

MICHIGAN TRADESMAN

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Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MARCH 21, 1917

Number 1748

IMPORTANT—If you are thinking of changing your business from a Credit to Cash Basis, or want to know the secret of competing with Mail-Order Houses—then read this announcement of a MERCHANT'S own plan!



Induce Cash Buying

and you will be working along the same lines that have built up such huge successes as the United Cigar Stores, American Tobacco Co., Mother's Oats, Jewel Tea Company, and hundreds of the country's largest department stores. One of our clients in a town of 1,300 population, located between two big cities, doing a business of \$125,000 a year, increased his cash sales \$42,000 the first year. He used the Hilco Premium Plan. The discounts saved by having sufficient cash always on hand more than pay the cost of this plan. And best of all, he pays us only for the actual results produced—the responsibility resting entirely upon our shoulders.

With the Hilco System

your sales can be increased anywhere from 20 to 30 per cent. Your regular customers will be held, and will help you get new customers. Charge accounts will become cash accounts. Your store will become the leader in the community—you will continue to give good merchandise, and something besides. The Hilco Plan is "The Perfect Premium Plan" and consists of catalogues, coupons, certificates and merchandise to redeem the certificates. Its operation is simple: its results certain. A grocer in North Judson, Indiana, says he doubled his business the second month the plan was in use. You will be especially interested in the Hilco System because it is the only successful

Small Town Premium Plan

The Hilco System is especially devised for the smaller cities, and is a merchant's own plan. It is sold to one merchant only in each town in the same line of business. It is a magnet that will draw customers and keep them coming! We supply you with our catalogue illustrating over 500 beautiful and useful gifts that your customers can obtain free in exchange for certificates. Your name and address appears on the front, and your advertisement on the back of the catalogue. We supply you with coupons and certificates in denominations of 5, 10, 25, and 50 cents; and \$1.00. Our facts and figures are astonishing. Make "coupon collectors" of your customers. "Once a collector; always a collector!"

Get This System Started in Your Store—Send Us the Coupon

HINKLE-LEADSTONE COMPANY

180 North Wabash Avenue

CHICAGO, ILLINOIS

Cut out this Coupon—Fill in the lines below—Mail to us to-day

HINKLE-LEADSTONE CO.,
180 No. Wabash Ave., Chicago.

Date 1917

Please mail me without obligation on my part your Free Booklet "Cash in Your Till vs. Accounts on Your Books," and tell me about the Hilco Premium Plan.

NAME

BUSINESS

TOWN STATE



Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

FACTORY SITES

AND

Locations for Industrial Enterprises in Michigan

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

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

Address

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

PINE TREE

BRAND

Timothy Seed



TRADE MARK

IT STANDS ALONE

AN EXTRA
RECLEANED AND
PURE SEED
AT
MODERATE COST

DEALERS
WRITE FOR
SAMPLE, TEST
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The Albert Dickinson Co.
SEED MERCHANTS

Established 1854

CHICAGO

MINNEAPOLIS



**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.



Trade Mark Reg U. S. Pat. Office

CERESOTA

The Guaranteed
Spring Wheat Flour
Always Uniformly Good

Manufactured by

**The North Western Consolidated
Milling Co.**

MINNEAPOLIS, MINNESOTA

Distributed by

The Judson Grocer Co.

The Pure Foods House
GRAND RAPIDS, MICHIGAN

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IT WILL COME OUT RIGHT.

It is a far cry back to July 4, 1776, and the Declaration of Independence. Following that momentous document came the Revolutionary War and the formation of the United States of America. There were plenty of prophets then who affirmed and believed that the Republic would not last very long. They saw innumerable lions in the way, but year after year, instead of failure, there was marked improvement. The Nation has grown and prospered far beyond the fondest hopes and ambitions of its founders. Its advance has been phenomenal and the principle of self government has not only been defended but has made good. The splendid development early began to attract from Europe newcomers who desired to share in and profit by the benefits and advantages open and waiting for all. They came by the thousands, then by the tens of thousands and then by the hundreds of thousands annually, most of them finding here the freedom they sought and appreciating it.

The privilege was presented to them of becoming citizens and it was eagerly improved. A very goodly proportion of the citizens of this country to-day are of foreign birth or descent. The system has worked out very satisfactorily and to American advantage. The class referred to include some of the best, most loyal and most prominent people, many of them in places of influence and power. When immigration became so strong there were some who expressed fear that it was attended by danger to the Republic and that somehow Americanism would be weakened if not wiped out and that in its place would be a nondescript public sentiment without unity and solidity. Nor has this proven true, as various pessimists have prophesied. The present crisis is cited as showing that there is just now some hazard along the line suggested. The failure of the Senate to stand by the President in the ship armament bill is urged as an evidence and indication. It is claimed that Teutonic, rather than American, influences accomplished the unfortunate fact. It is true that the dozen of senators were thinking of something beside the United States when by filibuster they temporarily defeated the

proposition, but after all their obnoxious procedure it will amount only to postponement.

Certainly these are critical times and serious consequences await events. Democracy is in the crucible and being subjected to a severe test. There is, however, really no occasion to fear that popular government will be proven a failure. There have been traitors in every country and even this has had a few. They have never gone very far nor succeeded in their nefarious undertakings and they will not now. Bear in mind that the majority in favor of sturdy Americanism was overwhelming. There were 500 out of 531 elected representatives of the people who voiced their views and stood firmly by the President without regard to politics or any other influence. The delay was that due to an antiquated technicality in the parliamentary rules by which the Senate is governed and is not irremovable and in fact can never happen again. The situation is perfectly understood here. The only harm that can come is from misunderstanding abroad. The head and the heart of the American people can be depended upon every time. There may be a bit of wavering, a bit of prejudice, but in the end it will come out all right. The United States is often called the melting pot of the world and the designation is accurately descriptive, but that which is tried by fire comes out pure. The people of this country can be trusted as to patriotism, loyalty, devotion and judgment. The Government will be sustained and maintained and as well the rights of its citizens. The trial is always the test of strength and the United States will survive the assaults of its enemies from within and without and democracy will in the end be defended and upheld. Our people have done so, can and will continue to govern themselves and do it creditably.

The Turks are not proving very good soldiers or at least not very successful. The wonder is that they are as good as they are. Just now they have the British on one side and the Russians on the other, and if these two opponents get close enough, they will engulf the enemy with consequent achievement. Opening up that region to the Allies is important, although of course the big fighting must be on the Eastern and Western fronts in Europe. Probably when the Turkish generals are convinced that failure is certain, even their German assistants will not be able to prevent them from surrendering. Such an act, although it would not end the war, would be a decided help in that direction.

When it comes to making payments some people never get beyond complaints.

THE GLEAM OF FREEDOM.

For thirty-four years the Tradesman has preached the brotherhood of man and the fatherhood of God. It has spurned the claims of kings, kaisers and princes to rule their subjects, whether the Kaiser and the Czar or a shadow of royalty like the King of England. The Tradesman has always maintained the right of the people to govern themselves in their own way under elective rulers; that hereditary rulership is false in theory and application and disastrous in results. The present war was precipitated by the Kaiser solely to save his throne from the onslaught of democracy which was becoming so strong in Germany as to alarm the insane monarch whose war plans have hung like a menace over Germany and the other nations of Europe ever since he became the head of the most tyrannical ruling class the world has ever seen.

From the time the Kaiser started the present war it was plain to be seen that he was destined to meet defeat and disaster, because, whatever the outcome of the gigantic struggle he precipitated, it would necessarily result in the removal of the scales from the eyes and the shackles from the wrists of the German people, so that they might emerge from slavery and become rulers instead of being ruled by despotism, superstition and falsehood.

By the grace of God and the logic of events, the Russian people are evidently destined to be the first to enjoy the blessings of freedom, but the day is not far off when the other oppressed nations of Europe will join the ranks of freemen. Greece has no right to be ruled by the infamous Constantine, who has been a member of the Kaiser's family long enough to convert him into a beast unworthy to associate with decent men. Bohemia and Hungary have no right to be vassals of a family which has never produced anything but imbeciles and monsters of iniquity and tyranny. The King of England has less authority in shaping and defeating legislation than the President of the United States, but he represents an aristocracy of wealth and long descent which has no place among the civilized people of this day and age of the world, and he must go into the scrap heap, along with czars, kaisers, kings, princes and potentates who assume to create and maintain titles of nobility, aristocracy, mediocrity and impotency.

The time is ripe to clean house all over the world and put an end, once for all, to the theory that the king can do no wrong; that any ruler is such by divine right; that any man has any claim to usurp the governing power because he happened to be born in a palace instead of a hovel.

Great changes are in store for the

persecuted, oppressed and deluded people of Europe during the next few months. The genius of civilization and the gleam of human freedom are both at work to release five or six peoples from the incubus of royalty which has no right to existence and which will be swept into the discard through the awakening of the people to the fact that they are the real rulers; that the sham rulers who maintain themselves by falsehood and superstition are trembling on their thrones; that each, in turn, will be stripped of the cloak of hypocrisy and laid bare to the gaze of freemen who no longer bend the knee and bow the head to rulers who have forfeited their right to rule.

When that day comes—and the great unrest which precedes independence is already beginning to become manifest in Germany and elsewhere—the editor of the Tradesman will feel like exclaiming like the prophet of old:

"Let thy servant depart in peace, for I have seen the glory of the Lord."

Germany, almost from the beginning of the trench warfare, has been able to economize in men by using machine guns. But by this time the necessity of economizing in munitions for lack of copper must have made itself felt. For this essential ingredient in munitions Germany must be nearly as hard up as for food. Of the world's production of copper in 1913, amounting to more than a million metric tons, Germany produced about 30,000 tons. Austria's contribution was inconsiderable. Add the pickings from Turkey and the conquered territory, and the total is still but a fraction of the 310,000 tons of copper which Great Britain purchased in this country in the space of a twelvemonth. Nor is it conceivable that the commandeering of all domestic copper and brass from church roofs to cooking pots and door-handles can go very far to meet the continuing demand; certainly not the enormous demand involved in the vast expenditure of ammunition that is the preliminary to a great offensive.

Seven billion American cigarettes have been ordered by the French government for its soldiers. That announcement set the statisticians to figuring how long a smoke that would be if the cigarettes were placed end to end. A Virginian said the cigarettes would make a line 210,297 miles long, but a New York man figures that if a cigarette is two and five-eighths inches in length there would be 2,413 of them in a mile and the line would encircle the earth more than ten times.

No matter how foolish the customer's complaint may seem to you, remember it is a serious matter with the customer.

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, March 19—Manistique is to have a new bank. The remaining stock of the Sandburg grocery was sold at auction last week, together with the fixtures. As soon as the goods are removed, the room will be remodeled and modern bank fixtures will be installed. Several new windows will also be installed, so as to give more light. The bank will be known as the State Saving Bank of Manistique. Mr. Larson, of Minneapolis, who has been connected with the Swedish American Bank of that city, will be in charge of the bank at Manistique.

Mr. Gorman, manager of the Kays store, at Manistique, announces that the new company being organized will be known as the Metropolitan Stores. Mr. Gorman expects an inspector next week, when he will know more as to the future of the new company in regard to the local store. Mr. Gorman is a very progressive man and has good plans for the Metropolitan Stores if he carries them through. He will urge the new house to secure space twice the size of the present quarters, having confidence in the progressive town which is leaping forward into prominence since the new industries recently acquired.

"If you value your friends, make yourself worthy of their friendship."

Fred R. Price, known as the old reliable druggist and proprietor of the Rexall store, purchased the well-known Morish drug store last week. Mr. Price's intention is to convert the Morish store into a Rexall store, conducting it along the same line as his present store on Ashmun street. Mr. Price will have the new acquired store under his personal supervision and has already taken charge. This transaction connects two of the Soo's best known drug stores. Mr. Morish first worked for Mr. Price some twenty-three years ago. Mr. Price is known as the Soo's oldest druggist, so far as continuous business is concerned. He was a graduate of the Ontario College of Pharmacy in 1887, coming to the Soo in 1888. He entered the services of V. R. Conway as clerk, but Fred soon got next to the possibilities and, having confidence in himself and the future of the Soo, he went into business for himself. The next year, and for the past twenty-eight years, he has continued the same. In former years he operated what was known as the Price medical hall. Success has crowned his efforts during all these many years. About two years ago he took up the side line of insurance, in which he was also very successful, winning a Reo auto for writing the most insurance of any of the agents of his company. He is one of the men who believes in going after what he wants. Mr. Morish is also well and favorably known throughout the country and his smiling face at the old stand will be missed by his many friends. He has not decided what he will take up in the future, but his many friends hope that he will continue to remain with us in the Soo.

At a meeting of the Upper Hay Lake grange last week, it was decided to look over the Soo grist mill, with a view of resuming operations at the mill if proper arrangements can be made. The mill is now idle, but thoroughly equipped with first-class machinery and is ready to serve the needs of the country more cheaply than a new one can be put up for at the present time. Now is a favorable time for the farmers to act upon this proposition and encourage more wheat raising, with assurance of greater success. What we need here is the co-operation of the farmers to make us a self-supporting community.

Col. R. J. Bates has tendered his resignation with the Allies and has returned from over the seas to offer his services to his own country. He is a born soldier. Fighting is his voca-

tion, but he prefers fighting for the good old U. S. A., whenever they are in need of his services.

"You can't keep busy by running around in circles."

William G. Tapert.

Sidelights on Clery City and Environs.

Kalamazoo, March 19—C. J. Monning and Geo. Doxey have purchased the Maus drug store, located at 119 Main street. Mr. Monning has been connected with the Coleman Drug Co. for the past twenty-six years. Mr. Doxey, until recently, was connected with Peck Bros., of Grand Rapids. The store will be known as the M. D. Pharmacy.

S. O. Bennett, the well-known Kalamazoo merchant, has just returned from an extended trip through Florida and across the Gulf of Mexico to Havana, Cuba.

The first car of structural steel for the big addition to the Fuller & Sons Manufacturing Co.'s plant is expected any day and, as soon as it arrives, actual building operations will begin. The company is now working 300 hands daily and has attained a maximum production in excess of \$1,550,000 annually. The output for January and February was double that of the corresponding months for 1916.

Six new freight trailers have been consigned to the Kalamazoo division of the Michigan Railway Co. The new cars are all steel and of the latest type. This consignment will be followed with a large quantity of new equipment both for the city and interurban lines.

M. H. Lane, President of the Lane Motor Truck Co., has left on an extended business trip to Mississippi, Alabama and Florida. He goes in the interest of his concern and expects to establish several distributing agencies in the Southern territory.

Four model Six-40 Roamers are receiving their finishing touches at the plant of the Barley Motor Car Co. and will be shipped in a few days. They will constitute the initial shipment from the Kalamazoo factory. One car goes to Bombay, India, and second to Singapore, Malay Peninsula; the third to Copenhagen, Denmark, and the fourth to Los Angeles, Calif.

The Thompson storage battery shop will soon be located in the new Cleenewerck-Cooper garage on North Church street. The concern will continue to specialize in electrical work for cars and the sale of the Willard storage battery.

The coming of the Barley Motor Car Co. has opened the spring drive for houses for workers. The Vegetable Parchment Paper Co., Riverview Coated Paper Co., Kalamazoo Loose Leaf Binder Co., Fuller & Sons Manufacturing Co., Kalamazoo Sanitary Manufacturing Co., Kalamazoo Malleable Iron Co. the Michigan Silo Co. and several others are either erecting new plants or making large additions to their present ones. These improvements will all be completed before next fall. Authorities state conservatively that these industrial expansions will call for at least 1,500 additional workmen. W. S. Cook.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, March 21—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, 26; choice, 25@25½c; old 26@28c.

Eggs—Choice, new laid, 29c; fancy hennerly, 30@31c; duck, 33@36c.

Poultry (live)—Fowls, 22@26c; springs, 22@26c; 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; White Kidney, \$8.00@8.25; Marrow, \$8.00@8.25.

Potatoes—\$2.75@2.90 per bu. Rea & Witzig.

Gabby Gleanings From Grand Rapids.

Grand Rapids, March 19—If there was anybody in the village of Grand Rapids who enjoyed themselves more than did the nine couple who met at the home of Mr. and Mrs. A. N. Borden last Saturday night in the name of the Midnight Club, let them come forward and show their credentials. Promptly at 6 o'clock—we write this word promptly with a slight hesitation, for Harry and Pearl failed to connect at Johnson's cigar store and so were 23 minutes late—the party was seated at the dinner tables which were loaded down with Miss O'Connor's best and latest creations. In honor of the day and also the caterer, who is herself of slight Irish extraction, the tables and rooms were artistically decorated in green and each one present wore something a long ways removed from orange. Even the candy was green and green flags, hoods, shamrocks, etc., were in profusion. One guest even became so extravagant as to bring a regular Irish potato which served on the table as a standard bearer. After dinner and a short social session the guests were entertained at 500, but in some way Art., who did not play, but had arranged previously with Mr. and Mrs. Ferry Hanifin to substitute for himself and Cloe, got it into his head that he ought to make an after dinner speech. So far as we know he was not invited to do this, although we always like to hear Art. talk and, doubtless, he felt he had a right to do so in his own house. Nevertheless he started in and after the games had begun, too. But just as he got nicely started, May asked "what's trumpy?" which peevd Art. to such an extent that he went into the next room mumbling something about "Butinskys." But Art. isn't the kind of a laddie who nurses a grouch very long and it wasn't many minutes before he was singing those high notes for which he is famous. Green as the crowd was there appeared to be different degrees of verdancy and Harry Hydorn and Gertie Anderson, who evidently were less green than the rest, captured the first prizes, while May Olney and Ferry Hanifin got away with second honors. Outside of Art.'s getting peevd over the after dinner speech, the only other event that marred the tranquility of the evening was when one of the guests wore an orange colored basket into the culinary department and was chased by caterer O'Connor, who landed on his anatomy until he promised to take the obnoxious weed out in the back yard and bury it. To say this was "some party" is putting it mildly and the only reason we don't use a stronger word to express it is because we can't think of any and we haven't time to hunt up a dictionary.

Judging from the enquiries coming in over the telephone, by mail, etc., we think the next dancing party March 31 will be a big one. It has been some time now since we had one and people are beginning to get uneasy. The committee has arranged for five pieces of Tuller's best and, unless Sherm lies down on the couch to peaceful slumbers, we will have some music. Remember March 31 at U. C. T. hall.

Judging from the large number of U. C. T. assessment notices, receipts, etc., which are lost in the mail (?) your Uncle Samuel must be a very careless individual.

The first annual opening of C. M. Hunt & Son in their new building in Eaton Rapids will be given Friday and Saturday, March 23 and 24. Messrs. Hunt have one of the best equipped and most up-to-date farm implement and harness stores and garages in that section of the State. The store is made of brick, two stories high, and symbolizes the business sagacity, integrity and progressiveness of its owners whose lines of business activity are not centered alone in this

branch of business, but who are interested in the handling of produce on a large scale, a pickle factory which pays the farmers in that vicinity thousands of dollars annually and also in the municipal affairs of the city.

We sincerely hope that the members of Grand Rapids Council will turn out with their wives and families to the memorial exercises to be given in the Council rooms April 1 at 3 p. m. You owe this to your lodge, not only out of reverence and respect to our deceased brothers, but also to show your appreciation for the extra work and time the officers are devoting to make this an impressive and appropriate occasion. Nothing encourages the officers to do their best like a large attendance from the members.

F. W. McGraw writes us he is spending the winter in Florida and is enjoying himself very much. We wouldn't mind dropping in on "Mac" for a couple of months.

"In line with the complaint of the Marquette merchant, published in the Michigan Tradesman last week," writes a well-known traveling salesman, "I wish to state that, in my opinion, the management of the G. R. & I. is about as near the imbecile stage as it possibly can be. It was in the Upper Peninsula last week and met with little difficulty in traveling on the D. S. S. & A. True, the trains were late, but they ran just the same. I got down to Mackinaw City Wednesday noon, where I was compelled to remain until Friday morning, the G. R. & I. having cancelled all trains out of Mackinaw City, Thursday. During Thursday the M. C. ran three regular trains out of Mackinaw City and that line has as much to contend with from snow and wind in the vicinity of Gaylord and Grayling as the G. R. & I. has at Mancelona and Kalkaska. One reason why the M. C. runs its trains while the G. R. & I. cancels its trains is that it uses larger locomotives and gets after the snowdrifts with more vigor and effectiveness. The worst feature connected with the wretched management of the G. R. & I. is the uncertainty it throws around its train service. No one knows that a train is to be cancelled until the order is issued. No one knows that a train will start until it is ready to pull out. No consideration whatever is shown the traveling public, which has come to regard the G. R. & I. as the embodiment of everything that is arbitrary, unreasonable and tyrannical."

H. A. Gish is one of the few traveling men who possesses two gasoline wagons. A new Jeffrey is his by purchase and his house furnishes him a ford, with which he travels altogether in the summer season, except when he makes his annual autumnal trip through the Canadian Northwest.

Allen F. Rockwell.

Bacilli.

Doctor—I am obliged to tell you, my dear lady, that the falling out of your youngster's hair is caused by bacilli.

Mother—Yes, doctor, I had thought of the same thing, as I have already found quite a number of them.

A bearing orchard in California—Oranges, Almonds, Walnuts or Peaches—at the price of a city lot, and on equally easy terms will support you and provide you a home in the best climate in the world.

Drop in at No. 52 North Division Avenue, Grand Rapids, and let us talk it over.

The REALTY SALES COMPANY

No. 582 Market St.

SAN FRANCISCO

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, March 13—Roy H. Shaw, of Muskegon, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The schedules filed by the bankrupt show liabilities in the sum of \$3,774.83, consisting of two judgments taken in 1913 at Milwaukee. The assets are given as \$50 in cash and \$100 in household goods, which is claimed as exempt. Following is a list of the creditors:

- Unsecured Creditors.
- Miss Elsie Luther, Milwaukee, Judgment upon breach of promise suit to marry) \$2,065.12
- Julius Luther, Milwaukee, (Judgment upon suit for damages for loss of daughter's services) 1,709.71
- March 16—Edmond E. Sneden, of Alto, has filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The schedules of the bankrupt show liabilities of \$705.80 and assets of \$339.28. Following is a list of the unsecured creditors:
- Caledonia Bank, Caledonia \$125.00
 - Winegar & Klemmons, Caledonia 100.00
 - Walter Thomasma, Grand Rapids 101.00
 - Feltzpauch Bros., Grand Rapids .. 75.00
 - Willson & Co., Grand Rapids 90.00
 - Swift & Co., Grand Rapids 12.90
 - William Watts, Alto 10.00
 - Rademaker & Dooge, Grand Rapids 27.00
 - National Grocer Co., Grand Rapids 37.00
 - Jewett & Sherman, Milwaukee 24.00
 - Kalamazoo Adv. Co., Kalamazoo .. 18.90
 - Geo. E. Lawrence & Son, Lansing 60.00
 - J. A. Mohrhardt, Grand Rapids 25.00

In the matter of the American Auto Supply Co., bankrupt, Grand Rapids, a special meeting of creditors has been held, at which meeting the reports of the trustee under mortgage, receiver in bankruptcy and trustee in bankruptcy were approved, and a first dividend of 5 per cent. declared and ordered paid.

In the matter of Milton S. Weaver, bankrupt, Grand Rapids, George S. Norcross, custodian for the receiver, has received an offer of \$500 from F. T. Russell for certain assets of the bankrupt estate which were used in the manufacture of rubber sundries and an order has been entered for a hearing on such offer on March 24, at which time the first meeting of creditors will also be held.

In the matter of Jonas A. Church, bankrupt, Greenville, the assets of this estate consisting of plumbers' supplies,

were sold to W. Maxwell, Kalamazoo, for \$785.

Pickings Picked Up in a Windy City.

Chicago, March 19—Chicago is to have its annual boys job day on April 10. This is a day set aside through the proclamation of the Mayor to assist the boys of the Boys Brotherhood Republic to secure a position for the summer vacation. This organization is well established and has the backing of Chicago business men. Last year there was 700 who were placed in employment on this day. This year they expect to place over 1,000.

One of the greatest matters of importance concerning Chicago right at this time is that of how the city will be able to care for over 200,000 Southern negroes who are arriving in the city at the rate of from two to five thousand a week. It reminds one of the good old immigrant days before the European war, only in a much greater proportion. The black belt of Chicago is now so congested that these Southern families coming in are living in most any tumbled-down shack they can find and two or three families in a house. It has been suggested that the section known as "Deadman's" corner, or in other words the Italian settlement on the Northwest side, be placed at disposal of these colored people. The city officials consider this for the reason that emigration from Italy has fallen off about 80 per cent, in the last two years, and this section, known as "Little Italy," can be used very nicely to handle this class of people. Some real estate men have already started to remodel buildings formerly used by Italians. It is the intention of the industries of Chicago to use these Southern negroes in place of the foreign element which in the past have done this kind of work.

The skip-stop plan for the surface lines is now being figured out in Chicago by the aldermen and it is thought by this that the time used on each

division of the surface line can be cut from ten to twenty minutes owing to the length of the line.

Why are taxes so heavy? One reason for this is that Chicago is now enjoying plenty of registration days, primary days and special election days—to give the people some idea of this, on Tuesday, March 13, 17,743 names registered at a cost to the city of \$15 per name. And then they tell us that this isn't an unnecessary expense.

On May 1 Chicago's new automobile ordinance goes into effect. Between the hours of 7 to 10 a. m. and 4 to 7 p. m., no automobile will be allowed to park or stop on any of the loop streets which has a street car line on it. The only time that parking will be allowed will be from 10 a. m. to 4 p. m. and then only for a period of thirty minutes.

One of the business changes taking place in Chicago is that of the Lake and State Bank. They will move from their present quarters, at the corner of Lake and State to State and Adams streets, and will change their name from the above to the Century Trust and Savings Bank.

Business in Chicago to-day is in better condition than it has been for some time past. All business men report a very healthy increase in trade and look forward to a still greater increase.

The people at large were notified recently of the death of one of this country's greatest fun makers, Tony Denier, known to be the greatest clown of the day, known the world over as "Humpty Dumpty." His funeral was attended in Chicago by thousands of people who were entertained by him during his life.

G. J. Johnson, of the G. J. Johnson Cigar Co., of Grand Rapids, passed through Chicago the other day on his annual trip to Los Angeles. He expects to be gone about thirty days.

One of the biggest conventions of the year is coming into Chicago the

first part of April, known as the American Skate League. Every hotel in the city of Chicago has been sold to capacity. Their headquarters will be at the Morrison Hotel. Their meeting will be held at the Coliseum. Charles W. Reattoir.

Live Notes From a Live Town.

Owosso, March 19—Mr. and Mrs. George Fowler, who have conducted the Miller House, at Carson City, for the past six years, have leased that hostelry to Frederick Howitt, of Allegan, who took possession March 15. Mr. and Mrs. Fowler have been real good tavern keepers and have many friends among the traveling fraternity who wish them success in any and all their future undertakings.

Fred Patterson's new Lincoln theater was opened to the public March 15 with Thos. Ince's new war drama, Civilization, which is certainly the best thing in the movie line that Owosso has ever been permitted to witness. The theater building is a gem and worthy of patronage.

In our last letter to your paper we reported the sale of the Miller Grocery Co. It was a false report, because the deal fell through and Mr. Wiggins still remains in the grocery business to the satisfaction of his many customers.

H. G. Ketchum, of Cohoctah, has traded his general store and buildings to R. J. Kernan for a farm. Mr. Kernan has taken possession and is doing a nice business.

Alton Bitterly, of Vernon, has sold his hotel to John Hatfield, who will take possession March 20. This tavern has been a sort of culinary oasis in this part of the desert for the past three years and we have no doubt whatever but what Sister Hatfield will hold the fort, as she is a pleasant lady to meet and an expert cook.

Honest Groceryman.

Advice is about the only thing that some people won't take.

ROYAL BAKING POWDER

ABSOLUTELY PURE

ROYAL BAKING POWDER has "no season" and "no section" because it sells everywhere all the time. Of all the standard products in the grocery business, none has more thorough distribution and active demand than ROYAL BAKING POWDER.

Keep a good stock of ROYAL BAKING POWDER on hand and keep it well displayed, because it will pay you more and surer profit than you can make on inferior brands.

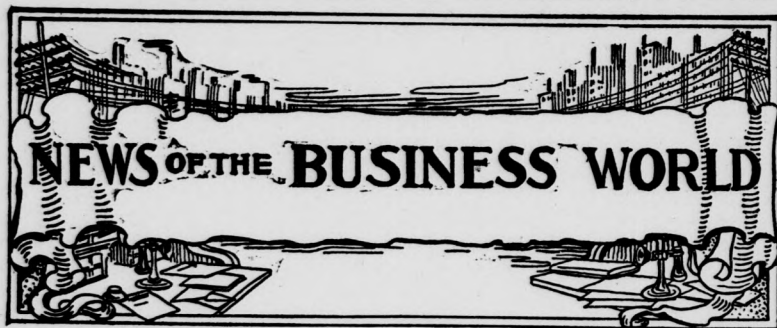
Contains No Alum—No Phosphate



ROYAL BAKING POWDER CO.

NEW YORK





Movements of Merchants.

Manistee—Rehm & Gray have opened a 10, 20 and 50 cent store.

Ashley—Charles H. Corwin succeeds H. C. Rose in general trade.

Middleton—Bruce Allen has engaged in the restaurant and cigar business.

Allegan—Elmer Jones succeeds George Cornell & Son in the restaurant business.

Brethren—The A. D. March Co. is closing out its stock of groceries and will retire from business.

Muskegon—The Muskegon Logging Co. has changed its name to the Muskegon Logging & Land Co.

Okemos—L. Cutworth lost his store building and stock of general merchandise by fire March 12.

Belding—Mrs. Frank J. Luick has opened a millinery store in connection with her dressmaking parlors.

Hart—Joe Evans has sold his stock of hardware to Dow Archer, who will continue the business at the same location.

Perry—Thieves entered the Eaton & Brown grocery store March 18 and carried away the contents of the cash register.

Ionia—The Quality Store, dealer in carpets, rugs and women's ready-to-wear clothing, has opened a millinery department.

Kalamazoo—Castner Bros. succeed C. D. Feausberg in the grocery business at the corner of Hays Park and March street.

Ontonagon—The Hecox-Scott Hardware Co. has purchased the Pastiche theater building, which it will remodel and occupy with its stock.

Cadillac—James Anspach, of Anspach & Co., dealers in dry goods and clothing, has purchased the plant of the Cadillac Shirt & Neckwear Co.

Ludington—Bernhard & Plag have purchased the furniture stock of Paul Bloch and will consolidate it with their stock of house furnishing goods.

Detroit—The Gerisch Coal Co. has been organized with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Lansing—The jewelry stock of the late William Piella, at 111 North Washington avenue, will be closed out at auction March 24 to close the estate.

Pontiac—The J. V. Pharmacy Co. has been organized with an authorized capital stock of \$50,000, all of which has been subscribed and paid in in cash.

Muskegon—The Electric Service Co. has been organized with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed, \$600 paid in in cash and \$2,400 paid in in property.

McBride—Arthur Steere is erecting a modern store building which he will occupy May 1 with his stock of hardware, implements and general merchandise.

Lansing—Henry Morris, recently of Philadelphia, Pa., will open a drug store in the Prigooris block, corner of Grand and Michigan avenues, about March 30.

Jackson—John O. Gilbert has erected a modern three-story and basement fire proof store building which he occupies with his bakery and confectionery stock.

Uby—The Uby Motor Sales Co. has been incorporated with an authorized capital stock of \$3,000, of which amount \$2,000 has been subscribed and paid in in cash.

Battle Creek—The Jury-Rowe Co., dealer in house furnishings and furniture at Lansing, has opened a similar store here under the management of G. E. Williams.

Saginaw—The People's Market has been organized with an authorized capital stock of \$5,000, \$2,500 of which has been paid in in cash. It will conduct a retail market.

Williamston—The Williamston Elevator Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$8,000 has been subscribed and paid in in cash.

Nashville—Von W. Furniss has sold his interest in the drug store of Furniss & Wotring to his partner, H. D. Wotring, who will continue the business under his own name.

Redford—The Krugler Hardware Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and paid in in cash.

Negaunee—John A. Wasmuth & Sons have sold their hardware stock and store fixtures to Fred Taylor, hardware dealer at Pickford, who will consolidate it with his own stock.

Fennville—H. L. Reynolds is closing out his stock of general merchandise and will purchase the plant of the Royal Publishing Co., thus becoming proprietor of the Fennville Herald.

Fairgrove—The Fairgrove Farmers' Co-Operative Elevator Co. has been organized with an authorized capital stock of \$40,000, of which amount \$2,600 has been subscribed.

Detroit—Smith Brothers—their initials or identity is not yet announced—will open a retail store on Randolph street just north of Monroe avenue. The firm will specialize in men's shoes.

Detroit—Scott & Fowles have engaged in business to handle paintings, furniture, jewelry, etc., with an authorized capital stock of \$1,000, of which amount

\$500 has been subscribed and \$250 paid in in cash.

Jackson—The E. C. Greens Co. has engaged in the clothing and merchandise business with an authorized capitalization of \$6,500, all of which amount has been subscribed and paid in in property.

Whitehall—William B. Conley has sold his drug stock and store fixtures to Glenn H. Johnson and George W. Dixon, who have formed a copartnership under the style of Johnson & Dixon and will continue the business.

Detroit—Doerflinger & Co. has been incorporated to carry wholesale and retail feed, etc., teas, coffees, spices, etc., and a general expressing and trucking business with an authorized capitalization of \$1,000 all of which has been subscribed and paid in in cash.

Detroit—The Leonard B. Orloff Co. has been incorporated to handle automobiles, auto parts and repairs with an authorized capital stock of \$50,000, of which amount \$30,000 has been subscribed, \$15,179.95 paid in in cash and \$14,820.05 paid in in property.

Jackson—R. W. Lewis has purchased the interest of his partner, C. K. Doud, in the Lewis & Doud hardware stock and will continue the business under the style of the Lewis Hardware Co. at the same location, at the corner of Main street and East avenue.

Bay City—E. L. Baumgarten, who has conducted a grocery store for the past forty years, has sold his stock to Peter Smith & Sons, of Detroit, who will take possession April 2 and continue the business at the same location, at the corner of Center and Adams street.

Battle Creek—One of the largest funerals ever held here was that of Thomas P. Butcher, clothier and civic booster, last Wednesday. Retail establishments closed, business men joining the Elks, Knights of Pythias, Chamber of Commerce and Rotary club in attending the services, at the First Congregational church, where Rev. Thornton A. Mills, Congregationalist, and Rev. George M. Barnes, Presbyterian, officiated.

Kalamazoo—C. J. Monningh, for the past twenty-six years connected with the Coleman Drug Co., has resigned his position and formed a copartnership with George Doxey, recently with Peck Bros., druggists of Grand Rapids, and purchased the drug stock and store fixtures of Frank N. Maus. They will continue the business at the same location, 119 East Main street, under the style of the M. D. Pharmacy.

Manufacturing Matters.

Muskegon—The Piston Ring Co. has increased its capital stock from \$13,000 to \$750,000.

Flint—The Freeman Dairy Co. has increased its capital stock from \$65,000 to \$250,000.

Kalamazoo—The D'Arcy Spring Co. is building another large addition to its plant.

Detroit—The Detroit Soda Products Co. has increased its capitalization from \$25,000 to \$50,000.

Lansing—The capital stock of the Michigan Brass and Electric Co. has been increased from \$10,000 to \$25,000.

Detroit—The Thompson Auto Co. has increased its capital stock from \$20,000 to \$50,000.

Detroit—The Central Paint & Glass Co. has changed its name to Central Paint & Varnish Co.

Detroit—The Leimbach-Humphrey Co. has increased its capital stock from \$2,600 to \$100,000.

Detroit—The Clinton Motor Sales Corporation has changed its name to Burch Motor Sales Co.

Detroit—The Standard Fuel Appliance Co. has increased its capital stock from \$2,000 to \$15,000.

Bay City—The plant of the Wilson Body Co. will be removed from Detroit to this place early in April.

Ypsilanti—The Michigan Crown Fender Co. has increased its capitalization from \$100,000 to \$200,000.

Detroit—The York Carburetor Corporation has changed its name to the York Carburetor and Accessories Co.

Lansing—The Melling Forging Co. has been incorporated with an authorized capitalization of \$17,000 for the purpose of manufacturing small forgings.

Kalamazoo—The Metal Sign Co. has been incorporated with an authorized capital stock of \$6,000, all of which has been subscribed and \$4,680 paid in in cash.

St. Joseph—The Famous Truck Co., Inc., will locate its plant here. It is backed by the McIntyre Companies, Ltd., of Chicago and the manager will be Clayton Frederickson.

Holland—The Holland Demountable Wheel Co. has been organized with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed and \$3,000 paid in in cash.

Detroit—The Melling Forging Co. has incorporated with an authorized capital stock of \$17,000, of which amount \$8,600 has been subscribed and \$1,700 paid in in cash.

Detroit—The Duplex Automatic Gas Saver Co. has been organized with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

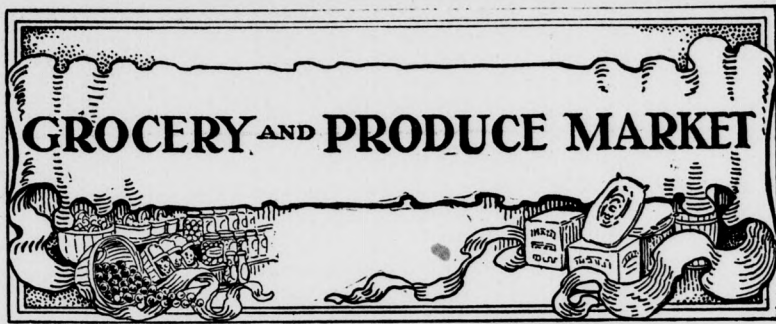
Jackson—The I. M. Dach Underwear Co. has been organized with an authorized capital stock of \$50,000, all of which has been subscribed, \$10,000 paid in in cash and \$40,000 paid in in property.

Detroit—The Felt-Sob Polishing Co. has been incorporated to manufacture a polishing wheel with an authorized capitalization of \$2,000, all of which has been subscribed and \$1,000 paid in in cash.

Lapeer—The Lapeer Pressed Steel Axle Co. has been incorporated with an authorized capitalization of \$50,000, all of which has been subscribed, \$10,000 paid in in cash and \$40,000 paid in in property.

Saginaw—The Saginaw Sash Weight & Grey Iron Foundry Co. has been organized with an authorized capital stock of \$2,000, all of which amount has been subscribed, \$800 paid in in cash and \$200 paid in in property.

Detroit—The Bachem-Robinson Co. has engaged in the manufacture of motor parts with an authorized capital stock of \$30,000, of which amount \$16,000 has been subscribed, \$500 paid in in cash and \$7,500 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.
 Asparagus—\$2 per doz. bunches.
 Bananas — Medium, \$1.50; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.50 up.
 Beets—90c per doz. bunches for new.
 Brussel's Sprouts—20c per qt.
 Butter—The market is very active on the present basis of price. Consumptive demand is good and stocks for storage are being reduced rapidly. The receipts of fresh-made butter are light, as usual at this season. The outlook is for a good market, either at present prices or slightly higher prices. Local dealers hold fancy creamery at 38½c and cold storage creamery at 34½c. 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.
 Cauliflower—\$2 per doz.
 Celery—Home grown is entirely exhausted. Florida, \$4.75 per box of 3 or 4 doz.; California, 75@95c per bunch.
 Cocoanuts—\$6 per sack containing 100 lbs.
 Eggs—Receipts are fairly liberal and consumptive demand very good. Quality of the eggs arriving is good and the market is healthy on the present basis. Local dealers now pay 25c for fresh, holding case count at 26c and candled at 27c.
 Figs—Package, \$1.25 per box; layers \$1.75 per 10 lb. box.
 Grape Fruit—\$4@4.50 per box for Florida.
 Green Onions—Shalotts, 85c per doz. bunches; 20c per doz. bunches for Illinois.
 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—15c per lb. for hot house leaf; \$4 per bu. for Southern head; \$4.50 per crate for Iceburg from California.
 Maple Sugar—25c per lb. for pure.
 Maple Syrup—\$1.50 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 \$1 per basket.
 Pop Corn—\$2 per bu. for ear, 5½c@6c per lb. for shelled.
 Potatoes—The market is unchanged. 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. bunch for small.
 Rhubarb—\$1 for 5 lb. bunch.
 Ruta Bagas—Canadian command \$3 per 100 lb. sack.
 Sweet Potatoes—Kiln dried Delaware Jerseys, \$3 per hamper.
 Tangarines—\$6 per box for either 106s or 196s.
 Tomatoes—\$5.75 for 6 basket crate, Florida.
 Turnips—\$2.25 per 100 lbs

The Grocery Market.

Sugar—The grocery market is weak, but has settled down to business again, all Eastern refiners now offering to accept orders on the basis of 7c for granulated, New York basis, shipment to be made within ten days. Reports from Cuba show a continuance of the lamentable destruction of cane by fires, especially in the eastern sections of the Island, and mail advices forecast a very heavy shortage in output of sugar by centrals in that locality. In fact, the recent burning of cane has been, if anything, more serious than was the case ten days ago. In consequence of this development Messrs. Guma-Mejer cabled that owing to the cane destroyed, the disorganization in eastern provinces and a general poorness of yield, their revised estimate of the current crop will be below 3,000,000 tons, and figures even considerably below these have been predicted by other reliable and well-posted authorities on the subject.
 Tea—The market is generally quiet, but there is more activity reported in Formosas, some large sales being under negotiation. The price is unchanged but the tone firmer. Strength in India Ceylons tends to cause attention to be directed to the other black teas selling at a lower basis. It is pointed out that the shipping situation in the Far East makes against shipments of India-Ceylons to this country, aside from the exchange problem. Local importers are getting practically cleaned out of supplies, the sales to second hands of late weeks being heavy.
 Coffee—The market has weakened still further during the week and most grades of Rio and Santos are quoted

about ¼c lower than a week ago. The curtailed demand and the very large spot supply, together with the prospects of an exceedingly large coming crop, are the factors which have made coffee relatively weaker than almost any other food products. The demand is very dull. Milds are unchanged for the week and so are Java and Mocha grades.

Rice—There is a fair demand, as gaps still exist in the supplies of the trade that need filling. Prices are firm, in sympathy with the South, where the mills are paying full figures for rough rice. New Orleans advices state that the firmness is again carried over in the local rice market. Rough and clean both display considerable strength, owing to the fact that mills and dealers are in need of supplies.

Canned Fruit—Offerings continue very light and prices are largely nominal, with full prices asked for such varieties as happen to be available on the spot.

Canned Vegetables—The possibility of a freight tie-up was made the basis for higher quotations last week, but, as a rule, these were not taken seriously by the trade. As a matter of fact, there is very little business going on at the present time in the way of spot sales other than small transactions between jobbers. No one seems to have any large supplies to spare, and for such as they have top prices are being asked. Cannerymen are taking full advantage of conditions as they are developing to urge their customers to buy tomatoes at present prices, and everything in the line of bullish argument that can be thought up is being sent out to the trade. Corn and peas are in demand, both for spot and futures, and prices are firmly maintained. Some of the Western cannerymen have not yet named prices for future corn or peas, while others have completely sold up their capacity, and the belief is, so far as these cannerymen are concerned, that no lower prices will be seen any time during the coming crop season.

Canned Fish—Salmon continues very firm and high, but without material change. Domestic sardines continue scarce and firm on the recently reported high basis. Demand is poor. Norwegian sardines on spot are very scarce and some sales have been made during the week at \$1 a case advance. There will be no new first-grade Norwegian sardines before June or July.

Dried Fruit—While there is a firmer feeling on the spot for prunes, and all dried fruit, for that matter, there has not been the heavy volume of business which might have been expected under the circumstances. As to future prunes, the situation is somewhat interesting, although it is not resulting in active business. Prunes at 6c are regarded as altogether unwarranted, and the jobbers here are refusing to pay the price. They regard the prices named by packers as being more for tactical purposes than anything else. This theory is based upon the difficulty of the organizers of the prune association in finally completing their organization, as it is understood that the price to be paid to grocers is considerably below what the outside packers would be willing to pay, and under the circumstances it is not conceivable that the growers would be en-

thusiastic about signing up at the lower price when it is possible to obtain much better terms from the other packers. Furthermore, it is argued that this is a poor time to organize the growers, and conditions are vastly different to what they were when the raisin growers, for instance, were induced to go into an organization. Thus, if the outside packers are offering to sell raisins at a price that would net much higher returns to the growers than the prices offered by the organization managers, such action is considered good strategy. There is evidence that the alleged statement of the managers of the new organization that they would be able to offer the buyers better terms if they would hold off to await opening prices has proved something of a boomerang, inasmuch as growers did not enthrone over such a promise. Crop reports state that the trees are not yet in bloom, so that it is far too early to quote a price on prunes based on any suggestions of a crop outlook.

Spices—It is pointed out that the shipping situation in the Far East is bad, and in addition there is much delay in transporting the consignments over land. Spot stocks are moderate and holders firm in their ideas.

Molasses—The situation in foreign molasses is unchanged, it being expected that the Porto Rican Ponce crop will be small, with a question as to how much Barbadoes comes to this country.

Cheese—Stocks of old cheese are nearly gone and the few that are left are bringing high prices. The market is higher than it has been for years. Some new cheese is coming forward and meets with ready sale at 3@4c under the price of fancy old. The market is firm, without prospect of any immediate reduction in price, especially if the demand holds up.

Salt Fish—The mackerel situation is about unchanged and will continue so for the balance of the season. All lines are very high and firm. Cod, hake and haddock show no change.

Provisions—Smoked meats are very firm at an advance of 1@1½c per pound for the week. This is due to the continued high price of live hogs, which have sold higher during the week than ever before in the history of the business. Pure lard is up about ½c and is very firm on account of light supply. Demand is good. Compound lard is also very firm at an advance of ¼@½c. Supply is fair, but both the home and export demand is good. Dried beef is firm and unchanged in price, with a light supply and a good demand. Barreled pork is firm at an advance of \$2 @2.50 a barrel. This makes it almost unprecedentedly high. The supply is very light. Canned meats are firm at 10 per cent. advance.

Edmund D. Winchester, Vice-President Worden Grocer Company, who has been spending the last four weeks at Gulfport, Miss., is expected home this week. He put in most of his time playing golf. Mrs. Winchester returns with him.

Sidney Medalie, the Mancelona clothing merchant, is spending a few days in the city.

SUGAR PRICES.

Effect of the War on the Sugar Situation.

In the 1916 annual report to the stockholders of the American Sugar Refining Company President Earl D. Babst shows clearly the war's effect on the sugar situation.

"By reason of its great food value and comparative cheapness sugar is attracting probably greater attention in the markets and economic systems of the world than in any period of its long history.

"The disappearance of the world's surplus supply, the tightening of embargoes, the control of mercantile shipping in military interest, and especially the recent centralization of buying in the Royal Commission on

produced on the continent. In other words, about one-third of the world's production before the war was within the present battle lines. Consequently England, France and other foreign countries, heretofore largely dependent on the Central Powers, have turned to Cuba and other sources which ordinarily supply the United States. Your company and other cane refiners, therefore, are called upon to safeguard the sugar supply of the United States not only in competition with each other, but also in competition with foreign refiners and especially with these powerful governmental commissions, served by their nationalized shipping.

"It is fortunate therefore for the domestic consumer that these changed world conditions find the domestic

being made by your company to the following:

Argentine Republic, Bermuda, Bolivia, Brazil, British Guiana, British Honduras, Canada, Chile, Columbia, Costa Rica, Cuba, Denmark, Dutch Guiana, East Africa, Ecuador, England, Finland, France, Gibraltar, Greece, Holland, Honduras, Iceland, India, Italy, Japan, Malta, Mexico, Miquelon, Newfoundland, Nicaragua, Norway, Nova Scotia, Panama, Peru, Portugal Prince Edward Isle, Scotland, South Africa, Spain, Sweden, Switzerland, Syria, Uruguay, Venezuela, West Africa, West Indies, Yucatan.

"This export business has been a welcome addition to the domestic business and by increasing the volume of the refiners here has been one of

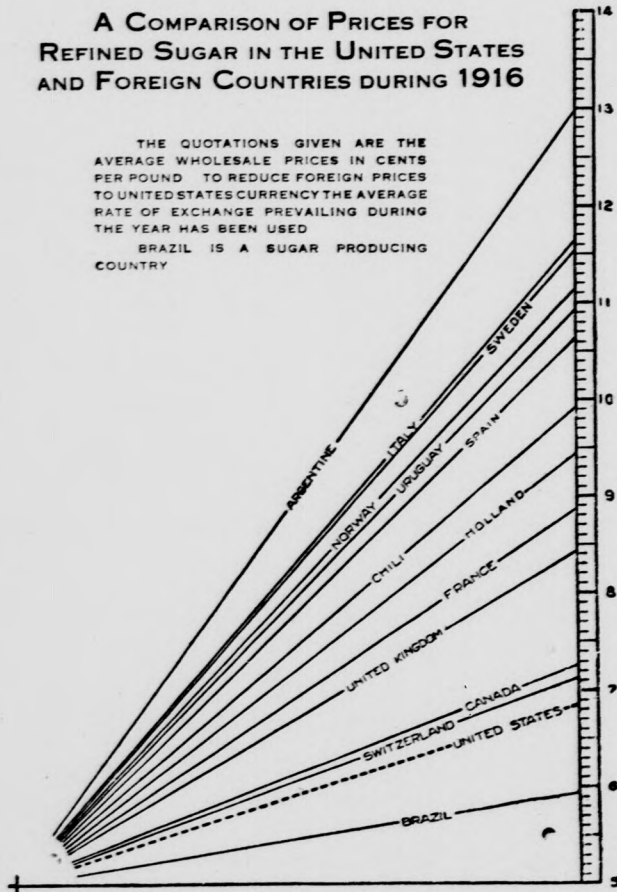
the elements contributing to the lower price of sugar in this country than abroad. No better illustration could be given of the excess of sugar refining capacity in the United States than the ease with which this large foreign demand has been met. In fact so large is this excess capacity that the United States could refine annually with profit at least a million tons of sugar for export."

Push.

Sometimes we're apt to stand and knock,
When a little push instead
Would open up a vista new
And we would so be led
To see things as they really are
And change our point of view
From one of shallow prejudice,
And find some work to do.
The pushing is what really counts
To help us on, my friend,
While no amount of knocking here
Will help us gain our end.

A COMPARISON OF PRICES FOR REFINED SUGAR IN THE UNITED STATES AND FOREIGN COUNTRIES DURING 1916

THE QUOTATIONS GIVEN ARE THE AVERAGE WHOLESALE PRICES IN CENTS PER POUND TO REDUCE FOREIGN PRICES TO UNITED STATES CURRENCY THE AVERAGE RATE OF EXCHANGE PREVAILING DURING THE YEAR HAS BEEN USED
BRAZIL IS A SUGAR PRODUCING COUNTRY



Sugar Supply of England, are but a few developments of the year.

"The purchase and distribution of sugar, both raw and refined, not only for the United Kingdom but also for the Allied Government Commissions of France and Italy, have been placed in the hands of the English Royal Commission, which naturally is exercising great influence through shipping control over the sugar operations of the world.

"In this connection it should be recalled that the United States transports in ships from the tropics of both hemispheres the raw material for three-quarters of its sugar supply. One-half of the raw sugar needed to supply this country originates in foreign countries beyond seas.

"The battle lines of Europe enclose two-thirds of the sugar production of the continent. The significance of this statement is emphasized by the fact that before the war about one-half of the world's sugar supply was

cane refining industry in large units. That the price of refined sugar to domestic consumers has remained lower than that established by commissions of foreign governments, or that prevailing in foreign countries under private competition, is a noteworthy tribute to the entire United States sugar refining industry.

"As the cost of the refining operation is higher than ever before, and always higher here than abroad, it forcefully demonstrates the value of large business units. That we are on a war basis as to sugar must be self-evident.

"The United States sugar refiners exported refined cane sugar in 1914 to the amount of 173,000 tons; in 1915, to the amount of 400,000 tons, and in 1916 to the amount of 703,885 tons as against 37,000 tons and 28,000 tons for the normal years 1912 and 1913 respectively. In this export business your company has again largely shared, exports of refined sugar and syrup

...Seasonable Goods Now in Demand...

This is the season of the year when you should not overlook

SERVICE

Back Orders and Cancellations with us Are Limited

Because we carry a large stock and make shipments same day order is received.

MICHIGAN HARDWARE SERVICE

MICHIGAN HARDWARE COMPANY

Exclusively Wholesale

Grand Rapids, Michigan



Reception Week

in the New Home of

The Grand Rapids Savings Bank

Since Monday morning, The Grand Rapids Savings Bank has occupied its new home in The Grand Rapids Savings Bank Building, Monroe and Ionia.

Friendly critics have called this "the finest banking house in Michigan." It is our answer to the civic question—"What of Grand Rapids' Future?" It is our demonstration of faith in our city. Come and see.

Though all business will be transacted with the usual "service" which has brought us 20,000 satisfied members of "The Grand Rapids Savings Bank Family," this will be set aside as "Reception Week" in The New Bank—new in building, new in equipment, new in conveniences for depositors, but still "The Oldest Savings Bank in Western Michigan."

This will be "Reception Week." We extend a cordial—aye, an urgent—invitation to all of our friends, and our friends' friends, to visit The New Bank and inspect it from top to bottom. We want Grand Rapids to see with its own eyes what has been provided for its accommodation and its maximum banking needs.

Be our guests.

Any day this week.

Come and see.

THE GRAND RAPIDS SAVINGS BANK

"The Bank Where You Feel at Home"

DELUDED HOLLANDERS.

Those Who Imagine the Kaiser Is Their Friend.

Ithaca, N. Y., March 19—I regret to learn that there are a few Hollanders in Western Michigan who are friendly to Germany in the present war precipitated by the Kaiser to protect his crumbling throne and decaying family from extinction and obliteration. I am unable to account for such a sentiment on the part of people of Holland birth or Holland descent, because if England had not entered the war when she did in response to the call of liberty and humanity, Holland would have long ago been swallowed up by the capacious maw of the Prussian military monster. The Kaiser has repeatedly stated that small nations have no right to exist and that any time he sees fit he will extinguish the Dutch kingdom and absorb it into Germany; in fact, it is now definitely known that the original war plan of the Kaiser contemplated the capture of Holland at the same time Belgium was despoiled and that the only thing which saved Holland was the unexpected opposition of the sturdy Belgium army, which staggered the Prussian hordes until England and France joined forces in the cause of common humanity and civilization.

The exodus of prisoners of war from Germany (both civil and military) has been very serious during the last ten months. For five months these Russians, Belgians, Poles, Frenchmen and Englishmen have been joined by a different class of malcontents—German soldiers. The iron cross, both first and second class, is prominently displayed in the windows of hundreds of Dutch pawnshops. According to the dry official enumeration of this peculiar Teutonic immigration, from one to two hundred men may be expected almost every day. Some come in civilian clothes. Most of them are in uniform. Some bring their guns

and often the gun which they have taken from the frontier-guard who tried to prevent them from crossing into Holland. Many of them have sent their families ahead. They are by no means the most undesirable elements of the German army. Without exception they are able to delineate their feeling and to explain the motives which have turned them into perpetual exiles from their own fatherland. The refrain of their stories is this, "Too much glory and too little to eat." They have seen fathers and brothers and cousins killed and maimed. They and their families have gone hungry for a glorious future in which nobody believes any longer. They try to save what can be saved and they risk their lives to gain liberty from the oppressive yoke of Imperial success and civilian starvation.

Of course, these thousands of German deserters will not affect the final result of the war. But they are bad for the morale at home and for the reputation of Germany abroad. Hence many German troops are used to guard the frontier. They are not there to keep Hollanders out. They are there to keep Germans in.

As for the sinking of the Dutch ships, this does not mean any particular hostility towards Holland. It is part of a general plan.

Some day this war will be over. Then the German ships now lying safely in German ports will have to find new markets for the home products. They will be obliged to compete with the rest of the world. The smaller the tonnage at the disposal of the other neutral countries, the easier it will be for Germany to regain the lost commercial territory. Hence, Swedish and Danish and Norwegian and Dutch and Greek, Spanish and American ships are being destroyed. There is little danger connected with this form of submarine warfare. It is much easier to sink a harmless and bonafide neutral than a belligerent.

There is the same difference as between hunting tigers in the jungle and domestic cows in a pasture.

When the attack has been a bit too brutal, and when public sentiment in the friendly neutral state has been aroused, then the claim agent of the Prussian dynasty sets to work. He makes some vague promises about compensation at some indefinite future date, with no idea of ever keeping any promise, because the word of the Prussian has never been worth 5 cents in the markets or diplomatic centers of the world. For the last two years the people of Holland have looked after their neighbors as well as they could. They have tended the German sick and wounded when they came to Holland's shores. They have fed thousands of hungry German children. They have sent ambulances to Germany. They have tried to remember the many charming virtues of an older German generation, and they have given a hard-pressed nation the benefit of the doubt. In return for this conciliatory attitude, the Germans have sunk the finest ships of the Dutch commercial navy. They have killed many peaceful sailors. They have honeycombed the country with spies and treason and have hired a band of professional scribblers to promote the German cause in the public press.

They have sent to The Hague a diplomatic representative, who organizes war-scares, and whose subordinates use their official position to spread false reports by means of unsuspecting Dutch newspapers.

For two and a half years, as we said, the Dutch people have tried to be good neighbors. In return for their kindness they have been systematically robbed of their chief means of subsistence, their trading vessels; they have been lied to, and they have been cheated and they have been asked to bear it in the name of the Freedom of the Seas.

Unless Dutch territory is actually

invaded, the people of Holland will not go to war. An offensive action would be suicidal. A defensive one, on the other hand, could be prolonged indefinitely. This is well known on the other side of the border, and undoubtedly it will be acted upon.

Meanwhile let us be spared further talk about "truly neutral sentiments" and nonsense about the "brotherly love between the two great branches of the common Teutonic stock."

So far as Dutch neutrality is concerned, it was torpedoed on the 22nd of last month. It lies buried somewhere off the Scilly Islands. It is dead. Hendrik Willem van Loon.

To Enforce Sunday Closing.

Bay City, March 19—The Bay City Grocers and Butchers Association held a very successful meeting March 15. There was considerable discussion on the Sunday closing law. The members reported that they have had considerable annoyance by its violation. A committee of five was appointed to consult the Chief of Police to have him enforce the city ordinance. M. L. DeBats, Charles Denton, E. W. Funnell and John M. Staudacher were reported as sick by the Floral Committee. The Ice Committee reported that they had secured an agreement with the Valley Ice and Fuel Co. to furnish the merchants with ice at the same price as last year. Neal Ferguson was taken in as a full fledged member. The merchants of Bay City feel very proud of securing the Wilson Body Co., of Detroit, for our town which will be a great help to the city at large.

Chas. H. Schmidt, Sec'y.

Some people are so careful of their consciences that them use them on Sundays only.

Men of smallest soul are men of largest arrogance.



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

Barney says—

I want to say something again about Quaker Powdered Sugar in 1 lb. packages. When I spoke about it before I noticed the sales almost doubled, but I think there are some dealers yet who ought to know about it.

It's super-dried and never cakes.

WORDEN GROCER COMPANY

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E. A. STOWE, Editor.

March 21, 1917.

IN THE LAST ANALYSIS.

All the world did a great deal of talking about the action of the United States Senate in holding up the bill permitting the arming of merchantmen. One of the things which a great many are taking into account in this connection is not only what Americans think of themselves, but what all the rest of the world is thinking of them. Nations, as well as cities, firms or individuals, have reputations largely made up perhaps by what people hear rather than by what they see. While a great deal of discussion is being devoted to that phase of preparedness or the lack of it, there is another feature which might very profitably be taken into account and that is the local food supply and the probable cost of living generally in this year of our Lord 1917. There are a good many things which point to the necessity for maintaining what looks like large prices. Most of the necessities of life are transported by rail. The fact announced the other day that it will cost the railroads of this country at least \$150,000,000 more for coal this year than last suggests that it will cost other people more now than it did then. The railroads will also have to pay more for their help, and, since they have only two sources of income, freight and passengers, they will endeavor to recoup some of their losses, which means an advance of freight rates, which will not be borne by the shippers in the last analysis, but by the consumers. That fact will have not a little influence on the cost of fuel and food.

It has already been demonstrated that there was no fear or reasonable basis for any famine fright in this country. It is true that prices went up quickly and in some cases unnecessarily, but in many instances they came down again very promptly. This is the month of March, which in this region can always be depended upon to furnish snow, more of it, indeed, than is actually needed, but it is bound to go before long and in a few months fresh vegetables will be offered in plenty and in competition which will put them within easy reach. Doubtless the farmers and gardeners will plant much larger acreage this year than last and so from any point of view there is no occasion to talk about probable or even possible starvation

in this country. As the result of some of the investigations recently inaugurated on account of food prices, one statement is made that waste in the United States amounts to \$700,000,000 a year. Undoubtedly there is a great deal of it. It is often said that if the Americans were as cleverly economical in their culinary arrangements as the French are, very much less food would be used, for over there practically none at all is wasted. Out of every large American hotel enough is thrown away every day to feed hundreds. This sort of wastefulness is difficult to regulate because it is individual and there is no way to impose inspection. It is simply up to those whose business it is to see to it that there is none, or, at least, as little as possible. One of the good effects sure to follow the recent flurry of excitement over food products is that there will be more of them this year and they will be more economically handled than before, and in that event of necessity the prices will be lower.

SANE AND SENSIBLE.

Among the appointments thus far made by Governor Sleeper none appear to have met with more general satisfaction than that of Fred L. Woodworth as State Dairy and Food Commissioner. When the appointment was first announced it was feared that, being a farmer by occupation, Mr. Woodworth would follow in the footsteps of his immediate predecessor and continue to make the office the focusing point of grand stand play, bluff, bluster, graft and fiasco.

Fortunately for the good name of Michigan, Mr. Woodworth has reversed the policy of Mr. Helm and elevated the work and attaches of the office to a high standard. He has ceased to make political pull the sole requirement for employment in the department. He has dismissed the grafters who brought discredit on the former administration and supplanted them with men of candor and honesty. He has discontinued the publication of monthly bulletins replete with slang and cuss words which are beneath the dignity of a State official and which served to place the department in an unfavorable light in the eyes of the people.

Finally, Mr. Woodworth has reverted to the policy of Commissioners Grosvenor and Dame in working with the grocery trade, instead of against it. Where the food laws are violated it is the aim of the department to place the blame as close to the source of supply as possible. A manufacturer or wholesaler in Michigan is held accountable when goods are wrong, but when such goods are purchased from outside the State, the dealer must be held responsible and his protection rests in securing a guarantee from the manufacturer or jobber that they stand back of the goods in case of trouble. This is the only proper course to pursue in administering the food laws and the retail trade, and the people of Michigan as a whole, are to be congratulated that the office of Food Commissioner is again administered by a gentleman who places business above politics, fairness above unfairness, honesty above graft and efficiency above inefficiency.

THE CHANGING WAR MAP.

Startling and dramatic changes in the course of the war have been wrought at different periods during its progress in a few weeks and even in a few days. The first and most dramatic of these, and perhaps the most decisive of all when its ultimate effect shall be measured, was the halting and turning back by the inferior French and British forces at Marne of the onward rush of the overwhelming German armies in September, 1914. Later there was the battle of Ypres, when new powerful German armies sought to blast and drive their way through to Calais and the Channel, and failed again. Now comes the news of fresh victories for the Allies on the West front nearly every day. Dramatic changes came in the East, first with the breaking of the Russian line in Western Galicia in the spring of 1915, a break which was followed by a retreat lasting well into the autumn and which, when it was ended, found the Teutonic Allies in possession of two of Russia's Baltic provinces, of the whole of Poland, part of Volhynia and all but a small corner of recovered Galicia. Then followed the combined drive of the Teutons and Bulgars in the winter of 1915-16 upon Serbia and its conquest with the opening of uninterrupted rail connection between Berlin and Constantinople. The German failure at Verdun, the allied offensive in the Somme and the Rumanian episode, by which the Danubian kingdom was quickly changed from an asset into a heavy liability for the Entente Allies, were the dramatic events of 1916.

The dramatic feature of this year so far and one that is momentous, and possibly may be decisive, is the capture of Bagdad by the British. The fall of the ancient city of the caliphs illustrates the startling reversals in situation that may occur now at any time and anywhere in the whole tremendous field of war. Whatever the military leaders expected to happen on that far-distant Mesopotamian front, no one else foresaw the swift, irresistible advance of the British forces up the Tigris, demoralizing the Turks, who only a year ago in that same region seemed to have dealt British prestige in the East a blow from which it might never recover and which might, indeed, be fatal. A few days has changed the whole aspect of the war there and there is little doubt that the change is permanent, Turkish demoralization seems so complete, Bankrupt as Turkey is and dependent for money and supplies upon an ally whose own stock is scarcely more than is necessary for her own desperate needs, she will have all or more than she can do to meet and withstand the assault upon the part of her empire still remaining to her.

When the German chancellor last talked of peace in the Reichstag he declared the peace Germany would make would be upon the basis of the war map. His intimation was that no power of the Entente Allies could change that map. It would be interesting to know whether, in the light of the Mesopotamian campaign and its results and the almost certain further changes impending in Asia Minor, Chancellor Bethmann-Hollweg would be confident were

he to speak of the war map as a basis of peace to-day. When he spoke last, the Turkish lines were flung far into Persia. To-day the Russians have driven them back to the Turkish frontier, and the retirement seems little more than begun, while the British have taken a province that is almost an empire in extent from the Turks and the conquest is daily being extended. With Armenia in Russian hands and Mesopotamia and part of Syria, at least, in British, Turkey sees the rest of her holdings menaced. This territory, a source of immense wealth even under Turkish misrule, repression and corruption, in efficient hands is one of the most promising of the future. With the lost German colonies it is more than an offset to Poland and Belgium and Russia's Baltic provinces. Bagdad was the symbol of German ambitions. It represented ultimately Persia and India and the Far East. Beside it the colonies in Africa counted as nothing. Unless Germany can win back these conquered portions of her ally's empire and restore them nominally, as she would only intend, to Ottoman rule, her prestige with the Turk is destroyed. If she must buy them back on the basis of the war map in any peace conference, it will mean the loss of all she holds of enemy territory in Europe.

THE NATION'S PERIL.

The United States now faces the most perilous situation which ever confronted a great nation. The long-cherished plans of the Kaiser to invade and subjugate America are about to be attempted. The only obstacle which stands in the Kaiser's way is the monster navy of Great Britain. But for this barrier the United States would have been attacked long ago. When the Tradesman gave utterance to this menace two years ago, some of its German friends sneered at the idea, but the Tradesman had the documents to sustain its position in the shape of bound books written by the members of the German general staff, informing the Kaiser how the work of despoiling America could be best and quickest accomplished.

In this emergency it is the duty of every loyal citizen of the Republic to show his colors. The man who talks peace when there is no peace is either an imbecile or a traitor. The only course open for loyal men is to rapidly and effectively prepare to grapple with the greatest enemy of freedom which ever cursed the world. President Wilson is our leader and we must support him in every move he makes, right or wrong, because he is the embodiment of the National spirit. He is greatly handicapped in having a third-rate lawyer as Secretary of War and a joke as Secretary of the Navy, but these mistakes will soon be overcome in the unanimous expression of the American people that incompetent officials be replaced with the most experienced men in warfare the country possesses.

Rice is not thrown at London weddings. It is bad form to throw away anything that can be eaten when food is scarce. Perhaps the present high prices of foodstuffs will stop the rice-throwing custom in this country.



Knit Goods Trade Sailing on Sea of Perplexities.

In addition to the perplexities of supply and demand that now rule the wholesale underwear market we have another menace to home industrial progress in what is known as "war orders." That they are in strong prospect and will have to be met is the generally-accepted view of the manufacturing community. Their effect on supplies and prices cannot be discounted now, and the trade is indeed sailing on a sea of perplexities. The needs of the Government must be met, and should the needs become urgent it is understood that civilian contracts will be set aside for a time. That the new needs would crowd production is to be expected, yet requirements now in sight will be taken care of, as assured by the manufacturing underwear trade.

Concerning "war order" conditions, the latest report we had was that the Government was figuring on the cost of 250,000 woolen shirts for the Marine Corps, and the manufacturers' question among themselves was, "where shall we get the wool?" As to commandeering garments or raw wool or raw cotton, such an action must have the endorsement of law, and Congress has yet to act. As to quick deliveries on Government orders the prospect is very slim. As illustration, it is related of one house that ordinarily at this time of year would be carrying 3,000 to 4,000 cases, now has less than 400.

Spring underwear business with jobbers presents itself in a large way in all parts of the country, and all mills are in difficulties over deliveries. Re-orders on lightweight and heavy-weight balbriggans are offered wherever there is any hope of acceptance. This involves cotton and costs are said to have been figured at 17 cents a pound. Yarns are somewhat easier, but this drop has not affected underwear prices at all, and mills have sold ahead as far as they care to go, basing their production and prices on their merchandise only as far as they were covered on raw material.

The market fully endorses such business policy, even the insistent jobbers, of which fraternity one prominent member has been heard to say that he would accept any quantity, "early or late, seasonable or unseasonable, and no questions asked." In contrast to the foregoing comes a market story that is worth relating. It concerns next fall and involves the incident of a certain "big buyer" who had an order pending with a commission agent for 6,000 dozens of heavy goods for the coming fall. After some grumbling the opportunity

for cancellation was offered to him and accepted. His endeavor to re-instate was refused.

Most of the mills have sold-up for fall to about 60 per cent. of their usual output. It is quite likely that the remaining 40 per cent. will go to buyers who have taken the 60 per cent., and not to outsiders. Mills have guaranteed delivery of the 60 per cent. with the understanding in most cases that their buyers will be able to obtain the remainder of the goods at the prevailing market values when duplicating time comes. Should the buyer not take the remainder, of course the mills will be free to dispose of it elsewhere.

That all duplicates will be higher is a foregone conclusion, but how much can hardly be guessed at now. Much will depend on the trend of the market for raw materials, and also on the quantity of underwear the Government may require—with the apparition of advanced labor costs always in the background.

The easing off of cotton yarn prices, while it has brought more or less enquiry from knit goods sources, is not affecting the sweater trade in any sense, as the mills own them at the higher figures and no yarns can be had to-day at anything like a price at which they could be used advantageously. Worsteds yarns are high and likely to go higher and the sweater buyer should govern himself accordingly.

At present buyers are worrying about deliveries, fearing that they will be late, if not later, than last fall. Sweater mills, too, are worrying over a shortage of needles and the uncertainties connected with labor. Very little fall duplicating is recorded—there are no goods for the purpose—nor do we hear a single item in regard to cancellations.

There are good reports on the silk and fiber silk garments, especially the fibers. Prices are not yet in the line of quotation for general publication, but it is known that artificial silk yarns will advance 10 to 15 per cent. for deliveries after May 1st. The colors that rule for the silks are greens, rose-and-gold and Copenhagen.

The hosiery market was very quiet for a week or two last month following the disturbance concerning Government wants; but at the same time goods on order were wanted as badly as before, the universal question being, "when may shipments of all our goods on order be expected?" The universal answer is an easy guess.

Some buying is going on from day to day—both for spot and future—but in regard to the latter many mills

have sold up as far as they can safely go at present, and in some instances have withdrawn complete lines. This is true of cotton hosiery and wool hosiery also.

Retailers, some of the very wise ones, are taking advantage of time and ordering deliveries of part of their fall goods from the jobbers in connection with their seasonable goods, evidence that they feel it is well to make as sure as they can of getting some of their fall requirements ahead, not knowing what may happen should the Government buy heavyweights in large quantities.—Dry Goods.

It is just as important that the clerk use care in selecting an employer as that the employer use care in selecting clerks.

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

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Priced at \$1 25, \$2 00, \$4.00 and \$8.00 per doz. Also a new and attractive line for men at \$2 25, \$4 50 and \$8 50 per doz.

Be sure and inspect our line before placing orders elsewhere.

Paul Steketee & Sons

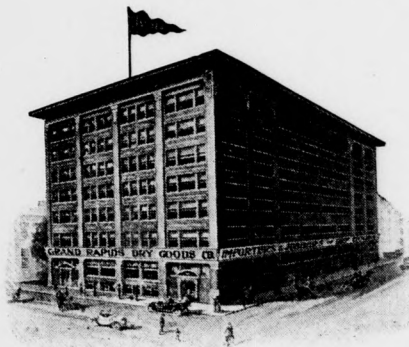
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Grand Rapids, Michigan

Muslin Underwear

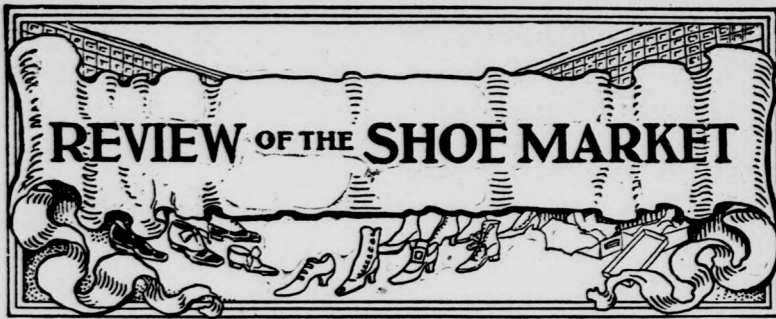
We have a large assortment of dainty and showy styles to retail at popular prices, in the following lines:

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Michigan Retail Shoe Dealers' Association
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Legitimate Uses For Imitation Leather.

Written for the Tradesman.

New impetus has recently been given to the long-continued search for a successful leather substitute. Time and again the claim has been put forth that the hitherto unattainable has been attained, that genius has at last achieved the difficult task; namely, the development of a material rivaling Nature's own handiwork in the tough skins of animals.

Having heard this claim so often, the average shoeman should be pardoned if he appears a bit sceptical. It isn't that the average shoeman is impervious to light much as a piece of patent leather is impervious to air (until the enameled coating begins to crack and peel off and open up air ducts); it is simply that he acquired a sort of defensive show-me attitude, which makes for safe and sane business methods.

Nobody has a right to assume that the development of an artificial leather perfectly adapted to the requirements of the shoe manufacturer lies beyond the realm of the humanly possible. We may assert that men have tried it, and failed; and we may frankly express the gravest of doubts about anybody's succeeding in such an endeavor either in the near, or in the remote, future. But in stating such personal misgivings, we are merely expressing personal opinions—but mere opinions cannot stop the wheels of progress.

To state the situation fairly and conservatively, we may say that progress has been made during the last few years in the development of imitation leather products—more real progress than some of us were prepared to expect. And who can say that the producers of such materials have reached the limit of human ingenuity? To set up any such contention lays one liable to the charge of being prejudiced, and who wants to be charged with prejudice? It's an ugly word, and conveys an unpleasant idea.

The Acid Test.

Articles made of leather are ordinarily made from such material because they are supposed to endure the acid test of hard service.

Particularly is this true of shoes. The fiber must have enormous tensile strength. It must have a certain degree of elasticity. It must admit air and exclude moisture (to a degree, at least). It must provide foot-comfort, while it retains its original shape. And the finished surface must have a

sort of permanency, for with the shoe "looks" constitute a big item. And, above all and within all, the shoe must wear. It must have a bona fide hold-up quality; for in shoes, leather (whether real or imitation) is subjected to the acid test of hard service.

Nature's product—i. e. the skins of animals such as horses, cows, colts, calves and goats—possesses a more nearly ideal combination of these qualities than any other known material.

But even amongst these materials there is considerable variance. The skins of animals are often injured while the animal is still alive. Thus borers bury themselves in the skins of cattle, hides of living cattle are branded (seared with red-hot irons), the skins of colts and horses and cattle lacerated by barbed-wire fencing, and the skins of goats perforated with thorns which remain embedded in the texture, and subsequently come to light only after the skin is tanned, cut into vamps and lasted.

Nature has a marvellous way of developing fiber of enormous strength and durability with which to invest these favorite skin-yielding quadrupeds, but the skins are so often marred in the tanning, preparation or finishing. Sometimes the tanning acids are too strong, or the process is too hurried, or the finishing process goes awry, or the strength of the natural skin is vastly diminished by splitting. (When a hide is split, the intricate bundles of microscopic fibers that run from the flesh to the grain side are severed, and no finishing process that man has yet discovered can gather up and tie together these loose ends so as to produce a lasting surface and solid texture equal to Nature's "process" on the grain side; and the same may be said of the flesh side.

Split leather can be (and is) skilfully coated, and it has perfectly legitimate uses; but at best it is de-natured leather.

How Meet the Test?

The manufacturers of artificial leather are trying to meet the requirements of shoe manufacturers by producing a substitute material that has a strong fibrous body beneath a coating similar to that applied to split leather.

This coating is both a filler and a finisher; i. e. to say it gives both body and the seeming "leatherness" to leather, and at the same time it supplies the outer coating which receives the various finishes that are (or may be) applied.

In the matter of color and finishes, imitation leather can easily lay claim to possibilities equal to and even be-

One of Our Most Consistent Sellers

You Should Carry this Shoe in stock



No. 990—\$3.45



LAST N^o 18

Our Number 990 is one of our most consistent sellers. It is an all leather shoe with genuine Gun Metal calf uppers.

The extra width roomy last makes it a ready fitter and an extremely comfortable shoe to wear.

This Number gives splendid service, wins instant favor in any community and will always be in style.

Sample gladly sent on request.

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

Our New Price List

which includes the latest styles for the Big Easter Trade, is ready to mail.

If you have not received it write for it at once. You will want the right merchandise for your particular customers, and you can satisfy their tastes from the stock in this list.

See this space next week for some of the best sellers.

HIRTH-KRAUSE COMPANY

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Michigan

yond that of genuine leather. And it may also be presumed that the processes through which substitute materials are (or may be) put may render them less subject to moisture and atmospheric conditions than leather is. Even a loosely-woven piece of woolen goods may be processed so as to make a perfectly practical rain coat; is it not conceivable that imitation leather should be so processed as to be practically water proof under vastly more rigorous conditions?

This, in brief, is the line along which they are working—these present-day producers of imitation leather. And yet they do not feel that they have by any means reached the goal. They claim to have a practical leather substitute for certain purposes, for which leather only has been hitherto used. They assert that this imitation material can be used in certain parts of the shoe; but they admit that the time is not yet ripe for the shoe manufacturer to risk his reputation by employing this sort of material in the vamps and tops of his shoes. They do not think they have as yet brought it up to a point where it can fairly meet the acid test.

Imitation Patent Leather.

Excellent imitation patent leathers have already appeared. And some of them look so much like the real thing that they may almost be said to deceive the very elect.

For certain purposes—e. g. infants' soft soles of the less expensive sort—this imitation patent leather is being used with good results.

Patent leather has always been in a class by itself anyhow. Nobody guarantees a patent leather shoe, and it isn't free from objections even aside from the question of indeterminate wear-values; but that isn't exactly what I started out to say. The point I am here making is that patent leather is now being paralleled by a fairly good imitation patent leather product. It is, of course, to be presumed that shoe dealers will be absolutely frank with their trade in telling them the facts in all cases where the imitation rather than the genuine is used. And, inasmuch as patent leather has always been more or less precarious on the score of wear, it is not altogether beyond the range of the possible that this imitation product may be so perfected and refined as to prove a very good substitute for genuine patent leather in the better grade shoes. But that is far from saying we have already reached that point at the present time.

Cid McKay.

Some Phases of the Repair Situation.
Written for the Tradesman.

Owing to the increased cost of new shoes, repair shops throughout the country are doing a good business at present; and the indications are that this condition will prevail for some time to come.

People who used to boast that they never wore a pair of half-soled shoes; that they were stiff and unyielding, ungainly to look at, and so forth, are now coming in and having their shoes half soled.

Even of the younger set of men about town, who are inclined to be a

bit fussy about their dress, and who, under normal conditions, discard a pair of shoes when they incur a skuff or two, or begin to round at the heel, are bringing them in for new top lifts or rubber heels.

Among other classes of repair shop patrons—folks whose income is so limited that they must always skimp and save, stretch their dollars to the limit—some are found bringing in shoes of which even the insoles are worn out. Often the shoe is so thoroughly worn out it taxes the repairer's ingenuity to put any further service in it.

Everywhere the price for repair work of all kinds has had to be advanced pari passu with the increasing cost of materials. In some localities customers complain, but generally a little explanation serves to convince them that such advances are absolutely necessary if the repairer is to continue in business.

Among the new schedules of prices for repair work, that of the Vancouver, British Columbia, shoemakers is the most drastic I have seen. It may be of interest to the readers of the Tradesman to know what the people of Vancouver are now paying for getting their shoes repaired.

Men's full soles and heels, leather	\$3.50
Men's full soles and heels, rubber	2.75
Men's half soles and heels, sewn leather or rubber	1.85
Men's half soles and heels, nailed leather or rubber	1.75
Men's half soles only, sewn	1.35
Men's half soles only, nailed	1.25
Men's heels, leather	.55
Men's heels, rubber	.50
Women's soles and heels, sewn	1.40
Women's soles and heels, rubber	1.50
Women's soles and heels, nailed	1.25
Women's soles only, sewn	1.20
Women's soles only, nailed	1.00
Women's turned soles and heels	2.00
Women's turned soles only	1.75
Women's heels, leather	.35
Women's heels, rubber	.50
Youths' soles and heels, sewn	1.35

These prices went into effect in November and it is said there has been little complaint concerning them.
Cid McKay.

Help for the Hard-of-Hearing.

New York, March 19—A National movement has recently sprung into being which has for its objects "to teach people how to breathe, how to use their vocal chords and how to pronounce distinctly."

Belonging as I do to a class—the hard-of-hearing—which would profit immensely by such a movement, I am writing to commend this organization and to urge the necessity of bringing just these things before the general public. Many of the hard-of-hearing depend entirely upon their eyes—which must read the lips of any speaker—or their owner is cut off entirely from conversation—and could the public be persuaded to pronounce distinctly half their problem would be solved. To those who are only slightly hard-of-hearing clear enunciation would mean hearing without aid, and to those who use instruments, it would be an invaluable asset.

The New York League for the Hard-of-Hearing, 37 West 39th street, hopes soon to publish a leaflet on "How to Talk to the Hard-of-Hearing," in which it will emphasize the need of clear enunciation and distinct pronunciation, and any activities of the organization which you mention would be of great value in bringing this matter before the public. Such activities would not only help in the economic sense, but will be of incomparable value to a class which, in many cases, owes isolation to the careless speech of the average person.

Eunice Hunter Clark.



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

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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.

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We give ample protection and make prompt adjustments in the event of loss by fire.

All losses are adjusted by our Secretary or our Special Agent.

It Is Part of Your Capital



The R. K. L. trademark on your shoes gives you a valuable talking point in making a sale.

There is no room for "ifs" or "buts"—no apologies to make.

We stand behind every sale when you sell a R. K. L. shoe.

They stand the strain.

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.



Federal Reserve Board Dominated by Pro-Germans.

Written for the Tradesman.

It is a phase of human nature for a person to be pleased when a criticism is found to be justified and a prediction fulfilled. Months ago the Michigan Tradesman took the Federal Reserve Board to task for its warning bankers against investing in foreign loans; a warning that was interpreted abroad as a reflection upon the credit of Great Britain at a time that nation was buying hundreds of millions of war supplies in the United States and the money secured on loans was going right back into circulation in the United States through the payment for these supplies. It is, therefore, a satisfaction to find that the Federal Reserve Board has seen its mistake and is now taking a more rational view of the matter. While it does not withdraw its warning of last November, it says enough in a statement just issued to remove the stigma which it undoubtedly attached to foreign securities.

The statement issued by the Federal Reserve Board Nov. 27, 1916, through the medium of the press, was a most surprising and disturbing one regarding the purchase of short term treasury notes issued by the British government. This was, apparently, an attack on the credit of Great Britain. Although the members of the Reserve Board responsible for the issue of the "warning" were particular to say it was not intended to reflect upon the soundness of securities of any country with which the United States was carrying on financial transactions, yet there seemed to be no confusion on the part of the public as to the influences and motives behind the move. To speak plainly, it was due to the corrupting power of German methods recently so strongly emphasized in Mexico, South America and the United States. The British treasury which had arranged for the issuance of the notes through J. P. Morgan & Co., immediately withdrew them. The Reserve Board, finding it had made an unpopular move, undertook to again explain that its warning was intended to protect American banks and not to reflect upon any foreign nation; a very lame explanation, as how could it "protect" American banks without casting a reflection upon the soundness of the securities offered?

This did not mend matters and still another explanation which did not explain was issued. The Federal Reserve Board did not confine itself to warning the banks under its jurisdiction, but extended, through the widespread publicity of the statement, a

warning to private investors. It was the latter who would be most easily influenced by a statement issued by a Board supposedly high in the estimation of the people. It even counseled the private investor to "proceed with great care" in buying war loans, particularly in the case of "unsecured" loans, leaving the mischievous inference that the British short term notes were in the latter class.

As one financial authority of high standing says, "Another statement just issued and intended to remove a misunderstanding of its motives, still lacks the element of frankness."

After striving in various ways to unsay what it never should have said, the Federal Reserve Board finally came to the point. It did so as follows:

"The Board did not, of course, undertake to give advice concerning any particular loan. It desires, however, to make clear that it did not seek to create an unfavorable attitude on the part of the American investors toward desirable foreign securities and to emphasize the point that American funds available for investment may, with advantage to the country's foreign trade and the domestic economic situation, be employed in the purchase of such securities."

In other words, instead of being a risky or perilous thing, the Federal Reserve Board is now convinced investments in foreign securities will be to the advantage of the country. The Board has been forced to virtually admit it made a stupendous blunder and, while the veiled confession is a step toward reparation, it cannot bring back the millions of dollars lost to the United States by cancelled orders which, by virtue of the "warning," were diverted to other countries. But why cry over spilled milk? What the United States could not afford was the stigma of sordiness placed upon it by the pro-German propaganda of one of its official bodies, dominated by alien influence.

There is a rather paradoxical situation in matters financial. In ordinary boom times the percentage of loans to deposits in banks rises normally, yet this is not so now. During the last few months of 1912 when business was driving loans exceeded deposits in the New York banks and the trust companies by 7.62 per cent. and this was approximately the case in the Middle West. This boom exceeds that of 1912, yet the percentage of loans to deposits is 13.87 per cent. lower than it was then, showing a vast accumulation of unused capital. It is explained that this is caused by the wider margin of profits which has

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When funds are given to this company to invest, the investments are made only after the most careful investigation by a SPECIAL INVESTMENT COMMITTEE.

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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.....	\$ 1,724,300.00
Combined Total Deposits	10,168,700.00
Combined Total Resources	13,157,100.00

GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

enabled the industries of the United States to finance their own expansion without calling upon the banks for assistance. This situation is of vital importance as influencing our future because this accumulation of unused capital means that after the war we will be able to supply Europe with both money and materials for its reconstruction. This demonstration of the ability of this country to do this makes a continuance of our own prosperity for some time to come after the war a sure thing. Partial unsettlement of business may be expected from several causes, labor unrest, lack of adequate railroad transportation facilities and other factors, but none of them threaten a permanent damage. Nor is there likely any occurrence that places a serious check on prosperous business in all lines.

It must not, however, for one moment be believed that a check on extravagance is not necessary. Thrift is the very keystone of our arch of prosperity and Americans might as well make up their minds to practice now, rather than to be forced to do so later by no gentle means. They should apply the principle of thrift to their domestic lives, and it is by no means certain that the present high cost of living may not be a blessing in disguise. While there may be some reduction in prices in the growing season, they are likely to be much higher than we think they should be. This will be due to the fact that the population of the towns and cities is growing much faster than that of the agricultural districts.

American women have the capacity to handle this question if they will, just as ably as their sisters in Europe do. We cannot afford our wastefulness and must apply the principles of thrift to our marketing and cooking as well as to the building up of our savings bank accounts. Paul Leake.

Result of an Argument.

A group of workmen were arguing during the dinner hour. A deadlock had been reached, when one of the men on the losing side turned to a mate who had remained silent during the whole debate.

"Ere, Bill," he said, "you're pretty good at argyment. Wot's your opinion?"

"I ain't a-going to say," said Bill. "I thrashed the matter out afore with Dick Grey."

"Ah," said the other, artfully, hoping to entice him into the fray, "and what did you arrive at?"

"Well, evenchally," said Bill, "Dick arrived at the 'orspital, and I arrived at the perlice station!"

What a Cheery "Good Morning" May Mean.

The following letter was received from a man whose son, a student in a Boston musical conservatory, had just passed away to his reward, and it was written by a man whom this son had helped in a very common, yet unusual way.

I am sure that I can tell you something that will put a drop of gladness in your cup of bitter sorrow. Your son was nothing less to me than an earthly saviour. I was alone, homesick, despairing, facing failure and fighting bitter want—a young lad from the country, ashamed to give up and go home beaten, and yet on the point of doing so unless the tide turned instantly. It did turn.

I gave myself just one more day for something to happen. I remember how I came downstairs that morning. I had not slept. I ought not to have eaten any breakfast, for I had no money in hand to pay for it. I might have said, "No man cares for my soul or body either." Your son passed me on the stairs and said "Good morning!" It was not much to say, but the very sound of it put heart into me. I made up my mind for one more try that day to find work somewhere that would bring in a little money. Away in the back of my mind somewhere there was another thought. "I will stay and get another 'Good morning!' from that fellow."

Somehow it did me good. Perhaps you know how he used to say it, and the way it helped a fellow.

That day things came my way—can't say how it happened. Maybe I didn't look quite so down-in-the-mouth as usual. The lump in my throat when I thought of my mother has choked me sometimes. That day I got a job; it was to work evenings, and I had my days for study and practising. Next morning I got another good cordial greeting, and he stopped a minute and chatted on the landing and asked about things. In a week he was running in and out of my room and we went to places.

That's about all there is to tell. He didn't give me any money. He didn't put any work in my way that I know of. To begin with he just looked in my face and said "Good morning!" I've a notion there's a way of saying that that makes a morning good, no matter what kind it started out to be. I've seen a team start to slide back down hill on a steep grade, and I've seen the driver jump out and chuck a little wedge or a stone or something back of the wheels until the horses feet could get a purchase. That's what a good word does sometimes when the grade is too steep. I told him a little about it once or twice, but he couldn't understand. Perhaps you will be able. I've a heart full of things to say to you, but the rest you can imagine. If I was to say anything to him, it would be a verse that haunts me:

"In some brighter clime
Bid me "Good Morning."

If you think no opportunities come your way, make up your mind that the trouble is that you do not watch for them.

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No collection, no charge

We begin where others leave off

We work just as hard on claims of \$1.50 as we do on larger claims

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

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FROM THE OTHER SIDE.

How a Stock Insurance Official Views the Situation.

The following letter was received a day or two ago from the manager of one of the largest board fire insurance companies, who generously offered to permit its publication in the Tradesman in consideration of his name being withheld:

"I note with pleasure and satisfaction that the merchants of Michigan, acting under the inspiring leadership of the Michigan Tradesman, are about to throw off the heavy burden they have so long staggered under in the shape of board fire insurance and propose to create and maintain their own class mutual insurance companies.

"If I were a man of 40, instead of 60 years of age, I would throw myself into the movement with all the vigor I could command, but I have been aligned with the old-line board companies so long that I presume I am destined to die in the harness as an executive officer of one of the largest insurance companies in the country. As a former resident of Michigan, I have taken the Tradesman for more than thirty years, during which time I have watched with increasing interest the growing demand for good insurance at a fair price. I recall with pleasure the effort you made in the days of the Michigan Business Men's Association to secure lower rates for Michigan merchants through the organization of stock companies to be composed of wholesale and retail merchants; I noted especially how you combatted the idea of adopting the assessment plan of fire insurance because of the intangible and unlimited liability it involved; I recall how earnestly you worked to secure the adoption of the Standard form of insurance policy which did so much to simplify the adjustment of losses. For thirty years you have endeavored, by every possible means, to bring about a better understanding and greater co-operation between the insured of your State and the insurance companies; but we who are firmly entrenched in tradition and environment have never met you half way. We have reviled your efforts. We have ridiculed your ideas. We have belittled your influence. We have lied about you. We have held you up to public scorn. You, in turn, have never faltered. You have accepted rebuff and defeat like a stoic. Every time we have thrown you down you have come back stronger and more determined than before. You have stood by the merchants of Michigan and educated them on the subject of insurance until they have become a vital working force through being welded into a compact mass. You are now in a position to carry your aims and objects into effect "without let or hindrance" and I shall be very much surprised if you do not live to see the day when the proportion of mutual and board insurance in your State is two to one, instead of one to two, as is the case at present. When that time comes—and in my opinion it is not far distant—the board companies will wake up to the

idea that they have lost out through high-minded methods when they could have retained their grasp on the insurance business of Michigan by dealing fairly and generously, instead of unfairly and tyrannically.

"Speaking from your standpoint—which is a perfectly logical one—you are making no mistake in leading your subscribers into the field of class mutual fire insurance, because I realize that it is the only way in which the present unfortunate situation in Michigan can be overcome. Mind you, I speak as the manager of an old-line fire insurance company which has millions of surplus and has paid millions of dollars in dividends to its stockholders. I have tried all my life to get my associates to see—as I do—that we have been too greedy and grasping, but my brother officials are so impressed with the power of money and the bulwark of tradition which surrounds them that they cannot see that they are hastening their own downfall by permitting themselves to be undermined by interests which they should conciliate instead of oppress."

Katharine E. Kehoe, dealer in dry goods and notions at Clinton, writes: "Please discontinue sending me the Tradesman, as I am going out of business, so will not need it. Your paper has been a great help to me in my business and I would not think that any one in business could do without it."

Silence is doubly golden when you are unable to think of an answer.

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Without

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9 Million Dollars

3½ Per Cent.

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Largest State and Savings Bank
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Cigar Cigar

DORNBOS
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Overflowing with Quality
Try them.
It will bring you friends
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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.

Invest in THE GEM

IT OWNS ITS OWN FACTORY.

It knows almost to a dollar its profit on a car.

It can show the very best of management.

It gives you an opportunity to boost and build up your home town.

It always has and always will be represented to you exactly as it is.

It is building a guaranteed product and one which has a wonderful future ahead.

It is in a business that will pay enormous dividends in the next few years.

It can satisfy you that it possesses every element of safety that a new company can have.

THESE ARE REASONS WHY YOU SHOULD INVEST IN THE GEM.

Deuel & Sawall, Inc.

Citz. 7645

405-6-7 MURRAY BLDG.

Bell M. 2849

Sparks From the Electric City.

Muskegon, March 19—Muskegon Council held their annual election and banquet Saturday, March 17. The banquet was held at the Occidental Hotel at 5 p. m. and was a grand success. Chris Follrath, who acted as toastmaster, did himself proud. Past Grand Counselor Walter Lawton, of Grand Rapids, Congressman J. C. McLaughlin and Secretary of Chamber of Commerce Hopperstead were the principal speakers. Mr. Lawton spoke on what the order has done. Congressman McLaughlin emphasized the need of patriotism at this time. Mr. Hopperstead spoke on the co-operation of travelers and the Chamber of Commerce for a greater city. After the banquet the members returned to their hall, where the following officers were elected and installed.

- Past Counselor—Milton Steindler.
- Senior Counselor—Jay Lyon.
- Junior Counselor—Chris Follrath.
- Secretary-Treasurer—Harold Foote.
- Conductor—R. Allen.
- Page—S. Lipman.
- Sentinel—Charles Oviatt.
- Chaplain—A. W. Stevenson.
- Delegate to Grand Council—Milton Steindler.
- Alternate—E. C. Welton.
- Floral Committee—Henry Frost, J. Albers, S. Lipman.
- Entertainment Committee—N. E. Lulofs, E. C. Welton, Herman Anderson.
- Executive Committee—J. Albers, John Peters, Frank Anderson, Roy Ashley.
- Railway Committee—A. W. Stevenson, M. H. Steiner, Chris Follrath.
- Scribe—E. P. Monroe.
- Ralph D. Brown was initiated into the order.

R. Allen received the fountain pen for securing the largest number of applications during the year. The G. R. & I. still holds the belt for annulling trains. We waited thirty-six hours for a train at Mackinaw. While the M. C. sent three out during Thursday, the G. R. & I. had none. While at the Soo last week we were told it had been so cold they had to dig holes to let the thermometer run down.

Nick Lulofs says he is going to have a banquet and give the ladies a genuine good time. We're for you, Nick. Go to it!

Fellow travelers, if you know anything of interest, call 6476 and let us know. Mr. business man, if you are making improvements in your store or doing anything you wish published, call us up. Mr. manufacturer, we want to help you, if you are expanding or doing anything of interest. Please do not be stingy but tell us. Mr. public service, if you are changing time tables or improving, please inform us. Mr. private citizen, do you wish to help your city and us? Come across and tell us. We will give you a square deal. We wish to gather every item that will be of interest to all and to assist in the growth of our city. E. P. Monroe.

Some Disadvantages of Prosperity.

Nineteen hundred and seventeen is a most trying year for stockholders in corporations which handle or manufacture goods which have been enhanced in value by the war, because in too many cases officers and employees have assured that the increase in values are due to their efforts in-

stead of causes beyond their control. Instances are not lacking where both officers and employes have made unreasonable and preposterous demands for advances in compensation, solely on the ground that the increased values—which may be swept away in a month by the return of peace—should be distributed among them, instead of being held intact to meet the depreciation which always follows a period of inflation. A leading manufacturer of Grand Rapids, in referring to this condition the other day, remarked:

"My company made \$400,000 'paper profits' during 1916. Before the end of 1917 this may be nearly all dissipated by collapse of the market in our line. I am no more to be credited with this 'paper profit' than I will be responsible for the decline when it comes. A baby could make money as the manager of this business under existing circumstances. To attribute to myself superior business ability, on account of the showing I am able to make to any stockholders under such conditions, would be to write myself down as an ass."

Some Instances of Postal Delays.

A letter mailed by the Worden Grocer Company to the Tradesman 11:30 March 5, went to Chicago by mistake and was delivered to addressee two day later.

A letter mailed by John D. Martin to the Tradesman 2:30 p. m. March 6 reached its destination at 11:30 a. m., March 7.

A letter mailed to Union Sales Co., 9 Oakes St., Friday afternoon was delivered to addressee the Monday following.

A package of copy mailed to Detroit Trade on Friday was delivered the Thursday following.

The mail service in Grand Rapids and elsewhere has not been so uncertain and unreliable for forty years as it is at the present time.

Why should this be so?

How It Ended.

"Ma and pa had a terrible argument last night."

"How did it end?"

"Ma's going to get a new dress and opera cloak."

Office of American Public Utilities Company

Grand Rapids, Michigan

Preferred Stock Dividend No. 19

The Directors of the American Public Utilities Company have declared the regular quarterly dividend of one and one-half per cent on the preferred stock of the company, payable April 2, 1917, to stockholders of record at the close of business March 20, 1917. Transfer books will be reopened March 21, 1917.

KELSEY, BREWER & COMPANY, Operators.

March 17, 1917.

LOGAN & BRYAN
STOCKS, BONDS and GRAIN

Grand Rapids, Office
305 GODFREY BUILDING
Citizens 5235 Bell Main 235

- Members
- New York Stock Exchange
- Boston Stock Exchange
- Chicago Stock Exchange
- New York Cotton Exchange
- New York Coffee Exchange
- New York Produce Exchange
- New Orleans Cotton Exchange
- Chicago Board of Trade
- Minneapolis Chamber of Commerce
- Winnipeg Grain Exchange
- Kansas City Board of Trade

Private wires coast to coast
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TRY US!

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The drawing of your Will is a matter of too great importance in relation to your affairs and to those dependent upon you to be put off from day to day.

It is too important a document to be drawn carelessly. We advise those who desire to name this company as Executor and Trustee to have their wills prepared by a skilful, and trustworthy Attorney.

When this is done please notify our officers, and your will, if you so choose, will be kept in our vault without charge, to be instantly available when wanted.

Ask for booklet on
"Descent and Distribution of Property"
and Blank Form of Will

GRAND RAPIDS TRUST COMPANY

MANAGED BY MEN YOU KNOW
OTTAWA AT FOUNTAIN. BOTH PHONES 4391

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Manufacturer of

Bank, Library, Office and Public Building Furniture
Cabinet Work, High Grade Trim, Store Furniture
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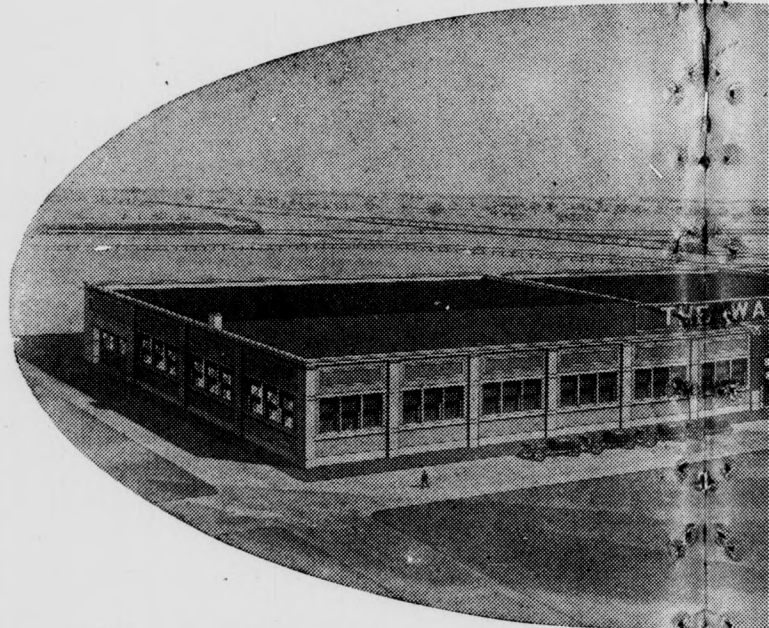
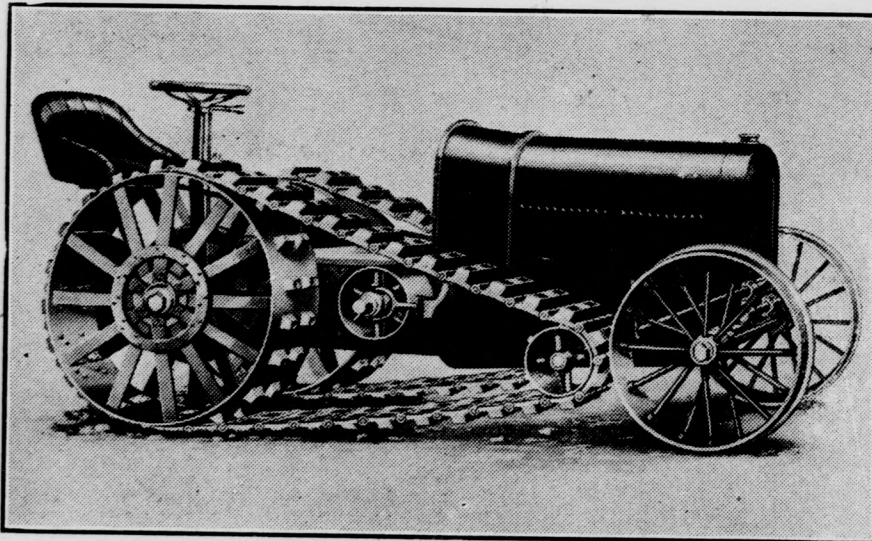
Taken from Free Press Editorial March 3rd, 1917.

REPLACING MAN POWER

An automobile show at Kansas City last month included as a sort of "side show" an exhibit of farm tractors. So great was the number of models on hand that a huge circus tent was erected to house them and the farmers overflowed it.

This indicates the interest farmers are taking in the gasoline tractor. The gasoline engine has proven its usefulness "around the place;" farmers are anticipating the development of its peripatetic powers. Some of them are asking why, if a British "tank" can climb a low stone wall or ram a tree or a house and then over-ride its debris, a machine suited to the simpler arts of peace can not be devised.

The fact is Western farmers are desperate. There is a shortage of farm help; there is even a shortage of horses. Their acreage is greater than that of Eastern farmers, and everybody knows how the impossibility of getting labor is hampering farm operations with us. The agricultural hope in many eyes lies in the farm tractor. The problem of feeding the world seems to rest with some weight on the United States; the tractor will help considerably in the business.



We own our 22 acres of ground and the above plant at Wayne, Mich. (Central (N. Y. C. lines) and the Pere Marquette R. R.

Don't delay, this subscription is small and timely. It is on our stock nor do we offer any BONUS. WE GIVE

The TRACTOR INDUSTRY is generally conceded to be the most important industry which has reached such great proportions. The very fact that such a large amount of capital has been poured into this large capital to the development of a tractor shows the "HAND" of the "HEAVEN" of this country.

THE WAYNE TRACTOR COMPANY has simply gotten a step ahead of the country who are trying to develop and build up a tractor business, and is ready for the turning out of its goods.

The capital required for this enterprise has not all been subscribed. The company has a modest capitalization of only \$300,000, and which is a Michigan corporation. It is now ready to put its stock before you for subscription.

This stock is offered at par, \$100 per share. Allotments of this stock will be made as soon as possible. We predict a large over subscription of same. Your immediate action will result in a large and anticipated successful company.

Full details and description of the WAYNE TRACTOR we will gladly send you on request.

The management of this company is thoroughly competent, its office is in Wayne, Mich. Its record in such factories as the Buick, Packard, Chalmers, Hupp and others is well known.

Prospectus and Full Information Sent on Request

FISCAL AGENTS
FEYS & WEST
Investment Securities

Suite 308, Congress Bldg.

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Detroit, Michigan

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Ad

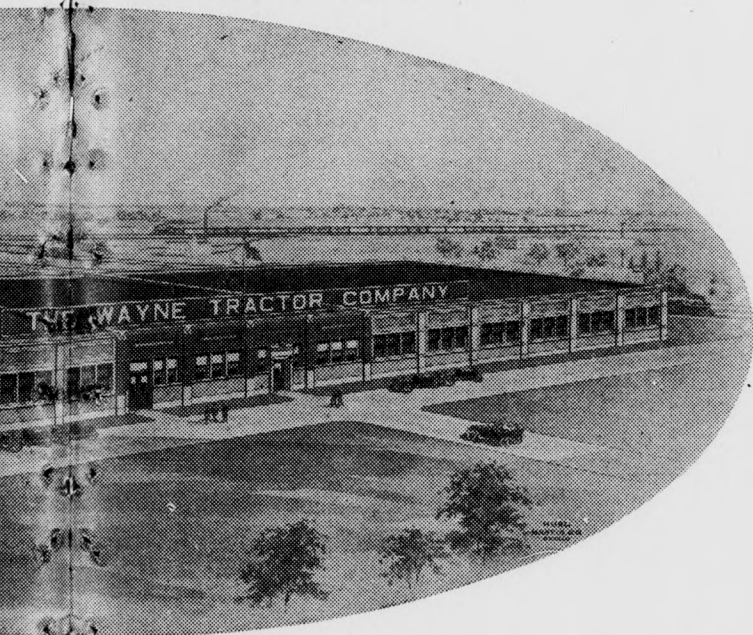
Tractor Company

WAYNE, MICH.

3,000 Shares---Par \$100.00

No bonds, funded indebtedness, or preferred stock.
All common fully paid and non-assessable.

Your opportunity to invest where profits must grow.



the plant at Wayne, Michigan, at the junction of the Michigan R.R.

all and time is limited. We do not offer a CUT PRICE WE GIVE YOU VALUE

is expected to be the next industry to rival the automobile business which has been made famous by a manufacturer as Henry Ford has turned his attention and the "HAND-WRITING ON THE WALL" of the future large industry

has gotten a step in advance of MR. FORD AND OTHERS throughout the tractor business, by having its tractor perfected and its factory secured

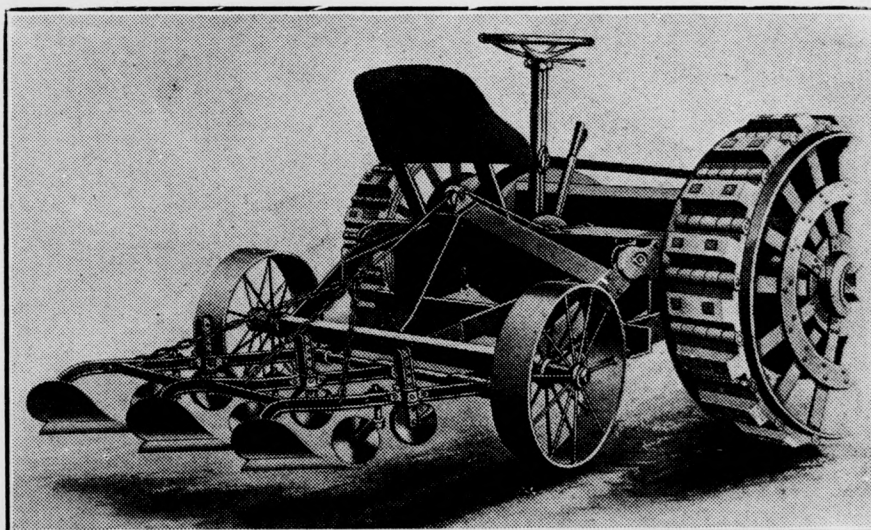
has been subscribed, and you are invited to join in this new company which is a Michigan Corporation and has complied with all the laws enabling

payments of this stock will be made according to priority of orders, and we believe that immediate action will be necessary to secure an interest in this very inviting

OR we will gladly furnish upon application.

competent, its officers and department managers being men of successful experience in Hupp and other well-known companies.

1. Small capitalization means large dividends.
2. Incorporated under the Laws of the State of Michigan, means it is legitimate.
3. We own our plant and 22 acres of ground at Wayne, which means security of money.
4. We have men of long experience at our head, which means we know our business.
5. We have a field that covers the entire world and which we can not supply for years to come. This means abundant sales.
6. We have a tractor that we are willing to market, which means we have passed the experimental stage.
7. All in all means success.



request

Feys & West, 308 Congress Bldg.,
Detroit, Mich.

Please send me full particulars in reference to Wayne Tractor Co. common stock, and oblige.

Name

Address

Michigan



Michigan Poultry, Butter and Egg Association.

President—J. W. Lyons, Jackson.
Vice-President—Patrick Hurley, Detroit.

Secretary and Treasurer—D. A. Bentley, Saginaw.

Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

Meeting of Butter, Eggs and Poultry Men.

At the annual convention of the Michigan Butter, Egg and Poultry Shippers' Association, W. T. Seibels, business manager of the National Poultry, Butter and Egg Association was the first speaker. His subject was "Possibilities and Probabilities in Our Industry." He mentioned a number of possibilities and some probabilities and said the poultry and egg industry was a big one, estimated by the Government some years ago at \$880,000,000 and one of the probabilities was in railroad claims as the inspection rules must be changed.

He announced that a conference had been called for March 26 at New York to devise means to vigorously attack the inspection rules and the 5 per cent. exemption rule. But it should be remembered, he said, that it was up to the packers of eggs to put them up properly and the Association should join hands with the packers toward that end. If the eggs were properly packed, the carriers were largely responsible. The National Association intended to stick to the subject because it was right and it was very probable that more equitable legislation would be had.

The universal sentiment against stamping storage eggs, he said, was due to the newspaper reports which were silly and sometimes worse than malicious. It was a serious condition and something should be done. He had no pet theory or remedy but thought continued effort must be made against these repeated attacks. Any little item which could be put in the newspapers would help and he thought the Office of Markets of the Federal Government might get out a weekly or monthly letter containing facts, which the newspapers would publish whereas they would not publish anything from an individual firm or corporation. Membership in the National Association was urged.

F. J. Schaffer spoke on "Eggs from a Receiver's Standpoint." He said on account of new business enterprises 160,000 new people would move to Detroit this year and it would make an increased demand for eggs. Detroit, was becoming a quality-market and less and less second hand cases and poor fillers were being used as shippers were finding out it was profitable to use new cases and ship high grade eggs. White eggs were having more call and were now bringing 3@5c premium. His egg rooms threw out all old fillers, put them in bales and sold for \$15 a ton. Transportation troubles were spoken of

and shipments from comparatively short distances he said, were so often on the road three to four weeks that shippers had to resort to the express companies. He thought the location of a Federal inspection in Detroit had been a factor in improving the quality.

David Klein, of the Illinois Dairy and Food Department, told how his State had handled the rotten egg situation. The department found that the great number of rots received in Chicago were nearly all going into consumption.

Farmers are getting 10 to 15 per cent. more eggs from their hens than in 1900, they having learned how to get more eggs per hen.

Number of hens increasing more rapidly than the population and number of meat animals decreasing as population increases.

Meat products especially cheap previous to 1873 and exports large but since then costing more. Dairy cows about holding their own.

Labor gradually becoming cheaper as population increases (this year an abnormal year.)

One man can take care of 1,000 hens producing \$2,000 worth of eggs or ten cows producing \$850 to \$900 worth of food. Poultry production therefore increasing. Japan, India, and China countries where poultry production has crowded out other meat products.

In seven large cities in the U. S. population increased 78 per cent. and the receipts of eggs for same period 183 per cent. showing how eggs are being substituted for meat products.

Egg prices rise more rapidly than most other products as production increases.

Grain being used as a substitute for meat products and as with egg prices rising more rapidly as production increases.

Present abnormal high prices only temporary and caused by the war.

C. J. Chandler, of Detroit, conducted what was called a "conference." A number of questions had been framed to draw out opinions and a most lively discussion resulted.

The first question was "are more or less hens in the country than last year?" Opinions varied widely but ranged mainly from 10 to 50 per cent. less. The answers developed that there was an unusually heavy demand for poultry feed. Also that in Texas the tendency was to produce more poultry and less eggs.

The second question "If less hens in country will production of April and May eggs be less?" was answered by one as less eggs and by another as more on account of the severe winter and hens not laying. Another said grain so high hens not properly nourished and would not lay.

Another question brought out that more eggs are stored at high than at low prices. More consumed at low prices and when prices are low

G O L D B O N D

P R I Z E

PACKED IN
CASES

BROOMS

Manuf'd by
**AMSTERDAM
BROOM CO.
AMSTERDAM, N. Y.**

P R I Z E

G O L D B O N D

H. WEIDEN & SONS
Dealers in
**Hides, Pelts, Tallow, Furs
and Wool**
108 Michigan, N. W. Grand Rapids, Michigan

Rea & Witzig

**PRODUCE
COMMISSION
MERCHANTS**

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

Established 1873

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

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

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

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

Watson-Higgins Milling Co.

Merchant Millers

Grand Rapids, Michigan

Owned by Merchants

Products Sold Only
by Merchants

Brands Recommended
by Merchants

Creamnut
BREAD

A New Loaf

FROM THE

"Airlight" Bakery

Different From Ordinary Bread

This wonderful bread from Western Michigan's greatest bakeshop will make a new bread meaning for the retail grocer who is particular.

Sell Creamnut Products and your bread department will grow. Send for particulars.

Grand Rapids Bread Company

Prescott St and South Ionia Ave.

Grand Rapids

We Are in the Market
Daily to Buy **BEANS**

White Beans, Red Kidney Beans, Brown Swedish Beans
Also CLOVER SEED

Write or call

Both Phones 1217

MOSELEY BROTHERS

Grand Rapids, Mich.

The Vinkemulder Company

Jobbers and Shippers of
Everything in

Fruits and Produce

Grand Rapids, Mich.

EGGS WE BUY WE STORE WE SELL EGGS

Make us your shipments when you have fresh quality Eggs, Dairy Butter or Packing Stock—always in the market, quick returns. We sell Egg Cases and Egg Case material. If not receiving our weekly quotations write us.

KENT STORAGE CO.

GRAND RAPIDS, MICHIGAN

it is because operators are afraid to store.

If the European war ended this summer it was thought very high prices would prevail, not only on eggs but on everything in the food line.

It was agreed there should be no time limit on storing eggs. Quality alone should be considered.

Also agreed that the man who had no trade took most of the risk in storing eggs.

The questions then drifted to quality and improving it and there was long discussion.

The chairman appointed Frank Johnson, of Detroit, John Ruff, of Port Huron and Harry Williams, of Howell a Legislative Committee to oppose House Bill 221, as it would impose a hardship on the poor and increase prices to the consumer.

Officers were re-elected as follows: President, J. W. Lyons, Jackson, Vice-President, M. Hurley, Detroit; Secretary-Treasurer, D. A. Bentley, Saginaw. Executive Committee—Frank Jackson, Detroit; H. L. Williams, Powell and C. J. Chandler, Detroit.

In the evening the usual banquet was held at the Hotel Statler.

Graft Over Trading Stamp Bills in Arkansas.

The fight in Arkansas over the trading stamp and anti-coupon legislation has grown so hot that two members of the Legislature of that State have been charged with having accepted bribes from the trading stamp interests and criminal proceedings have started, while the Arkansas Senate expelled both by a vote of 25 to 8.

Senators Ivison C. Burgess, of Russellville, and Samuel C. Sims, of Hazen, are the men charged with soliciting and accepting bribes to kill the anti-trading stamp and coupon bills now pending, it being alleged that the two accepted \$2,000 from a supposed agent of the trading stamp people by the name of McGarvey in return for the original copy of one of the bills, but who turned out to be a detective from the W. J. Burns Detective Agency.

The two men were arrested on orders from Prosecuting Attorney M. E. Dunaway, after they had been trailed all day by detectives, who allege they saw the money pass into their hands in exchange for the bill. McGarvey, at the time of the arrest, was charged with offering the bribes and was arrested in company with the Senators.

The trading stamp bills were both introduced in the Senate by Burgess. Senator Sims is chairman of the committee on public service corporations, to which both bills were referred for recommendation as to whether they should pass.

Traverse City Preparing For Business Boom.

Traverse City, March 19—I have had occasion to look over the last two copies of the Tradesman and I am sorry to report that, while I have found columns of news concerning business activities in every important city of Michigan, I have not found a line on Traverse City. Please permit me to tell you what Traverse City is doing.

First, Traverse City has built up her Chamber of Commerce until she has one of the liveliest commercial organizations in the State.

Second, Traverse City has just launched a city beautiful campaign, the object of which is to systematically clean up the streets, alleys and

private premises of the city. Every ward has been organized, with leaders, and the respective localities will vie with each other for the best results.

Third, Traverse City is co-operating with Grand Rapids in the organization of a tourist bureau, the general idea being to arrange more entertainment and more inducements for the summer tourists, and, in short, to draw the crowds to Northwestern Michigan.

Fourth, Traverse City is going after a large summer hotel to handle the tourist business.

Fifth, Traverse City is on a still hunt for new industries and is now about ready to announce a big "catch."

Sixth, Traverse City is going to capitalize its winter advantages and make the city one for winter tourists as well as summer tourists.

Traverse City is not asleep. It is going to be Traverse City's greatest year. Austin C. Batdorff.

Another Enforced Advance on Johnson's Five Cent Brands.

Grand Rapids, March 19—To the Trade: Owing to the present cost of production, of which condition you are, no doubt, aware, we are obliged to advance our prices on our 5 cent cigars, and on and after even date the following prices will go into effect:

- El Portana.
- Dutch Masters 5c.
- S. C. W.
- Gee Jay.
- Johnson's Straight.

In quantities of less than 300, \$35 per M.

In quantities of 300 assorted, \$35 per M. less 3 per cent.

In quantities of 2,500 assorted, \$33 per M.

Terms: sixty days net, 2 per cent. ten days.

We trust you will appreciate the fact that we would not have advanced our prices had it not been absolutely necessary.

G. J. Johnson Cigar Co.

Fooling the Doctor.

Convict 1103—The doc told me if I did not quit smoking I'd croak within two years.

Convict 1104—Going to quit?

Convict 1103—Nope; the joke's on the doc; I'm going to be hanged next month.

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.

TAKING INVENTORY

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

Use Half as Much
Champion Motor Oil
as of other Oil
GRAND RAPIDS OIL CO.



WILSON & CO.

Wholesale Buyers of
Eggs, Poultry and Butter

We always pay top prices
Get our prices before selling
Grand Rapids :: Michigan

Packing Stock Butter Wanted

Always in the market
Write us for prices
Will mail you a price card weekly on application

H. N. RANDALL,
Tekonsha and 382 East Main St.,
Battle Creek, Mich.



Don't Despise the Drinking Man—Help Him

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, 733-35 Ottawa Ave., N. W., Grand Rapids, Mich.

WM. D. BATT

HIDES, WOOL,
FURS AND TALLOW
28-30 LOUIS ST.
GRAND RAPIDS MICHIGAN

Dandelion Vegetable Butter Color

A perfectly Pure Vegetable Butter Color and one that complies with the pure food laws of every State and of the United States.
Manufactured by Wells & Richardson Co. Burlington, Vt.



**ELI CROSS
Grower of Flowers**

And Potted Plants
WHOLESALE AND RETAIL
150 Monroe Ave. Grand Rapids

Mr. Flour Merchant:

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

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

Purity Patent Flour

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

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

Bread is the Best Food

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.

Sell Bread Made With
FLEISCHMANN'S YEAST

At Your Finger's Tip

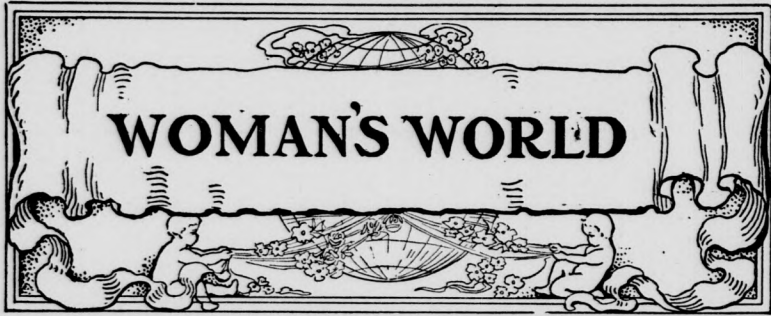
15,743 Telephones in our Grand Rapids Exchange.
Automatically Efficient, Practically Instantaneous Service.

Long Distance Connection with 240,000
Telephones in Michigan

95,000 Telephones in Detroit



Citizens Telephone Company



The Exacting Tribunal of One's Own Family.

Written for the Tradesman.

Most of us aim to be good citizens. We abide by all the statutes that we know of, thus managing as a usual thing to keep out of the law courts. But this general right conduct does not let us off from being haled frequently before a most severe tribunal—a bar from which none are allowed to turn away acquitted of the charges brought against them. This relentless seat of judgment is the tribunal of one's own family.

I have been started on this line of thought by being compelled to listen—unwillingly and certainly not for the first time—to Clarice Smith's condemnation of her mother. Condemnation is a strong word to use in this connection, yet no weaker term would express the depth and intensity of the daughter's disapproval.

This condemnation is all the more to be wondered at when you consider that Mrs. Clinton Smith, Clarice's mother, is as exemplary a person as you can find anywhere. No one except her own daughter speaks a word of criticism regarding her. Even the boy who does odd jobs around the Smith home and the maid who works in the kitchen sing Mrs. Smith's praises, and are never tired of telling of her unfailing consideration.

She is a woman who does her every duty as she sees it, and lives up to her light. While hoping that she will still be with us for many, many years, it may be said that she is one regarding whom an old-fashioned obituary would be not conventional eulogy but the literal truth. She is a most devoted and affectionate wife, a self-sacrificing mother, a faithful member of her church, a sincere and warm-hearted friend, a kind neighbor—a good, honest soul, dependable in every relation in life.

And yet this same exemplary woman is under the constant condemnation of her only daughter. For what, do you ask? For her mental limitations. Clarice is intellectual. No theme is too abstract, no problem too difficult for her brain. She has given much attention to civics and sociology, is thoroughly informed on all the great moral and intellectual movements of the times, and is a remarkably bright young woman.

While her mother—well, Mrs. Smith is just one of these good dull people whose thinking seems to be almost wholly mechanical. She never had a real idea in her life. Of course, her educational opportunities were very meager. As we say, she didn't have much chance when she was

young. But she didn't have the brains if she had had the chance. With all the advantages in the world, she never could have risen above the commonplace.

The narrow bounds of her mother's intellectual horizon are a constant distress to Clarice. "Just her little cramped creed of extreme orthodoxy for a religious belief," sniffs the daughter. "When mother reads it is just the local news or housekeeping hints or some simple story—she is pleased with almost any little tale provided only that it comes out right. Usually she would rather do fancy-work than read at all. The war in Europe—she doesn't grasp it in the least. She would be moved to tears by seeing a street brawl, but regarding the great conflict over there, she seems to be concerned only because it has increased the cost of living and has made it almost impossible to obtain a certain kind of crochet thread to which she is partial."

Thus does Clarice run on about "poor mother." And "poor mother," while she does not clearly understand what is the trouble, does feel very keenly that she is all the time being weighed in a balance of Clarice's devising and found sadly wanting. It is hard to find by what logic this daughter can blame her mother for being the simple-hearted creature that she is. If anyone is just what Nature planned, Mrs. Smith is that person. But have you never noticed that most are a little timid about holding the Great Cause responsible for what doesn't suit, preferring rather to place culpability on some weak and helpless human being. So at Clarice's tribunal, Mrs. Smith stands condemned for—to use the terse phraseology of the day—not being a highbrow.

At these family tribunals, persons are tried on a great variety of accusations. Here are just a few examples:

- For leaving things out of place.
 - For being too painfully orderly and neat.
 - For not being religious.
 - For embracing some peculiar and unconventional belief.
 - For one's selection of clothes.
 - For one's taste or lack of taste in the choice of neckties.
 - For the way of doing the hair.
 - For being tardy at meals.
 - For errors in grammar and pronunciation.
 - For using slang.
 - For being too correct and precise in speech.
 - For being free-hearted.
 - For being stingy.
 - For being indolent.
 - For being a slave to work.
- I know one woman who seemed to

For FLOORS Use Unilaterite Mastic

A plastic top coat for old or new floors. Troweled on in a seamless sheet. Better than linoleum. Ask for sample.

FRANK L. DYKEMA & CO.
201 Shepard Bldg. Grand Rapids, Michigan



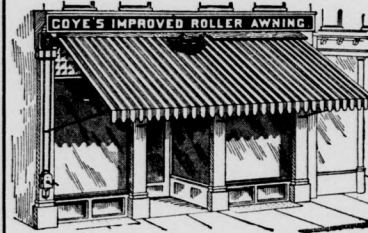
The Genuine MAPLEINE

Gives satisfaction to all who use it

Order of your jobber or
Louis Hilfer Co
1503 Peoples Life Bldg.
Chicago, Ill.

CRESCENT MFG. CO.
Seattle, Wash.

AWNINGS



Chain or Cog Gear Roller
Pull up Store and Window
Plain or Decorated

CHAS. A. COYE, Inc.
GRAND RAPIDS, MICH.

Grand Rapids Store Fixture Co., Inc.

The Place, 7 Ionia Ave., N. W.

BUY AND SELL
Used Store and Office Fixtures



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



Registered,
U. S. Pat. Off.

Have been built up by years of fair dealing, of honest manufacturing, an unwavering policy of maintaining the high quality of the goods and by extensive and persistent advertising.

This means for the grocer a steady and increasing demand from satisfied customers, in the long run by far the most profitable trade.

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

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

White House Coffee 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.

regard it as unpardonable in her husband that he fell ill, and at a time when sickness was especially inconvenient. The story of the three sisters who blamed their brother's wife for "dying on a Monday," is applicable here.

The strange thing about these family tribunals is that the culprit often receives severe censure for offenses that would be made nothing of in estimating the character or conduct of anyone not a housemate or a near relative. If Mrs. Smith were not her own mother, Clarice would be ready to see, not her shortcomings, but instead, her many excellent traits.

There is a reason for this seeming inconsistency. So long as a neighbor or a friend is honest and upright and a good person in the community, it makes little difference to us that he or she may snore when asleep, or say "ain't" and "I have saw." We have great charity for the unimportant shortcomings of outsiders.

But in the close association of family life, small idiosyncrasies and trifling failings, seen at short range, look large. Annoying traits in those who are nearest to us get on our nerves. It is the little foxes that spoil the vines. So true is this, so true is it also that the expressed disapproval of the home folks exerts a wholesome influence of restraint on foolish and disagreeable peculiarities, that it hardly would answer to dispense altogether with these fireside tribunals. But they should be conducted along improved lines.

In the first place it is wholly unfair to do as Clarice Smith is doing with her mother, holding a person to blame for not being someone else—for not being an altogether different person from what he or she possibly can be. Some ills can not be remedied—they must be borne. Because her mother can not rise to Clarice's intellectual heights is no excuse for making that mother feel that she is held in contempt.

As to those shortcomings that can be reformed, or at least modified, there is much injustice in regard to these also. In many households some one member is the self-appointed censor and critic of all the rest. It may be a fault-finding husband, it may be an ultrafastidious wife, it may be a grown son or a grown daughter who assumes superiority. These censors and critics always are unconscious of the fact that they themselves stand sadly in need of having their own faults toned down. A young wife often starts in to break her husband of this or that, little dreaming that she has imperfections that may be vexing to him.

So be neither always the culprit nor always the judge, but turn about. However, any spirit of spiteful re-

crimination must be avoided. Remember that tact, kindness, fair play, a happy medium between undue leniency and undue severity, and a genuine desire to improve oneself and to improve the others also, are what will effect benefit.

The tribunal of the fireside should not hold uninterrupted session. Sometimes we should try to drop the minute and critical inspection and get a truer perspective of those of our own household. A little journey away may act as a corrective of the vision. Occasionally it is well to ask oneself, Am I giving to this man who is my father or my brother or my husband, or to this woman who is my mother or my sister or my wife, the same fair and unbiased judgment, the same appreciation of merit, the same broad tolerance of defects, that I accord to those not bound to me by the closest ties? Often go farther than this and look at the home folks only with the eyes of affection, their virtues magnified and their faults and foibles for the time being forgotten.

Quillo.

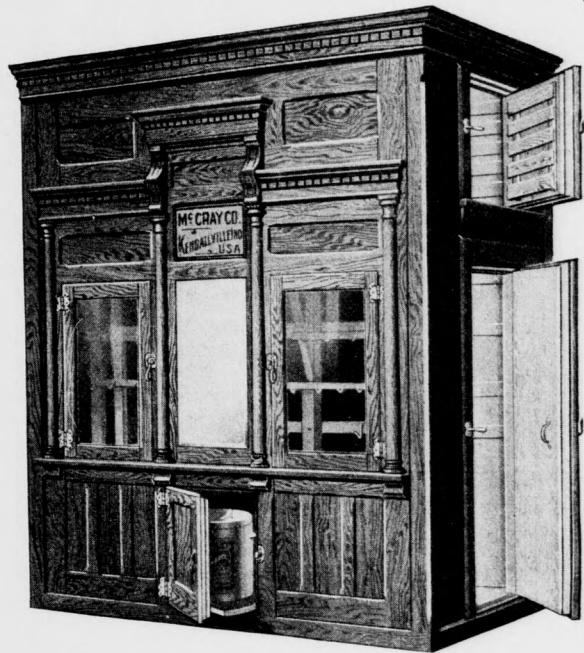
Chronic Kicker Comes To Town.

Mears, March 14—Too late to register a kick for this week's issue of your paper. I am writing to ease your mind in regard to the picture and rug, and also to again thank you for the auto ride given to daughter and I. That was thoroughly delightful, except that one jar. I didn't know until after leaving you that my daughter had hit the roof and jarred her neck. I spent the evening in doctoring her up.

Notwithstanding your fears, I did not purchase either the picture or rug. To avoid the temptation I left at 7 a. m. Monday before I had the opportunity. Although the painting would go very well with my others, I had made a resolution not to spend more than \$14,500 on one painting until business picked up a little, and you know they ask \$15,000 for Tanis. It's worth it, though, as I couldn't do much better myself if I took lots of care in painting. Now the joke is on me, as I expected to buy the rug simply as a memento of the trip but in counting up my cash and figuring on my fare home, I found I was short \$735. If it had been on sale at one of those "Dollar down, and dollar when you catch him" places, I could have "put it over." Sunday I had the pleasure of meeting an old acquaintance, accompanied by his wife. As usual the Mrs. evinced much surprise when introduced to the Chronic Kicker. I don't know why every one seems to get a shock when first they get wise to me. Is it my homely mug or the effect of reading the results of my erratic and eccentric manipulation on the typewriter that get by your censor and appear among sensible reading matter?

I ran across that Dutchman, Murphy, who is a Grand Rapids advertising agent. I know he must be Dutch by his name, but I missed finding the Honest Grocerman, which I very much regret. In meeting Murphy the pleasure was his. Had I met the Honest Grocerman it would have been mine.

Chronic Kicker.



Make Your Meat Department Pay You Profits

One of your big problems is to make your meat department pay you profits. This is due to the fact that all of the goods handled in that department are of a perishable nature, and, therefore, there is a continuous loss because of waste and spoilage.

You can stop this spoilage and turn loss into profit by installing

MCCRAY SANITARY REFRIGERATORS

Their construction provides for a rapid circulation of cold dry air throughout every compartment so that they will keep your meats in prime and salable condition.

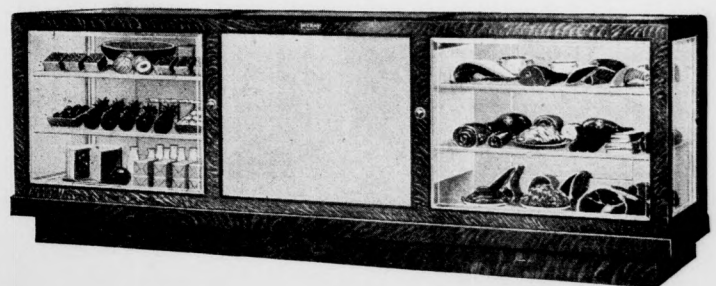
McCray coolers and display cases will save enough within a short time to pay for themselves. They are used in the best and most successful grocery stores and markets in the country.

We shall be glad to have our representative call and make suggestions on what you require in the way of refrigerators. We have a complete line of stock size refrigerators, coolers and display cases and build them to order to meet any requirement.

Write To-day for Catalog and "Easy Payment Plan"

- No. 70 for Grocers.
- No. 62 for Meat Markets and Delicatessens.
- No. 92 for Residences.
- No. 51 for Hotels and Institutions.

McCRAY REFRIGERATOR CO.
 744 Lake Street
 Detroit Salesroom 239 Michigan Ave.
 Agencies in All Principal Cities



TANGLEFOOT
THE SANITARY FLY DESTROYER
NON-POISONOUS
 Our TANGLEFOOT Handy Package, 5 Double Sheets, Retails for 10c. Saves Labor and Expense of Wrapping.



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.

Taking Advantage of the Housecleaning Season.

Written for the Tradesman.

Spring housecleaning is more than a mere annual diversion which drives the men-folk outdoors. It is a symptom of the mental unrest that comes at this time of the year to everyone.

That mental unrest indicates an opportunity for the merchant to push for new business. At the housecleaning season, if ever, women generally will be found thinking on new lines. If the hardware dealer has any innovations to offer, they are bound to be interested. And in connection with the spring clean up, the mood of the average American housewife is distinctly receptive to new ideas.

The hardware dealer is, of course, intent upon getting his share of the housecleaning trade, and, if possible, a good part of the other fellow's share. If energy and enterprise will secure him this, he does not mean to fall behind in the race for trade.

But, more than the immediate returns, he is interested also in the prospects of securing future business.

Hence, every immediate sale should be made, if possible, a stepping stone to more sales. And the immediate occasion, the housecleaning season, can be made a big advertisement for the store.

If the merchant has the goods, and advertises them in the ordinary way, he will make sales. That is axiomatic. But if he links up with his every day goods some feature of more than passing interest, the result from a business standpoint is pretty sure to be ever so much better.

Thus, one small town merchant featured in the housecleaning season last year a vacuum cleaner demonstration. The display window was carpeted, the carpet was covered with dust and finely torn paper, and the vacuum cleaner was demonstrated every afternoon right before the eyes of a crowd of passers-by. "Come inside and see this at close range. We'll explain how it works," read one of the show cards in the window. Individual prospects received mail invitations to witness the demonstration. Telephone invitations were sent in some cases.

The people who went inside the store saw, not merely the vacuum cleaner itself in action, but a most comprehensive stock of household goods and housecleaning lines on display. Everything was ticketed with the price, show cards were used, and

polite clerks were on hand to give information and make sales. There was no advertised special sale; the demonstration was simply used to bring the people to the store.

Another merchant went several steps further than this. What he featured was a "Death to Drudgery Demonstration." In my personal opinion a "Down With Drudgery Demonstration" would have been a better alternative title; although this man's demonstration was certainly a puller. In this instance there was no window display demonstration at all; the demonstration was conducted at the back of the store. But from the front window, show cards pointed the way clear through the store to the "Death to Drudgery Demonstration." It was impossible to miss it. There was a pointing finger at every turn, showing the way. And the customer, going to the demonstration, passed some of the finest displays of household lines he or she ever saw.

The demonstration included a variety of household lines. There was the inevitable vacuum cleaner. Also, a washing machine was demonstrated. Electric cooking and heating devices were demonstrated. Coal oil stoves were demonstrated. Electric and gas irons were demonstrated. Aluminum ware was demonstrated. Not all simultaneously but two capable clerks were continuously at work. A timetable was given, listing the demonstrations, about ten or fifteen minutes apart. All through the afternoon, and for six afternoons in the week, the programme was kept up. The two clerks were well coached; and, between them, they went through the entire demonstration programme in an hour; and then it would be repeated for the benefit of late comers.

In another store a demonstration week was held, with four or five demonstrations going on simultaneously. In this case a range demonstration and an interior-finish demonstration were items included in the programme.

It is not enough, however, to merely demonstrate. The demonstration is the advertised attraction, designed to bring the customer to the store; it is up to the salespeople to see that the goods are put across the counters. Hence, the customer who asks questions and shows interest must be immediately followed up and the sale clinched. No demonstration is a success unless it brings business. Get the sales—even if getting them necessitates a pause in the demonstration. To the end that sales may be got, it is often a good policy, where regular demonstrators cannot be secured, to have this work done by women out-

WANT

Any kind of OLD LEAD.
 State what you have and quantity you could ship.
 Van Dervoort Hardware Co., Lansing, Mich.

Signs of the Times Are Electric Signs

Progressive merchants and manufacturers now realize the value of Electric Advertising.
 We furnish you with sketches, prices and operating cost for the asking.

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Nothing as Durable
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 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

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

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"Quality" Paint Manufacturers
 The Prompt Shippers
 Get Our Dealers Proposition
 BIG RAPIDS, MICHIGAN



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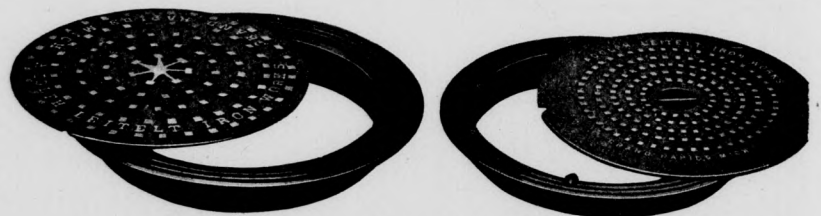
And Garden Tools

"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
 Grand Rapids Michigan



Sidewalk Coal Hole Covers
 Cistern and Vault Covers
 Boiler Arch Clean-Out Doors and Frames
 Sidewalk and Vault Light Glass

Always in Stock. Dealers write for prices and discounts.

Adolph Leitelt Iron Works

213 Erie Street

Grand Rapids, Michigan

Foster, Stevens & Co.

Wholesale Hardware



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

Grand Rapids, Mich.

side the regular store staff, in order that the salespeople may be perfectly free to take up the actual selling as opportunity presents itself. One hardware dealer tells me his wife is a better demonstrator than the imported kind. Often it is possible to find a clever housekeeper right in your own town who will take up this work for a week and who, with a little coaching, will make a great success of it. To have a good demonstration, it isn't at all necessary to wait for the professional demonstrators.

It is a good policy, in any event, to drive home the salient thought, of the importance to modern housekeeping and housecleaning of labor saving devices. Get the women to thinking steadily along these lines and it will be immensely easier to make sales. One merchant I know of makes a practice of addressing the Women's Institutes. He gives a good, practical talk on labor saving devices on the farm, and being a fluent, clever speaker draws a vivid, inspiring picture of modern possibilities along this line. His talk never refers to his own business, nor does he specifically solicit orders; but he does tell of homes in the immediate vicinity where such devices are in use. He is getting hundreds of women to thinking of pumping by gasoline engine, mechanical milkers, washing machines and a host of other things—and if the whole hardware trade shares in the ultimate benefit, nevertheless the individual merchant will profit directly by his really unselfish crusade.

So, too, the merchant at house-

cleaning time should impress on his customers, not merely the desirability of possessing the particular article he is selling, but the attractiveness of a home completely equipped with labor saving devices. Many women, cautiously, look too long and too hard at the incidental outlay; drive home to them the fact that modern equipment saves looks and health and time.

Of course some people will say: "I can't afford all these things, but when I can, I'll buy them right off." That's needless postponement. It is for the merchant to say: "The great thing to do is to make a start and add systematically to your equipment. You've got housecleaning on your hands: buy a vacuum cleaner now, and then a washing machine, and keep on until you have everything you want. Set aside so much a week for the purpose of saving you time and work. It's worth it."

One merchant boosted aluminum ware along this identical line. "Fifty cents a week, every week, will completely equip your kitchen with aluminum inside a year," he said. He has a score or two customers right along buying aluminum in this way, and more who have already bought what they started to buy, and are now adding to their original equipment as new articles come out.

Victor Lauriston.

This is a day when the smaller store is coming into its own—if it is run in a way that pleases its patrons and gives them better service than the big store.

MONEY INSURANCE

The big sensation of the year in the Office Appliance line is the advent of the Defiance Dimunette Check Protector. There are very few people these days who will not say check protection is a good thing, and yet daily checks come to us that simply invite fraud by being written in such a way, that the figures and the amounts can be easily raised.

The statement is given out that check raising is a crime that exceeds all other crimes in the ratio of 15 to 1, that is to say there are fifteen cases of check raising to every one case of burglary or any other crime.

This is very often questioned, but the reason you hear very little about check raising is because banks, firms and individuals feel they would rather suffer more by facts being published, than from the money loss sustained.

Fire insurance, life insurance, health insurance, are all recognized now-a-days as essentials. Check protection, for check raising affords the easiest method of getting your money with the least danger of detection, is just as essential, you can get it now and it's cheap.

Insure Your Credit

Here we offer the Dimunette for \$7.50. This machine is extremely light in weight, of handsome brushed bronze effect, and solid construction.

With each machine goes the Manufacturers' Guarantee, that the user of the Dimunette shall not be liable in the event that one of his checks is raised or altered. Write or phone us.

The Tisch-Hine Co.,

Pearl St. (near the bridge)

Grand Rapids, Michigan



Finished in brushed bronze effect with black and nickel trimming

40°
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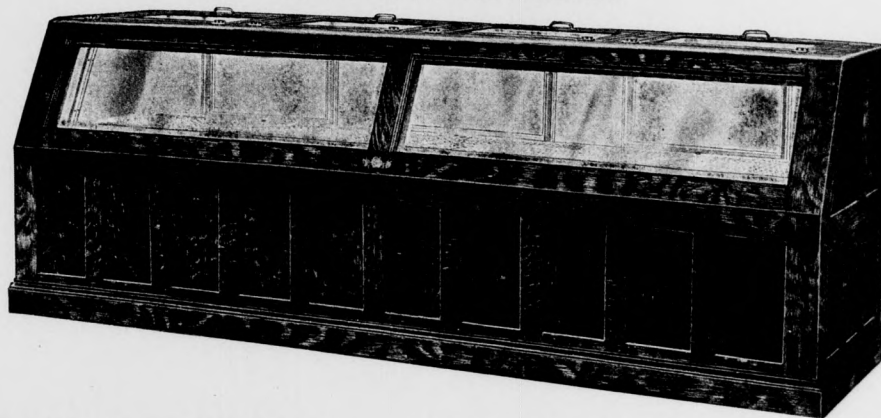
40 degrees
Temperature or
Lower, as wanted.

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choose.

THE
Brecht
COMPANY
ESTABLISHED 1853 ST-LOUIS

18°
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Made in
sizes 8-10-12
foot long
36 inches wide
42 inches high



The Modern Method Only Satisfactory Case Made
Thoroughly Tested and Thoroughly Guaranteed A Valuable Asset to Any Store

Keep your fresh meats, vegetables, delicatessen, etc., all day long, also over night and over Sundays in a BRECHT PATENTED DISPLAY FREEZER CASE. Thorough Dry Air circulation, temperature below 40 degrees. Therefore your

products are always fresh and attractive until sold. No more "taking out over night." Plate glass and fancy oak, enameled white inside; tinned metal adjustable shelves in full view of your customers at all times. Thoroughly insulated; front has three lights of glass and two air spaces.

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

To Inaugurate Bigger and Greater Saginaw.

Saginaw, March 19—Fellow travelers and Michigan Tradesman readers, I take this opportunity to ask you to help boost for a "Bigger and Greater Saginaw" and to get this bigger and greater city to go the limit in boosting George H. Hannum for President of the local Board of Trade. Mr. Hannum is the man who has made the Jackson-Church-Wilcox Co. one of the largest manufacturing companies of this city. He took charge of this company a few years ago when it was but a small institution. To-day it is the largest and best manufacturing company of its kind in the country. He is a big man and we need him for a big job. According to late reports, his only opponent in the race for the Presidency of the Board of Trade, Wallis Craig Smith, has withdrawn from the race and in his comment regarding Mr. Hannum, he said, "Mr. Hannum is a splendid type of business man and qualified for leadership at this important time. He is the logical choice and should be given a unanimous election." Ed. H. Knoop and Gordon Grant started the ball rolling at the U. C. T. meeting Saturday night for Mr. Hannum and the result was the members of Saginaw Council unanimously endorsed the candidacy of Mr. Hannum for the above position and inaugurated a bigger and better Saginaw movement among the traveling salesmen making Saginaw their headquarters and traveling Michigan territory. The organization named Ben M. Mercer to represent the U. C. T. on the membership of the Board of Trade and the members—a total of 295—pledged themselves to aid in spreading the name and fame of Saginaw wherever their travels take them about the State and out of it. Again, I say, boys, fall in line and boost Hannum and Saginaw.

Harry Zirwes, Past Senior Counselor of Bay City Council, was a guest of No. 43 Saturday night. Mr. Zirwes was injured some time ago and, though improving, he is still in bad shape.

Dell McMann, automobile dealer of Harbor Beach, had his garage destroyed by fire last week. He lost ten fords and Studebaker cars.

The wife of J. H. Clements, 912 Genesee avenue, has been very sick, but at this writing I am glad to say she is improving nicely. Mr. Clements represents the Goodyear Tire & Rubber Co.

Grand officer H. D. Ranny visited Cadillac Council, Detroit, Saturday, March 10. He reports being royally entertained and highly complimented the affairs of said Council for the es-

cellent way they handled the ritualistic work at the Saginaw meeting Saturday afternoon. The evening of the same day he was the guest of Flint Council and reports they are beginning to get busy and that the ladies of No. 88 have formed an auxiliary and no doubt this will be of big assistance to the boys of Flint to wake up and show the rally councils they are still alive and we all know there is lots of timber to be had in the Vehicle city.

Mike Conaton, Junior Counselor of No. 43, was on hand for a while Saturday. He seemed to be glad to be on hand and the boys seemed to be glad to have him. Mr. Conaton recently moved to Bad Axe, his old home. He represents the John W. Ladd Co., Detroit.

John Herzog, general manager of the Herzog Art Furniture Co., this city, will be the speaker at the weekly noonday luncheon at the Hotel Fordnay, Tuesday. His subject will be "What is necessary to make a greater Saginaw." It will be given to the West Side Business Association. They give the noon-day luncheons every week and usually have an attendance of 100.

Ed. J. Lane, for several years a representative of Symons Bros. Co., this city, is in the South, trying to regain his health. Mr. Lane is very popular among the traveling fraternity here. He belongs to No. 43. Word was received from him Saturday that he is improving, which will be good news to his many friends. He is staying at Safety Harbor, Florida.

H. F. Mooney, formerly assistant foreman of the Jeffrey Manufacturing Co., Columbus, Ohio, has accepted a position as foreman of Bartlet & Co., Saginaw. He moved here with his wife and little daughter last week. They reside at 223 Sheridan avenue.

Through the press I have been asked to thank Joe Marks for the boxes of Bancroft cigars which were to be given out at the smoker Saturday at Council rooms, but they arrived too late to be used. However, they will come in handy later.

One of the biggest fires in recent years occurred last Wednesday night, when Wilson & Co.'s packing and storage plant was burned to the ground, with a loss of \$126,000. Many thousand pounds of beef, pork, lard and butter were destroyed. Origin, unknown. Fully insured.

Sales Manager, W. H. Lewis, of the Lee & Cady Co., this city, was absent from his desk part of last week. Both he and Mrs. Lewis were sick. Late reports are to the effect that both are improving.

Mayor H. Paddock was in Flint Wednesday in conference with W. C. Durant, President of the Central Motors Co. Let us hope it was a profitable visit.

The ladies of the U. C. T. held a business meeting at the home of Mrs. H. W. Zirwes, 511 State street, Thursday afternoon. The hostess was assisted by Mrs. A. Baum. A fine turnout and pleasant time is reported.

Reports are out to the effect that Saginaw is to have a base ball club this summer. A league is to be formed in about ten days, including Saginaw, Bay City, Flint, Jackson, Lansing and Battle Creek. Adrian and Port Huron have made application for a berth also. The name of the

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

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Beach's Restaurant

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

Good Food—Good Service
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EUROPEAN PLAN

Absolutely Fire Proof

Rates, \$1 for room without bath;
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HOTEL MUSKEGON

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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.

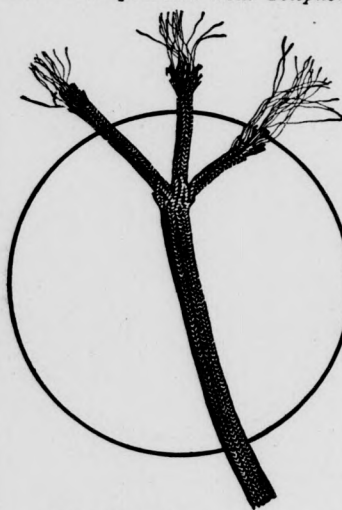
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LEADS ALL THE REST

W. L. McMANUS, JR., Proprietor
 One Day Laundry Service
 Send your linen by parcel post

Little Glimpses Into Your Telephone—No. 6



The Telephone Cord

HERE the green covering of the "cord" that connects your Bell Telephone to the bell-box has been pulled back, showing three separate "conductors," each with its woven covering of silk, linen and cotton, and the tiny wires inside, which are plaited together, the whole forming a pliant, flexible strand of the cord. The little copper wires are finer—much finer—than hair and there are many of them.

If this cord, with its hundreds of hair-like wires, is allowed to become twisted and snarled into a mass of knots, the wires rub against one another until the friction impairs the service, the transmission becoming "raspy" and confused.

By keeping the cord free from "kinks," you help to safeguard your telephone service.

Michigan State Telephone Company

league will be decided on at the meeting which is to be held in Flint soon. Fred Paige, of Detroit, is the promoter.

The Monroe Motor Co. recently purchased property adjoining its Port Huron plant and will enlarge its quarters. The company states its output for 1917 will be 5,000 cars.

I. A. Kerr, for many years the proprietor of a tailoring establishment in this city, died at Detroit last Sunday. He was 70 years old.

Postmaster C. E. Lown returned from a trip South last week. He attended the inauguration of President Wilson.

The wife of R. J. Bernecker, grocer, West Side, is ill with pneumonia.

Reports are that Saginaw is to have another pure food show this spring. Charles Christensen, well known West Side grocer and business man, is working to make it a bigger and better show than was held last year. As a rule, when Mr. Christensen takes hold of anything, something must happen. At least that's the report received from the recent State grocers' convention held at Kalamazoo.

Probably one of the biggest meetings held by Saginaw Council in many months was held last Saturday afternoon and evening. A big turnout and a big time. It was the annual election. There was little opposition at the different offices. All went along smoothly until the call came from the loyal ladies up in the dining hall that they were ready to care for the hungry grip luggers and then had it not been for the generalship of Captain Frank Putnam, a near stampede would have followed. As usual, the ladies showed themselves equal to the occasion and quickly served the hundred or more guests, after which the ladies auxiliary took charge of the ceremonies. Mrs. H. D. Ranney, acted as toastmistress for the occasion. She gracefully showed her ability and proved that the task was an easy one for her to fill. (Of course Ben Mercer will have to come in for part of the praise—he was right hand man to her.) But anyway no one was missed. Ora Leidlein came the closest to being missed, being long winded and a terrible capacity for dill pickles and weenies. Small in stature, he was almost hidden from sight behind a huge dish of mурphy salad and rye bread. When called on he responded in a fashion that would have been a credit to William Alden Smith. To get back to the business part of the meeting, the following officers were elected.

- Senior Counselor—E. E. Putnam.
- Junior Counselor—Mike Conaton.
- Past Counselor—W. C. Moeller.
- Secretary and Treasurer—B. N. Mercer.
- Conductor—Frank W. Bremer.
- Page—Geo. A. Pittis.
- Sentinel—Dan MacArthur.
- Members Executive Committee—W. Park Warner and E. Blank.
- Delegates to meeting of Grand Council to be held in Bay City in June—H. E. Vassold, M. V. Foley, Otto Kessel, E. E. Putnam.
- Alternates—Thomas Watson, M. S. Brown, O. D. Gilbert, W. B. McGregor.

Big arrangements are being made for the Grand Council meeting in Bay City in June. All we have to say is everybody will know that Saginaw is on the map and No. 43 will be hot on the trail for all prizes offered. At the present outlook they have the baseball game won, unless Detroit slips in a few American League players. That will be carefully watched, however. Even the blind folks in attendance will know when the Saginaw drill company passes the review stands. We expect to have one of the best companies ever shown in parade at a convention and the above will be under the generalship of Sergeant Frank J. Putnam, of Co. H., 12th regiment of U. S. regulars. Mr. Putnam served thirteen years in the U. S. service. He at present is Superin-

tendent of the State Blind Institution in this city. All we ask is to watch their steps.

Edgar E. Putnam was born at Whitewater, Wis., March 1, 1880, and has been a resident of Saginaw practically all his life. He received his education in the public schools of this city and has been drumming the trade through the Michigan territory for the past fifteen years, first entering the employ of the Dahinden-Gallash Manufacturing Co., of Milwaukee, later taking over the sales department of the Michigan Employment Institution for the Blind at Saginaw. For the past several years he has acted as traveling salesman of the Michigan



Edgar E. Putnam

territory for the United States Broom & Brush Co., of Chicago. He was a charter member of Wexford Council, which was organized at Cadillac, May 24, 1909, being elected to the office of Junior Counselor. For lack of membership Wexford later disbanded, Mr. Putnam transferring to Saginaw Council, of which he has been an active member for the past six years, during which period he has passed through all the chairs and was elected at the regular meeting March 17 to the office of Senior Counselor. Mr. Putnam's ambition is to make Saginaw Council grow the coming year and hopes to have 400 members enrolled before he steps out of office next March. There is no doubt but that this can be accomplished with the ready assistance which will be offered by each and every member.

It was voted by the Council to have either the April or May meeting known as Mark Brown meeting, placing him in full charge of affairs and making it a day to be remembered. Mark Brown is one of the best known U. C. T.'s in Michigan, if not in the Middle West. He has done much to help raise this great organization to its present standing, it to-day ranking as the greatest order of traveling men in the world. Mr. Brown, also known as the Czar of Michigan, will have charge of the entertainment committee. "Nuf sed." You fellow U. C. T.'s!!! You are expected to bring in at least one new member for that Brown meeting. Come on, boys, let's make the Brown meeting red. You will be notified of the exact date. Now get busy.

Two new members were annexed to the honor roll of No. 43—Frank G. Ruckert, living at 113 Wadsworth street, Saginaw, and representing the Loose-Wiles Biscuit Co., and Ed. J. Holihan, 650 Sheridan avenue, Saginaw representative of the Michigan State Telephone Co. Two members were received by transfer from Cadillac Council, Detroit—William Mutscheller, 10 Chase block, Saginaw, and A. Loranger, representing the American Tobacco Co., living at Carrollton. The total membership of No. 43 is now 295.

Through the columns of the

Tradesman I want to ask one of our prominent U. C. T. members one question (however, don't think me too personal) as it is this: Did you go to Pensacola, Florida, two weeks ago and at a big meeting of the dignitaries of the South represent yourself as the Mayor of Saginaw? So others will not feel guilty, there being many of our boys going South this season of the year, I'll make this a little more plain and let Ben. Mercer, Secretary and Treasurer of No. 43, answer for himself. I really think he owes a public apology to Mayor Paddock and to clear himself maybe a public statement through this paper. I feel sure, owing to the seriousness of this matter, that Editor Stowe will gladly spare Mr. Mercer a small space in his journal. Now, Mr. Mercer, what hath thou to say for thyself?

Choose for yourself which is the worst evil—war or a railroad strike? Let's pray that we are not blessed with either. L. M. Steward.

Boomlets From Bay City.

Bay City, March 19—James Naylor, of South Branch, has sold his stock of drugs and groceries to H. P. Spencer, of Maltby, who took possession March 16.

C. E. Potter, is closing out his stock of general merchandise and will retire from business.

Foot & Miller, general merchants of Turner, Arenac county, have filed a petition in bankruptcy, with liabilities at \$1,100 and assets of \$2,500; also the Huron Implement Co., of Bad Axe, with liabilities of \$3,954 and assets of \$17,037.50.

The people of Bay City were given a real treat Thursday evening, when George W. Goethals delivered his lecture on the Panama Canal to an audience which almost filled the Armory. Col. Goethals' visit to the city was looked upon as such an important event that the Board of Commerce gave a reception in his honor at the Wenonah Hotel in the afternoon from 3 to 5 o'clock.

The Board of Commerce has secured another large industry for Bay City. A contract between the Wilson Auto Body Co. and the Board was signed late Friday evening which provides that Bay City is to give the company a forty acre site and is to finance the erection of a quarter of a million dollar factory. Three large buildings are to be built at once, as follows: One 100 x 200, one 64 x 200 and one 54 x 200, and a power house 100 feet square. The plant will employ 600 men on the start and expects to be ready for business by the middle of June.

Daniel Chapman's retail grocery stock was damaged by fire Thursday night with a loss of nearly \$1,000; loss covered by insurance.

The meat packing plant of Wilson & Co., Saginaw, was destroyed by fire Wednesday night, with a loss estimated at \$125,000 covered by insurance.

The Baumgarten retail grocery store, which has been doing business at the same location for forty years was sold to Peter Smith & Son, of Detroit, last Thursday. They will take possession April 1.

William T. Ballamy.

The Tradesman has received several letters from Cheboygan business men deploring the publication of the facts concerning the outrage perpetrated on a Grand Rapids traveling man by the officers of Cheboygan county a week ago last Friday. All agree in the statement that the local conditions are next to intolerable, owing to the peculiar and unusual tactics pursued by the officers of the law in this and other cases of similar character which have brought the city into disrepute and tend to reflect on the business men of Cheboygan, because they tolerate such abuse of authority. At a meeting of Detroit

traveling men, held one day last week, the case of Mr. Morris was discussed at some length and a decision was reached to omit Cheboygan from the route lists of those present until such time as the business men of the place embark in a house cleaning and turn out of office the men who have done so much to destroy the good name Cheboygan previously enjoyed among the traveling men in particular and the traveling public in general.

Absal Guild, Ancient Mystic order Bagmen of Bagdad, held a ceremonial session last Saturday afternoon, at which several candidates from Elkhart, Ind., Kalamazoo and Grand Rapids crossed the plains of Suleman to the imperial city of Bagdad. After the ceremonial, they proceeded to the Hotel Crathmore and enjoyed a bountiful repast prepared by mine host Prince Walter E. Lypps. After the eats had been taken care of, a regular honest-to-goodness entertainment, consisting of music, speeches and a regular "surprise" was enjoyed. Prince W. N. Burgess acted as toastmaster. All honor and praise is due the committee, Princes G. W. Ferguson, Harry W. Harwood, and Charles C. Perkins, for one of the most enjoyable entertainments ever pulled off by Absal Guild.

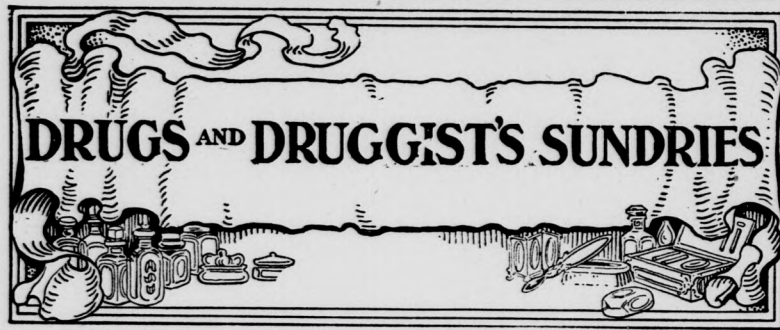
Charles Renner, who was formerly landlord of the Wolverine Hotel, at Boyne City, and later in charge of the Neahtawanta Hotel, at Neahtawanta, is now conducting a restaurant at 535 South LaSalle street, Chicago. Mr. Renner is a capable man in his line of business and Michigan people who want good things to eat while in Chicago would do well to patronize one of the squarest men who ever catered to the gustatory wants of mankind.

M. J. Rogan, the livest Irishman this side of Dublin, has been obliged to change houses, owing to the retirement of Solomon Bros. & Lempert, of Rochester, whom he has represented for the past sixteen years. He has signed with Strouse & Bros., of Baltimore, and will soon be out on the war path for the new connection, which he considers an exceptionally good one.

Henry Reed, formerly Detroit city salesman for the Ralph Ainsworth Co., of Detroit, has resigned. Mr. Reed takes the position vacated by the death of Thomas Downs, double of President Woodrow Wilson, and he will make Detroit his headquarters, selling in Michigan the Sidwell-De Windt Co.'s line, which Mr. Downs carried.

Nothing has yet been done to make the Henry law effective by providing means for its enforcement. Are the traveling men asleep at the switch in this important matter? It looks so. All seem to be waiting for the action of the Legislature Committee of the U. C. T., but that bunch appears to be about as energetic as a bear in January.

James B. Shaughnessy (Michigan Hardware Company) has the sympathy of the fraternity in the serious illness of his 7 year old daughter, who is afflicted with tubercular meningitis,



Michigan Board of Pharmacy.
 President—E. T. Boden, Bay City.
 Secretary—Charles S. Koon, Muskegon.
 Treasurer—George F. Snyder, Detroit.
 Other Members—Leonard A. Seltzer,
 Detroit; Herbert H. Hoffman, Sandusky.
 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.

Remedies for Falling Hair.

Dr. J. H. Oyster suggests various methods for treating diseases of the hair.

For dandruff he recommends that after the scalp has been thoroughly cleansed by a shampoo, the following formula be used:

Salicylic Acid 1 part
 Precipitated Sulphur 2½ parts
 Ointment Rose Water ..25 parts

The patient is directed to part the hair, and then to rub in a small portion of the ointment along the part, working it well into the scalp. Then another part is made parallel to the first, and more ointment rubbed in. Thus a series of first, longitudinal, and then transverse parts are made, until the whole scalp has been well anointed. Done in this way, it is not necessary to smear up the whole of the hair, but only to reach the hair roots and the sebaceous glands, where the trouble is located. This process is thoroughly performed for six successive nights and the seventh night another shampoo is taken. The eighth night the inunctions are commenced again, and this is continued for six weeks. In almost every case the production of dandruff is checked completely after six week's treatment, and the hair which may have been falling out rapidly before begins to take firm root. To be sure, many hairs which are on the point of falling when the treatment is begun will fall anyway, and it may even seem for a time as if the treatment were increasing the hair fall, on account of the mechanical dislodgment of such hair, but this need never alarm one. After six weeks of such treatment the shampooing may be taken less frequently.

Next to dandruff, perhaps, the most common cause of early loss of hair is heredity. Careful hygiene of the scalp will often counterbalance hereditary predisposition for a number of years, and even after the hair has actually begun to fall proper stimulation will, to a certain extent, and

for a limited time, often restore to the hair its first time thickness and strength.

Any of the rubefaciants may be prescribed for daily use, such as:

Croton Oil 1½ per cent.
 Tincture Cantharides 15 per cent.
 Oil Cinnamon40 per cent.
 Tincture Capsicum ..15 per cent.
 Oil Mustard 1 per cent.

Or any of a dozen others. Tincture of capsicum is one of the best, and for routine prescription the following has served well:

Resorcin 5 parts
 Tincture Capsicum 15 parts
 Castor Oil 10 parts
 Alcohol100 parts
 Oil Rose, sufficient.

Arnica oil is said to be an admirable remedy to promote the growth of the hair. A small quantity well rubbed into the scalp three or four times a week can be tried with expectations of benefit.

The following has been successfully applied where the hair is disposed to fall out, and will also augment its growth:

1.—Tannin 1 dr.
 Tincture Myrrh 1 oz.
 Glycerin 4 ozs.
 2.—Glycerin1000 parts
 Cologne Water1000 parts
 Sodium Salicylate .. 150 parts
 Pilocarpin Hydrochloride 2 parts

Dr. David Walsh, of London, recommends the following as a lotion, stating that it is preferable to an ointment, especially in the cases of women:

Acid Salicylic 3 drs.
 Acid Carbolic 1 dr.
 Castor Oil 3 drs.
 Alcohol, q. s. ad..... 6 ozs.
 Apply locally once or twice.

Solid and Powdered Extracts.

The U. S. P., Ninth Revision, states that "Pilular Extracts are solid or semi-solid products prepared by exhausting drugs with appropriate solvents and carefully evaporating the solutions to the proper consistence."

It also further states that Pilular Extracts are extensively used in pill masses and in ointments and, to facilitate their use in these preparations, the degree of concentration is commonly directed to be that of a "pilular consistence."

The Pharmacopoeia tells us that for the convenience of the prescriber, the standards of strength for the extracts have been adjusted, wherever possible, so that each bears a definite relation to that of the respective drug of average strength, and a statement of the standard precedes the formula.

For some time the writer has endeavored to procure definite standards for non-alkaloidal solid and

powdered extracts, this working being taken up by the Scientific Section of the American Association of Pharmaceutical Chemists.

The term "pilular consistence" is indefinite and questionable. Solid extracts may be of "pilular consistence" and yet be adulterated with 50 per cent. or more of glucose.

Powdered extracts are even more liable to "filling" with starch, magnesia, powdered marc, kieselguhr, etc., than solid extracts.

Unofficial non-alkaloidal powdered extracts may be made to almost any standard and yet pass undetected.

This is decidedly unfair in a commercial way, to say nothing of its practice as a menace in a therapeutic way.

The physician must depend upon

reliable, uniform and potent remedies in order to obtain satisfactory results.

In a commercial way it is of utmost importance that extracts be of some definite strength. One firm quotes upon a 1 to 3 extract while another quotes on a 1 to 5 product. What is the result? The consumer thinks one party is taking an unfair advantage of him or he could quote a lower price.

Much of this could be eliminated by proper regulation of standards.

I would suggest that the next Revision Committee consider the advisability of adopting a uniform and definite relation of drug to extract for every commercial crude drug, and that this list of standards be included in the text of the next Pharmacopoeia for both solid and powdered extracts.

E. L. Maines.



It's Pure, That's Sure

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

The Criterion Line

Service Is the Life of Business.

Wall Papers

Jobs and New Goods for Immediate Delivery.

Paints

Criterion Paints solve the Paint Problem.

Window Shades

Investigate our Made-to-Order Shades.

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

Dangerous Times Ahead for Grocery Jobbers.

The investigations of the Harvard Bureau of Business Research into the costs of doing business in the grocery trade, which have the active backing of most of the representative grocery trade associations, are developing many interesting facts, of value to not only students of merchandizing but also to business men themselves. At the recent New York State Wholesale Grocers' convention in Syracuse Prof. Copeland who is in charge of the work, stated that thus far he has received tangible, workable data from no less than 1,100 retail grocers.

That there is crying need for reforming methods of grocers is clearly shown in some of the replies. For instance, Professor Copeland cited one grocer, doing a business of \$5,000 a year who replied as follows to the blank form:

- Inventory—"Did not take any."
- Purchases of Merchandise—"No account."
- Management and Office Salaries—"Take no salary; family live out of store."
- Salaries and Wages of Salesforce—"Three members of family do all. No wages."
- Wrappings and Miscellaneous Selling Expense—"No account."
- Wages of Delivery Force—"None; do it ourselves."
- Rent—"Own my own store. None."
- Final Surplus or Deficit for the Period—"Got through without having either."
- "Compare this with the statement from another retailer in Massachusetts doing a business of \$11,000," said Mr. Copeland. "His stock-turn was twenty-four times last year, his total expense for which he could give full details 13.5 per cent., and his net profit over 6 per cent. of his sales.

"One retailer in Wisconsin furnished us with figures which we adjusted to the uniform accounting system. His statements showed a gross profit on a \$48,000 business of 11.87 per cent., a total expense of 18.2 per cent. and a net loss of 6.33 per cent. These facts were brought out only after the adjustment of his figures had been made. There were two reasons for his predicament. In the first place the gross profit was exceptionally small, due either to excessive spoilage or to some leak whereby goods were leaving the store without being charged or paid for. In the second place his expense was abnormally high. On analysis it was found that salaries and wages amounted to 14.4 per cent. of his sales. The Bureau's experience indicates that all salaries and wages commonly do not amount to over 10 per cent. of the sales in successful grocery stores. That retail grocer now knows where to start in looking for his trouble.

"I have referred to the losses which many retail grocers have suffered during the last year. I know of no case where a retail grocer has made exceptional profits. Abuse has unfairly been heaped upon the retail grocer for the high cost of living. Anyone who is familiar with the facts knows that the retail grocer and the wholesale grocer cannot be blamed for present high prices. These

high prices are due largely to circumstances over which we have no control. They have not been enhanced unfairly by wholesalers and retailers. On the contrary, they have brought losses to some and they are likely to bring much greater losses in the future.

"When the present high prices begin to drop, undoubtedly many retail grocers and perhaps some wholesalers will be caught with large stocks of merchandise which can be disposed of only at a loss. Those losses will offset some of the profits of the last year. Under present conditions I assure you that I do not envy the wholesale grocer for his job during the next few months."

The Tradesman regrets to note that a certain ecclesiastic has recently conferred a title—that of Countess—upon a Chicago woman, who is the second American woman to be thus dishonored. The Tradesman says "dishonored" in all fairness, because meaningless titles and class distinctions which smack of feudal privilege, military ascendancy, monarchy and aristocracy are contrary to the letter and spirit of American institutions. The creation of the American Republic was a revolt against kings, kaisers, czars, princes and potentates of any kind or character and all the cliques, clans and classes which accompany these hypocritical upstarts. The constitution of the United States expressly prohibits any one in authority from accepting any gift or title from a foreign prince or potentate and any private citizen who violates the spirit of this constitutional prohibition is unworthy of citizenship in a republic of freemen.

Commercial travelers who have occasion to visit Cheboygan should remember that the Travelers Inn—near the depot—is a place where the rates are \$8 per week, 50 cents per meal to all except traveling men, who are charged 75 cents per meal. If they do not happen to have the exact change, they are pulled off departing trains, treated to all manner of indignities, forced to submit to the farce of mock trials by juries made up of drift and riff raff and fined \$5 and costs. No more contemptible conspiracy against the freedom of the traveling fraternity was ever concocted and put into execution. After exposing this deplorable condition of affairs last week, the Tradesman wrote personal letters to the prosecuting attorney and sheriff of Cheboygan county, offering to publish their explanations, but no reply has been received, from which the Tradesman naturally infers that no valid excuse for such contemptible conduct is in existence.

William Judson, President of the Judson Grocer Company, is greatly pleased over the outcome of his month's stay at Jacksonville, Florida. While there he was the guest of honor at a banquet given by the Jacksonville Wholesale Grocers' Association. There are twenty-two wholesale grocery houses in Jacksonville—one of which does an annual business of \$4,000,000—but the lines carried are more varied than Northern wholesale grocers, including fertilizer, hay, butter, eggs, fruits and vegetables.

Late News From Michigan Banks.

Levering—Charles Ewald, of Garden, has purchased the Levering Exchange Bank of A. R. Taggett and all of Mr. Taggett's holdings in real estate and his automobile and insurance business. Mr. Ewald has sold his Garden Bank and real estate holdings and will take possession of this new field at once. The Bank will be known as the Levering Exchange Bank of Charles Ewald.

Albion—The Commercial and Savings Bank of Albion has increased its capital stock from \$25,000 to \$75,000.

Wyandotte—Starting April 1, the banks of Wyandotte will make a change in banking hours. Instead of being open on Saturday evening, as has been the custom for some years, they will be open on Monday evenings from 6 to 8 o'clock.

Gladstone—The deposits of the Gladstone State Savings Bank are now \$465,000, with total resources of \$546,000. The Bank has enjoyed the greatest period of prosperity in its history the past seven months, having gained \$128,000 in deposits since August 1.

Midland—The new Chemical State Savings Bank held an informal opening Saturday afternoon, March 17. It is situated in the new Arcade building and is finished in marble and mahogany. A general commercial and savings banking business will be conducted.

Scottville—During the past year the State Savings Bank has gained in deposits \$76,000. It has gained in deposits since the last report, December 27, less than three months ago, \$31,000, and the deposits to date amount to \$313,000. This is an excellent showing for a small bank in a town like Scottville. With \$17,000 cash in the safe and deposits in New York, Chicago, Detroit and Grand Rapids banks of \$91,000 payable on demand, the Bank has available cash of \$108,000.

Manufacturing Matters.

Mt. Clemens—The Mount Clemens Mineral Water Products Co. has been organized with an authorized capital stock of \$100,000, of which amount \$57,000 has been subscribed, \$50 paid in in cash and \$30,000 paid in in property.

Detroit—The C. A. Strand Co. has engaged in the manufacture of lumber products with an authorized capital stock of \$75,000, of which amount \$70,000 has been subscribed, \$9,751.88 paid in in cash and \$6,248.12 paid in in property.

Detroit—The National Mileometer Co., Ltd., has been incorporated to manufacture road recorders and indicators and other automobile accessories with an authorized capital stock of \$350,000, of which amount \$175,000

has been subscribed and \$35,000 paid in in cash.

Port Huron—The Theisen-Braithwaite Co. has engaged in the manufacture of castings of iron and other material with an authorized capital stock of \$12,500, all of which has been subscribed, \$10,000 paid in in cash and \$2,500 paid in in property.

Detroit—Newmann Bros. have merged their drug and chemical manufacturing business into a stock company with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property. The business will be conducted under the same style.

Machine tools have for a generation been an American product par excellence, at home and abroad. The industrial activity which has enabled England to bring her exports back to the level they had before the war, and which has put American exports at a point they had never before attained, has depended in no small measure upon machine tools. In twelve months we have exported eighty million dollars' worth of metal-working machinery, including the delicate equipment of watch factories as well as heavy lathes on which guns of the largest size are turned. As for domestic demands, it was understood not so very long ago that in a very active period of ten days purchases of heavy lathes alone involved expenditures of three million dollars.

Individuals who wonder why the price of leather is so high may understand when they read that the British war office has ordered 34,524,000 pairs of boots for the Allied armies. The advance in the price of woolen goods is explained by contracts for 20,959,000 pairs of woolen drawers, 8,382,000 pairs of woolen gloves, 9,401,000 woolen vests, 105,102,000 yards of flannel for shirts and other articles of clothing in similar proportions.

One of the most momentous events of the Kaiser's war is the near capture of Jerusalem and Beersheba by the English. For hundreds of years this cradle of Christian religion and civilization has been in the possession of the unspeakable Turk. Next in importance to the destruction of Prussian militarism, which is a world necessity, is to wrest the Holy City from the filthy hands of the moslem destroyer.

Lynch Bros., sales conductors, have dissolved partnership. Joseph P. Lynch will continue business under the style of the Joseph P. Lynch Sales Co., with offices in the Lindquist building. John L. Lynch will continue business at 28 South Ionia avenue in his own name.

Suspicious are often worse than facts.

GROCERY PRICE CURRENT

BLUING Jennings'	Small, 3 doz. box 1 95	Large, 2 doz. box 2 40	McLaughlin's XXXX McLaughlin's XXXX package coffee is sold to retailers only. Mail all or-	ders direct to W. F. McLaughlin & Co., Chicago.	No. 3, 2 1/2 oz. Taper 2 00 2 oz. Flat 2 00
CONDENSED PEARL BLUING				FLAVORING EXTRACTS Jennings D C Brand Pure Vanilla	Terpeneless Pure Lemon
				No. 1, 1/2 oz. Panel .. 75	No. 2, 1 1/4 oz. Panel 1 13
				No. 1, 3/4 oz. 90	No. 4, 2 1/2 oz. Panel 2 00
				No. 2, 1 1/4 oz. 1 25	No. 3, 2 1/2 oz. Taper 1 75
				No. 4, 2 1/2 oz. 2 25	2 oz. Flat 1 75

An Unusual Investment Opportunity

\$50,000.00

Cumulative First Preferred Stock

Tax Exempt in Illinois

Par Value \$100

BEARING 10% INTEREST

(PAYABLE QUARTERLY)

REDEEMABLE at the Option of the Company on Any Interest Date After January, 1922, at \$105.00 and Interest

The V. A. Smith Company,

Successors to JOHN WESTWICK & SON COMPANY (established 1854), manufacturers of house heating boilers, warm air furnaces and general heating appliances, having recapitalized, offer a portion of their preferred stock, bearing 10% interest, for public subscription at \$100 per share.

Capital Stock, \$200,000

Preferred Stock, \$100,000
((\$50,000 on Sale)

Common Stock, \$100,000
(None for Sale)

The V. A. SMITH COMPANY is incorporated under the laws of the State of Illinois and have been in business continuously since 1909, at which time they succeeded to the business of John Westwick & Son Company, who were established in 1854.

The business of this concern has increased steadily, always showing a large margin of profit. Contracts assumed for 1917 assure a volume of business more than double that of ANY preceding year.

Purpose for Which This Stock Is Offered

To handle increasing business and to equip manufacturing plant, this sale of preferred stock was decided upon. Common stock cannot be secured by any means or at any price.

Why This Preferred Stock Bears 10% Interest

It was the original intention of this company to pay 7% interest on the preferred stock, allowing it to participate in the earnings up to 10%, but as this entailed useless bookkeeping and caused confusion, the Board of Directors voted to pay a straight 10% interest, as the company has always earned far in excess of that amount.

All Interest on the Preferred Stock is Payable Prior to Common Stock Dividends

Inspection of the Plant Is Invited

The character of the officers (who have acted in their various capacities for the past eight years) and the Board of Directors assures purchasers safety and stability.

OFFICERS AND BOARD OF DIRECTORS

V. A. SMITH, President and Treasurer
P. J. WHITE, Vice President

JOHN H. HARIG, Secretary
MEYER J. STURM, Architect

EDWARD W. SMITH, Sporting Editor, Chicago American

For reference consult THE NATIONAL CITY BANK, DUN or BRADSTREET'S, or ANY CONCERN WITH WHOM WE DEAL (names of which we will furnish).

The right is reserved to reject any and all applications, and also, in any event, to award a smaller amount than applied for.

Make remittance and address all communications direct to

V. A. SMITH COMPANY

Phone Main 2971

213 West Lake St., Chicago, Ill.

SPECIAL PRICE CURRENT

12

13

14

Sweet Lotus, 5c ... 5 76
Sweet Lotus, 10c ... 11 52
Sweet Lotus, per doz. 4 60
Sweet Rose, 2 1/2 oz. ... 30
Sweet Tip Top, 5c ... 50
Sweet Tip Top, 10c ... 1 00
Sweet Tips, 1/2 gro. ... 10 80
Sun Cured, 10c ... 98
Summer Time, 5c ... 5 76
Summer Time, 7 oz. 1 85
Summer Time, 14 oz. 3 50
Standard, 5c foil ... 5 76
Standard, 10c paper 8 64
Seal N. C. 1 1/2 cut plug 70
Seal N. C. 1 1/2 Gran. ... 63
Three Feathers, 1 oz. 48
Three Feathers, 10c 11 52
Three Feathers, and
Pipe combination .. 2 25
Tom & Jerry, 14 oz. 3 60
Tom & Jerry, 7 oz. 1 80
Turkish, Patrol, 2-9 5 76
Tuxedo, 1 oz. bags ... 48
Tuxedo, 2 oz. tins ... 96
Tuxedo, 20c ... 1 90
Tuxedo, 80c tins ... 7 45
Union Leader, 5c coil 5 76
Union Leader, 10c
pouch ... 11 52
Union Leader, ready
cut ... 11 52
Union Leader 50c box 5 10
War Path, 5c ... 6 00
War Path, 20c ... 1 60
Wave Line, 3 oz. ... 40
Wave Line, 16 oz. ... 40
Way Up, 2 1/2 oz. ... 5 75
Way Up, 16 oz. pails 36
Wild Fruit, 5c ... 6 00
Wild Fruit, 10c ... 12 00
Yum Yum, 5c ... 5 76
Yum Yum, 10c ... 11 52
Yum Yum, 1 lb. doz. 4 80

CIGARS

Peter Dornbos Brands
Dornbos Single
Binder ... 35 00
In 300 lots ... 10 00
Dornbos, Perfectos ... 33 00
Dornbos, Bismarck ... 70 00
Allan D. Grant ... 65 00
Allan D. ... 35 00
In 300 lots ... 10 00

Johnson Cigar Co.'s Brand
Dutch Masters Club 70 00
Dutch Masters Inv. 70 00
Dutch Masters Pan. 70 00
Dutch Master Grande 65 00
El Portana
Dutch Masters, 5c
S. C. W.
Gee Jay
Johnson's Straight

Above five brands are
sold on following basis:
Less than 300 ... 35 00
300 assorted ... 35 00
2500 assorted ... 33 00
3% trade discount on 300
or more.
2% cash discount on all
purchases.

Worden Grocer Co. Brands
Worden's Hand Made
Londres, 50s Wood .. 33 00

TWINE

Cotton, 3 ply ... 27
Cotton, 4 ply ... 37
Jute, 2 ply ... 20
Hemp, 6 ply ... 22
Flax, medium ... 35
Wool, 1 lb. bales ... 17

VINEGAR

White Wine, 40 grain 8 1/2
White Wine, 80 grain 11 1/2
White Wine, 100 grain 13
Oakland Vinegar & Pickle
Co.'s Brands
Highland apple cider 22
Oakland apple cider .. 17
State Seal sugar ... 14
Blue Ribbon, Corn ... 12 1/2
Oakland white picklg 12
Packages free.

WICKING

No. 0, per gross ... 35
No. 1, per gross ... 45
No. 2, per gross ... 60
No. 3, per gross ... 90

WOODENWARE

Baskets
Bushels ... 1 00
Bushels, wide band .. 1 15
Market, drop handle .. 40
Market, single handle 45
Splint, large ... 4 00
Splint, medium ... 3 50
Splint, small ... 3 00
Willow, Clothes, large
Willow, Clothes, small
Willow, Clothes, me'm

Butter Plates
Ovals
1/4 lb., 250 in crate ... 30
1/2 lb., 250 in crate ... 30
1 lb., 250 in crate ... 40
2 lb., 250 in crate ... 60
3 lb., 250 in crate ... 70
5 lb., 250 in crate ... 90
Wire End
1 lb., 250 in crate ... 30
2 lb., 250 in crate ... 40
3 lb., 250 in crate ... 50
5 lb., 250 in crate ... 65

Cnurns
Barrel, 5 gal., each .. 2 40
Barrel, 10 gal., each .. 2 55
Clothes Pins
Round Head
4 1/2 inch, 5 gross ... 65
Cartons, No. 24, 24s, bxs. 70
Egg Crates and Fillers
Humpty Dumpty, 12 dz. 20
No. 1 complete ... 42
No. 2 complete ... 35
Case, medium, 12 sets 1 30

Faucets
Cork lined, 3 in. ... 70
Cork lined, 9 in. ... 80
Cork lined, 10 in. ... 90

Mop Sticks
Trojan spring ... 1 10
Eclipse patent spring 1 05
No. 1 common ... 1 00
No. 2, pat. brush hold 1 10
Ideal No. 7 ... 1 10
12lb. cotton mop heads 1 50

Pails
10 qt. Galvanized ... 3 00
12 qt. Galvanized ... 3 25
14 qt. Galvanized ... 3 65
Fibre ... 4 00

Toothpicks
Birch, 100 packages .. 2 00
Ideal ... 85

Traps
Mouse, wood, 2 holes .. 22
Mouse, wood, 4 holes .. 45
10 qt. Galvanized ... 1 00
12 qt. Galvanized ... 1 70
14 qt. Galvanized ... 1 90
mouse, wood, 6 holes .. 70
Mouse, tin, 5 holes ... 50
Rat, wood ... 80
Rat, spring ... 75

Tubs
No. 1 Fibre ... 16 50
No. 2 Fibre ... 10 00
No. 3 Fibre ... 13 00
Large Galvanized .. 10 50
Medium Galvanized .. 9 50
Small Galvanized ... 8 00

Washboards
Banner, Globe ... 3 75
Brass, Single ... 6 75
Glass, Single ... 3 75
Double Peerless ... 6 25
Single Peerless ... 5 25
Northern Queen ... 4 60
Good Enough ... 4 65
Universal ... 4 75

Wood Bowls
13 in. Butter ... 1 75
15 in. Butter ... 3 15
17 in. Butter ... 6 75
19 in. Butter ... 10 50

WRAPPING PAPER
Fibre Manila, white .. 8 1/2
Fibre, Manila, colored
No. 1 Manila ... 8 1/2
Butchers' Manila ... 8
Kraft ... 10 1/2
Wax Butter, short c't 16
Wax Butter, full c't 20
Parchm't Butter, rolls 19

YEAST CAKE
Magic, 3 doz. ... 1 15
Sunlight, 3 doz. ... 1 00
Sunlight, 1 1/2 doz. ... 50
Yeast Foam, 3 doz. ... 1 15
Yeast Foam, 1 1/2 doz. 50
Window Cleaners
13 in. ... 1 65
14 in. ... 1 85
16 in. ... 2 30

AXLE GREASE

1 lb. boxes, per gross \$ 70
3 lb. boxes, per gross \$ 10



BAKING POWDER
K C
Doz.
10c, 4 doz. in case ... 90
15c, 4 doz. in case ... 1 35
25c, 4 doz. in case ... 2 25
50c, 2 doz. plain top 4 50
80c, 1 doz. plain top 7 00
10 lb. 1/2 dz., plain top 14 00
Special deals quoted up-
on request.
K C Baking Powder is
guaranteed to comply with
ALL Pure Food Laws, both
State and National.

SALT
MORTON'S
FREE RUNNING
SALT
IT POURS
MORTON SALT COMPANY

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

Royal
10c size .. 90
1/2 lb cans 1 85
6 oz cans 1 90
1/4 lb cans 2 50
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

SOAP
Lautz Bros. & Co.
[Apply to Michigan, Wis-
consin and Duluth, only.]
Acme, 100 cakes, 5c sz 3 75
Acorn, 120 cakes ... 3 00
Climax, 100 oval cakes 3 50
Gloss, 100 cakes, 5c sz 3 75
Big Master, 100 blocks 4 25
Lautz Master Soap .. 3 75
Naphtha, 100 cakes .. 4 00
Oak Leaf, 100 cakes .. 3 75
Queen Anne, 100 cakes 3 75
Queen White, 100 cks. 4 00
Railroad, 120 cakes .. 3 00
Saratoga, 120 cakes .. 3 00
White Fleece, 50 cks. 2 50
White Fleece, 100 cks. 3 25
White Fleece, 200 cks. 2 50

Proctor & Gamble Co
Lenox ... 3 50
Ivory, 6 oz. ... 4 15
Ivory, 10 oz. ... 7 00
Star ... 3 40

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

Tradesman Company
Black Hawk, one box 3 25
Black Hawk, five bxs 3 10
Black Hawk, ten bxs 3 00

Scouring
Sapolio, gross lots .. 9 50
Sapolio, half gro. lots 4 85
Sapolio, single boxes 2 40
Sapolio, hand ... 2 40
Scourine, 50 cakes .. 1 80
Scourine, 100 cakes .. 3 50
Queen Anne Scourer 1 80

Soap Compounds
Johnson's Fine, 48 2 3 25
Johnson's XXX 100 5c 4 00
Rub-No-More ... 3 85
Nine O'Clock ... 3 80

WASHING POWDERS.
Gold Dust
24 large packages ... 4 80
100 small packages .. 4 00

Lautz Bros. & Co
[Apply to Michigan, Wis-
consin and Duluth, only]

Snow Boy
100 pkgs., 5c size ... 4 00
60 pkgs., 5c size ... 2 55
48 pkgs., 10c size ... 4 00
24 pkgs., family size .. 3 75
20 pkgs., laundry size 4 15

Naphtha
60 pkgs., 5c size ... 2 55
100 pkgs., 5c size ... 4 00
Queen Anne
60 5c packages ... 2 55
24 packages ... 4 00

Oak Leaf
24 packages ... 3 75
100 5c packages ... 4 00

FITZPATRICK BROTHERS' SOAP CHIPS
White City (Dish Washing) ... 210 lbs.
Tip Top (Caustic) ... 250 lbs.
No. 1 Laundry 88% Dry ... 225 lbs.
Palm Soap 88% Dry ... 300 lbs.
SEND FOR SAMPLES
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 satisfac-
tory return same at our expense.—FITZPATRICK BROS.

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 dur-
ing 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 com-
plete 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

The Iron Safe Clause

in Fire Insurance Policies,
which is frequently used as a
club by unscrupulous insur-
ance adjusters to coerce mer-
chants who have suffered loss
by fire to accept less than the
face of their policies, has no
terrors to the merchant who
owns a York fire proof safe.

This safe is carried in stock and
sold at factory prices by the Western
Michigan representative of the York
Safe & Lock Co.

GRAND RAPIDS SAFE CO.
GRAND RAPIDS, MICHIGAN

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—Two-story brick building 22 x 70, basement same size. Cemented cellar bottom. Opera house on second floor. Building built five years. I want to retire from the retail business. New stock of men's furnishings, shoes, some clothing. Only store of its kind in town. Am doing cash business. Fine opening for ready-made clothing store for men and boys. This town is located in one of the best farming sections in Michigan. Large milk condensary pays from \$28,000 to \$30,000 to farmers every month for their milk product. Address Lock Box 172, Webberville, Michigan. 943

For Sale—Wagon and implement repair business. Good live town in good agricultural community. Lots of work and good business for a good wood worker. Write or visit W. C. McGowan, Pewamo, Michigan. 945

640 acre homesteads in Colorado, the finest wheat land in the world. No long hard winters. Flowing wells of pure water. Come quick. Der Deutsche Farmer, 327 Barth Block, Denver, Colo. 946

Wanted—General merchandise, grocery or bazaar stock or restaurant and bakery in exchange for 80-acre improved farm (Lapeer Co.) Price right. No. 947, care Tradesman. 947

Patent For Sale or Royalty—New construction of a hose reel. Good household article. Saves hose, time and trouble without taking off the hose from the reel when sprinkling. Address Frank Nemeo, 1833 No. Ballou Street, Chicago, Ill. 948

For Sale—The stock and hardware business of the late H. H. Fowler, known as "Fowler Company." Good, clean stock, centrally located. Splendid opportunity for any one wishing to engage in the hardware business. Address T. J. Potter, Adm. Estate, H. H. Fowler, Greenville, Michigan. 942

For Sale Or Exchange—For real estate, dry goods and men's wear stock in good condition. Rent \$20 a month, good location. Address Box 114, Shepherd, Michigan. 938

For Sale—Grocery at Niles, Michigan, doing good business. Best location in town. Will sell cheap if taken at once. Address No. 939, care Tradesman. 939

For Sale—The following tinsmith tools: 4-foot iron brake, 30-inch folder, 32-inch square shears. All in first-class condition. Address Michigan Maple Block Co., Petoskey, Michigan. 940

The Village of Kent City, Michigan, has a large factory building suitable for manufacturing purposes, the use of which they will lease free for a term of years to some manufacturing concern. Chas. S. Parks, President, Kent City, Michigan. 941

Collections everywhere. We get the money and so do you. No charge unless collected. United States Credit Service, Washington, D. C. 944

Lease For Sale—Very desirable lease on Monroe avenue, Grand Rapids for sale. Must act quick. J. L. Lynch, 28 Ionia Ave., Grand Rapids. 950

For Sale—Grocery stock and fixtures. Good location. Established business. Mrs. T. L. McClelland, Otsego, Mich. 951

For Sale—If taken at once only stock of millinery goods in town. Best opening in Michigan. Large new spring stock all in. Address Box 125, Laingsburg, Michigan. 953

Stock of men's clothing, furnishings and shoes for sale to quick buyer. Stock invoices about \$5,000. Will sell cheap for cash. J. L. Lynch, 28 South Ionia Ave., Grand Rapids. 949

For Sale—Half price, nearly new shelving, show cases, large register, tables, counters, gas lamps, large safe. Address Fixtures, 116 Sheldon Ave., Grand Rapids, Michigan. 954

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

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

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

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

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

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

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—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

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

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

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

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

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

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

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

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. 630

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

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. Krusenga, 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

SITUATIONS WANTED.

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

HELP WANTED.

Wanted—Experienced grocery clerk. Must come well recommended. Address W. H. Soule, Centerville, Michigan. 937

Wanted—A strictly first-class shoemaker capable on jack or machine work. I want a man who can do things and who is not afraid to hustle. Top notch salary and steady all the year round job for the right party. We operate one of the most up-to-date shoe repairing plants in the West. Why Shoe Works, Kalamazoo, Michigan. 952

The Goods! Net Prices!

When you receive "OUR DRUMMER" catalogue regularly you always have dependable answers to these two important questions:

What is the lowest net price at which I can buy goods?

Where can I get the goods?

Items listed in this catalogue have the goods behind them.

The prices are net and are guaranteed for the time the catalogue is in force.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago

St. Louis Minneapolis

Dallas

Activities in Michigan Cities.

Written for the Tradesman.

Hillsdale will vote April 2 on a bond issue to purchase a fire truck.

The Olivet Business Men's Association has named a committee to take steps toward securing an autobus line to operate between Battle Creek and Lansing, via Charlotte, Olivet, Bellevue and Potterville. Auto lines are being operated between Lansing and Grand Ledge and Lansing and Potterville.

Manufacturers of Grand Ledge are telling the city officials that more new homes for workingmen are needed. They are handicapped in getting men because of lack of proper housing accommodations.

Saginaw is told by Prof. Raschbacher, of the University of Michigan, that it could install a modern plant for disposal of garbage rubbish and ashes at initial cost of \$60,000 to \$65,000, which would handle all waste matter from its homes and factories and stand a fair chance not only of breaking even but of making a small annual profit. He says the system in use in Washington, D. C., is the nearest approach to the ideal that is to be found in the United States.

H. N. Clark has resigned as Secretary of the Manistee Board of Commerce, to take effect May 15.

One of the students in horticulture at the M. A. C. will supervise the garden club work in Lansing this year.

Evert has secured a new factory. Local people have formed a company for the manufacture of a whiffletree and various patented articles, making use of the old Evert Tool Co.'s plant.

Reed City shipped out a full train load of live stock recently, being its first exclusive stock train. Stock raising is fast developing in Northern Michigan.

St. Johns people have bought the two weekly papers at Mason, county seat of Ingham, and consolidated same under the name of the Ingham County News.

City Manager Stephens, of Cadillac, is working on a plan to secure the use of about forty acres of land in Harsistown and other parts of the city for the use of city people in raising their own vegetables this summer.

Almond Griffen.

While recognizing that in many of the finer things of life Europe is far ahead of us, Americans find that in certain directions, mainly in mechanical matters, the most highly developed parts of Europe are far behind the Yankees. There are many witnesses to the fact that machines are in use in Europe which were discarded in this country many years ago and that, generally speaking, we are far ahead even of such countries as France in mechanical industry. Perhaps this is nowhere more evidenced than in agricultural equipment, in which the United States unquestionably leads the world. Some of the implements used even in Western Europe remind one of the crudities of the Asiatic countries or even of the American Indians. There will be a tremendous demand for our agricultural implements after the war, not merely for actual use in the fields but as models

on which to build up a new system of cultivation of the soil. The demand in Russia, Germany and Austria will be practically limitless but also it will be big in the more Western countries. It would seem too that Great Britain, if it intends to raise a greater quantity of foodstuffs than heretofore, must call on the ingenuity of the United States to help out. Hardware will be wanted also in great quantities, along with lumber and almost everything else that enters into the construction of houses. There is a demand even now for temporary houses that can be shipped into the country and set up on short notice. It would seem that we shall have a great trade in all these things, always provided that means of payment are at hand. As manufacturers and merchants our people will not furnish goods without pay for them, but there should be a considerable period of time after the war when all Americans will lay aside the character of manufacturer or merchant and give liberally of the necessities of life to fellow men who must make a new start.

German newspapers have naturally been discussing the possible military power of the United States, should war ensue. In one of them, the *Vossische Zeitung*, a military expert, Capt. Salzmann, holds that the American army is worth very little. He asserts that he knows it personally, and that it is made up chiefly of men who are not fond of work and who fight only for pay. The American soldier is rather looked down upon, the Captain affirms. And he gives his countrymen the further comforting assurance that the United States, in the event of war, would never be able to imitate England in raising a large army. The reason is that the British have been for centuries "a warlike race," while the Americans have a strong distaste for war. Be that as it may, Capt. Salzmann can hardly be ignorant of the fact that in 1861-65 the United States had under arms citizen soldiers in numbers then unexampled. Lord Lyons, the English Minister at Washington, was so impressed by the fact that he kept warning his own government not to underestimate the enormous military strength of this country. Of course, intelligent Germans really know this, and can be in no doubt of the power in arms which the United States could exert, should it be necessary to develop our giant resources in men and material.

Any merchant who wishes to assist in the enactment of a good law, drafted solely in his interest by men friendly to him and the cause of fair rates, ample protection, honorable adjustments and prompt payment of indemnities, should write his Senator and Representative in the Legislature to work and vote for the enactment of Senate Bill 178, introduced by Senator Scully March 1, and now before the Insurance Committee of the State Senate.

When you show no personal interest in a customer, no matter how mechanically perfect your service, you fail to bind that customer to your store.

Preliminary Plans for the Retail Merchants Congress.

Grand Rapids, March 20—The Programme Committee of the Wholesale Department has decided on the following items in connection with the Retail Merchants Congress, and in connection with developing the programme have instructed the undersigned to see that the Michigan Tradesman gets all the information first hand and that none of the speakers be announced in any local newspaper until the programme is complete and until the complete announcement has first been made in the Michigan Tradesman.

The dates are June 5, 6 and 7. The place is the convention hall of the Pantlind Hotel. The sessions will be held in the afternoon and evening. The speakers who have agreed to come up to the present time are: J. A. Lake, Petoskey, President of the Michigan Retail Grocers and General Merchants Association; G. A. Garver, of Strasburg, Ohio, who developed a business of \$500,000 in a town of 1,015 people; L. H. Stubbs, of Cedar Rapids, Iowa, who will talk on "Fire Insurance;" H. Leslie Wildey, of Graettinger, Iowa, who will talk on "Mail Order Competition;" H. G. Ingham, of the University of Kansas, Lawrence, Kansas, who will talk on "Accounting Methods for Retail Merchants" and "Merchandise Records, Mark Ups, Turnovers."

The following have been invited to participate in the programme, but their acceptances have not as yet been received: Professor Stephen W. Gilman, who is at the head of the Business Administration Department of the University of Wisconsin, to talk on "Personality in Business;" E. B. Moon, of Lakeville, Indiana, who has developed an annual business of \$75,000 in a town of 300 people; and C. B. Hamilton, of the Brearley-Hamilton Advertising Service, this city, to handle the topic "Where Do Profits Go To?"

The Committee is very enthusiastic over this programme, especially over the fact that Messrs. Lake, Garver and Wildey, all retail merchants themselves, have agreed to come, and there is a good prospect of securing Mr. Moon, another successful retail merchant.

It occurred to the writer that this information at this time would be of interest to you.

Lee H. Bierce, Sec'y.

Wall Street is not so in love with war as it once was. Once war meant munitions contracts at extravagant profits, the sale of our crops abroad at fancy figures, increased railroad earnings, and a spreading of prosperity throughout all industry. Now it is beginning to mean freight congestion, a high and relentless cost of living, while before our vision stalks the specter of a world crop shortage. Wall Street has always recognized (although occasionally the recognition seemed indeed faint) that the war could not go on forever. Peace would mean a cessation of munition contracts; but an indefinitely continued war in Europe profitable to the United States was unbelievable, because the time would inevitably come when Europe could not pay for its goods; we should be dragged down in financial collapse with Europe; and the closer that time came the more economically disastrous a continuation of the war would be. The longer the war goes on the more terrible must be the readjustment and the after-payment when the war ends. At present our equipment companies, whose shell orders have just terminated, have locomotive and car orders to keep them

busy well into 1918. The steel and other industries are in the same condition. If hostilities ended now, the period of readjustment would thus be partly bridged; although the after-payment might extend through long years.

Talk about the Biblical text, beating your swords into plowshares and your spears into pruning hooks, the sweep of the "dry wave" over the Pacific Northwest has done something analogous to that, with reference to the breweries and by giving rise to a movement to convert them into canneries. W. H. Paulhamus, a well known canner, is the originator of the scheme for turning the now idle breweries of the State of Washington into canneries and has opened negotiations in Spokane with representatives of the Schade Brewery.

The Hake Timber Land Co. has been organized with an authorized capital stock of \$16,000, all of which amount has been subscribed and paid in in property.

BUSINESS CHANCES.

Advertising Cuts—Brighten up your advertisements with attractive cuts. Our big catalogues sent free. Cuts for dry goods, furniture, variety, general, millinery, cloak and suit and department stores. Cuts all sizes. Prices 25c each. Send now for catalogues of these cuts. Address Cut Syndicate, 16 East 23rd St., New York. 955

Partner Wanted—\$12,000 to build three stone stores in best trading point I know; two railroad towns; West Central Missouri. 10 per cent. guaranteed above insurance and taxes. J. A. Young, Williamsville, Vermont. 956

Woke Up a Dead-Beat—In 30 minutes. Read this: Southington, Conn., Feb. 2, 1916. The Western Seed House, Salina, Kansas. Gentlemen: Enclosed find check for \$1.25 in payment for the Dead Beat Chasers sent us. We tried No. 5 on one party we had been unable to get anything out of for over a year; he had forgotten our place entirely. But No. 5 woke him up. We got a response inside of half an hour after he received it. This alone more than pays the \$1.25 spent. It is the best \$1.25 we ever have spent. Thank you. The Lewis-Williams Shoe Company, Stansfield's Sons of Mt. Carmel, Ill., writes: "Send us another set of Dead Beat Chasers, they are sure the dope." Tom Gray, the Big Lumberman of Clayton, New Mexico, writes: "It paid for itself twenty times over in the first three weeks, and collected two accounts over two years old which we had given up as lost." Here is our proposition: We'll mail you our set of "Dead Beat Chasers and Slow Pay Ticklers" on approval. If they please you send us your check for \$1.25—if they don't suit you mail them back to us within three days after you receive them, the postage is only 4c to return them, and the matter is ended. Write us today. The Western Seed House, Salina, Kansas. 957

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