safety and will have sound and economical business management, and holds out excellent prospects for large returns. A large number of Grand Rapids people, who gave us an opportunity last week to prove this, invested.

In building light delivery cars it enters a field just started, but a field that will make millions for those wise enough to invest in it.

We thank Grand Rapids people for their faith in the Gem—which is shown by their investments in it.

Don't be one of those who later on will say, "I had a chance to get in on the Gem but made the mistake of not doing it."

Call or write now, and let us show how strong the Gem is, before it is too late.

Stock is selling at \$10 per share.

DEUEL & SAWALL, Inc.

Citizens
7645

405-6-7 Murray Building,
Grand Rapids, Mich.

Bell Main
2849

the only way to get warm is to start an argument in the depot. This is some improvement; also a saving of coal as well.

"You may not get all that is coming to you in this world but look out for the next."

C. Y. Bennett, the prosperous lumberman at See Why, has closed his woods operation for the season, after having had an excellent winter.

A comical incident happened to our friend Clyde Hecox, the well-known editor of the St. Ignace Enterprise, last week which we understand came near being serious. An angry politician confronted Clyde with the remarks, "See, here," yelling at the top of his voice, "What do you mean by publishing my resignation from my office in this way?" "You gave the story out yourself, didn't you?" asked Clyde, "Of course I did," replied the angry man, "but your darn paper prints it under the head of Public Improvement." William G. Tapert.

Whims in high prices are not their least puzzling element. Why should goldfish still be within reach of the general public at 5 cents apiece, while canary birds have soared from the old figure of \$2.75 to \$12? To make matters worse, the cost of the upkeep has advanced; Turkish seed is practically unobtainable and Spanish seed has gone up several cents a pound. And if one looks about for a substitute for canaries, he is confronted with the fact that tigers have doubled in price, elephants have risen beyond the ordinary pocketbook, blue-nosed apes are expensive and one-horned tapirs are rarer than ever. Parrots are now cheap, by comparison, but here again the first cost is misleading. The price of their food has increased 100 per cent. or more. One thinks of rabbits, but the demand for them in the medical profession has pushed prices up from 25 to 35 and 45 cents wholesale. Monkeys also are out of the reach of most persons, who are reduced to dogs and pigeons. Yet Congress adjourned without doing anything to relieve the pressure.

A hen which laid an egg every day for three years, except for a vacation of ten days during Lent last year, has been sold by a clergyman. He had accepted a call to another church and was forced to part with his chickens. After they had been sold he was struck with remorse and felt guilty because he had sold the hen which had faithfully provided him with a fresh egg for breakfast daily. The hen had worked for him and he rewarded her efforts for his comfort by selling her, without a thought for her comfort. So guilty did the preacher feel that he was ill and unable to occupy his pulpit last Sunday. A hen that has laid an egg every day for three years should be worth her weight in gold and it is strange that her clerical owner was willing to part with her.

Twelve Things to Remember.

- The value of time.
- The success of perseverance.
- The pleasure of working.
- The dignity of simplicity.
- The worth of character.
- The power of kindness.
- The influence of example.
- The obligation of duty.
- The wisdom of economy.
- The virtue of patience.
- The improvement of talent.
- The joy of originating.

Men who have achieved greatly in this world have kept steadily before them fixed principles by which they were guided. When published these principles have always been found impressive and of universal usefulness and application. The above "twelve things to remember" were the guiding rule of the late Marshall Field, of Chicago.

Rev. Billy Sunday is conducting a religious campaign in Buffalo, but he has not to his credit two recent marvelous cures by the laying on of hands. A Buffalo patrolman performed the healing acts. He laid hands on a man claiming to be blind and who begged on the street. The man had two good eyes, but said begging was more profitable than working. The other "cure" was when the patrolman noticed a man sitting by the wayside and asking alms. He appeared to be one-legged, but when he saw the policeman approaching he ran away on two legs until he was captured. The beggar admitted that he doubled one leg under him and with the aid of a leather contrivance made it look as if it had been cut off.

Ichthyol oil, used as an antiseptic medicament, has never been produced in this country. In 1914 about 60,000 pounds were imported. In 1915 about 25,000 pounds came to this country and last year the amount was less. It is reported that deposit of raw material sufficient to meet all the needs of the United States, so far as the oil is concerned, has been found in Texas. Near Burnet, in the Lone Star State, there is a large deposit of bituminous rock filled with fossil fish almost identical in character with the fossils of the Austrian Tyrol, whence America has hitherto obtained ichthyol oil.

Grocers of Great Falls, Mont., have tied up the town. A number of their clerks refused to handle products of a milling company which had been declared unfair. The grocers promptly closed their doors and went on strike themselves. Their employes were put out of work and as a result 500 men are idle, for the wholesale houses closed down and laid off their employes. Lumber yards closed and construction of a filtration plant stopped, as provisions were cut off.

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Belts and Girdles Are Returning to Favor.

Paris is exploiting beaded bags and belts, and authorities in such movements claim that the samples seen are the loveliest designs of this kind ever brought out. Belt houses are already at work and new suit models as well as the separate skirts will need these smart adjuncts. Crushed belts of suede have been made with gloves and bags to match, the gloves having crushed wrists and beaded motifs; the belt with motifs around and bag well covered. Longer beaded belts are really on the girdle lines, the genuine girdle, "she girdled her dainty waist with a long cord," which has become a flat band $1\frac{1}{2}$ to 2 inches wide, fastening invisibly, or with a buckle, or may be $1\frac{1}{2}$ yards long, knotted on loosely in front or on the side. In either case of leather, ribbon, kid, etc., well covered with bead motifs; these have a beaded fringe on the ends and are of the brilliant Balkan colors. One-piece dresses and separate skirts for sport will be worn with such belts.

There is also an opportunity for Chinese ornamentation with odd coins sewn on flatly, tassels on ends. A pretty round belt of patent leather has six small silver slides along the sides and a stirrup buckle in front. Galalith buckles and disc-shaped pieces sewn to the belt are worn. An odd belt seen on a returning tourist is of doe-skin as a flat belt with beaded motifs, from the center of each is a medium sized Chinese tassel of beads and colored cotton.

A bag for every hat, one for the belts, one of the sport skirt fabric and any pretty odd one that comes up. Ribbon hats and bags to match are charming, or take a sport skirt fabric for the skirt, hat and belt and bead the printed figures. In selling quantities for a skirt the clerk can suggest more for a hat, belt and bag or a hat alone, and then sell a beaded bag and belt to correspond. The fabric bag beaded so far outsells the all beaded or leather design. Paisley bags are occasionally seen in Paris, but smart women here are not wearing this effect. With steel beading and fringe a real Paisley bag is said to retail for \$40—so they will ever be luxuries, not popular goods. Taffeta bags trimmed with tinsel cord that imitates beads can be sold at popular prices, retailing around \$4.00, and strongly resemble steel beads.

Bags decorated with jet are very smart in effect and show cut beads, cabochons, tassels and at times a hanger of a jet cord. Sport silks make charming bags, the tussahs, jerseys, etc., silks should make smart

spring bags. Drawstring and frame effects go. The Pierrot bag is similar to an inverted Pierrot cap with a big silk tassel. Beads appear freely on these and on the much used sport ribbons. The jade bracelets or rings are favored for holding a bag with Chinese-Japanese tassels in a very small jade ring are constantly used. There is a Mandarin bag of Chinese embroidery; Dutch silver frames are used.

The two chief effects in bags are Oriental and sport. Among the former are dark silk backgrounds with the beading representing such scenes as a Japanese in native dress alighting from a jinrikisha; another set of motifs shows the quaint little lady in a kimono on a cushion drinking tea, and others doing the same. Crepe and taffeta make effective backgrounds. Turkish figures are as interesting as the Japanese. Rug patterns are also shown in the true Eastern colors.

As bags have to be carried in the evening, they are very suitably made of tinsel broches, silk or ribbon, gold tassel from a big gold button, cream lace flounce outlined with gold, ribbon hanger, colored silk lining. Others have gold lace gathered on, and a gorgeous one is of velvet brocade, pale blue, rose colored lining, gold lace held up in a drapery by a golden rose, golden fringe. Ribbon flowers trim bags also, and the prettiest of silk velvet answers for bags with gold figures, fringe, tassels and bullion cord. Some bags are sufficiently large to hold a fan.

The departments devoted to leather will soon be filled with very attractive new goods, bags, belts, vanity bags and odd things for house, office and motor. For the latter new fitted bags are constantly coming up and various conveniences. Flat dressing bags for motor use are liked with ivory toilet articles, mirror and bottles of silver gilt; black pin seal forms the bag and suede the lining; pigskin is very durable for such a bag. Pin seal, self lined, is considered very choice.

Pin seal is considered very handsome among leathers, and is affected by the tailordressed woman, who will use a bag of pin seal with pipings of leather, moire or a brilliant silk with silver clasp of leaves, a bird, etc., but something dainty and of good value as a big pearl, coral knob, etc. Silk and leather combinations as upper part of silk and lower of seal. French leather of a dull finish is used for mourning; many are trimmed with jet.

For table use Japanese decorations from a single flower to an entire garden are used; things Japanese take better every week. Another idea

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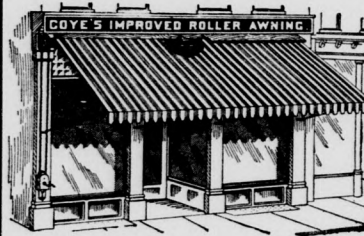


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Probably not, if you are like nine out of ten merchants.

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

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Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand Rapids, Michigan

from Japan is a snake (18 inches) of beads with a graceful turn that lands the end of the tail in the mouth, this being intended for a fabric bag. The Japanese stores have many oddities that can be picked up in quantities for freshening up notion departments. Serving trays with a glass top now have silk of curious design in Chinese, Japanese, Egyptian, Russian, etc., effects.—Dry Goods.

Steel, the Nation's Bulwark.

Steel, the master metal of peace, has been demonstrating for more than two years past its unquestioned position as the chief instrumentality of modern war. It is a tragic paradox that without this commonest metal of civilization, the superlative frightfulness of war as it is carried on to-day would not be possible. Every major agency of destruction of battle on land and sea requires steel in all or some of its essential parts. That with the nation strongest in steel resources has rested the advantage in armed conflict has been established by the position of Germany in the present war. That country, with her own steel industry, the largest in Europe, supplemented by the works in the Belgian, French and Polish territory conquered by her, for many months has held the tremendous strategic lead over her antagonists. Only recently has this margin of advantage been reduced or offset completely by the large draughts made by the Entente powers upon the steel capacity of this country.

Now, with the clouds of war hanging so low that they may envelop this country at any time, despite the most valiant efforts to dispel them, the American steel industry stands forth as the Nation's chief bulwark of material strength. Whatever may be the true state of preparedness of our organized fighting forces, this Nation is blessed with strength in the greatest basic material of either peace or war which far exceeds that of any other nation. To-day the ingot capacity of this country is more than double that of Germany proper and far in excess of anything the latter nation may command at home or in conquered nations. Should the supreme test come, shall we be able to so marshal and direct our industrial resources to realize the most formidable strength that lies in our tremendously developed steel industry?

In the event of war being declared, a greater responsibility will rest upon manufacturers of steel than upon any other class of business men in the country, and that the call of patri-

tism will be promptly met, we do not for an instant doubt. No matter how radically steel manufacturers may differ with the President in politics, they will stand by him with perfect loyalty and enthusiasm. Already many steel and other manufacturing plants of the country have been offered to the Government for any purpose desired, the price to be paid for products to be determined by the Government itself. This is one of the first manifestations of genuine patriotism and many others will follow.—Iron Trade Review.

How to Treat "Him."

- When you marry him, love him.
- After you marry him, study him.
- If he is honest, honor him.
- If he is generous, appreciate him.
- When he is sad, cheer him.
- When he is cross, amuse him.
- When he is talkative, listen to him.
- When he is quarrelsome, ignore him.
- If he is slothful, spur him.
- If he is noble, praise him.
- If he is confidential, encourage him.
- If he is secretive, trust him.
- If he is jealous, cure him.
- If he cares not for pleasure, coax him.
- If he favors society, accompany him.
- If he does you a favor, thank him.
- When he deserves it, kiss him.
- Let him think how well you understand him, but never let him know that you "manage" him.

A belated back-yards gardening movement has been started in Chicago, not by followers of Joseph Fels, but by one of the newspapers. The result is the offer within a few days of nearly 500 acres of land by real estate men, corporations, and land association. Much more will yet be located. On the land now in sight the newspaper enthusiastically estimates that 17,000 bushels of potatoes, or 2,400 bushels of beans, or 2,150 tons of carrots might be grown. One real estate firm reported that it had nearly 600 acres of vacant land, of which not so much was leased to truck-gardeners, but that another fifty acres could be found. One gas company discovered that it had 100 acres of "fine potato land." Meanwhile a movement is under way to learn why large tracts of suburban school land—200 acres in Austin alone, it is said—may not be used by gardeners. The city records show twenty-seven vacant parcels of land owned by the Board of Education.

Lady fingers are the prevailing thing in engagement rings.

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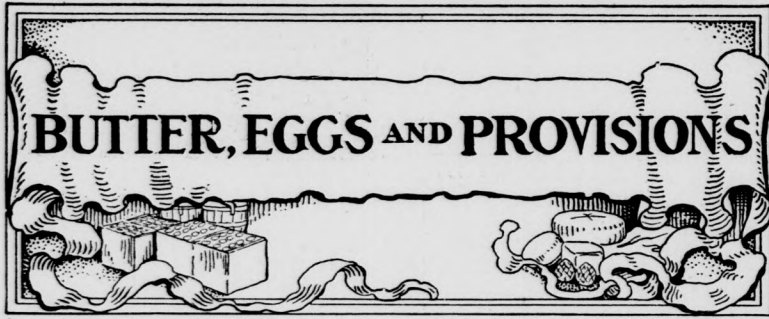
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Ask our salesmen to show you their line.
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Importance of Eggs in the Diet.

Because of the peculiar food value of eggs, their relative freedom from waste, and the ease with which they may be prepared, their use as meat substitutes at least is often desirable even when a consideration of their price alone would not so indicate. This is stated in a recently published professional paper of the Office of Home Economics of the United States Department of Agriculture, Department Bulletin 471. It is pointed out, however, that, while this is true of eggs served as one of the principal dishes of a meal, it often is not true of eggs used in cakes, puddings and other desserts along with meats. It is in the latter use of eggs that the housewife who wishes to economize can try especially to curtail consumption. A fact which makes this latter practice easier is that with the present availability of baking powders, corn starch, gelatin, etc. the use of eggs to impart lightness or to thicken liquids is not now essential as it was in the past.

The principal food element furnished by eggs is protein, the nitrogenous tissue-building element whose presence in considerable proportions also gives meats, fish, milk, cheese, etc. their special food value. Eggs can, therefore, be substituted in the diet for the latter foods without materially altering the proportion of protein consumed. In addition to protein eggs also furnish fat and a number of valuable mineral elements, including sulphur, phosphorus, iron, calcium and magnesium, in an easily assimilable form, and are believed also to be rich in certain essential vitalizing elements called vitamins.

Like milk and unlike meats, eggs do not contain substances convertible in the body into uric acid. Their shells constitute the only waste materials. Ninety-seven per cent. of the portion eaten—a high proportion compared to other foods—is digested. No extended cooking is necessary for eggs and there is, therefore, a saving of time, labor, and fuel in their preparation when they are compared with many other foods. For all these reasons eggs deserve an important place in the diet for use at times in place of other foods rich in protein, provided egg prices are not so high as to outweigh the other considerations.

Although wholesome when fresh

and clean, eggs may be decidedly unwholesome when old or dirty. The housewife should be careful when buying, therefore, to choose eggs which are as clean and fresh as possible. Similarly, the producer of eggs should keep nests clean and sanitary and should collect eggs frequently. It is also well to ensure the production of eggs with good keeping qualities by producing only infertile eggs after the hatching season.

In addition to cleanliness and freshness, the housewife when purchasing eggs should consider size and freedom from cracks. Eggs vary so in size that a dozen large and a dozen small eggs purchased at the same price per dozen may differ as much as 25 per cent. in the value of the food elements furnished. Perhaps the fairest way to buy or sell eggs is by weight. Because of the wide variations in the size of eggs, it is also coming to be recognized that more accurate results in recipes can be obtained by weighing or measuring the eggs out of their shells. Cracked eggs are undesirable because the breaking of the shell makes possible the entrance of bacteria and filth.

Because fewer eggs are produced in the most populous regions of the country than are consumed there, and because the seasons have a marked effect on the number of eggs laid, city housewives must use cold storage eggs during some periods of the year if they are to supply their tables at all with this food. The fact that eggs have been held in cold storage does not necessarily mean that they are of low quality. Carefully handled cold storage eggs often are of better quality than fresh local eggs that have been improperly cared for.

Suit Over Frozen Eggs.

Grant Bros. Co., of Marion, Ind., has brought suit against the New York Central Railroad Co. for \$700 damages incurred it is claimed by negligence in the handling by the railroad of a shipment of eggs from Marion to New York in January. It is charged that the eggs were frozen.



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 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.

Boomlets From Bay City.

Bay City, March 12—The Bigelow Cooper Co., of this city, manufacturer of hardwood flooring, etc., has increased its capital stock from \$150,000 to \$250,000.

The Howland Paving Co. of Bay City, has filed articles of incorporation with the Secretary of State at Lansing, with an authorized capital stock of \$2,500, of which \$1,500 is paid in. The incorporators are Lee Howland, J. E. Converse and Louis R. Schrader.

The regular and annual meeting of Bay Council was held Saturday night, with forty-two members present. The following officers were elected for the coming year:

- Senior Counselor—William A. Patenge.
- Junior Counselor—John L. Sullivan.
- Past Counselor—Fred G. McCloy.
- Secretary-Treasurer—E. B. Bennett.
- Conductor—Russell A. Allen.
- Page—Ray Snyder.
- Sentinel—Charles Kilborn.
- Executive Committee—M. C. Empey, E. B. Timm, F. L. Vantile, I. N. Baker.

Representatives to the Grand Council meeting at Bay City, June 1 and 2—J. H. Belknap, R. S. Richards and William Sempliner; alternates, M. C. Empey, E. B. Timm and F. J. Fenske.

William Sempliner, Secretary-Treasurer, who has held the office for fourteen years, refused to allow his name to be used for re-election, much to the regret of a great many of the members. During his long term in office, he has been absent only a few times and then only when out of the city or on account of sickness. To show their appreciation of his efficient services, the members by a unanimous rising vote adopted a resolution making him a life member of Bay Council, his dues and assessments to be paid by the Council.

T. F. Mahoney, proprietor of the Mahoney Hotel, Pinconning, has leased the Colonial Hotel and will run it as an annex to the Mahoney Hotel. The building will be completely refurnished and will be opened to the public in about two weeks.

By a majority of over 1,200, the people of Bay City, at the primary election Monday, expressed themselves in favor of a revision of the city charter, to be voted on at the April election.

Former Mayor and ex-Congressman Woodruff was defeated for the nomination for Mayor in a three-cornered contest at the primary election last Monday. The candidates chosen were Alderman Tomlinson and Alderman Mundy. Mr. Tomlinson is a member of Bay City Council and, if elected, will, no doubt, have the honor of delivering the address of welcome to the visiting U. C. T.s at the June convention.

Fire which started in the pool room of George McClelland, Harbor Beach, destroyed property valued at \$15,000. The heaviest loser was Dell McMann, automobile dealer, whose stock of automobiles recently driven overland from Detroit and valued at \$10,000, was almost completely destroyed.

The Herzog Art Furniture Co., of Saginaw, has secured a \$25,000,000 contract for the manufacture of talking machine cabinets for the Sonora Phonograph Corporation of Boston. The company has fifteen years to complete the contract.

The Saginaw Malleable Iron Co., is the name of Saginaw's newest industry. Two main buildings, 630 feet long by 80 feet wide, will be constructed and work will be started as soon as the frost is out of the ground.

Dr. Woodruff has announced that he will support Mr. Tomlinson and work for his election and requests his friends to do likewise.

The Saginaw Valley Traffic Club held its first business meeting of the year in Saginaw Thursday evening. Members from St. Louis, Alma, Flint

and Bay City were present. The next meeting will be held in Bay City May 10.

The Northeastern Michigan Association of Credit Men held its monthly meeting at Saginaw Tuesday evening. The next meeting will be held in Bay City April 24 at the Wenonah Hotel. An invitation was extended to the Kalamazoo Association to attend the meeting.

The National Hotel, at Gaylord, owned by F. M. Campbell, was partially destroyed by fire Monday night.

The Northern Hotel, at Roscommon, one of the old relics of lumber-jack days, was completely destroyed by fire last week.

Boyer City is to have a new canning factory this season with a capacity of 10,000 cans a day. It is estimated that \$30,000 will be paid to the farmers during the season.

Joe Gougeon, owner and proprietor of the Hotel Quebec, of Lewiston, has leased the property to Fred Lyons, of New Lothrop, who has taken possession.

Martin Naumes, Cashier of the Citizens State Savings Bank of Pinconning, has resigned and Val Klumph has been promoted to the position. Mr. Naumes will move to Mt. Pleasant, where he will engage in the automobile business.

The cut-over lands in Alpena and adjacent counties are in demand. Several sales have recently been made and many enquiries are being received. Land that sold for \$2 per acre is now selling at \$5 and \$6 per acre.

The Turner Lumber & Manufacturing Co. has purchased the Praschan & Henckroth stock of hardware and implements and have taken possession.

Sam Weinberg, general merchant at Prescott, left for a trip to New York ten days ago to buy dry goods for the spring trade and has not yet returned. Some of his friends are rather suspicious and would not be surprised if Sam brought home an assortment of dry goods and millinery which was not on the list which his head clerk made out for him.

The estimated acreage of 700,000 acres which the farmers of Michigan will plant in beans in 1917, is more than 250,000 more than 1916, which means the largest bean crop in the history of the State. At the present price of seed it costs the farmer \$40 an acre to plant potatoes and \$6 to plant beans. W. T. Ballamy.

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

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Don't kick a man because he is drunk. Help him. Surely every man is worth saving. Drop us a line and let us tell you how we can aid him. Address The Keeley Institute, 150 Monroe Ave. Grand Rapids

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It is the easiest food to digest.
It is the most nourishing and, with all its good qualities, it is the most economical food.
Increase your sales of bread.

Fleischmann's Yeast

secures perfect fermentation and, therefore, makes the most wholesome, lightest and tastiest bread.

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White House
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and Teas

are two very important items in the house-keeping scheme of living. They reflect—in their splendid character and deliciousness, the fondness for real quality most people indulge. Folks know that "White House," as a name for coffee and tea brands, is the equivalent for "THERE CAN NOT POSSIBLY BE ANY BETTER;" and they buy "White House" Coffee and Tea with that perfect confidence which you like your customers to have in YOU.

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



WOMAN'S WORLD

Are You of the Sisterhood of Wavering Minds?

Written for the Tradesman.

If there had been only 10-cent cans or only 15-cent cans of that particular kind of pork and beans at Hallam's grocery, the matter would have been simple, and Marguerite Miller could have made her purchase in a moment's time and gone on her way. It really was a pity that Mr. Hallam had both sizes, for this compelled Marguerite to go through the slow, difficult, almost painful process of deciding between the two.

There the goods were on a table, a pyramid of the smaller and another of the larger, one ticketed 10 cents and the other 15 cents. She paused before them. A clerk who had been engaged in weighing out sugar, advanced to wait on her.

"I am thinking of buying a can of this pork and beans," Marguerite began.

"You won't make any mistake," the clerk assured her. "We put in this brand only a few months ago, and we're having a wonderful sale on it. Customers who once get started with this, buy it right along. Of course we have other kinds—one that is put up by the same people—of which we can give you a bigger can for the money, but the don't compare with this."

"I hardly know which size to take"—she spoke slowly and hesitatingly. She picked up a 10-cent can and passed it nervously from one hand to the other. "This is rather small—still, perhaps it might be enough—all we would want. How much is there of this 10-cent can, when you open it and take it out in a dish," she asked. "or"—this was a later thought—"if you divide it into three parts, would each part make a fair-sized serving for one person?"

With masculine inability to grasp detail, the clerk muttered something to the effect that the 10-cent can might be enough for three people, "if they were not much eaters. But, lady, if there's any doubt about it, of course you get quite a lot more in the 15-center."

Marguerite put back the small can and picked up one of the larger size. "Of course one gets more for the money to buy this," she mused. Then she carefully compared the net weight of contents of the two sizes as printed on the wrappers and made some kind of calculation as to how much better she would do to take the larger. "But perhaps this would be more than we would eat at one lunch, and we haven't any place out there at the factory, for keeping left-overs."

At this point it occurred to Mar-

guerite that she was taking up a good deal of the clerk's time. "Mr. Edgars," she suggested, "won't you just go on with your work? I can think this out better if I don't feel that I am hindering you."

The affable Mr. Edgars assured Marguerite that she was not hindering in the least, and that he wanted she should take plenty of time to make up her mind. Still, if she preferred, he would resume his sugar weighing.

Being left to her own thoughts, Marguerite, spent some minutes in debating silently the pros and cons of the question before her. Then a bright thought struck her. Why not call up the other girls and find out which they thought would be better?

It should be explained that Marguerite, together with her friends Pearl Stebbins and May Deal, is doing office work in a small factory that is located in the industrial section of the city. There are no restaurants nor cafeterias out there, so these girls carry their lunches. They have adopted the plan of eating together, usually adding to what they bring from home some item purchased at a grocery or delicatessen. For this last they share the cost. As the reader may have surmised, all three have a feminine aversion to making any large outlay just for something to eat.

On the day before, Pearl Stebbins had been telling of a certain kind of pork and beans. She had eaten some at the home of her cousin and found it "simply delicious." "It would be just elegant for our lunch!" she declared. So Marguerite, who had seen this brand for sale at the grocery near her home, offered to get a can.

Now to do on with our story. Having secured permission to use the grocer's telephone, Marguerite tried to call up Pearl Stebbins, but evidently the Stebbins family had gone out for the evening. But she was successful in reaching May Deal.

"May, I'm here at the store," she began, "and I'm having such a time to decide whether to buy a 10-cent can of the pork and beans or a 15-cent can. Which do you think would be better?"



**The Genuine
MAPLEINE**

Gives satisfaction to
all who use it

Order of your jobber or
Louis Hiffer Co.
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Chicago, Ill.

CRESCENT MFG. CO.
Seattle, Wash.

HURRAH FOR THE WAR—NOT

HOW do you like it, Mr. Grocer, to have a lot of people who don't know what they are talking about, charging you with waxing fat out of war-time profits and inflated prices? Enjoyable, is it not? Yes, it is *NOT*.

We know just how you feel about it. While they're pouring out vindictive accusations against you, you're lying awake nights, trying to find some way to keep the necessities of life down to "pocket-book size."

Same way with us, Old Man. Shake! If anything has rocketed faster or further than match materials—that is, the kind of materials that go into the *DIAMOND* line of the best and safest matches on earth—we haven't heard of it. And we've done just as you have tried; to protect our customers and keep prices down.

But, do you realize that, measured by real service, there's nothing so cheap in the world to-day as *DIAMOND* matches. With strong sticks, efficient and safe heads—the best matches made—now or at any time; here or anywhere; at present prices or any other price—they are the biggest value for a fraction of a cent, or a nickel, or six or seven cents that you can sell. Besides, you know who's back of them and

In Times of Adversity, Stick to the Old Friends.

THE DIAMOND MATCH COMPANY



Over 3,000 Retail Stores Have Already "Shumanized"

And we are only starting!

You ought to read what these merchants write us—

- "Sales increased from the first hour the price-clips were put up."
- "Clerks delighted—They can wait on twice the number of customers."
- "Puts a stop to disputes and misunderstandings."
- "Helps us keep our stock in ship-shape order—"
- "Does away with the drudgery of marking every can or package."

It is all so Simple
and Costs So Very Little!

The Shuman System of plain-figure pricing consists of galvanized steel clips that you spring onto shelf, box, basket or crate—and gummed stickers that you paste onto the face of the clips.

To change prices, you either switch your clips from shelf to shelf or paste on new stickers.

Our stickers enable you to make any price from 1c to 99½c.

**One Complete Set No. 1 Consists of 50 Clamps
And 1310 Gummed Stickers..... Price \$3.25**

Extra Clamps \$2.50 per 100.

Extra Stickers 10c for envelope of 50 of a kind.

If your jobber cannot supply you get in touch with us direct.

Frank G. Shuman Company

Room 705—168 N. Michigan Ave.

CHICAGO :: :: ILLINOIS



Conservative Investors Patronize Tradesman Advertisers

"Why, Marguerite, I'm sure I don't know. I'll ask mamma—maybe she can tell. Just hold the phone, please." May hurriedly consulted her mother. "Mamma says that really she can't tell Marguerite. She thinks best to leave it to you—you are there where you can see the size of the cans. She thinks that if the 10-cent can isn't too little, very likely it would be enough. But if it is no larger than one kind she has seen, then we would need the 15-cent. Do just as you think, Marguerite dear."

Still in perplexity, Marguerite returned to the pork and beans table. After some moments of further indecision, she picked up a 10-cent can and walked over to Mr. Edgars and paid for it. Before she reached the door, however, she reconsidered. Then she went back and changed for the larger size. She had taken five minutes of the clerk's time, at least fifteen minutes of her own, and had used no telling how many units of mental energy, to reach what you might call a 5-cent conclusion.

Marguerite Miller is an unusually intelligent girl. Ever since she finished high school—and that was several years ago, for Marguerite is now 24—she has been taking courses in various subjects, so she has a great store of knowledge. But with all she has learned, she doesn't yet know how to make up her mind with reasonable quickness. At business college she was trained in rapid addition and in speed in shorthand and typewriting, but nowhere has she been taught the least swiftness in making decisions, even about the most trivial matters. Indeed, she seems to have a great dread of really coming to a determination about anything.

Marguerite belongs to the great sisterhood of wavering minds. She is one of that vast number of bright, brainy women who make a serious and complicated problem of every little thing that comes up. Such people show a wonderful cleverness in thinking of all possible advantages and disadvantages. Then follows an almost endless balancing of the one against the other, a process exhausting to themselves and tiresome to all who must witness it. And the decision so laboriously arrived at, usually is no better and no more nearly correct than one reached in a quarter of a minute.

Everyone should learn to distinguish between the important and the unimportant in small things. The omission of a sentence or even of a single word in a large contract may mean a loss or a gain of many thousands of dollars. The careless dropping of a lighted match may start a ten-million dollar fire. But it does not follow that every little act is fraught with such momentous conse-

quences. If it were, life would be unbearable.

There are many, many questions that come up for decision, to which the old expression "it's no killing matter" aptly applies. Use your best judgment of course in regard to all you do, but don't take too long in comparing what is for with what is against. An occasional mistake will cause less loss and trouble than habitual inability to reach a prompt decision.

Living never has been reduced to an exact science. No matter how much consideration is given them, there are many things about which no human mind can tell what will be best. With the pork and beans, the only way was to try it out. If the 15-cent size proved too large, they could take the other next time.

It is necessary to train oneself in grasping as speedily as possible the essential features of any subject that presents itself. When one can do this, decision should be reached quickly about any matter that is not likely to involve serious results.

Dear sisters of the wavering mind, it is a frightful and wicked waste to spend so much time and energy on details that can't possibly count for much in any way. If you are buying a hair-net or choosing a dessert for dinner, naturally you want to select what will be pleasing and satisfactory, but in any such case it isn't worth while to use all the deliberation that would be required in framing the constitution of a state, or in formulating the terms of a peace league of the nations. Quillo.

Tit For Tat.

"You are not compounding that prescription as I would," remarked the stranger who had dropped in. "Dump in a little of this and a pinch of that."

"What do you mean? Are you a druggist?"

"Nope."

"Then what do you mean by telling me how to run my business?"

"Oh, I'm the manager of the ball team. I notice you in the bleachers occasionally handing me unsolicited advice."

Hartnett Flower Shop

Cut Flowers—Floral Decorations
Funeral Wreaths and Sprays
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Both Phones Grand Rapids, Mich.

THE ALASKA
REFRIGERATOR

The Best Built Refrigerator on Earth
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Our TANGLEFOOT Handy Package, 5 Double Sheets,
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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.

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Address

GEORGE C. CONN,

Freight Traffic Manager,

Detroit, Michigan

Some Intimate Facts About Jell-O



The waxed-paper bag inside the Jell-O carton affords absolute protection to the contents against moisture and atmospheric conditions.

It is air-proof and moisture-proof, keeping the Jell-O always pure, clean and sweet.

The Jell-O in every package is fresh, whether made yesterday or many months ago. It does not lose its flavor or grow stale.

The last package of the dozen on the grocer's shelf is as fresh and sweet as the first.

From start to finish the operation of "putting up"

JELL-O

is an interesting one. Wonderful automatic machines perform it—each completing a package of Jell-O in two seconds—from making the waxed-paper bag and filling it with Jell-O, to putting the filled bag and a recipe folder in the carton and closing and sealing it.

It is all very sanitary and very satisfactory.

The seven flavors of Jell-O—all pure fruit flavors—are Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate.

THE GENESEE PURE FOOD COMPANY, LeRoy, N. Y., and Bridgeburg, Ontario



Michigan Retail Hardware Association.
 President—James W. Tyre, Detroit.
 Vice-President—Joseph C. Fischer, Ann Arbor.
 Secretary—Arthur J. Scott, Marine City.
 Treasurer—William Moore, Detroit.

Getting the Hardware Store Ready for Spring.

Written for the Tradesman.

With the approach of spring, the rearrangement of the hardware stock is a matter for timely consideration. Winter lines will be pushed into the background, and seasonable spring goods brought forward to places of prominence.

Among the lines which must be featured at this season, or a little later, are sporting goods and paints. Housecleaning lines too are timely; and builders' hardware can be profitably pushed.

To show the people just what they want just when they want it is an axiom of good merchandising.

One large city merchant, bearing this in mind, toward the middle or end of March, depending on whether the season is late or early, puts into effect a drastic rearrangement of his stock. On one side of the front door he strategically locates the paint department, and on the other in cases and shelves a fine display of builders' hardware. Of the two front windows, one is given up to a paint display and another to seasonable lines of sporting goods. There is a special interior arrangement, as near as possible to the entrance, of housecleaning lines; and a special table for bargains in small articles.

To give so much prominence to seasonable lines necessitates, in a small store, the pushing of other lines into the background; or, as an alternative, the careful utilization of every opportunity for display. It will be good policy for the shrewd hardware merchant to take a look around his store this spring and see if he does not possess some neglected opportunities for displaying goods.

One dealer I knew of had two floors, the upper being used for the storing of reserve stock. The stock room was poorly lighted. Often when the stock was crowded downstairs it became necessary to display goods upstairs. To solve the lighting problem, the merchant enlarged the front window. But instead of ordinary windows flush with the wall, he built a projecting window, in which goods were displayed. On dark days and at night this window was lit, during merchandising hours. Its value for display purposes was, of course, not the equal of the ground floor window; yet it undoubtedly attracted a lot of attention and influenced sales. In solving his upstairs lighting problem,

the merchant saw and seized an opportunity for securing further window display space.

Another idea which attracted the attention of some big city men was found in a small town of only a few thousand people. Here the store was built back a few inches from the property line; behind a protecting railing windows were built looking into the basement; and these windows were used for attractive displays. Not merely had this store two big displays on the ground floor, but it had two basement displays immediately underneath. Here, again, an alert merchant took advantage of a display opportunity.

Display is almost if not quite the life-blood of merchandising. To sell the goods, you must show them. No opportunity to do so should be neglected.

But while in a few instances the window display possibilities can thus be extended, there are possibilities for interior display which are often overlooked.

Thus in a big city hardware store there was for years an ugly post standing about ten feet back of the entrance. It was necessary to support the ceiling. One day the merchant had an idea. He had a glass case constructed around the post. In this case he showed samples of silverware and fine cutlery. Necessarily, the display was confined to only a few specially attractive articles. Show cards directed the customer interested in these lines to the back of the store, to which the silverware department had been crowded by the necessity of prominently displaying more seasonable goods.

Following out this principle, the hardware dealer can in many cases locate "advance outposts" in the front part of the store, with show cards directing the customers further back for a more comprehensive selection. These outposts can be "occupied" by attractive samples of lines for which adequate space cannot be secured nearer the front.

Thus, in remodeling an old corner

SPRAY MATERIAL

Lime Sulphur Solution - \$6.75 barrel
 Dry Sulphur Compound \$6.75 per 100 lbs.
 Dry and Paste Arsenate of Lead
 Paris Green and Black Leaf - 40 cts.
 Blue Vitriol 16 c.; 100 lb. lots 13½ c. lb.
 Formaldehyde, gallon jugs - \$1.50
 Pure Pine Tar, gallon cans - 40 cts.
 Pure Creosote Oil, gallon cans - 50 cts.
 High Pressure Spray Hose, ¾ 12½c; ½in. 15c

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 Nothing as Fireproof
 Makes Structures Beautiful
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 Warm in Winter
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Brick is Everlasting

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



Farm Machinery

And Garden Tools

"BRYAN" Plows, Disk Harrows, Land Rollers, Pulverizers, Harrows, Seeders, Corn Planters, Potato Planters, Weeders, Cultivators, Sprayers, Bolster Springs, Wagon Sets, Plow Sets, Buggy Shafts and Poles, Scrapers, "Money-Maker" Silage Cutters and Hay Balers, etc.

Our New Catalog is now in the hands of the printers, and will be mailed free to all who may ask for it.

Brown & Sehler Co.

Home of Sunbeam Goods

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Use Half as Much
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McCray Sanitary Refrigerators
 will increase your sales and your profits by keeping your perishable goods fresh and salable at all times. Write today for Catalog and "Easy Payment Plan."
 No. 70 for Grocers—No. 92 for Residences—No. 62 for Meat Markets—No. 51 for Hotels and Institutions.
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Wholesale Hardware

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

Grand Rapids, Mich.

store some years ago, it was found necessary to leave a supporting pillar exactly on the corner, thus dividing the entrance. The pillar was however converted into a display case, in which small articles could be shown. So, too, where there is a blank wall on one side of the entrance, a glass case for the showing of small articles can often be installed, and will do good service.

This problem of interior display is an important and often a difficult one. One merchant has solved it, to his own satisfaction at least, by "small show cases and more of them." For instance, near the front of the store is a silent salesman with samples of sporting goods. Only samples are shown, and these the most attractive, most likely to catch the eye. If a customer is interested, he is taken back to the regular sporting goods department, further back in the store.

In another store a circular radiator stands out on the floor. About this radiator in March and April the merchant has arranged door mats of various kinds, price marked. This is just the season when the need of a doormat is appreciated. At intervals between the doormats in the circle are set coal oil stoves. These, too, are timely. This is a far better use of space than to allow the radiator to stand out prominently and advertise nothing.

For the showing of fishing rods, another seasonable line, the perpendicular or pyramidal stand is very handy and saves a lot of space. This is a stand or rack, upon somewhat the same principle as an umbrella stand, in which the rods are stood on end. Less than a yard of floor space is required for the display of a couple of dozen rods. The necessary stand can readily be improvised.

The same principle can be adopted in displaying garden tools, which will be seasonable a little later. In this case a larger stand is required.

Space-saving stands can be thought out for the display of almost any article. Most stores already have a good many of these devices. The aim is to economize space and at the same time to show the goods. Stands in step-ladder form, with grooves or hooks; pyramidal stands, rising step on step—these and many other simple but ingenious arrangements have been put to good use to solve the space problem and facilitate display. Often the smaller of these devices can be used in arranging window displays.

To display the seasonable goods to the best advantage is one purpose aimed at in rearranging the stock at this season. The other is to make the store bright and attractive. In the brightening up process, the hardware dealer should not overlook the fact that housecleaning for him begins in the store. In the show cases and silent cases and silent salesmen, glass and metal should be cleaned and polished. Varnish is often needed on the woodwork, and should not be spared. A touch of paint will help the store front, and the sign outside. New show cards and price tickets should be prepared before spring business gets too heavy. Then, doubtless,

there is lots of work to be done with broom, duster and mop.

An attractive store is essential in catering to the spring trade, and particularly in dealing with feminine customers, who are year by year an increasing factor in the success of every hardware business.

William Edward Park.

Live Notes From a Live Town.
Owosso, March 12—Owosso Council held its regular meeting Saturday evening, followed by election of officers with a large and enthusiastic number of members present. After the election the officers were properly installed by Past Counselor J. J. McDonald, J. D. Royce and Mr. Sloan, of East Owosso (near the court house). Each made a rousing speech. Mr. Royce's talk was along the lines of good U. C. Tism and its helpfulness to members. It was a gem. Mr. Sloan's rendition of "Play Ball" was received with applause. These two gentlemen are fooling away their time selling goods and should be on the Chautauqua platform—a position for which the all wise Creator had, no doubt, intended them. The new officers for the ensuing year are as follows:

- Senior Counselor—J. A. Cook.
 - Junior Counselor—C. J. Hayes.
 - Past Counselor—James J. Brown.
 - Secretary and Treasurer—F. E. Evans.
 - Conductor—R. E. Tubbs.
 - Page—C. M. Oliver.
 - Sentinel—Geo. R. Luly.
- Two members of the Executive Committee were re-elected—J. J. McDonald and A. D. Chase.
- Delegate to U. C. T. convention—James J. Brown; alternate, F. E. Evans.

The new officers appointed themselves a committee to give a banquet and social entertainment to the traveling men and their ladies to be held in the near future.

George Luly has discontinued taking vocal lessons on account of —. No, it is not throat trouble, but George has moved from his suburban residence on South Washington street to an apartment in Aldine Flats.

B. R. Allen, of Bannister, has opened a fine new restaurant, lunch room, and ice cream parlor in Middleton in the rooms and office formerly occupied by Dr. O'Neal.

Honest Grocerman.

Leatherless shoes are being shown and they are said to be attractive in appearance. One Brockton firm has turned out a shoe that looks like black calfskin. The vamp and top are made of "near-skin," which is a rubberized product with a fabric base. The sole and heel are of fiber composition, with inner sole of "hideskin." The lining is cotton duck, the facing and tongue are imitation leather and the welting is a rubber composition. A brown oxford made in Lynn has sole and heel of fiber, the upper looks like canvas and the retail price is about \$4.50. The shoe dealers believe the leatherless shoes will lead to costume footwear, the shoes to match suits.

Johnson Paint Company

"Quality" Paint Manufacturers
The Prompt Shippers
Get Our Dealers Proposition

BIG RAPIDS, MICHIGAN

USED AUTOS

—My Specialty. Largest Stock—
Runabouts \$65—\$350 Touring Cars \$150 and up
What have you to trade? Easy terms.
Dwight's Used Auto Ex. 230 Ionia, N.W.

The Valuable Telephone

Is the one that
Reaches the People

15,743 Citizens Telephones in
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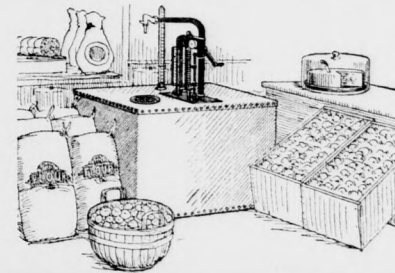
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The **BOWSER**.....
ESTABLISHED 1885

Oil and Gasoline Storage System

Keeps your store sweet and clean and promotes the sale of good things for the table.

Prevents over-measure, waste, oil-soaked floors, and eliminates the "Fire Hazard."

Your customers depend on it for accurate measure, and pure, clean oil, free from sediment and other impurities.

Tank is built of steel, riveted and soldered inside and out.

Has computer that shows just how much to charge.

Gauge Stick indicates how much oil is in tank.

Anti-Drip Nozzle prevents dripping when pumping ceases.

Discharges a quart at a stroke or may be set for pint or half-pint.

Tank is enameled dark green, pump enameled black-fittings nickeled.

Let us tell you more about it. Write To-day.

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Fort Wayne, Indiana

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Everywhere



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 Grand Conductor—W. T. Ballamy, Bay City.
 Grand Page—C. C. Starkweather, Detroit.
 Grand Sentinel—H. D. Ranney, Saginaw.
 Next Grand Council Meeting—Bay City, June 1 and 2, 1917.

SUCCESSFUL SALESMEN.

James B. Hagle, Indiana Representative Brown Seed Co.

James B. Hagle was born at Memphis, Michigan, Feb. 19, 1886. His father was formerly a meat dealer in that place and subsequently engaged in the grocery trade. When Mr. Hagle was 5 years old the family removed to Detroit, where they remained three years. The family then changed location to Battle Creek, where Mr. Hagle attended the public school until he had completed the eighth grade. He then apprenticed himself to the Review & Herald to learn the electrotyping business. The destruction of the plant by fire a year and a half later forced him to transfer his relations with the Gage Printing Co., with whom he remained three years. The next year and a half found him in the employ of Rand, McNally & Co., of Chicago, as electrotype finisher. The Kellogg Toasted Corn Flakes Co. was then opening up trade in Wisconsin and offered him a position as traveling representative in that State. He did so well in the Badger State that at the end of a year he was given charge of Western Michigan territory, with headquarters at Grand Rapids and with three men under him. He remained in this position three years and on Jan. 1, 1912, entered the employ of the A. J. Brown Seed Co., of Grand Rapids, remaining until last fall, when he accepted a position with the fertilizer department of Armour & Company, covering Eastern Michigan, with headquarters at Flint. On returning home last week to superintend the removal of his family to Flint, he met Mr. Brown, who offered him the position of sales manager of Indiana, with headquarters at Indianapolis. He accepted this offer and will enter upon the duties of the new position April 1.

Mr. Hagle was married July 5, 1905, to Miss Rose Gunderson, of Medaryville, Indiana. They have two children, a girl of 8 and a boy of 5, and reside in their own home at 507 Delaware street.

Mr. Hagle is a member of Grand

Rapids Council, but has no other fraternal associations. His hobby is base ball and he is conceded to be one of the best posted men in the country on that subject. When the Grand Rapids Press offered a prize for the best answers to the ten hardest questions in base ball, three years ago, thousands of replies were re-



James B. Hagle

ceived, but Mr. Hagle won the first prize. He was formerly a player himself, having been a member of the City Base Ball Club which was some organization in its day. He is also an enthusiastic bowler, having been a member of the Overland Bowling Club, which at one time held the city championship. He is also a devoted disciple of the gasoline wagon and will cover his trade in Indiana with a new Buick, which will be ready for him when he takes his new territory, two weeks hence.

Mr. Hagle attributes his success to trying to do his best in exploiting the line he is hired to represent. As an instance of the fact that he has been successful in this endeavor, he points to the fact that he has pleased every employer whom he has ever served.

A Logical Conclusion.

"Did you really call this gentleman an old fool last night?" said the judge severely.

The prisoner tried hard to collect his thoughts.

"The more I look at him the more likely it seems that I did," he replied.

The Greatest Fortune.

If there be one man before me who honestly and contentedly believes that, on the whole, he is doing that work to which his powers are best adapted, I wish to congratulate him. My friend, I care not whether your hand be hard or soft; I care not whether you are from the office or the shop; I care not whether you preach the everlasting gospel from the pulpit, or swing the hammer over the blacksmith's anvil; I care not whether you have seen the inside of a college or the outside—whether your work be that of the head or that of the hand—whether the world count you noble or ignoble; if you have found your place you are a happy man. Let no ambition ever tempt you away from it, by so much as a questioning thought.
 J. G. Holland.

About His Size.

"I see from the newspapers this morning," said a portly woman, walking into the police headquarters, "that you arrested a man whose mind is blank."

"Yes, ma'am," returned the sergeant, "we did."

"All right," said the woman, "Will you bring the man out so that I can have a look at him? My Henry didn't come home last night and that description about fits him."



Hotel Geib For Sale

I offer for sale the furniture and fixtures of Hotel Geib. Immediate possession given and a good trade. Satisfactory patronage.

L. F. GEIB,
 Eaton Rapids.

CUSHMAN HOTEL

Petoskey, Michigan
LEADS ALL THE REST
 W. L. McMANUS, JR., Proprietor
 One Day Laundry Service
 Send your linen by parcel post

Hotel Charlevoix

Detroit

EUROPEAN PLAN

Absolutely Fire Proof

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

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

HOTEL MUSKEGON

GEO. W. WOODCOCK, Prop.
 EUROPEAN PLAN

Rates—\$1.00 without bath
 \$1.50 and \$2.00 with bath

Opposite Union Depot and Goodrich Dock
 MUSKEGON, MICHIGAN

LIVINGSTON HOTEL AND CAFE

Cor. Fulton and Division
 Grand Rapids

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.

Beach's Restaurant

Frank M. Beach, Prop.

41 No. Ionia Ave.

Twenty-two years in the restaurant business at 61 Pearl street.

Good Food—Good Service
 Right Prices



VAN TONGEREN CIGAR CO., Makers

HOLLAND, MICH.

Activities in Michigan Cities.

Written for the Tradesman.

The Manistee Leather Co. has been organized, with P. P. Schnorbach, general manager of the Filer Fiber Co., as President, and will build a factory at Filer City, a suburb of Manistee, for the manufacture of hides and leather products.

Members of the Eastern Star as a body have joined the Woman's League at Battle Creek in a boycott of potatoes and onions, making more than 700 organized women who are fighting excessive prices. Battle Creek restaurants have taken these vegetables off their bill of fare. During the first day of the fight potatoes dropped 50 cents a bushel and still there were no buyers.

Another large paper mill will be built at White Pigeon besides the plant of the Eddy Co. The new coating mill will be supplied with the Eddy product.

The Associated Charities of Saginaw is securing the use of vacant lots for garden purposes this summer to aid unfortunates and reduce the cost of living.

More than fifty members of the Belding Board of Commerce spent a day in Detroit last week as guests of the Detroit organization. During luncheon Paul King, of the Pere Marquette Railroad, announced that plans have been made to expend \$20,000 in improvements at Belding this year, to include a new station, new bridge, track and other improvements.

The new plant of the Towar Cotton Mills, at Niles, will be extended 100 feet this spring. A new building will also be erected for the manufacture of tire fabric.

Battle Creek has ordered another motor driven fire truck, to be delivered Sept. 1, which will mean complete motorization of the department.

Gobleville has voted to build twenty-three cisterns to provide a water supply for fire protection. Hartford and other towns have tried the cistern method with unsatisfactory results. They are often found to be half or entirely empty when needed and the stagnant water usually completes the destruction of property that escapes the flames. Then, when a waterworks system is installed, the cisterns become a menace and must be filled up. Almond Griffen.

Long Live a Freed Germany.

Detroit, March 12—Let us still have faith—those of us of German birth or German descent who love the mother country, who honor brave France, who see in Russia the making of a mighty democracy, who respect Japan as an able and forward-looking nation, who believe that the cause of the Allies represents righteous justice, whose hearts bleed for Belgium, Serbia, and Rumania—let us still have faith that behind and below the Prussianized hardening of hearts of the German people, there still beats the true German heart, responsive to the glories of the past, the past of '48, of Goethe and Schiller, of Beethoven and Wagner. It must be that the greeting to the world which Schiller phrased in his hymn to joy and which Beethoven climaxed in his crowning symphony, will once again meet response from the true German people, when their eyes are opened to the falsities which have made them hate the world, and which have culminated in the campaign of ruthless-

ness which has made the word German a synonym for everything vile and cruel and abominable. The only hope growing out of the present war is that the outcome may suggest a method by which Germany, freed of the Hohenzollerns, as France was freed, first from her Junkers and then of her despot, may find a bridge toward a democratic republic which will make her the friend instead of the enemy of France and the world. "Long live a freed Germany! Out with the Hohenzollerns!" should be the prayer of every lover of liberty, German or American.

Otto Eberbach.

While the pure food show will be held in the Klingman building March 26 to 31 under the auspices of the Grand Rapids Retail Grocers and Meat Dealers' Association, it is the intention of the Association to have a pure food exhibit throughout the entire city. To do this prizes of \$10, \$7, \$5 and \$3 will be awarded to the grocers and meat dealers whose places of business present the best appearance during pure food show week. Every grocer and meat dealer in the city, it is expected, will have his shop spick and span that week. In order to be eligible for the prize all that will be necessary is to have the grocer and meat dealer send in written notice to the secretary of the Association, that he has entered his store in the contest. No entrance fee will be charged. Later judges, not connected in any way with the trade, will be appointed to visit the stores and judge results.

After completing its new factory a Grand Rapids company hired a night-watchman. Soon, however, the manager formed his own suspicions that the new employe was doing more sleeping than watching at night. So he put in a couple of time clocks, one at each end of the building, to be punched by the watchman every half-hour. "What's these here clocks for?" demand the watchman when he found them installed when he came to work. "What sense is there in fussin' around and punchin' these here things?" "It is a measure of humanity," explained the manager suavely. "We don't want you to be burned up if the building should catch fire while you were asleep."

Salt Fish—There is little or no change in the mackerel situation for the week. No. 3s and 4s are about out of the market. No. 2s are extremely scarce and will bring up to \$29 a barrel for anything good. The only thing which is in any way abundant is No. 1s, which range according to quality from \$20 up to \$27; fine shore fish bringing the higher price. New mackerel will be coming forward in two or three months, and meanwhile prices will continue to be high and the demand dull. Cod, hake and haddock show no change.

William Judson, President of the Judson Grocer Company, returns today from a four weeks' sojourn at Jacksonville, Florida. Mrs. Judson returned with him.

Zanbock & Son succeed Smith Bros in the grocery business at 1071 Lafayette avenue, South.

Eighty Community Groceries Acquired by Kroger.

Detroit, March 13—Following negotiations which have extended over more than a month, the Kroger Grocery & Baking Co., of Cincinnati, has closed a deal by which it acquires eighty retail grocery establishments in various parts of Detroit which heretofore have been conducted by the Community Grocers, Inc.

The purchase, which is understood to have involved expenditure of between \$300,000 and \$400,000 for the business and leases of the Community Grocers, Inc., includes the lease held by the Community Grocers, Inc., on approximately 16,000 square feet of warehouse space on Clay avenue.

Through the deal the Kroger Grocery & Baking Co. extends its ownership to more than 400 retail groceries in various cities of Ohio, Kentucky, Missouri and Michigan. Of these about 110 are in Detroit, a number greater than in any one of the other cities in which the company is operating, which include Cincinnati and St. Louis.

The company's advent in Detroit was made January 1, this year, when it took over twenty-four stores, part of which had been conducted previously under the name of the Schneider Stores and the others by J. W. Raleigh. Under the system of the new owner, the business of these stores is reported to have tripled in volume in the last sixty days. Besides the stores included in the three Detroit ownerships named, purchase also has been made of several stores under individual ownership, including the large establishment of J. E. Blum & Son, on Kercheval avenue and Lillibridge street.

In connection with the company's latest purchases it is announced that plans are being formulated for the construction in Detroit of a large building, in which will be centralized various branches of the business serving the Detroit retail stores, including a bakery, warehouse, coffee roasting, fruit preserving, canning plant and perhaps a meat packing plant and also the company's Detroit offices.

The business of the Kroger Grocery & Baking Co., in Detroit, is in charge of Edward Weiler, who came from Cincinnati at manager. Officers of the Kroger company are: President, Bernard H. Kroger; Treasurer, B. H. Kroger, Jr.; Secretary, W. H. Albers. Mr. Albers has been in Detroit several days looking after details of the purchase.

It is reported from Cincinnati that it is the company's plan to make Detroit the center for an extensive system of retail stores and warehouses in other cities in Michigan.

Get in the Band Wagon.

Lansing, March 13—We would suggest that you call the attention of country dealers to the importance of their getting the latest catalogues of Sears-Roebuck and Montgomery Ward for reference, as the catalogue houses have advanced their prices from 10 to 150 per cent.; in fact, in order to put in force our proposition of meeting mail order house prices, we have got to mark up our goods from 10 to 25 per cent. all along the line. There never was a time when the small dealer could meet catalogue house competition as easy as he can at the present time, as he can easily find, by a little investigating, and if he takes his customers word as to what they can buy of catalogue houses he is likely to be up against the old catalogue at a good deal less than present prices.

Vandervoort Hardware Co.

Grand Rapids' Worst Enemy—The G. R. & I.

Marquette, March 12—I think the G. R. & I. should have pride enough for Grand Rapids to run a night train between Mackinaw City and Grand Rapids, in the winter season. It hurts Grand Rapids because the Upper

Peninsula people who want to make the city have to either go to Chicago first or take an all-day ride over the G. R. & I. What business men want to do, as you know, is to put their nights in on the sleeper. If the D., S. S. & A. treated the people of the Upper Peninsula in the manner the G. R. & I. does the people of Southern Michigan, there would be a rebellion up here. The D., S. S. & A. run two daily trains between Mackinaw City and Marquette, and the whole territory is a desert. Just think of it, only Newberry and Sault Ste. Marie, in the whole distance and then the Soo is off to one side. The people of the Upper Peninsula stand for the South Shore, because they accommodate us. Their trains run at a loss between here and St. Ignace in the winter. There is 150 miles of snow to fight. Merchant.

Where Is the Legislative Committee?

What is the Legislative Committee of the Grand Council, U. C. T., doing to secure an appropriation to enforce the Henry law? Echo answers, What?

Everyone concedes the fairness and equity of the law. The hotel men concede it is a needed law in talking with traveling men, but censure it in private and condemn it openly at their conventions. The law owed its origin to a crying need for reform on the part of a large portion of the hotels of the State, but, unfortunately, the influence of the hotel men in the Legislature was sufficient to emasculate the law by eliminating the provision for funds to ensure its enforcement. If the Legislature Committee above referred to has any excuse for existence, it will get busy before another day's delay and secure the introduction of a bill to remedy the defect which has nearly rendered the present law inoperative.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, March 14—Creamery butter, extras, 40@41c; first 37@38c; common, 35@36c; dairy, common to choice, 28@35c; poor to common, all kinds, 25@28c.

Cheese—No. 1 new, 25c; choice, 24@24½c; old 25@26c.

Eggs—Choice, new laid, 29c; fancy hennery, 30@31c.

Poultry (live)—Fowls, 20@24c; springs, 20@24c; old cox, 16@17c; ducks, 20@22c.

Dressed Poultry—Turks, per lb., 25@33c; chicks, 22@26c; fowl, 20@24c.

Beans—Medium, \$7.75; pea, \$7.75; Red Kidney, \$7.75@8.00; White Kidney, \$8.00@8.25; Marrow, \$8.00@8.25.

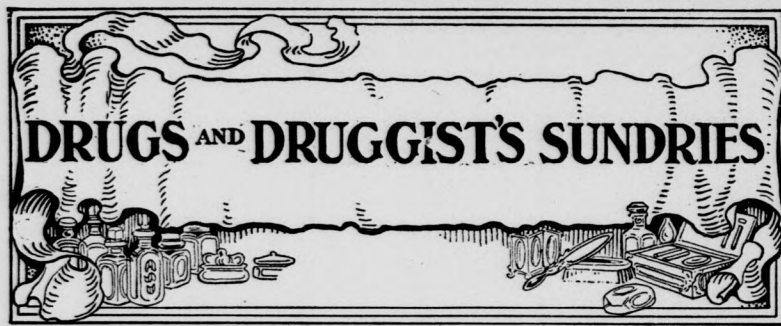
Potatoes—\$2.65@2.90 per bu. Rea & Witzig.

Late Bank Items.

Charlevoix—A. A. Swinton, has purchased W. J. Rachow's holdings in the Charlevoix State Savings Bank and becomes Vice-President of that institution.

Petoskey—Claude Jubenville, son-in-law of W. L. McManus, proprietor of the Cushman Hotel, and formerly connected with the First National Bank of this city, has secured an appointment as National bank examiner, and has been assigned to take charge of District No. 9, which comprises the Upper Peninsula of Michigan and some counties in Wisconsin.

Hull Freeman has been confined to his home for the past three months by grippe and other ailments. He is on the road to recovery, although he is slow in regaining his strength.



Michigan Board of Pharmacy.
 President—E. T. Boden, Bay City.
 Secretary—Charles S. Koon, Muskegon.
 Treasurer—George F. Snyder, Grand Rapids.

Other Members—Leonard A. Seltzer, Detroit; Ellis E. Faulkner, Delton.
 Next Examination Session—Chemistry Building, University of Michigan, Ann Arbor, June 19, 20, 21, 1917.

Michigan State Pharmaceutical Association.

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

Michigan Pharmaceutical Travelers' Association.

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

Some Advantages of Buying Through the Jobber.

Face the facts. No question of this kind dare be viewed as a simple proposition. The fact implied by the title is full of complexities. The complex is always likely to be puzzling and illusive.

Only a few men out of a hundred are independent thinkers. We talk broadly about Missouri, but most of us fail to catch the spirit of the Missouri slogan except to a limited degree. Mostly we are bound by the chains of habit and we do not know it. We buy according to the methods of the man with whom we learned the drug business. Wisdom and whiskers are not necessarily related.

There is some danger in arousing antagonism at the outset of a discussion. I am not afraid of doing that. It is done. Time and habit have already ingrained antagonism to the idea that there might be advantages in buying through the jobber. If you dislike the word "antagonism," I will substitute "incredulity." I am quite willing to do this if you will agree to be tolerant—to consider the subject at issue with an open mind.

The temptation to overbuy is probably the first point to be considered. You buy from some manufacturer a gallon of a certain few fluid extracts and elixirs and perhaps five thousand tablets of a limited line.

Presently you enquire about prices in five-gallon lots or about tablets by the twenty-five thousand. The difference in the cost of the unit, whether gallon or thousand, is tempting and you order. What about the turnover? How long do these large lots last you? Isn't the cost on your bulk pharmaceuticals more than counterbalanced by the length of time that you have to carry the goods? Can you answer that question promptly and positively?

One way to help you to know is to keep a card index of quantity goods. As bills come in have the details noted

—name of article, quantity bought, price per unit, date of purchase, name of manufacturer. Or hand all bills for the current year to one of your assistants with appropriate instructions as to what bills you want summarized. Keep your card index—one drawer to hold cards 3 x 5 is ample for the average store—in your desk. Then the needed details are at hand when you order. Likewise, they are convenient when you want to stop guessing. Some druggists try to keep track of quantity purchases by dating the label of containers. That is better than nothing, but it forces you to go to all points of the store, basement and stock room to get your data. The card index is compact and ready for consultation without loss of time.

You will perceive by this time that I am not endeavoring by argument to convince you that there are advantages in buying from the jobber. I am indicating a method by which you can demonstrate the point to yourself. When I spoke about a card index I knew I was not suggesting anything new. I know that many druggists have card indexes or cost books, but they are kept for cost prices. My idea is that the index shall be used with the view of determining turnover. Real profit must be figured by taking turnover into strict account. Volume of business per annum may be seriously misleading. Control of expenses, knowing costs, marking up profits—all important. Ditto, your turn-over—with emphasis on the word "turn-over." Value of stock may be out of proportion to gross profit.

Waiting to make up an order. This period, indeterminate and indefinite, occurs in the business of every druggist who buys direct. He begins to run low on an article. It is noted on the want book, and other wants are gradually added. He looks at the list from day to day. He does not order because his wants, in value, are rather trivial. Naturally, he seeks to avoid express charges and wants transportation charges free or spread over a number of items. Furthermore, there is a certain sense of humiliation about sending in an order for a varied array of relatively small quantities. So he waits for more important looking wants to develop. In the meantime, actual shortages occur. The clerks do not always tell how many times an article is called for. Sometimes a druggist loses only individual sales, but that is losing money. Sometimes he loses prestige. Sometimes he loses customers. The better your clerk the more diplomatic will be the reasons advanced for being "out" of some needed article. Ex-

cuses never ring the cash register.

When you order these specials through your usual source of supply they come along in the ordinary course of events. You get them when you want them and in the quantities you want.

Loss of time in receiving goods. This is another point worthy of serious consideration. The subdividing and packing departments of your jobber work under high pressure week in and week out. Service with them means getting out a great many small orders on the same day they are received. The manufacturer can not usually do this. He may have twenty orders in hand, aggregating as many thousands of dollars. You will have to wait your turn. You are discriminated against because your order is worth \$46 and another order that came in the previous afternoon, in conjunction with a number of others, is worth many times more. It is simply a case of clearing the decks before your order can be reached.

Thus, after you have waited for some days until a sizeable order has gathered on your book, you are subjected to still further, and perhaps longer, delay in the receipt of the goods. Two weeks gathering an order. Two weeks to get it. Proverbs are designated as the homely wisdom of the ages. Very pretty. "What you don't know won't hurt you," is one of them. Bad rhetoric and mighty poor logic. You do not know how many sales you have missed. You never can be sure you have not been hurt. A druggist may have many assets. One of the best is a reputation of having what is wanted.

As a summary on this point—jobbing centers are much more numerous than manufacturing centers. Therefore, delivery is also quicker when buying from the jobber.

It is practically impossible to put a money value on probabilities; such intangible things as possible loss of trade or loss of prestige. I shall indulge in no idle speculation.

Business is always influenced by things material and matters imponderable. What are you going to do? Devise a method to assay the imponderable? Why not? If an increased turn-over, giving you the use of certain sums for seasonable goods and otherwise earning for you, does not forcibly and profitably illustrate

the advantages of buying through the jobber, you will have to pursue the subject further. You will have to assay the imponderable. Try this. In your several lists of "specials" which you buy direct, enter the date when making a note of a want. If you run out of an article put a stroke behind the name of the article. Instruct your clerks to do this. They do not want to make themselves unpleasant by reminding you several times that you are out of this or that. The article is on the want book and it is your place to get it.

Be fair to yourself. Be relentless against shortages and tell your clerks that you are in earnest—that you want to know. Whether you lose a sale or borrow or buy from a competitor, see that a check mark is put down after the name of the needed article.

Then you stop. Your assay fails to make complete findings. How about the man who came on Tuesday morning and wants more of the same article on Thursday? And the woman for whom you borrowed something on Wednesday? Will they come back? Would you risk an uncertainty?

Time-worn paths are comfortable. They are easy to follow. They are also narrow. There is always room on both sides of the path. Initiative is often equivalent to an increase of capital.

Face the facts. Ralph B. Gable.

A Trade Stimulant.

Place an assortment of merchandise in your window. Hang a sign which reads: "Party guessing nearest retail value of these articles this week will be given \$2 in trade." You can either give a guess with every purchase or you can give a guess free to every person who comes into your store. An excellent plan to get every town resident trade.

If, as has been said, a business is the lengthened shadow of one man, it is rather important to see that that man is solid and qualified to cast a good shadow.



It's Pure. That's Sure

**Piper Ice Cream Co.
 Kalamazoo, Mich.**

The *Criterion* Line

sets the standard for

GOOD MERCHANDISE

Wall Papers

A Complete Variety in Quality and Style.

Paints

Manufacturers of Criterion Paints.

Window Shades

Distinctive Individuality — Perfect Workmanship

**HEYSTEK & CANFIELD CO.
 GRAND RAPIDS, MICH.**

Perfectly Smooth

There are three reasons why PIPER'S CREAM is always perfectly smooth, crisp and deliciously rich.

Homogenized Cream. Before being frozen, all our cream is first crushed until perfectly smooth. A pressure of a ton to the inch is applied. This breaks up the globules of butterfat exactly as rock sugar may be crumbled to fine powder, and leaves the cream rich, thick and perfectly even all through.

Short Freezing. Cream which is constantly stirred during prolonged freezing always becomes coarse, mealy and unpalatable. The remedy is short freezing. All ingredients in PIPER'S are first reduced nearly to freezing point, and the actual freezing thus becomes a very short operation. The process requires the highest skill, and the fact that PIPER'S is scientifically machine-made and always by the same formula accounts for its unvarying smoothness.

Re-cooling and Seasoning. PIPER'S CREAM is then allowed to season in the best refrigerating plant in Grand Rapids until it reaches zero temperature — 32 degrees colder than freezing. This seasoning process makes PIPER'S smoother than ever, while the added cold, and our superb system of packing, guarantees safe and dependable deliveries.

These are facts—not empty claims. Your customers will appreciate them—so will you. Let us demonstrate the truth of the above, and its money value to you, by a trial shipment.



Claude G. Piper

Wholesale Distributor
Both Phones 2388

No. 286 Bridge St., N. W.

Grand Rapids, Mich.

Seasonable Goods

White Lead, Mixed Paints, Colors in Oil, Paris Green, Lime & Sulphur Solution, Arsenate of Lead, Bug Finishes, Linseed Oil, Turpentine.

Soda Fountains, Store Fixtures.

Rock Candy Syrup, Fruit Juices, Crushed Fruits, and all Extracts, Flavors, etc., used in soda fountain work.

Electric Mixers, Glasses, Carbonators, Tables, Chairs, Stools, and all appurtenances used in connection with the sale of soda water and in ice cream parlors.

Hazeltine & Perkins Drug Co.

Wholesale Druggists

Grand Rapids, Michigan

WHOLESALE DRUG PRICE CURRENT

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

Acids		Ammonia		Balsams		Barks		Berries		Extracts		Flowers		Gums		Insecticides		Ice Cream		Leaves		Oils			
Boric (Powd.)	17@ 25	Water, 26 deg.	7 @ 12	Copaiba	1 25@1 50	Cassia (ordinary)	25@ 30	Cubeb	90@ 1 00	Licorice	38@ 40	Arnica	2 75@3 00	Asafoetida	1 50@1 60	Arsenic	15@ 20	Bulk Vanilla	75	Buchu	1 75@1 85	Almonds, Bitter	15 00@16 00		
Boric (Xtal)	17@ 25	Water, 18 deg.	5 1/2@ 9	Fir (Canada)	1 25@1 50	Cassia (Saigon)	90@1 00	Fish	1@ 20	Licorice powdered	70@ 75	Chamomile (Ger.)	95@1 05	Asafoetida, Powd.	@ 1 75	Blue Vitriol, bbl.	@ 13	Bulk Fancy	80	Buchu, powdered	1 85@2 00	Almonds, Bitter, artificial	7 75@8 00		
Carbolic	67@ 71	Water, 14 deg.	4 1/2@ 8	Fir (Oregon)	40@ 50	Elm (powd. 35c)	30@ 35	Juniper	8 1/2@ 15	Opium	24 50@24 70	Chamomile (Rom.)	90@1 00	U. S. P. Powd.	1 30@1 50	Blue Vitriol, less	15@ 20	Brick Vanilla	25	Sage, bulk	67@ 70	Almonds, Sweet	1 25@1 50		
Citric	96@1 00	Carbonate	14 @ 16	Peru	4 25@4 60	Sassafras (pow. 35c)	@ 30	Prickley Ash	@ 30	Opium, powd.	26 50@26 70	Asafetida	90@1 00	Camphor	1 04@1 07	Bordeaux Mix Dry	14@ 20	Brick Fancy	30	Sage, 1/2 s loose	72@ 78	Almonds, Sweet, true	1 25@1 50		
Muriatic	2 1/4@ 5	Sulphuric	2 1/4@ 5	Tolu	60@ 80	Soap Cut (powd.)	23@ 25			Opium, gran.	26 50@26 70	Asafetida, Pure	@ 1 75	Guaiac	45@ 50	Hellebore, White	35@ 40			Sage, powdered	55@ 60	Almonds, Sweet, imitation	65@ 75		
Nitric	8@ 15	Tartaric	96@1 00							Shellac	55@ 65	U. S. P. Powd.	1 30@1 50	Guaiac, powdered	@ 60	Hellebore, Bleached	60@ 70			Senna, Alex	70@ 75	Amber, crude	1 75@2 00		
Oxalic	65@ 75									Shellac, powdered	@ 70	U. S. P. Powd.	1 30@1 50	Kino	70@ 75	Tragacanth	2 50@3 00			Senna, Tinn.	40@ 45	Amber, rectified	2 50@2 75		
Nitric	8@ 15									Kino, powdered	75@ 80	Tragacanth powder	2 25	Myrrh	@ 40	Turpentine	10@ 15			Senna, Tinn. pow.	50@ 55	Bergamont	8 00@8 20		
Oxalic	65@ 75									Myrrh, powdered	@ 50			Opium	24 50@24 70					Cajeput	1 35@1 60	Cassia	2 75@3 00		
Sulphuric	2 1/4@ 5									Opium, powdered	70@ 75			Opium, powd.	26 50@26 70					Cassia	2 75@3 00	Castor	2 40@2 50		
Tartaric	96@1 00									Opium, gran.	26 50@26 70			Opium, gran.	26 50@26 70					Cedar Leaf	1 25@1 40	Cedar Leaf	1 25@1 40		
										Shellac	55@ 65			Shellac	55@ 65							Citronella	90@1 20	Citronella	90@1 20
										Shellac, Bleached	60@ 70			Shellac, Bleached	60@ 70							Cloves	2 25@2 40	Cloves	2 25@2 40
										Tragacanth	2 50@3 00			Tragacanth	2 50@3 00							Cocunut	27 1/2@ 35	Cocunut	27 1/2@ 35
										Turpentine	10@ 15			Turpentine	10@ 15							Cod Liver	4 75@5 00	Cod Liver	4 75@5 00
																						Cotton Seed	1 35@1 45	Cotton Seed	1 35@1 45
																						Croton	1 50@1 80	Croton	1 50@1 80

Capsicum	@1 20	Cardamon	@1 50	Cardamon, Comp.	@1 05	Catechu	@ 75	Cinchona	@1 65	Colchicum	@1 05	Cubebs	@1 45	Digitalis	@ 80	Gentian	@ 90	Ginger	@1 20	Guaiac	@1 10	Guaiac, Ammon.	@1 00	Iodine	@2 00	Iodine, Colorless	@2 00	Ipecac	@ 75	Iron, clo.	@ 90	Kine	@1 00	Myrh	@1 10	Nux Vomica	@ 95	Opium	@5 50	Opium, Camph.	@1 05	Opium, Deodorz'd	@5 50	Rhubarb	@ 84																																																																																																																				
Lead, red dry	10 1/2@11	Lead, white dry	10 1/2@11	Lead, white oil	10 1/2@11	Ochre, yellow bbl.	1 @ 1 1/4	Ochre, yellow less	2 @ 5	Putty	2 1/2@ 5	Red Venet'n bbl.	1 1/4@ 4	Red Venet'n less	1 1/4@ 4	Vermillion, Amer.	25@ 30	Whiting, bbl.	@ 2	Whiting	2 1/2@ 5	L. H. P. Prepd.	1 90@2 00																																																																																																																																										
Acetanalid	68@ 75	Alum	9@ 12	Alum, powdered and ground	11@ 15	Bismuth, Subnitrate	3 60@3 70	Borax xtal or powdered	10@ 15	Cantharades po	2 00@6 00	Calomel	2 17@2 25	Capsicum	30@ 35	Carmine	6 50@7 00	Cassia Buds	@ 40	Cloves	30@ 35	Chalk Prepared	6@ 8 1/2	Chalk Precipitated	@ 10	Chloroform	75@ 83	Chloral Hydrate	1 92@2 12	Cocaine	6 95@7 15	Cocoa Butter	60@ 70	Corks, list, less 70%	@ 2	Copperas, bbls.	@ 7	Copperas, less	2 1/2@ 7	Copperas, powd.	4@ 10	Corrosive Sublim.	1 98@2 05	Cream Tartar	56@ 60	Cuttiebone	50@ 60	Dextrine	7@ 10	Dover's Powder	@ 3 00	Emery, all Nos.	6@ 10	Emery, powdered	5@ 8	Epsom Salts, bbls.	@ 4	Epsom Salts, less 4 1/2%	7	Ergot	1 20@1 50	Ergot, powdered	2 75@3 00	Flake White	15@ 20	Formaldehyde lb.	15@ 15	Gelatine	1 10@1 20	Glassware, full cs.	75%	Glassware, less 70%		Glauber Salts bbl.	@ 1 1/4	Glauber Salts less	2@ 5	Glue, Brown	20@ 30	Glue, Brown Grd.	20@ 30	Glue, white	25@ 35	Glue, white grd.	25@ 35	Glycerine	62@ 75	Hops	45@ 60	Hops	45@ 60	Iodine	4 50@4 60	Iodoform	5 90@6 00	Lead Acetate	20@ 25	Lycopodium	1 75@2 00	Mace	85@ 90	Mace, powdered	95@1 00	Menthol	4 75@5 00	Morphine	11 35@12 00	Nux Vomica	20@ 25	Nux Vomica, pow.	@ 20	Pepper, black pow.	@ 35	Pepper, white	@ 40	Pitch, Burgundy	@ 15	Quassia	12@ 15	Quinine	85@1 00	Rochelle Salts	45@ 50	Saccharine oz.	@1 80	Salt Peter	42@ 45	Seidlitz Mixture	40@ 45	Soap, green	20@ 25	Soap, mott castile	12@ 15	Soap, white castile case	@9 00	Soap, white castile less, per bar	@ 96	Soda Ash	4 1/2@ 10	Soda Bicarbonate	2 1/2@ 6	Soda, Sal	2@ 5	Spirits Camphor	@ 70	Sulphur roll	2 1/2@ 7	Sulphur Subl.	3@ 6	Tamarinds	15@ 20	Tartar Emetic	@ 80	Turpentine Ven.	50@3 50	Vanilla Ex. pure	1 00@1 50	Witch Hazel	70@1 05	Zinc Sulphate	10@ 15

GROCERY PRICE CURRENT

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

3

4

5

Table with 2 columns: Item Name (e.g., Bluing, H. P. Beans, Brown Beans) and Price.

Table with 2 columns: Item Name (e.g., Acme Soap, Oak Leaf Soap, Queen Anne Soap) and Price.

Index to Markets

Table with 2 columns: Item Name (e.g., Ammonia, Axle Grease, Baked Beans) and Price.

Table with 2 columns: Item Name (e.g., Ammonia, Axle Grease, Baked Beans) and Price.

Table with 2 columns: Item Name (e.g., Clams, Corn, French Peas) and Price.

Table with 2 columns: Item Name (e.g., Adams Black Jack, Adams Sappota, Beeman's Pepsin) and Price.

Table with 2 columns: Item Name (e.g., McLaughlin's XXXX, Extracts, Confectionery) and Price.

Table with 2 columns: Item Name (e.g., Peanuts, Cream Tartar, Dried Fruits) and Price.

SPECIAL PRICE CURRENT

12

Table listing various goods such as Sweet Lotus, Sweet Rose, Sweet Tip Top, Sun Cured, Summer Time, Standard, Seal N. C., Three Feathers, Pipe combination, Tom & Jerry, Turkish Patrol, Tuxedo, Union Leader, War Path, Wave Line, Way Up, Wild Fruit, Yum Yum, and CIGARS including Peter Dornbos Brands and Johnson Cigar Co.'s Brand.

13

Table listing goods such as Butter Plates, Wire End, Churns, Clothes Pins, Egg Crates and Fillers, Faucets, Mop Sticks, and Traps.

14

Table listing goods such as Window Cleaners, AXLE GREASE (MICA GREASE), BAKING POWDER (K C), SALT (MORTON'S), and COFFEE (White House).

15



TEA
Pan-Fired Japan
Basket-Fired Japan
Formosa
Mixed
Orange Pekoe
India and Ceylon

16

Naphtha, 100 cakes
Oak Leaf, 130 cakes
Queen Anne, 100 cakes
Queen White, 100 cks.
Railroad, 120 cakes
Saratoga, 120 cakes
White Fleece, 50 cks.
White Fleece, 100 cks.
White Fleece, 200 cks.
Proctor & Gamble Co.
Lenox
Ivory, 6 oz.
Ivory, 10 oz.
Star
Swift & Company
Swift's Pride
White Laundry
Wool, 6 oz. bars
Wool, 10 oz. bars

17

Soap Compounds
Johnson's Fine, 48 2
Johnson's XXX, 100 5c
Rub-No-More
Nine O'Clock
WASHING POWDERS.
Gold Dust
24 large packages
100 small packages
Lautz Bros. & Co.
Snow Boy
100 pkgs., 5c size
60 pkgs., 5c size
48 pkgs., 10c size
24 pkgs., family size
20 pkgs., laundry size

Table listing goods such as TWINE (Cotton, Jute, Hemp, Flax, Wool) and VINEGAR (White Wine, Oakland, Highland, State Seal, Blue Ribbon, Oakland white picklg).

Table listing goods such as Washboards and Wood Bowls.

Table listing goods such as WICKING (No. 0, 1, 2, 3) and WRAPPING PAPER (Fibre Manila, Kraft, Wax Butter, Parchm't Butter).

SOAP
Lautz Bros. & Co.
[Apply to Michigan, Wisconsin and Duluth, only.]
Acme, 70 bars
Acme, 100 cakes, 5c sz
Acorn, 120 cakes
Climax, 100 oval cakes
Gloss, 100 cakes, 5c sz
Big Master, 100 blocks

Tradesman Company
Black Hawk, one box
Black Hawk, five bxs
Black Hawk, ten bxs
Scouring
Sapallo, gross lots
Sapallo, half gro. lots
Sapallo, single boxes
Sapallo, hand
Scourine, 50 cakes
Scourine, 100 cakes
Queen Anne Scourer

FITZPATRICK BROTHERS' SOAP CHIPS
White City (Dish Washing)
Tip Top (Caustic)
No. 1 Laundry 88% Dry
Palm Soap 88% Dry
BBLs
210 lbs.
250 lbs.
225 lbs.
300 lbs.

WRITE FOR PRICES

The Only Five Cent Cleanser
Guaranteed to Equal the Best 10c Kinds
80 Can Cases \$3.00 Per Case
40 Can Cases \$1.60 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.

GRAND RAPIDS SAFE CO.
Agent for the Celebrated YORK MANGANESE BANK SAFE
Taking an insurance rate of 50c per \$1,000 per year. What is your rate?
Particulars mailed. Safe experts.
TRADESMAN BUILDING GRAND RAPIDS, MICHIGAN

Economic Coupon Books
They save time and expense.
They prevent disputes.
They put credit transactions on cash basis.
Free samples on application.
TRADESMAN COMPANY, Grand Rapids, Mich.

SOMETHING MORE
The chances are that you want something more than printing when you want a job of printing—ideas, possibly, or suggestions for them; a plan as likely as possible to be the best, because comprising the latest and the best; an execution of the plan as you want it and when you want it. This is the service that we talk about but little, but invariably give.
Tradesman Company :: Grand Rapids

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Wanted—Position by an experienced grocery clerk (26). Seven years active work; best of references furnished. C. L. R., care Tradesman. 927

For Sale—Crispette machine, complete and in good order, cheap. John S. Diefenbaugh, Monmouth, Illinois. 928

For Sale—Three passenger roadster, Good as new. Just overhauled. Electric starter. Gasoline gauge. New tires. Will sell at one-half real value. No. 929, care Tradesman. 929

Manager Wanted—To take charge of department store with \$16,000 stock, located in Central Michigan. Must understand buying, advertising and up-to-date methods of increasing business. Must be able to develop salespeople, display merchandise and arrange stock. State salary and give reference. Address No. 930, care Tradesman. 930

For Sale—Old established general store, dry goods, shoes and grocery, doing good business in best town of 700 inhabitants Southern Michigan. \$5,500 or will reduce stock. Good reason for selling. Books open to inspection. Address No. 931, care Tradesman. 931

Exceptional Opportunity—To continue dry goods, clothing, furnishings and grocery business. All or part of stock and fixtures for sale. Building for sale or rent. No better location or town of 1,200 in State. Address No. 932, care Tradesman. 932

Grocery For Sale—In factory district. Nearest store half mile. Former owner said it was "a little gold mine." Fixtures nearly new. Electric computing scale, coffee mill, safe, National cash register, fixtures for \$400. Will take about \$1,500. Brick building, fine basement, store house, sheds and barn. Rent only \$25. A small fortune can be made here. E. M. Cathro, Liquidator, 838 Fourth Ave., Upper Big Rapids, Michigan. 933

Drug Store For Sale—Finest store in South Texas; best harbor on gulf coast; mild winters. Cool summers. Healthy climate; only store; sales \$150,000. Price \$8,500; terms, \$4,000 cash, balance clear land. A sure snap. Aransas Drug Co., Aransas Pass, Texas. 920

For Sale—An old established sheet metal shop. Good business in good location. Will make good price. Quitting on account of poor health. Address University Sheet Metal Works, 4140 Fourteenth Ave., N. E., Seattle, Washington. 921

For Sale—Clean stock of dry goods, shoes and groceries with fixtures. Invoice \$5,000. Going into other business. Must sell within 60 days. Best small town in Southern Michigan. Address No. 922, care Tradesman. 922

\$1,000 down, balance easy, buys real estate and furnished sanitarium. Sanitarium, Smyrna, Michigan. 923

For Sale—Moving picture theater, cheap, if taken at once. Address No. 201 Lincoln Ave., Grand Ledge, Mich. 925

For Sale—Grocery and market. Leading business in city. Good location. Established thirty years. Ill health cause. George Gussner, Bismarck, N. D. 926

Wanted—Drug store for cash in town 2,000 to 4,000. What have you? Benedict, Allegan, Michigan. 916

For Sale—One Champion account register with cash drawer and cash recorder, like new. Will sell at discount. Write the Haynes Co., of Grand Rapids, 572 Division Ave. So., Grand Rapids, Mich. 919

For Sale—A good business. On account of poor health I am offering for sale a good established grocery business in a live manufacturing town. Stock and fixtures invoice about \$2,000. For particulars write T, care Michigan Tradesman. 878

For Sale—199-acre stock and grain farm four miles northeast of Dowagiac, Michigan. Good buildings. Will take some property in part payment. Wm. Wallace, 1419 Forres Ave., St. Joseph, Michigan. 790

For Sale—520-acre Ranch. Stock and grain. 80 acres under cultivation, five miles woven wire fence. Good soil, good crops, good grazing, well watered, two miles from two railroads. Good ranch buildings, good roads, telephones and R. F. D. Abundance game and fish. Trout streams and lakes close by. Good reasons for selling. \$17.50 per acre buys it all. W. J. Cooper, Mt. Pleasant, Mich. 853

Drug Store For Sale—Opposite Court House, Muskegon. Established twenty-five years. Address Hazeltine & Perkins Drug Co., Grand Rapids. 854

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 767

For Sale—Bakery. Fine location in Michigan town of 6,000. Good retail and wholesale trade. Everything new. Rent \$30. Must sell immediately. Have other business. Will invoice \$2,000. \$1,400 will buy it. Address M. E., care Michigan Tradesman. 772

For Sale Cheap—Complete meat market fixtures. Write for information. Address Lock Box 336, Vicksburg, Michigan. 835

For Sale—199-acre stock and grain farm four miles northeast of Dowagiac, Michigan. Good buildings. Will take some property in part payment. Wm. Wallace, 1419 Forres Ave., St. Joseph, Michigan. 876

For Sale—Hardware and implement stock, or will consider farm up to \$3,000. Stock and fixtures will invoice about \$5,800. Located in small but good village in southern half of Michigan. Address No. 880, care Tradesman. 880

For Sale—Grocery and bakery doing business last year of \$54,000. Best business in good town of 4,000. Two railroads. Stock, fixtures and bakery equipment about \$9,000. A good live business growing every year. Will stand close investigation. Address D. B., care Tradesman. 883

WANTED — Stocks of Merchandise

Shoes, Clothing, Dry Goods, Etc.
If you want to retire from business get in touch with us. If you want to conduct a sale write or wire for terms. We can close you out complete.

UNITED SALES CO.

6 E. Main St. Battle Creek, Mich.

For Sale—Seven drawer cash register, floor cabinet, cost \$470; will sell \$250. Good as new. Hawley Merchandise Co., Bluefield, West Virginia. 869

For Sale—An up-to-date hardware and the only tin shop in town or within twenty miles distance. Will inventory about \$5,000, or will sell tin shop, tools and stock. Cheap rent. The best location in Michigan. Address No. 868, care Michigan Tradesman. 868

For Sale—McCaskey, 380 account system, National Cash Register 5c to \$49.95. Two Bowser self measuring tanks and pumps, all in first class order. Make an offer or we will quote price. Address Vold & Lee, San Jose, Illinois. 889

For Sale—At a bargain, covered grocery delivery wagon, Studebaker make. Nearly new. Particulars regarding same on request. Wagon is newly painted, without lettering. E. G. Snider, Cadillac Michigan. 891

Wishing to introduce my patented portable fireplace, I would sell my hotel and furniture, only hotel in town of 1800. Price \$16,500, or exchange for farm. Chas. Maynard, Milan, Michigan. 894

For Sale—One two-ton dray good as new. One three-ton moving van which can be used as an open dray. Hillsdale Dray & Storage Co., Hillsdale, Mich. 895

Drug Store For Sale—Well established business. Owner wishes to retire on account of age. Address No. 896, care Michigan Tradesman. 896

For Sale—Well located grocery business in a live city of 12,000. Invoice about \$2,500. A paying proposition. Would consider exchange for good farm. Address Lock Box 247, Owosso, Michigan. 897

Grocery, general merchandise store. \$30,000 year. Price \$5,000. 1700 Jackson St., Joliet, Illinois. 898

Wanted—To correspond with anybody wanting first-class box shoo factory, fully equipped for turning out ten cars of shooks weekly. Location, railroad facilities and source of supply unexcelled. E. A. Robertson, Box 373, Petersburg, Va. 900

For Sale—5, 10 and 25c store. Address No. 905, care Tradesman. 905

For Sale—A well established millinery business located in heart of town. Spring stock bought. Reasons for selling, health. Address M. W., care Tradesman. 907

For Sale—Harness and shoe stock, travelers goods, men's work coats, etc. Big business in harness and shoe repair. No other store in eight miles handles any of these lines. All goods new and bought under old prices. Death in family makes me sell. A. D. Francis, Metamora, Michigan. 908

Bakery and Delicatessen — Splendid business; \$10,000 year; wife's health reason. Box 308, Battle Creek, Mich. 909

Invest your money in the 5 and 10 cent store business. We have paid 7 per cent. from date of incorporation and now could use some additional money to open new stores in Michigan and elsewhere. Charles R. Blum, 406 Alhambra Bldg., Milwaukee, Wisconsin. 910

For Sale—Clean up-to-date stock of hardware, glass, paints, oils and sporting goods. Stock, tools and fixtures will invoice about \$7,000. Old established business. Wish to retire. Address Gardner & Sons, Middleville, Michigan. 914

For Sale—Lumber and coal yard in a thriving town in Southern Michigan Address No. 873, care Michigan Tradesman. 873

Meat Market—Strictly cash business; no delivery; refrigerating plant and modern. Netting 40 per cent. on investment. Requires \$5,000. Address G. W., Box 145, Independence, Kansas. 838

Mr. Merchant:

- Do you want to sell your stock?
- Do you need money?
- Do you want a partner?
- Do you want to dissolve partnership?
- Do you want to increase the volume of business?
- Do you want to cut your overhead expense?
- Do you want to collect your outstanding accounts?

If you are interested in any of the above questions, write, wire or phone us for free information at our expense without obligating yourself in any way.

LYNCH BROS.,
Business Doctors.

44 So. Ionia Ave.,
Grand Rapids, Mich.

STORES, FACTORIES, AND REAL ESTATE bought, sold, exchanged. Write me if you are in the market to buy, sell or trade. Established 1881. Frank P. Cleveland, Real Estate Expert, 1609 Adams Express Bldg., Chicago. 826

Free For Six Months—My special offer to introduce my magazine, "Investing for Profit." It is worth \$10 a copy to any one who has not acquired sufficient money to provide necessities and comforts for self and loved ones. It shows how to become richer quickly and honestly. "Investing for Profit" is the only progressive financial journal and has the largest circulation in America. It shows how \$100 grows to \$2,200; write now and I'll send it six months free. H. L. Barber, 433-28 W. Jackson Blvd., Chicago. 800

For Sale—Double brick block. Clothing store with or without stock. Dry goods store with fixtures ready to move in. Business established 31 years. Always prosperous. Good location, good chance for one or two men to get into business. Owner wishes to retire. Address A. J. Wilhelm, Traverse City, Michigan. 780

CASH REGISTERS—We buy, sell and exchange all makes of registers, also repair, re-build and refinish all makes. Let us quote you price from Vogt-Bricker Sales Co., 211 Germania Ave., Saginaw, Michigan. 646

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

Building For Sale—Used for opera house; seating 400. Suitable for other purposes. Good price for quick sale. P. R. Falk, Alma, Kansas. 915

For Sale—No. 3 Landis harness sewing machine in first-class running order. Address R. C. Hartman, Argenta, Ill. 872

For Sale—Large hotel, general store, dancing hall, dining, sitting, bedrooms, kitchen, barns, sheds and other out-buildings; land with orchard, natural gas; on improved state roads, 20 miles east of Buffalo. All in good condition. Bargain for immediate sale. F. D. & K. Schworm, R. F. D., Crittenden, N. Y. 875

General Merchandise and real estate auctioneer. Closing out and reducing stocks, address Leonard Van Liere, Holland, Michigan. 799

Cash Buyers of clothing, shoes, dry goods and furnishings. Parts or entire stocks. H. Price, 194 Forrest Ave. East, Detroit. 678

General Merchandise Auctioneer—Ten years success closing out and reducing stocks. Reference any reliable merchant in Cadillac. Address W. E. Brown, Cadillac, Michigan. 530

For Sale—Firmly established, nice, clean stock of groceries, hardware, paints, auto supplies and sporting goods situated in the best business town in Northern Michigan. Business established eighteen years. Reason for selling—wish to retire. Only those who mean business need reply. Stock will inventory \$19,000. Can be reduced. Address No. 712, care Tradesman. 712

Stocks Wanted—Write me if you want to sell or buy grocery or general stock. E. Kruisenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 304

The Merchants Auction Co., Baraboo, Wisconsin. The most reliable sales concern for closing out, reducing or stimulation. Write for information. 585

Merchants Please Take Notice! We have clients of grocery stocks, general stocks, dry goods stocks, hardware stocks, drug stocks. We have on our list also a few good farms to exchange for such stocks. Also city property. If you wish to sell or exchange your business write us. G. R. Business Exchange, 540 Houseman Bldg., Grand Rapids, Mich. 859

For Sale—The only general store in a town of 900 in Northern Indiana. Will invoice \$5,300. Doing a \$16,000 cash business. Reason for selling, health. Address W. G., care Michigan Tradesman. 732

HELP WANTED.

Wanted—A capable book-keeper with capital to invest. Investment guaranteed against loss. No risk. Fair interest. Good location, pleasant work. Married man desired. Investigate. Address No. 837, care Michigan Tradesman. 837

SITUATIONS WANTED.

Clerk, experienced in dry goods, men's furnishings and shoes, wishes position. Good references. Box 76, Fowlerville, Michigan. 924

Wanted—Position as salesman. Prefer grocery, confectionery or tobacco line. Address No. 892, care Tradesman. 892

Wanted—Position as traveling salesman in groceries or allied lines. Best of references. Address No. 893, care Michigan Tradesman. 893

Yearly Invoice Record

The contract you enter into when you purchase fire insurance requires you to retain all invoices or keep a record of all purchases during the current year. Merchants who have small safes sometimes find it inconvenient to preserve all invoices intact. To meet this requirement, we have devised an Invoice Record which enables the merchant to record his purchases, as set forth in his invoices, so as to have a complete record in compact form for use in effecting a settlement in the event of a loss by fire. This Record is invaluable to the merchant, because it enables him to ascertain in a moment what he paid for and where he purchased any article in stock. Price \$2.

Tradesman Company
Grand Rapids

Manufacturing Matters.

Monroe—The Diekman Bottling Works has engaged in the manufacture of soft drinks with an authorized capital stock of \$15,000, of which amount \$12,000 has been subscribed and paid in in cash.

Detroit—The General Tool & Engineering Co. has engaged in the manufacture of general metal specialties with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,000 paid in in cash.

Lansing—Circuit Judge Howard Weist has appointed Frank D. Eaman, of Detroit, receiver for the Reliance Engineering Co. on the petition of Frederick Latta Smith, of Detroit, who is a large holder of the preferred and common stock and debenture bonds. The specific cause for the suit was the failure of the company to pay interest on the bonds of which \$550,000 are outstanding. The company, which was organized here eighteen months ago, of the Reliance Engineering Co., the Seager Engine Works and the Omega Separator Co. has been doing a big business in the manufacture of automobile parts. It is the debts of the three component companies which the new company assumed which pulled it down, according to James O. Murfin, of Detroit, attorney for Smith. Secretary Edwin C. Shields explained after the court proceedings that it was merely lack of working capital that embarrassed the company.

The result obtained at the first primary election under the new city charter indicates that Grand Rapids is entering upon a new era and that our new form of government can bring to us, under right men, greater progress than we have ever seen before. While some of us may have been justly disappointed that certain friends in whom we were interested

did not secure the nomination, we cannot deny the fact that on the whole good men have been nominated and the voters at the election April 2 will have a splendid opportunity to choose men of the right caliber for the new commission. Every good man could be nominated and the Citizens' League, a real movement for better government has shown good judgment in endorsing not only good men, but good men that could be nominated. It is our duty now to forget the past and its indifferences, be good losers, without sore spots and join hands and boost for a better city by choosing from the list of candidates endorsed by the Citizens' League seven men that will give our city the best kind of a government and put Grand Rapids really on the map.

The Leather Parts Co., Inc., has been incorporated to manufacture leather novelties with an authorized capitalization of \$6,000, of which amount \$3,700 has been subscribed, \$2,200 paid in in cash and \$1,500 paid in in property.

The Michigan Tire & Accessories Co. has been organized with an authorized capital stock of \$90,000 common and \$10,000 preferred, of which amount \$50,000 has been subscribed and \$30,000 paid in in property.

The Grand Rapids Dress Form Co. has been incorporated with an authorized capital stock of \$12,000, of which amount \$6,000 has been subscribed, \$2,000 paid in in cash and \$3,000 paid in in property.

Clarence Powell, formerly engaged in general trade at Mesick under the style of McClish & Powell, has engaged in the grocery business at Alma. The Judson Grocer Company furnished the stock.

Thomas Wilson has engaged in trade at Sauble, the grocery stock being furnished by the Grand Rapids branch of the National Grocer Co. and the hardware by the Michigan Hardware Co.

But for the occasional happening of the unexpected it would soon cease to be.

BUSINESS CHANCES.

For Sale—Confectionery, soda fountain, ice cream parlor, victrolas. Address L. E. Belknap, Wray, Colorado. 934

For Sale—Carnation sachet 90 cents per dozen. Dry shampoo powder for the hair 96 cents per dozen, four dozen lots. S. Costello, 302 Temple St., Syracuse, New York. 935

BOOST YOUR BUSINESS—25 model grocery advertisements prepaid only \$1. 12 clothing ads, 50c. Written by experts. Other series for other lines. Ira Crawford, Box 128, Duluth, Minn. 936



The Citizen's League

urges all citizens to stick together and elect as city commissioners men that will run the city government upon business principles. Vote for seven of these men.

At Large.

PHILO C. FULLER, first employer in Grand Rapids to institute profit sharing with employees.

First Ward (Vote for Two)

JULIUS TISCH
WILLIAM OLTMAN
JOSEPH EMMER

Second Ward (Vote for Two)

WM. J. CLARK
PETER B. SCHRAVESANDE
CHRISTIAN GALLMEYER

Third Ward (Vote for Two)

DAN KELLY
WILLIAM E. TALLMADGE

ALL OF THESE MEN HAVE BEEN SUCCESSFUL IN THEIR OWN BUSINESS

