

APR 18 1917

GRAND RAPIDS  
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# MICHIGAN TRADES MAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS.

EST. 1883

Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, APRIL 11, 1917

Number 1751

## MAN'S WORST ENEMY

I am more powerful than the combined armies of the world.

I have destroyed more men than all the wars of the world.

I am more deadly than bullets, and I have wrecked more homes than the mightiest of siege guns.

I steal in the United States alone more than 300 million dollars each year.

I spare no one, and find my victims among the rich and poor alike; the young and the old; the strong and the weak; widows and orphans know me.

I loom up to such proportions that I cast my shadow over every field of labor from the turning of the grindstone to the moving of every train.

I massacre thousands upon thousands of wage earners in a year.

I lurk in unseen places, and do most of my work silently. You are warned against me, but you heed not.

I am relentless. I am everywhere; in the home, on the street, in the factory, at railroad crossings and on the sea.

I bring sickness, degradation and death, and yet few seek to avoid me.

I destroy, crush or maim; I give nothing, but take all.

I am your worst enemy.

*I am carelessness.*

*George W. Burr.*

## 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.

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Freight Traffic Manager,  
Detroit, Michigan

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

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## Judson Grocer Co.

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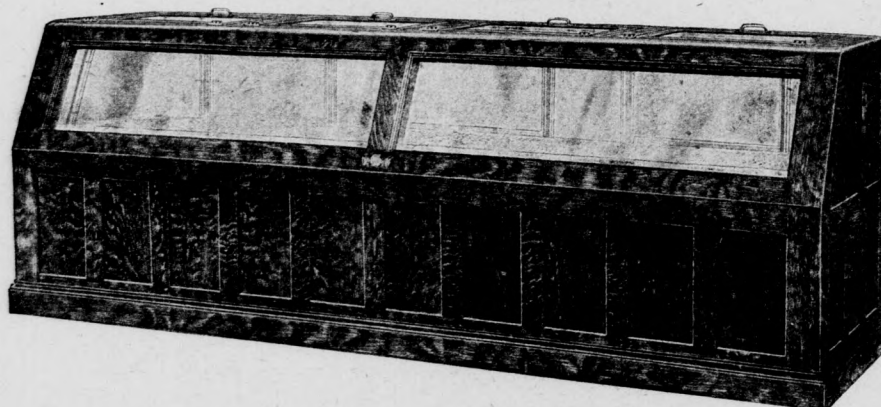
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products are always fresh and attractive until sold. No more "taking out over night." Plate glass and fancy oak, enameled white inside; tinned metal removable shelves in full view of your customers at all times. Thoroughly insulated; front has three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

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# MICHIGAN TRADESMAN

Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, APRIL 11, 1917

Number 1751

## SPECIAL FEATURES.

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## RUSSIA STANDS FIRM.

Differences of opinion between leaders of the Russian revolution concerning the settlement after the war are revealed in the statements of Minister of Justice Kerensky and Foreign Minister Milyukoff. But there is no difference of opinion regarding the possibility of a separate peace for Russia. For Kerensky and Tchekheidze, as representatives of the extreme radical factions, peace will be in sight when the German people have rid themselves of the Hohenzollerns. For Milyukoff the situation presents itself in terms of territorial rearrangements. But although Milyukoff's demands for a reorganized Austria-Hungary and the Dardanelles for Russia are far reaching, his terms are really not more exigent than the Kerensky demand for overturning the monarchy in Germany. If either of these demands is to be realized before Petrograd consents to discuss peace, the Allies have no reason to worry over the possible defection of Russia. When the German people have settled its score with its own rulers, Russia will not be the only member of the Allies to regard the war as virtually at an end.

In the meanwhile the revolutionary forces in Russia are making use of the respite granted them by the impossibility of extended military operations to come to an understanding on matters which might seriously compromise the success of the revolution. On the one hand the Constitutional Democrats, under the leadership of Milyukoff and representing moderate opinion, have consented to the distribution of all the land among the peasants. This, with the liberties already decreed in the way of free speech and assembly and the curtailment of the pernicious theories and practices of trades unionism should round out the radical programme. The radical leaders, on the other hand, seem to recognize that the time has come to restrict agitation among the soldiers at the front, with possibly serious consequences in the face of a German attack. It is not in mere excess of revolutionary fervor that the radicals have been so preoccupied with the army. The purpose obviously has been to lose no time in per-

meating the troops with the revolutionary gospel and so to establish safeguards against a counter-revolution. The difficult problem which the revolutionists have to face is so to undermine the ancient discipline as to make it difficult for a reactionary commander to lead his army against the government in emergency, and yet to maintain discipline for holding the line against the Germans.

The potato has been more talked about in the last few months than ever before since it first became an article of diet. It has been very much in evidence because of its high price, and what used to sell at 50 cents a bushel now commands in the neighborhood of \$3. The story is told about a young man in a Northern Michigan county who last year borrowed \$7,500, which he invested in land, and then borrowed \$2,500 more for stock and machinery, and with wonderful foresight went into the potato industry. So successfully was it prosecuted that after he had sold his crop he paid back the \$10,000 borrowed money and put \$10,000 more in the bank. The prospect is that this spring will see more potatoes planted in the United States than ever before. If there is an ordinary crop, good money will be realized by those who raise them. They have become to be reckoned as one of the necessities of life, and as such are bound always to be in demand. The only perplexing problem connected therewith just now is to get money enough to buy the seed.

The great air battles of last week along the Western front, emphasized in the dispatches from London and Berlin, show plainly that the first phase of the German retirement and the Allied pursuit is nearing its end. Heavy though the fighting has been during the last fortnight, it has been, nevertheless, contact between van and rearguard. The Allies have been able to press on in the assurance that, short of the line Cambrai-St. Quentin, the main forces of the enemy would make no stand. But now that they are within striking distance of this line, it is obviously necessary to find out what is the disposition of the German forces before the main strength of the Allies is brought up. Whether the Germans are continuing their retreat toward the frontier, or have actually made their stand along the so-called Hindenburg line, aerial reconnaissance comes into play, either as the preliminary to a continued pursuit or to the more leisurely business of settling into position for a grand offensive.

Everyone is presumed to know the law except the judge, and there is a court of appeals to correct his mistakes.

## HE WAS A MAN AMONG MEN.

Richard Olney was a man who in private as well as public life impressed beholders with his strong qualities. He was always positive and hard-hitting. Both as Attorney-General and Secretary of State he display a kind of imperious vigor that made enemies while it compelled admiration. He was distinctly one of President Cleveland's "finds." Scarcely known outside of Massachusetts when he entered the Cabinet, Mr. Olney became and remained a National figure. It was something more than an empty compliment when President Wilson urged him to go as Ambassador to England; it was recognition of an erect and dominating figure in the Democratic party. Political success for such a man is a good deal of a mystery to politicians. They see him wholly without the arts of the demagogue, with a touch of scorn about him and a certain asperity; yet they note with surprise how he gains public respect and even confidence. When he was at the head of the Department of State Mr. Olney had to his credit two achievements stamped with his personal characteristics. One was his firm handling of the Cuban difficulty, at the end of Cleveland's second term. His cool public statement that a joint resolution of Congress in favor of recognizing Cuban belligerency would be regarded by the President merely as an expression of opinion by estimable gentlemen, and not at all binding the Executive, was as audacious an act as Washington ever saw. In Secretary Olney's Venezuelan notes to Lord Salisbury, that British diplomat found a pungent directness which visibly annoyed him. Luckily, that threatening controversy was ended without leaving bitterness on either side. It did, however, leave behind it Secretary Olney's famous phrase about the word of the United States being a "fiat" in all this hemisphere. In such affairs our diplomacy has since learned a lighter tread.

## THE FULL SUN OF FREEDOM.

It is not the dawn of freedom we are witnessing in Russia, but the full sun of freedom bursting through the murk of despotism. The broken shackles of the slave are literally true. Not all the swift succession of emotional crises which the world has experienced in the last three years can steel us to the poignancy of the picture which the news dispatches present daily of the numberless victims of Czarism streaming forth from Siberia towards home, liberty and a new life. From the prisons, from the mines, from the convict hospitals and settlements, from the frozen villages of the Arctic steppes, the hapless pioneers of freedom—the youth and conscience and aspiration of Russia—are called back to the realization of a great dream, back to take their places

in the up-building of a new nation by the side of their comrades from the dungeons of St. Peter and St. Paul and Schlüsselburg. "He hath put down the mighty from their seats and exalted them of low degree." Not even in the French Revolution was there such swift and complete repayment. "One man from the Irkutsk city jail wore the gold braided uniform tunic of the dismissed governor of Irkutsk under a ragged and greasy overcoat." Such flashes of comedy against the tragic background of the hideous past emphasize one of the world's greatest dramatic climaxes. It was as if a voice said, Let there be light and there was light.

The re-election of Champ Clark as Speaker of the House of Representatives was a foregone conclusion. While it is nothing to be especially deplored, it is something which might easily have been avoided and the fault is with the Republicans and largely rests upon the shoulders of James R. Mann, the nominee of his party's caucus. During his long service in the lower house he gained a reputation for ability and familiarity with National affairs and parliamentary practice. He began to lose favor and influence shortly after the beginning of the European war, because he was looked upon as more thoroughly pro-German than he was upright and downright American. But for this attitude on his part he would have been the logical and as well the popular choice of his party and would have appealed to the independents, who might have been more readily won to his side than to that of Speaker Clark. As between the two it is infinitely better for the country to have Mr. Clark in this office. The wonder is that the Republicans made him their caucus nominee, but under the circumstances and existing conditions the chance they might have had was lost and so perhaps it does not matter.

As a contribution to the discussion of a name for the islands we have purchased from Denmark, the Tradesman suggests "Antilla." This name is appropriate, euphonious and concise, either as colony, territory or reservation. The origin of the name is mythical, but, in the form Antilles, it has been used for the whole West Indian archipelago, especially by European authors. Geographical names of three syllables are the most attractive of any, and "Antilla" is quite as pretty as Montana, Alberta or Sonora. There would then be Gibraltar at the entrance to the Mediterranean and "Antilla" at an entrance to the Caribbean. Whenever any of the other Lesser Antilles come into the possession of the United States, they would naturally be added to form a larger Antilla.



## UPPER PENINSULA.

## Recent News of the Cloverland of Michigan.

Sault Ste. Marie, April 9.—Tom Agnew, the enterprising butcher on Ashmun street, has added some new fixtures in the line of the most up-to-date meat blocks. The finishing touches to this sanitary meat market is a credit to the enterprising proprietor and in keeping with his high class trade.

Sam Lee, proprietor of the Chinese laundry, has opened a new laundry on 544 Ashmun street. Sam left the Soo a few years ago, being lured to the copper country by the good reports circulated at that time, but did not like doing business with so many foreigners. Sam says all he could hear there was, "Blab, blab, blab." He was glad to get back to the Soo, where there was more English spoken.

The people of Dryburg are very highly elated over the prospects of having a new depot in the near future, which has been heretofore but a flag station on the Soo Line.

"Two hearts are better than one if they are trumps."

Paddy Moher, local agent for the Standard Oil Company, has succeeded in getting John D. to thaw out for a new auto truck, which is a necessity for the large increasing business under the able management of Paddy, who says that he will now be able to keep the gasoline tanks supplied for the rest of the summer.

W. T. Feetham and Otto Supe have been chosen jurors for the United States District Court, which convenes at Marquette April 18. Must be some fine business cases to choose all jewelers. The proceedings will be watched closely in consequence.

"The future is what we hoped the past might have been but it wasn't."

The death of the late Judge L. C. Holden came as a shock to the entire community last Saturday when he dropped dead of heart failure, near his residence. The Judge was one of the best known men in the Upper Peninsula and one of the most active in various lines. He was the leading spirit in the Chippewa Agricultural Society, of which he was Secretary many years. He was recognized as one of the best authorities on stock and horse flesh in the State and was considered one of the best attorneys in the local bar. The remains were taken to Saginaw for interment under the auspices of the Masonic order. The deceased leaves a wife and other relatives in Saginaw, who have the sympathy of friends in their bereavement.

Frank Losich, of Manistique, who for the past five years has been manager of the Northern Michigan cattle ranch, near Cooks Mills, has resigned his position and moved with his family to Manistique. He will be succeeded by Otis Hamilton, of Davenport, Iowa, who will be the new manager on the ranch.

The Soo is to have a new Hospital. It was with great joy, after the election, that the Supervisors were authorized to make a large appropriation to be spread on the tax roll the next five years, after being put to the vote of the people. This will give the Soo one of the best hospitals of its size in the State—one which will be a credit to the community and also fulfill a much needed want, as the present hospital is much too small to care for the sick in the community.

"Money cannot buy an ounce of love, but it can purchase tons of sympathy."

Now that the war is on, people are showing their patriotism in many ways. Flags and bunting are displayed in great profusion throughout the city. The patriotic spirit is at high pitch. With the additional troops now occupying Fort Brady, the Soo is beginning to feel like the days when the soldiers made things lively in the community. This will stimu-

late considerable business, especially in the movies and other lines usually patronized by the soldiers.

George Kemp, who has been spending the winter in the South, has returned and is getting ready for the opening of navigation.

There is to be a Soo hospital party at the armory next Monday which will be one of the events of the season.

Mackinac Island can now boast of being the only city in Michigan having a rival to Carrie Nation. It happened that last Saturday night the "Carrie Nations" in this instance were Mrs. Nellie O'Leary and her daughter, Miss Frances O'Leary, residents of Mackinac Island. It was about 7 o'clock in the evening when they proceeded to the White saloon. While the mother stood at the door of the saloon with an axe at her side, Miss O'Leary entered the place, pushing her way through the crowd of men and threw a hammer which she had concealed about her through a mirror back of the bar. The handle struck the lower left hand corner of the case shivering it to pieces. It also hit an electric wire, causing about \$125 worth of damage. The Mackinac Island police force finally quelled the riot and escorted the parties to St. Ignace by a dog team over the ice, where they were kept safe from doing further damage for a while. The authorities are now contemplating whether or not it would be a good move to enlist them in the navy and put them smashing submarines.

The Soo merchants report very satisfactory business for Easter week. The window displays were unusually attractive, and the Premium ham and bacon films made quite a hit. The reasonable price of eggs helped to make the H. C. L. a pleasure.

Pat O'Connel is now full fledged clerk in the C. W. Bretz store, at Engadine.

Quay's sawmill, of Engadine, started up last Wednesday, for the season. This will help live up this important little town.

John Lipnitz has accepted a position as day clerk in the Moran Hotel, where he will be pleased to meet the boys of the road, who will be assured of courteous treatment and a square deal during his stay at Moran.

C. W. Bretz, the well-known merchant of Engadine, is in Ann Arbor, with his wife, who underwent an operation there last week. S. N. Eakly is managing the business during his absence.

Mart Fair, one of St. Ignace's meat men, has been making many improvements at his famous meat market. The building has been completely overhauled, redecorated and put in the pink of condition. Mr. Fair is figuring on installing the latest type of ammonia refrigeration, which will be the last word in efficiency and completeness. This will be one of the finest markets in Cloverland and does credit to this proprietor, who has faith in his home town for a successful future.

George Michelin, the well-known lumberman for the Embury Martin Lumber Co., of Kenneth, has finished operations for the winter and returned to his home in Cheboygan.

The residents of the Snows have opened up a guessing campaign on the opening of navigation. It is also reported that the tourists are already beginning to arrive.

The hotel at Cedarville is being put in condition to receive guests, although the rush is not expected for some time yet.

The steamer Islander, of the Arnold Transportation Co., expects to open navigation between St. Ignace and Mackinac Island sometime next week.

"Life is said to be a game of give and take. Most people give a lot more trouble than they are willing to take."

William Johnson, for the past few years in the retail grocery business

on the corner of Spruce and Pine streets, has sold his stock to Joseph H. Atkins, who for some time has been located at West Branch. Mr. Johnson has moved on his farm near the Dunbar school, which is considered one of the best farms in Chippewa county. Mr. Atkins is bound to make a success of the new venture, as it is in a good location.

D. H. Moloney, proprietor of the Man's store, returned last week from Florida, where he and Mrs. Moloney had been spending the winter. They are pleased to get back to the Soo. They report a delightful winter, but the Soo for them during the summer.

S. G. Tuttle, superintendent of the Scott quarry, near Trout Lake, was a Soo visitor last week. Mr. Tuttle has many friends in the Soo who are pleased to see him.

D. F. Thomas, for the past few years superintendent of the Railroad Company at Sudbury, Ont., has resigned his position and expects to make his home at the Soo. He is well and favorably known here, having been in the meat business here for a number of years prior to going into the railroad business.

Ray Kelly, who has been in the sales department of the Grinnell music store, has resigned to accept a similar position in the musical department of Otto Supe, one of our leading jewelers.

"Now the season is at hand when father's pocket-book should go into training for spring opening."

W. H. Lewis, the well-known merchant of Detour, was a business visitor here last week.

The Cornwell Company has secured a contract to furnish the Pittsburg Steamship Co. with meat for the season of navigation during 1917. This is one of the largest meat contracts in the State and will mean much to the local company.

F. J. Allison, the well-known traveling salesman, purchased a new Overland last week. Frank says "A thing of beauty is a joy forever." This is the third auto he has had in the last three years. He has not had the opportunity to experience the sensations of having an old car that has seen better days.

William G. Tapert.

## Tells of Advantages of Mutual Fire Insurance.

At the annual convention of the North Dakota Retail Hardware Association, P. J. Jacobs, Stevens Point, Wisconsin, Secretary of the Wisconsin Retail Hardware Association and himself a thoroughly progressive retailer of hardware, spoke on mutual fire insurance and pointed out some of its many advantages. He also emphasized the necessity for having everything in the best possible condition, so that in case of fire the insurance adjuster may have no reason for delaying settlement, as follows:

I was much interested in the report of your Secretary in which the financial condition of your Association was so clearly revealed. I wish to compliment you upon the fine showing your Association has made. You have a per capita surplus of \$15 per member. This will compare more than favorably with that of any other association. An organization of some 450 members with a surplus of better than \$6,000 is the record which you have. In our Wisconsin Association we have a membership of better than 1,200 with less than \$1 per capita surplus. In any organization, business or otherwise, the surplus is really the backbone of the organization.

In speaking of hardware mutual in-

surance, I want to point out that essentially the only difference between mutual and stock insurance lies in the matter of price to the policyholder. Of the hardware merchants, at least 75 per cent. can buy fire insurance, showing them a return of 50 per cent. of the premium, while the other 25 per cent. can buy insurance on a basis showing them a return of from 30 per cent. to 40 per cent. of their premiums. Every merchant owes it to his business to buy his insurance where he can get it the cheapest. He has no moral right to inflict upon his business the added cost to operate which lies in paying more for adequate fire protection than is necessary.

I want to impress upon each one of you the necessity of reading, studying and understanding your fire insurance policies. Many a merchant does not know the first thing about insurance until he suffers a fire loss, and then it is too late. Remember to read your policy. Know what you have bought. Understand the conditions which you have agreed to live up to. Every merchant should know the insurance game from A to Z. There is nothing complicated about it. It is just simply a matter of studying your policy.

Let us assume that someone of you merchants here should be called on the long distance phone this minute and told that your stock and building were burning. What would be the first move that a man should make under a situation as that? It is to go ahead and clean up as though you had absolutely no insurance whatever. The adjuster for the company wants to see the salvage in the best possible condition. You gain nothing and stand to lose much by letting this slide until an adjuster can reach your town. I want to emphasize also the fact that the loss is determined from your books and your inventory. You can adjust a fire loss no matter if you have mislaid or lost your policy, but you can't adjust your loss without an inventory statement. You do not need an elaborate system. It is not necessary to have any detailed accounting methods, but you should have some simple plan which would enable you to know what merchandise you had on hand at the time the fire occurred. Inasmuch as fires always occur when least expected, this means that you should always know the amount of stock which you have.

There are three things which a merchant suffering a fire loss should do in the shortest possible time. First, separate the damaged from the undamaged goods. Second, put both in the best possible shape, and third, make out an inventory covering the amount of goods lost.

## Paradox.

"I understand he is loose in his habits."

"Yes, and his loosest habit is to get tight."

**SEEDS FERTILIZER  
SPRAYING MATERIAL  
Reed & Cheney Co.  
GRAND RAPIDS, MICH.**



### Honks From Auto City Council.

Lansing, April 9—As soon as the roads are in a settled condition R. C. Miller (Brooks Candy Co.) will cover his territory in a new Dodge Bros. roadster, purchased of the Lansing Garage & Sales Co.

F. H. Hastings has purchased a new tin lizzie and has it all dolled up and conveniently arranged according to his own ideas for transporting his demonstrating outfit and a good supply of stock. He is only waiting better road conditions to start on an extended trip through the Southwestern states.

Another event in the history of Auto City Council which marked the opening of our new home, at the corner of Michigan avenue and Grand street, took place last Saturday afternoon and evening and demonstrated to representatives of the Supreme Council, the Grand Council of Michigan and various subordinate councils of the State that Auto Council doesn't do things by halves. The meeting was called to order at 2 p. m. by Senior Counselor F. F. Jury and, after the regular routine of business had been cared for, preparations were made for the initiation of nineteen new members. A recess was then taken to await the arrival of a belated interurban car from Jackson, which brought the degree team of Jackson Council and several other members, a few of whom were accompanied by their wives who were entertained by our Ladies Auxilliary during the initiatory ceremonies, after which all marched over to the Pruden auditorium, where a banquet had been prepared for the 250 guests and members present. After the banquet, everybody returned to the Council rooms, which had been beautifully decorated for the occasion, and those who cared for dancing were permitted to indulge in their favorite pastime to their heart's content. A. T. Vandervoort acted as toastmaster at the banquet and displayed much

of his old time wisdom, wit and humor. Misses Thelma Curtis and Grace Childs rendered several beautiful selections at the piano and everybody was happy. Owing to the limited amount of time allotted for the banquet several good speeches were missed, others cut short and a few refrained from even mentioning the subjects uppermost in their minds. E. A. Welch, of Kalamazoo, spoke both at the Council rooms and at the banquet on matters pertaining to the order as a representative of the Supreme Council by request of Supreme Counselor George E. Hunt, who was unable to be present. Grand Junior Counselor John A. Hach, Jr., of Coldwater, spoke on the responsibilities of U. C. T. membership and the possibilities of the future, making reference to Mrs. Hach in a pleasing manner which was well received. Grand Secretary Maurice Heuman spoke on the order in general from a Secretary's standpoint and gave us some real good advice. Other speakers of the evening were William Kelly, of Jackson, recently appointed member of the Grand Executive Committee; C. B. Whipple, of Battle Creek Council; L. E. Brown, of Indianapolis, Ind.; H. H. Mitchel, of Erie, Pa.; Fred Hanfin, of Owosso, and Jerry Riley, who was so well pleased with the showing made by our Council that he promised to attend more regularly. District Deputy B. E. Mercer, and Grand Sentinel H. D. Ranney, of Saginaw, were present at the Council meeting, but, owing to the serious illness of Mrs. Mercer, was obliged to leave before the meeting closed. Jackson Council degree team exemplified the work in a very efficient manner and as an appreciation of their work, received a rising vote of thanks from both the members of our Council and our guests. Below we give the names of the nineteen newly initiated members and the houses which they represent:

James A. Boyce, National Biscuit

Co.

H. P. Ogden, Advance Rumley Co.  
Don H. Wallace, National Grocer Co.

W. H. Colt, Turnbull Wagon Co.

P. D. Watters, National Cash Register Co.

Guy W. Sharpe, Beechnut Packing Co.

E. J. Woodlock, National Cash Register Co.

Arthur W. Swallow, Thoman Milling Co.

Frank M. Bruenbaker, Thoman Milling Co.

H. C. Saunderson, National Grocer Co.

I. L. Lamson, Fox Furnace Co.

A. T. West, Perry Barker Candy Co.

Thomas B. Reed, Dudley Paper Co.

Frank J. Christopher, Toledo Scale Co.

W. J. Curtis, New Idea Spreader Co.

Don Clute, Detroit White Lead Works.

H. B. Hayward, National Grocer Co.

H. E. Woodmancy, National Grocer Co.

Enos Norris, M. Piowaty & Sons.

We could fill two pages of the Michigan Tradesman with details connected with this meeting, but we haven't time to write it. We feel constrained to remark that if you want to be real busy eighteen hours a day and seven days in a week, get into the automobile business, either wholesale or retail or both.

H. D. Bullen.

Williard and Annie were out motoring, and Annie insisted that he allow her to run the car. After some persuasion he reluctantly acquiesced, and his fears soon were realized. "Oh, Williard," the girl cried, excitedly, "take it quick! Here comes a ditch!"

### Wisdom From the Talmud.

The liar is punished when he tells the truth, for then nobody believes him.

Too many captains sink the ship.

A small coin in a large jar makes much noise.

If it were not for a man's passions, he would neither build a house, marry a wife, beget children, nor work.

The soldiers fight and the kings are heroes.

If a thief is wanting for an opportunity, he believes himself an honest man.

Use your best vessel to-day; by tomorrow it may be broken.

It is better to be a lion's tail than a fox's head.

Step down in choosing a wife; step up in choosing a friend.

Not what you say of yourself is accepted, but what your friends say.

The wine is the master's, but the serving-man is thanked for it.

Throw no stones into the well that gives you water.

Silence is the hedge that guards wisdom.

A donkey will complain of the cold in mid-summer.

Keep away from well-meaning fools.

Truth is burdensome; few have inclination to carry it.

Repent of your sins the day before you die.

The cat and rat are friends over a carcass.

One man says grace; another eats.

This world is the waiting room to the next.

# ROYAL BAKING POWDER

## ABSOLUTELY PURE

The purity of ROYAL BAKING POWDER is unquestioned and this purity is so well known to consumers everywhere that sales are just as certain.

When you buy a stock of ROYAL BAKING POWDER you can count your profit on every can in advance, because the last can is just as sure to sell as the first one.

**Contains No Alum—No Phosphate**

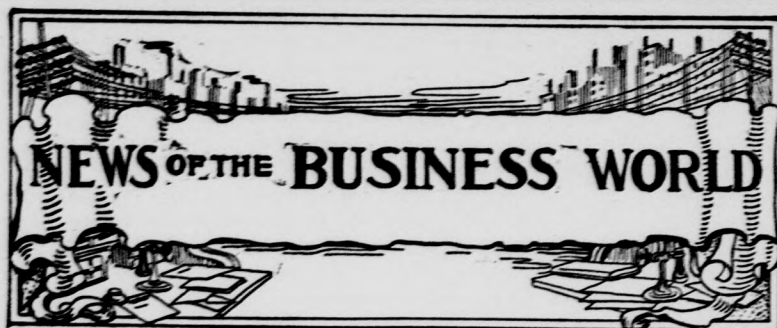


**ROYAL BAKING POWDER CO.**

NEW YORK







### Movements of Merchants.

Minden City—Irvin Walker has engaged in the meat business.

Muir—E. S. Damer succeeds J. W. Rice in the grocery business.

Delton—W. G. Simpson, recently of Mendon, has engaged in general trade here.

Dighton—Briggs & Cooper succeed George H. Breen in general trade.

Brant—Lewis Bennett has engaged in the grocery business in the Kidney building.

Custer—Gordon Chadwick succeeds M. F. Huddleston in the grocery business.

Baldwin—B. H. Segar is closing out his hardware stock and will retire from business.

Alma—Chanson & Watson succeed Bartling & Holmes in the manufacture of concrete blocks.

Kalamazoo—The Woodhams-Toland Co. has changed its name to the A. F. Woodhams Coal Co.

Kalamazoo—The Merchants Publishing Co. will increase its capital stock from \$200,000 to \$300,000.

Ovid—M. O. Lewis has sold his jewelry stock to Charles H. Eaton, who has taken possession.

Ontonagon—Thieves entered the grocery store of C. H. Emmons April 8 and carried away considerable stock.

Detroit—The Velich Scrap Iron & Machinery Co. has increased its capital stock from \$12,000 to \$50,000.

South Boardman—Mrs. C. A. Brott succeeds R. V. Sanford in the bakery, ice cream and restaurant business.

Mendon—A. D. Collard has opened his grocery store in the modern fire proof building he has just completed.

Plymouth—The Plymouth Motor Castings Co., Inc., has increased its capital stock from \$75,000 to \$250,000.

Nashville—V. L. Roe has engaged in the meat business, taking over the stock and fixtures of the Old Reliable Market.

Greenville—Claude L. Winter has taken over the hardware stock of Fowler & Co., taking possession about May 1.

Saugatuck—James A. Aliber is closing out his stock of groceries and shoes and will engage in some other line of business.

Muskegon—The capital stock of the Moulton Grocer Co., wholesale grocers, has been increased from \$40,000 to \$80,000.

Kalamazoo—The Chocolate Shop has been opened on South Burdick street, under the management of Mrs. George M. Harvey.

St. Joseph—The Famous Truck Co. Inc., is erecting a wood-working plant, containing 10,000 square feet of floor space.

Collins—The L. D. Bugbee Estate has sold its stock of general merchandise to R. C. Williams, who will continue the business.

Vermontville—Lackey & Purchis, electrical contractors, have dissolved partnership and the business will be continued by Mr. Lackey.

Kalamazoo—L. S. Groban, of Covington, Ky., has assumed the management of the Union store at 304-306 North Burdick street.

Lansing—Walter H. Freeman, of the Freeman Hardware Co., died April 8 at Battle Creek from paralysis, following an attack of diphtheria.

Conklin—E. Z. Albright, formerly of Lyons, has purchased the harness and implement stock of Stockhill & Emmons and will continue the business.

Colon—W. J. Markham, recently of Three Rivers, has purchased the J. E. Mosher undertaking stock and will continue the business at the same location.

Hancock—Louis Rein has sold his meat market and grocery stock to Mandel Shoer, recently of Marquette, who will take possession about April 16.

Ionia—L. H. Morgenthaler is remodeling his drug store and has given the Hazeltine & Perkins Drug Co. an order for an outfit of Wilmarth fixtures.

Battle Creek—Fred Garner, of Flint, has purchased the grocery stock of the late L. L. Swank and will continue the business at the same location on Aldrich street.

Fremont—George Sausman has sold a half interest in his grocery stock to William D. Sargeant and the business will be continued under the style of Sausman & Sargeant.

Jackson—The M. Livingston Co., conducting a chain of women's clothing and cloak stores, will open a similar store here as soon as the store building it is erecting, is completed.

Hermansville—The Hayes Mercantile Co. has incorporated with an authorized capitalization of \$16,000, all of which has been subscribed and \$1,600 paid in in cash.

Hillsdale—W. J. Boyd has sold the Boyd hotel property and a lot adjoining, to the Hillsdale Grocery Co., who will occupy it with a large warehouse which it will erect at once.

Detroit—The Eureka Refrigerator Co. has been incorporated with an authorized capital stock of \$20,000, of which amount \$15,000 has been subscribed and paid in in cash.

South Haven—Clyde B. Frost has purchased the interest of his partner, Paul Pomeroy, in the grocery stock of Pomeroy & Frost and will continue the business under his own name.

Hopkins—Fred Krug has sold his interest in the grain and fuel stock of Krug & Ellinger to Charles Reissing and the business will be continued under the style of Ellinger & Reissing.

Lansing—The Hendrick Capital Candy Co. has engaged in business with an authorized capital stock of \$3,500, all of which has been subscribed and paid in in property.

Albion—Walter Bean, who has conducted the drug store of the late J. D. Bean since his death, has sold the stock to Charles Roberts, who will continue the business at the same location.

South Haven—Burge & Burge, bakers and grocers, are building a large addition to their store and will equip it with a continuous firing oven with a capacity of 400 loaves of bread at one time.

Saginaw—Milton's \$15 Clothes Shop, conducting a chain of stores throughout the United States, will open a similar store at 130 South Washington avenue under the management of Edward Pagel.

Port Huron—The Grand Trunk Elevator Co. has been incorporated with an authorized capital stock of \$100,000, all of which has been subscribed and \$34,000 paid in in property.

Traverse City—W. R. Foote, who conducts a department store on West Front street, has sold his stock to William J. Walker, who will continue the business under the style of the Walker Grocery Co.

Kalamazoo—G. P. Worden has purchased the grocery stock of A. H. Upson and will continue the business at the same location, 524 Oak street, under the style of the Worden Cash Grocery.

Petoskey—Edward M. Horton has sold his interest in the shoe stock of W. Wartenbe & Son, at 311 Mitchell street, to Wesley Wartenbe, the senior partner, who will continue the business under his own name.

Wayland—L. Barnhart, recently of Barnhart Bros., dealers in groceries and meats, has purchased the F. A. Burlington stock of general merchandise, taking immediate possession and adding a line of meats to the stock.

Detroit—The Boersig Motor Sales Co. has been incorporated with an authorized capital stock of \$15,000, of which amount \$9,000 has been subscribed, \$1,500 paid in in cash and \$7,500 paid in in property.

Petoskey—F. D. Gates, who conducts a bazaar store at Mesick, will open a bazaar and card store at 210 Park avenue, May 1. The store at Mesick will be under the management of his brother, V. R. Gates, who conducts a jewelry store.

Lapeer—Fire of an unknown origin destroyed the E. J. Cox Hardware Co. stock, valued at \$20,000, April 5 and damaged the stock of the Lapeer Hardware Co., the clothing stock of G. W. Carpenter & Son and the jewelry stock of Ray H. Gregory.

Muskegon—Neil & Alwynse, coal and ice dealers, have merged their business into a stock company under the style of Neil & Alwynse Co., with an authorized capital stock of \$11,500, all of which has been subscribed, \$1,500 paid in in cash and \$10,000 paid in in property.

### Manufacturing Matters.

Zeeland—The Phoenix Cheese Co. is building an addition to its plant.

Marquette—The Hamilton Overall Co. has changed its name to the Hamilton Glove Co.

Ionia—The Hayes-Ionia Co. has increased its capital stock from \$152,500 to \$757,500.

Jackson—The Walcott Lathe Co. has increased its capitalization from \$100,000 to \$700,000.

Bay City—The Union Motor Truck Co. has increased its capital stock from \$15,000 to \$30,000.

Detroit—Goldsmiths & Silversmiths, Inc., has increased its capitalization from \$150,000 to \$250,000.

Kalamazoo—The Harrow Spring Co. has increased its capital stock from \$500,000 to \$600,000.

Saginaw—The Parker Dairy Co. has built an addition to its plant which enables it to triple its capacity.

Marquette—The Marquette Art Glass Co. has increased its capitalization from \$6,000 to \$12,000.

Battle Creek—The Alsteel Manufacturing Co. has increased its capital stock from \$10,000 to \$30,000.

Jackson—George L. Green has purchased the interest of the other stockholders in the Crown Paper & Bag Co. and will continue the business under the same style.

Lapeer—The Lapeer Pressed Steel Axle Co. has been organized with a capitalization of \$50,000 and will commence manufacturing as soon as the machinery can be installed.

Detroit—The Fire Proofing Materials Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$7,000 has been subscribed and paid in in cash.

Jonesville—E. L. Smith, recently of Alma, has purchased the plant of the Deal Buggy Co. and will occupy it May 1, manufacturing auto truck bodies and automobile accessories.

Freeland—The Monitor Cheese Co. has been organized to manufacture dairy products, with an authorized capital stock of \$4,000, of which amount \$2,800 has been subscribed and paid in in cash.

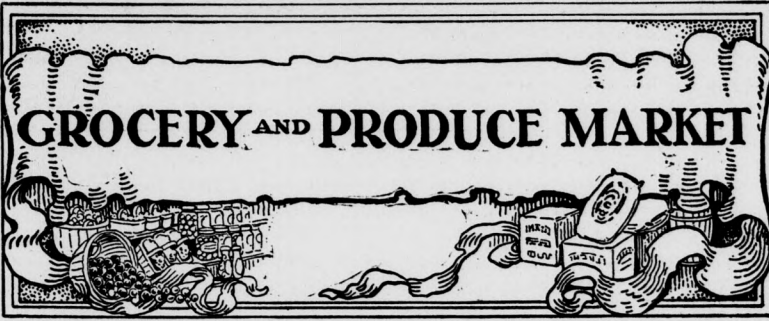
Howard City—S. W. Perkins, manufacturer and canner of mince meat and other food commodities, will immediately commence the erection of a plant which will enable him to transact all of his business here.

Petoskey—The Petoskey Portland Cement Co. has been organized with an authorized capital stock of \$1,000,000, with A. B. Klise, President, Homer Sly, Vice-President and John L. A. Galster, Secretary and Treasurer.

Jackson—The Mott Wheel Works has engaged in the manufacture of parts for bicycles, motorcycles and other vehicles and general machine work with an authorized capital stock of \$250,000, of which amount \$125,000 has been subscribed and \$25,000 paid in in cash.

Detroit—The Bembs Custom Shop has been organized to deal in automobiles, manufacture and repair auto tops, bodies and other parts, with an authorized capital stock of \$7,500, all of which has been subscribed, \$5,000 paid in in cash and \$2,000 paid in in property.





### The Grocery Market.

**Sugar**—The market continues to strengthen. The only Eastern refinery which can fill orders is asking 8¼c. Now is the time to buy sugar to secure the advance which is sure to come.

**Tea**—The stimulating feature is the war which is expected to result in a duty on tea because of the urgent need of revenue. Moreover, there is the feeling that the new crop arrivals this season will be more than ever delayed by scarcity of shipping and congestion of the railroads from the Pacific Coast. It was pointed out that teas bought last September in the Far East and due here in December are only now arriving.

**Coffee**—From the standpoint of supply and demand only, coffee is undoubtedly a trifle weaker for the week, probably about ¼c. There is plenty of coffee—far too much for this country to dispose of—and there is no immediate prospect of any outlet in Europe. There has been some talk of duty during the week, however, and that has been welcomed by the holders as a strengthening influence, but the market has not changed materially either way. Milds are dull, unchanged and weak. Java and Mocha grades are unchanged.

**Canned Fruit**—Export orders are said to be in the market for large quantities of peaches, pears and apricots, but which cannot be filled because many of these lines are almost exhausted. Very few canners are willing to take orders for future delivery, being already booked to the limit, as for instance, in the case of Hawaiian pineapple.

**Canned Vegetables**—The war has already made a difference in the demand for canned goods, and among wholesale grocers there are signs of greatly increased activity. There is more or less of a strain noticeable on the part of those who have the situation in charge for fear that conditions will get away from them. There has, for instance, been a tendency on the part of many buyers to increase their lines, and signs are not lacking of a duplication of the buying frenzy of last fall. Yet this is a condition which the trade would like to avoid if possible. It is fully realized that the question of food distribution from this point on will come under the closest scrutiny, both on the part of the general public and of the Government itself. But, apart from any fear of provoking Government interference, there is also the feeling that it is for the best interests of all concerned to prevent any price inflation or the development of artificial conditions. Hence there is no immediate tendency noticeable to force spot prices to higher levels, except in instances where it is desired to discourage the sale. Regular customers, who are not suspected of

trying to load up for speculative purposes, are given the benefit of the prevailing market prices, and the curious anomaly is presented of the greater the quantity, the higher the price. Nevertheless, if the demand develops, prices must inevitably respond, although every effort is being made to prevent a runaway market. All this, of course, is in relation to canned goods already existing. The question of futures is another matter, and it will be more difficult to keep it under control. The spirit among the growers and canners has already shown itself in a tendency to make everything out of the situation that it is possible to obtain. In tomatoes, for instance, within the past week there has been a disposition to force prices upward to extreme levels, and it has only been the resistance on the part of buyers that has held them in check. This resistance, however, seems likely to be broken down, and it will not be surprising if the coming week should see some rather sensational developments in all canned vegetables. The spot market on tomatoes is \$1.85 for 3s and about \$1.40 for 2s. Corn is almost out of the market and the price ranges from \$1.55@1.60. So far as the East is concerned, packers are cleaned up, having nothing to sell. Shoepeg corn ranges from \$1.40@1.65. The Southern pack of spinach will probably be extremely light this year, and we do not know anything about the prices, further than they will be high—very high.

**Canned Fish**—One of the articles in which developments are to be expected from now on is salmon. In fact, there are decided possibilities in this direction which the war situation may bring about; for instance, there is the Italian order, aggregating 100,000 cases, which is being filled as rapidly as circumstances permit, the freight room for which has all or in part been engaged. This order is being filled with chum salmon, which is ordinarily regarded as the lowest grade, but which is now equally accepted because of the high prices prevailing. Pink salmon is held for the domestic trade, while red Alaska is so scarce that Government orders, which usually specify this variety, will probably have to be amended to include whatever kind of salmon the market affords.

**Dried Fruits**—The demand for dried fruit shows considerable activity and offers are somewhat restricted. Spot prunes are on a 7c basis on the Coast for 40s, 6¾c for 30s and 7½c for 50s, but even on that basis it is intimated that considerable business is being done. It is known that the French government is in the market for practically all kinds of foodstuffs and is showing less of a

disposition to quarrel with the price. In fact, it is a question of getting goods than of terms. Advices from the Coast show a strong demand there, and, while seeming to favor the independent packers, the Association managers speak with increasing confidence of the success of their effort to organize the growers. They declare that in times of excitement, like the present, there is greater need than ever of co-operation, and they point out that the members of the Association are bound to benefit by any legitimate advance in the market to an even greater degree than if they signed up with independent packers. On the other hand, it is argued that if prices should go down those who have listened to the outsiders may find it difficult to dispose of their holdings, notwithstanding their contracts with these packers, for there is little doubt that in the event of a declining market packers would take advantage of every possible technicality to avoid taking the prunes. The situation is changing, however, from day to day, and there is every indication that remaining stocks of dried fruit of all descriptions from the 1916 pack will be easily disposed of either to the Allies or to the American Government, if not to the regular domestic trade. Apricots on the spot are about cleaned up and the market remains nominal.

**Rice**—The market is rather quiet. Brokers say that offerings are very restricted, there being practically none from the mills. It is a question how much rice is left in the South, and the planter is getting the limit for the remainder of the rough rice in first hands. There is a large demand from exporters, both European and South American, but the domestic trade has yet to renew its buying on an active scale. Spot stocks are light and assortment poor.

**Cheese**—The market on old cheese is firm, due to a good consumptive demand and very light holdings. The market on new cheese, however, is easier, as the receipts are showing some increase, with a slow tendency to take hold of the current make of cheese. Lower prices on new cheese are looked for in the near future. There is very little export enquiry for cheese at this writing.

**Molasses**—The market is firm for all grades, with the supplies decreasing steadily. The stocks in New Orleans are light and holders are asking full prices.

**Spices**—The market is firm under the uncertainties arising from the war, there being reports of submarines operating in waters adjoining the Panama route. However, more attention is paid to the moderate spot stocks as an influence, for most of the supplies are coming overland from the Pacific Coast. Peppers have been going steadily into consumption and there is a good demand for future shipment. Cloves are going into consumption, despite the free March arrivals. Nutmegs are rather easier in tone although not pressed.

**Salt Fish**—No change during the past week. Mackerel remains unchanged, everything being firm, with a quiet demand. Cod, hake and haddock are all unchanged.

**Provisions**—The market on lard is very firm, following an advance of about

1c per pound during the week. This is due to the extremely high price of live hogs and small sizes of same. Compound lard is very firm, following an advance of about 1½c per pound, due to the extremely high market on cottonseed oil, of which this product is made. There are some consumers turning from pure hog lard to compound lard. Further advance on this product is looked for in the very near future. The market on smoked meats is about 1½@2c per pound higher over last week's quotations, due to very light receipts of hogs and good home demand. The Easter demand for hams has been unusually good at these high prices. Barreled pork is very firm at unchanged quotations. Receipts are moderate and a fair demand. Canned meats are a little firmer, due to light supply and a fair consumptive demand. The market on dried beef is firm at unchanged quotations. It is in light supply, with a good consumptive demand.

### Manufacturing Matters.

**Chelsea**—The Chelsea Steel Ball Co. has been organized to manufacture steel balls with an authorized capital stock of \$75,000, of which amount \$60,000 has been subscribed and \$7,500 paid in in cash.

**Detroit**—The Kent Motors Co. has engaged in the manufacture of various kinds of self propelled vehicles with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

**Flint**—Jessel Hardy has merged his baking business into a stock company under the style of Hardy Baking Co. with an authorized capital stock of \$75,000, all of which has been subscribed and paid in in cash.

**Boyne City**—When someone started a story here to the effect that A. Schwensen, baker, had declared he would poison his bread if Germany and the United States should go to war, a regular hornet's nest was stirred up and Schwensen went after the man who started the story. He did not find the alleged originator, but he did find a man who was accused of spreading the story. This man, George Wildes, under oath declares the story attributed to him is an utter falsehood and was never uttered by him. Schwensen and his attorney declare they will prosecute further repetitions of the story under the criminal libel statute.

The Valley City Creamery has been merged into a stock company under the same style, with an authorized capital stock of \$4,000, all of which has been subscribed and paid in in cash.

Thomas Welsh & Son have added a line of groceries to their dry goods stock. The Worden Grocer Company furnished the stock.

Claude Fryback has engaged in the grocery business at Harrisburg, the Worden Grocer Company furnishing the stock.

M. Cunningham succeeds F. A. France in the grocery business at 957 Division avenue, South.

Nothing can so humiliate a philosopher as loss of temper.



### Activities in Michigan Cities.

Written for the Tradesman.

Jackson has let contracts for this year's paving of fourteen streets as follows: brick paving to W. H. Ryan, of Lansing; sheet asphalt and asphaltic concrete to the Brooks Construction Co., of Ft. Wayne.

The Citizens' Telephone Co. will expend \$75,000 in new cables, conduits and other improvements at Battle Creek this year.

Manton, in co-operation with the township, will build one mile of cement boulevard through the village, on Michigan avenue and Main street, costing upwards of \$10,000.

All workers at the Cadillac lumber mills have been advanced 15 cents per day, which is the third raise they have been granted voluntarily in the past two years. The minimum wage paid for common labor is now \$2.15 per day.

Holland will set all its vacant lots to work in the patriotic effort to reduce the cost of living. A list has been made of every piece of ground adopted to raising vegetables and owners will co-operate with the city in the movement.

H. N. Clark has resigned his position as Secretary of the Manistee Chamber of Commerce to accept a similar position at Meriden, Conn.

Petoskey has promise of great things, industrially, in the recent organization of the Petoskey Portland Cement Co., with a million dollars capital, and officers as follows: President, A. B. Klise; Vice-President, Homer Sly; Secretary-Treasurer, John L. Galster. It is planned to build a mill which eventually will have daily capacity of 5,000 barrels.

Eaton Rapids is growing as a textile center. The plant of the Horner boys has been steadily expanding for many years. Recently the Big Rock Knitting Co. started operations there and now another new concern, having both local and outside capital, has begun operations in the postoffice block with a dozen machines, and is turning out knit gloves and mittens.

Jackson has a spraying outfit and is treating its trees for scale under direction of its city forester.

K. C. Gunsolus has resigned as Secretary of the Belding Board of Commerce to accept a position as traveling salesman.

Petoskey will consider plans of engineers April 16 for installing a sewage disposal plant.

The Menominee Commercial Club entertained upwards of fifty farmers of the county at a recent luncheon and one of the speakers, Dean Shaw, of the Michigan Agricultural College, said: "Cloverland, or the Upper Peninsula, is a wonderful agricultural empire. Michigan has boundless resources and could exist, barring cotton perhaps, without any help from any other country or outside source in the world."

Nashville's water meters will start working May 1 and people will pay for what they use.

Battle Creek will purchase a motor-driven street sweeper.

Saginaw has 77,885 people, according to the new directory, which is in-

clusive of suburban territory lying just outside the city limits.

Benton Harbor's new industry, the Superior Steel Co., has bought seventeen acres near its present plant on Paw Paw avenue and will erect new buildings there, including drop forge and rolling plant.

Holland has voted to buy two motor-driven fire trucks.

Mrs. Frances King, of Alma, gave an inspiring talk at Jackson recently under the auspices of the Jackson Art Association. Her flower gardens at Alma are, perhaps, the most beautiful in Michigan and she urged that the garden is invaluable in these turbulent times because of the tranquilizing effects of flowers and colors, refreshing body and spirit.

Almond Griffen.

### Japan Has Absorbed the Toy Trade.

Before the war, the world's demand for toys was met nearly entirely by Germany, and upon its outbreak the German supply entirely ceased, affecting very keenly the demanding countries. The making of toys being very simple and involving but a small amount of capital, it has been developed so much in America as to meet requirements, but in England it has not been brought forward so greatly, owing to enhancement of wages and of coal. In the latter country many small factories have been established. In order to protect them and release freight space, England prohibited the importation of toys. Following this, Russia, Italy and France also vetoed importation, but the effect on Japan has been insignificant as compared to the effect of the English ban. Before the war, the larger portion of toys required in America was imported, and the imports came mostly from Germany. Since the war her purchasing power has increased remarkably, and the demand for toys has grown unusually large. In consequence, coupled with the cessation of the import of German toys and many orders for toys from abroad, the industry of America has greatly developed. Still it has been impossible to produce cheap goods, owing to the very high wages, and Japanese toys have been in great demand in the place of the German products. As the export trade of toys has been so prosperous it is a rare opportunity for Japanese manufacturers to push forward, and so long as the war lasts, or German toys are supplied in no great quantity the Japanese will be in a position to maintain their advantage. When the war broke out, great foreign orders were received for Japanese toys, as it was near Christmas, but as the industry of this country was then in a poor condition, the foreign demand could not be satisfied. Subsequently, many toy manufacturers came into existence, and at the end of 1914 the total number increased by 250, and that of employed by 633 compared with the close of the preceding year. Since then many small capitalized toy manufacturing companies have been established, and numerous people have commenced making toys as domestic side-work. For England celluloid and tinplate toys are pro-

duced principally. Celluloid toys include dolls, trumpets, goldfish, water birds, etc., and tin-plate toys, railway carriages, motor-cars, soldiers, sabres, and guns. The goods produced now are finer than the previous cheap qualities, and especially, guns are being produced increasingly. Formerly the gun manufacturers were only two in number, but at present there are over ten, and most rikisha makers are said to have turned to producing the wood of these guns. The toys made especially for America are dolls and wood toys made in imitation of German toys. Foreign dolls are largely produced for other destinations. Wood toys of moving animals, flannel animals, etc., are well in demand. All toy materials have risen much in price, and toys have naturally been raised considerably. Especially, celluloid toys show an advance of over 30 per cent. and other toys of 10 per cent. at least. Japan's toy industry being on a small scale no large demands can be met; moreover products are not even in quality, the date of delivery is not punctual, goods are not quite in conformity with samples, they are frail, raw materials are not well selected. They therefore leave much room for improvement.

### Boonlets From Bay City.

Bay City, April 9—S. M. Jameson, Gaylord, who sometime ago decided to close out his stock of groceries and move to Lansing, has changed his mind and will remain in Gaylord. On Wednesday of this week he purchased the stock of groceries and fixtures of Arthur E. Starks and took immediate possession. He will consolidate his stock with that of Mr. Starks and continue the business at that location. Mr. Starks will move to his farm near Elmira.

The retail grocery firm of Chase & Butcher, of Gaylord, has been dissolved by mutual consent, Mr. Chase retiring. Mr. Butcher will continue the business, which will be known as the Harry Butcher Grocery. Mr. Chase will take a long needed rest and will not re-engage in business at present.

H. J. Rothgiven, of this city, has sold his grocery business to Milton L. Walker, of Argyle, Sanilac county, who took possession April 1.

M. Piowaty & Co., of Grand Rapids, have purchased the Kessler Produce Co.'s business, corner of Third and Saginaw streets. The business will be managed by Samuel Kessler. The new company took possession April 1. The Spangler & Davis Produce Co., of Saginaw, has also been purchased by the same company.

Robert Morris, of Beaverton, is building a tile garage in Gladwin and will engage in the garage business in that city.

D. W. Hunter, for several years County Clerk of Gladwin county, who retired from the office Jan. 1 on account of a paucity of votes at the fall election, has accepted a position with the Richmond & Backus Co., of Detroit, and will work Upper Peninsula territory. We welcome you, Billie, to the ranks of commercial travelers and as soon as you are eligible will see that you are given an opportunity to join the U. C. T.

Daniel J. Carroll, wholesale dealer of confectionery, paper bags, wrapping paper, etc., located on Third street, has bought the Michael Shodin block, at 1015 North Water street. The building will be remodelled and ready for occupancy May 15, when Mr. Carroll will move his business to that location.

George S. Dilas, proprietor of the Arcadia self serve restaurant, has

bought the McEwan block, on Washington avenue. The building is three stories, with 75 feet frontage. The price paid for the property was \$60,000. Mr. Dilas will remodel the building, a portion of it to be used for a modern American plan restaurant and the remainder for an up-to-date stag hotel. This is good news for the traveling public, as Bay City is badly in need of additional hotel accommodations.

Edwin T. Jones, of the Clute Coal Co., on the West side of the river, was elected a director of the Board of Commerce to fill the vacancy caused by the resignation of M. L. Saunders, who recently moved to Jackson to take charge of the telephone system of that city.

W. T. Ballamy.

### The Reason.

"If I stand on my head, the blood all rushes to my head, doesn't it?"

No one ventured to contradict him.

"Now," he continued triumphantly, "when I stand on my feet," why doesn't the blood all rush into my feet?"

"Because," replied Hostetter McGinnes, "your feet are not empty."

### SWORN STATEMENT FURNISHED THE POSTOFFICE DEPARTMENT.

Statement of the ownership, management, circulation, etc., of the Michigan Tradesman, published weekly at Grand Rapids, Michigan, required by the Act of Aug. 24, 1912.

State of Michigan, } ss.  
County of Kent,

Before me, a notary public in and for the State and county aforesaid, personally appeared Ernest A. Stowe, who, having been duly sworn according to law, deposes and says that he is the business manager of the Michigan Tradesman and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Editor—E. A. Stowe, Grand Rapids.  
Managing Editor—E. A. Stowe, Grand Rapids.

Business Manager—E. A. Stowe, Grand Rapids.

Publisher—Tradesman Company, Grand Rapids.

2. That the owners are: (Give names and addresses of individual owners, or, if a corporation, give its name and the names and addresses of the stockholders owning or holding 1 per cent. or more of the total amount of stock.)

E. A. Stowe, Grand Rapids.  
W. N. Fuller, Grand Rapids.  
S. A. Sears, Grand Rapids.  
S. F. Stevens, Grand Rapids.  
Henry Idema, Grand Rapids.  
F. E. Stowe, Grand Rapids.  
John DeBoer, Grand Rapids.  
Fred Pettinga, Grand Rapids.  
E. L. Fox, Grand Rapids.

3. That the known bondholders, mortgagees, and other security holders owning or holding 1 per cent. or more of total amount of bonds, mortgages, or other securities, are: NONE.

4. That the two paragraphs next above, giving the names of owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company, but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

E. A. Stowe, Business Manager.  
Sworn to and subscribed before me this 2nd day of April, 1917.  
(SEAL) Florence E. Stowe.  
Notary Public in and for Kent Co., Mich.  
(My commission expires Jan. 9, 1919.)



# Let's Get Action

## *To the Retailers of Michigan:*

In view of the knowledge gained from our business, it is probable that the retailers and wholesalers have the best understanding of the food situation in this country. This knowledge ought to make us more alive to the stupendous need of increased planting in the season that is now upon us.

Certainly so long as the foreign conflict lasts, with the consequent exportation of our foods, there is no hope of lower prices until the food production of the United States is materially increased.

Now that our country has joined this terrible conflict, it is still more apparent that we must produce more foods in this country.

The time for the preparation of the soil and the planting of the seed is so short, and the task of arousing the public to action is always accomplished so slowly at the beginning, that

there seems to be an unusual necessity for the greatest co-operation.

Therefore, in a spirit of fulfilling in some small way our obligation to our country and our people, I urge you, every one of you, to join with me in exerting all of our influence to induce an increased planting on every farm, garden or vacant lot in our community.

To my mind the necessity is so great that almost every other branch of industry ought to be curtailed for the purpose of supplying men to increase the production of staple food articles which are so greatly needed at this time. We must remember that failure to act immediately will mean that there is nothing we can do after the planting season is further advanced.

Let us all get together in an effort to decrease the cost of living and supply the necessary food for our army.

GUY W. ROUSE.

## WORDEN GROCER COMPANY

GRAND RAPIDS---KALAMAZOO

# MICHIGAN TRADESMAN

(Unlike any other paper.)  
Each Issue Complete in Itself.

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OF BUSINESS MEN.

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E. A. STOWE, Editor.

April 11, 1917.

## RESTRAIN PANIC BUYING.

Looked at solely from the standpoint of the grocery trade, the war comes at an especially bad time. Not that there is not enough food available for domestic civil needs and the army and navy, too—for it might as well be stated, once and for all, that if people will cease being stampeded into a buying mania, the organized trade will see that no one in America goes hungry—but Uncle Sam is forced into the market at the very time when everyone is all at sea as to values and when prices, already elevated to unprecedented levels, are sure to rise still higher, with the public knowledge that large military supplies are being withdrawn from stocks.

There is a common belief that it is the grocers who make prices. If it ever was true, it is not now. True, a seller will not trade until he gets his price, but it is not a fact that grocers are really responsible for putting quotations at the ruling levels. An exact formula has not yet been evolved for determining exactly what goods are "worth," but it is pretty well settled that whoever wields the trading motive steers it up or down. When the seller starts business, prices are apt to tend downward, and when the motive is with the buyer they are likely to point in the other direction. And ever since last fall the buyers have been in the saddle and riding very roughly.

Trade nowadays is so adjusted as to run in well ordered grooves; that is, a jobber feels some responsibility for reserving goods to see his customers through to the end of a season. This forces him to stock up rationally at the opening of the season and undertake to conserve enough goods to go around. When, therefore, retailers have clamored for unusual amounts of goods, the holders have resisted; not from speculative desires, but out of their sense of obligation as "depot men." Every new demand stiffens the resistance and forces prices up. It seems almost impossible for holders of goods to keep them at any price.

In many lines the available stocks have already escaped from the jobbers' clutches—as they did long ago from producers—and any surplus available is in retailers' hands. Of course, this is only generally true and subject to more or less exception in scattered instances.

In recent proposals for Government supplies very few bidders have been able to offer the whole list and on some items have had to bid only for a portion of the amounts asked for because of their scanty stocks. In all probability the larger bids will in future have to be syndicated, else local stocks will be dangerously depleted.

Late last week the anticipation of Government needs led other large consumers to rush into the market to "beat Uncle Sam to it," and the result was another jump in values. Therefore the prospect of large needs for the war service will likely still further raise prices—at least nominally. Of course, these movements are commonly in wholesale quarters, for complain as they will, consumers have by no means been dealt out advances in keeping with "higher-up" prices, unless it be in some of the farm products.

Fortunately, the war comes early enough in the season to permit, if Uncle Sam establishes a really efficient food department, planting special acreage against exactly such an unprecedented draft, and, with extraordinary effort, it may be conserved by canning or otherwise. Happily also, the season of new crops is not far off, if the weather favors. But so far as spot stocks are concerned, the war strikes the trade at an unfortunate time, and the consumer will have to pay the bill.

Speaking of the high prices and reluctance of jobbers to let go their supplies once more raises the issue as to "Who is a speculator?" and "What is a fair price?" If a jobber buys goods against his known needs for the season and while he has them the value advances by reason of buying demand or otherwise, is he entitled to follow the market up, or must he still take as the value the price he paid for them? Is a speculative gain, obtained through force of circumstances, a rightful profit of trade, or must the holder be classed with the gamblers?

Ordinarily the merchant doesn't care much, but with legislatures passing laws to penalize speculation and Uncle Sam proposing similar measures in war time, many a man in the grocery trade would like to know something about it. As a rule business men have always regarded replacement cost as the "value" of goods and whatever speculative profit came their way as a visitation of good luck. With equally good grace and sporting spirit they have been ready to follow the same rule when going values turned against them, which is probably more than most of their critics would do. It certainly is a poor rule that won't work both ways.

A legitimate merchant rarely buys out of purely speculative consideration, i. e., with the gambling spirit. Knowing that he can use goods and must some time buy them, he would be lacking in business acumen if he did not buy them at the minute he found the market "right." It's the rule of business as old as business itself and not yet challenged by ethics. Everyone does it whether he is in business directly or not; and probably always will. Even Uncle Sam doesn't buy when he regards prices as too high, and he does stock up for known needs when things are cheap.

Where, therefore, shall the line be drawn if the law and public opinion are to condemn speculation? Most of the things the grocer owns to-day have advanced materially in price since he bought them. Knowing he needs them for his trade, present or prospective, why should he be compelled to sell just because someone else wants them—of course stopping short of the line of actual hunger and famine and there swinging over to the realm of charity rather than of business? And if buyers keep on offering higher prices or if the owner tries to discourage buying by naming high prices (as hundreds of jobbers have done in recent months, although they take care of their regular customers at more favorable prices), shall they be charged with the crime of inflating prices? Or does the buyer do it?

There's a lot in the question of business ethics vs. business prudence and economics, and it might be well for some of the reformers to think twice before enacting too inflexible laws to penalize high prices. Who makes them high?

## INTEREST IN GARDENING.

How are 100,000,000 Americans to be fed in war time? What must the United States do to fulfil the President's programme of mobilizing all the material resources of the country to supply, not only the materials of war, but to "serve the incidental needs of the Nation in the most abundant and yet the most economical and efficient way possible?"

It is generally admitted that extraordinary measures must be adopted to forestall the possibility of a shortage of food necessities such as has long existed in Germany, and, in only a lesser degree, in all of the warring countries. With the Allied nations looking more and more to America for the supplies which they must have, and which this country alone seems able to give, there can be no question of the seriousness of the food problem that America has to solve.

Already, in a dozen different ways, steps are being taken to meet the situation. Such movements as the backyard gardening schemes for city and suburban dwellers—although by no means new—have taken on new life, and are spreading in a way that indicates plainly what is going on in people's minds. Seed stores all over the country are doing a land-office business with men and women customers who never saw the inside of a seed store before. Owners of vacant lots are being urged to turn over the land to amateur gardeners, and owners of big estates in outlying communities are being sounded on the possibility of their lending support to the movement for increasing soil production.

The feeling in this country towards tilling the land must change a great deal before the country can be utilized as it should be. In European countries every bit of ground is used. People understand the science of agriculture, and they respect it as a vocation. Here the majority of people do not. Every small station-master over there has his little plot of culti-

vated ground. The food situation here can not be helped by this indiscriminate sowing of vegetable seed unless it is gone at intelligently, and unless people are not afraid to work their own gardens with their own hands and so save the cost of incompetent hired labor.

## EXPLOSION INSURANCE.

Explosion insurance is in tremendous demand just now, and the line is coming to be as popular as use and occupancy has been for the last few months. It is called for especially by manufacturing concerns whose output may be used in the war, because of fear of efforts on the part of German sympathizers to interfere with their production.

The recent plots undertaken by Germans of high standing have opened the eyes of factory owners to the possibilities of such damage, and they are seeking to protect themselves against the new hazard.

The numerous explosions resulting from labor troubles also furnish a reason for such protection. It is reported that in New York most of the banks which were active in floating the foreign loans have taken out explosion insurance, as have the newspapers which have taken a strong position in favor of the war. Rates on explosion property damage and use, and occupancy were fixed by the explosion conference in July, 1916.

It is sound policy to see that those who teach young Americans are themselves American in allegiance and sympathy; but there are unsound ways of setting about this. California has tried the plan of insisting that teachers have at least their first papers and has found that, while it has its benefits, it has also its drawbacks. The taking out of first papers is made a merely commercial affair to some; as laborers upon public works who are often driven up in herds for their citizenship papers by the bosses, teachers may in some instances regard a profession of desire for citizenship as a mere routine and insincere preliminary to a job. To exclude all but full citizens from teaching would work unnecessary hardship to many intelligent, earnest men and women, and would be resented in some communities as a labor-preference law. A simple pledge of allegiance might be valuable so far as it went, but it ought to be administered in such a way as not to seem superfluous or meaningless. The best plan would be to make sure that there is such a spirit in those schools which directly train the teacher, as well as in the general institution ministering indirectly to his training, that loyalty is as natural as the air he breathes.

The individual determines his own position in life, according to the amount of intelligent effort exerted. It is for this reason, that men never will be equal, because there are those—the majority—who will not work to acquire inner power.

There is such a thing as having a product so good that when your competitors run you down folks know they are lying.





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

#### Constructive Salesmanship: What Is It? How to Get It?

Written for the Tradesman.

I heard a big, successful retail shoe dealer recently make this striking statement: "The trouble with my clerks is, they don't think. I really believe that not one shoe clerk in twenty thinks for himself. As a matter of fact, a whole lot of shoe dealers, and merchants in other lines besides shoes, do not think. The big trouble with the people of this country is, they do not think for themselves."

Now it is easy enough to take issue with that shoe dealer, and say, "It isn't true; shoe clerks do think for themselves; and as for retail shoe dealers not thinking,—why that is little short of insulting!" Yes, of course, it would be easy enough to make such statements; but might it not be better just to keep cool and face the proposition fairly, and see if there isn't a very large element of truth in this apparently extreme statement?

#### What Is Salesmanship?

Just at this point let us ask the question, What is salesmanship? Is it merely selling people the things they want when they come in and ask for them? That sort of thing may be appropriately called, catering to wants. Any clerk can do that, but there's a difference between being a clerk and being a salesman. One starts in as a clerk, perhaps; but he ought to develop into a salesman. How? By learning the business. By becoming thoroughly acquainted with the goods. By learning something about materials of which they are made, sources, and processes of manufacture. Then by knowing something about the people of one's locality; their needs (not necessarily their expressed wants), and the capacity of the public purse. Then he ought to make an analysis of himself, and see to it that his heart is in the job. Somebody has put this matter patly by saying, Sell yourself first, then proceed to sell the other fellow.

I am not going to attempt any definition of salesmanship—the idea is too big to be included in anybody's verbal fence; but I'll say this about salesmanship—it's about 70 per cent. man. The shoes may look to the customer all right, and they may fit nicely enough, and feel comfortable, and look to be serviceable, and stylish and all that; but—and here's where the human equation comes in—if the salesman behind the shoes doesn't ring true, the customer detects a false

note—and what is the result? Often the customer doesn't buy.

Looking at the proposition from another angle, one may say that successful salesmanship is about ninety-nine and forty-four hundredths part confidence. I have met shoe salesman—and you have too, doubtless—who were brim full of confidence. They seemed to believe absolutely in shoes they were selling, in their ability to give you a perfect fit; in the house, its merchandise, its guarantee, and in themselves.

Salesman of that sort are aggressive in the true sense of that word. They act upon their own initiative. They don't have to be told this, that and the other thing. They have what we call heart-interest. They are truly alive to success of the business. They want to break previous sales records. They want to see the business go forward. They are really in the game. Now the fellows who deport themselves in that way have gotten next to the real secrets of true salesmanship.


#### Help Your Clerks to Grow Up.

But say, Mr. Retail Shoe Dealer, what are you doing to help your clerks to develop into real salesmen? Are you secretive, non-committal, self-contained, self-important? Are you everlasting on the look-out (in the disagreeable sense of that term), suspicious, critical, and arbitrary? Have you done or said anything to your clerk (or clerks) to-day that might reasonably lead them to believe that you are interested in his (or their) personal progress?

Do you expect a six-dollar shoe clerk to sell shoes like a twenty-five dollar retail shoe salesman? The cost of living has gone up. Everything has gone up; your net profits have gone up in spite of the fact that the number of pairs sold has dropped off somewhat—have you increased the pay of that faithful clerk that has been serving you so faithfully all these months? You didn't exactly promise him an increase, but you intimated that he might expect such an increase as the business grew, and provided he grew with the business. He has been trying to help the business grow, and the business has grown, and he himself has grown; now, don't you think it is time for you to make good? A little encouragement of a substantial sort (money talks, you know) will do him more good than anything else. It will put new life and pep into him.

A shoe dealer is known by the kind of clerks he keeps. Nothing is more vitally associated with the success of the shoe business than the matter of retail salesmanship. And this is something that is directly up to the

## Get them with the STYLE and SNAP and You Get The Young People

This Cut is printed in black and illustrates a black shoe  But

We have in Stock this same style in

### The Late Mahogany Shades

in RUSSIA and CORDO CALF

## Look Here!!



No. A 310 Gun Metal CALF Bal.  
 Cream - de - la - Cream  
 C wide @ \$5 25

No. A 330 Dark Russia CALF @ . . . . \$5.25

No. A 339 Dark Cordo with A. C. L. No. 4 Top (Two-Color Effect) @ . . \$5.00

No. A 337 Dark Cordo @ \$4.00

For the Young Women who  
DRESS their feet

## Look Here!!

This Cut shows a Black style

### THESE ARE DIFFERENT

No. A 5256 White Washable Kid Vamp with White Cloth Top, 8 inch, @ . . . \$4 00

No. A 5257 Black Kid Vamp with White Cloth Top, 8 inch @ . . . . . \$4.00

No. A 5258 Havana Brown Kid Vamp with Brown Cloth Top, 8 inch, @ . . . . \$4.00



No. A 5244 Fine Kid, 8 inch @ \$4.00

## Every Shoe Shown is a GOODYEAR WELT

**Grand Rapids Shoe & Rubber Co.**

The Michigan People

Grand Rapids

dealer. A man may have a tip-top location, and a bully good stock, and his window trims may be nifty, his advertising may be aggressive and effective, and all other things may be pretty much as they ought to be, but, if his clerks aren't up to the required standard of efficiency, the whole proposition breaks down, and the crowds wend their way elsewhere.

A dealer ought to cultivate the friendship of his salesforce. He ought to merit their confidence, and win them by sympathetic understanding and fair play, so that they'll be unswerving in their loyalty.

And then he ought to train them in the fundamentals of salesmanship. He ought not to be satisfied until they can sell shoes just as well as he himself can. He ought to show them the trick of thinking for themselves. He ought to study every one of them as individuals, and adapt his methods to their individual peculiarities; and so make out of them salesmen of real individuality and effectiveness.

#### Constructive Salesmanship.

But my subject is not salesmanship in general, but rather a particular type of salesmanship; namely, constructive salesmanship. What is it? I think that is the kind of salesmanship the shoe dealer, above quoted, had in mind when he made his startling statement about such a small number of people being able to think for themselves.

Constructive salesmanship is the art of selling a shoe store patron, not merely what he or she wants, but what he or she really needs. Constructive salesmanship consists in selling the largest possible number of shoes right. Constructive salesmanship is intelligent, logical, patient, honest, thorough-going, enthusiastic, and convincing. It tells a man more about his feet than he knew before. It imparts new facts about different kinds of leather, their peculiarities, their limitations and their strong points, their adaptability to certain requirements, and all that sort of thing. It proceeds from a knowledge of shoemaking. It involves a knowledge of the stock, and also a knowledge of the art of fitting. It sees to it that the ball of the foot corresponds with the ball of the shoe, and that beyond the ball, there is always plenty of room for the toes; and it refuses to yield to the demand for an A last, when the structure of the foot calls for a D.

Constructive salesmanship injects the human-interest element in the business of merchandising shoes. And that immediately lifts the proposition to a higher, more interesting plane. As the writer has insisted time and again, not only in this paper, but in the great National retail shoe journals of this country, the shoe retailing business is an intensely interesting one, and the possibilities of constructive salesmanship are practically unlimited. Cid McKay.

Woman's chiefest need is a master—not a despot, but a self-poised, considerate friend, and leader, who moves with confident tread, and who is always alert to prevent collisions at life's crossings whether the bell rings or not.

#### Every Man as Lazy as He Dares to Be.

Rush City, Minn., April 9—The trouble with community development work is that every man is as lazy as he dares to be. He always is inclined to soldier on the job in the hopes that some one else will do the work. The only way to produce results is for each one to assume his or her full share of the burden and carry it cheerfully.

The booster has his troubles. There are always knockers who will stand at one side and throw stones in his path. He must expect to make enemies. And yet in the long run he will find that these enemies are his best friends and that persistence will bring desirable results.

When you lock up your store at night lock your business cares and worries up in the store. Don't carry them with you. If you do you will find that the corners of your mouth will droop, the dog which comes to meet you will turn tail and slink away; the kiddies who are waiting with noses pressed against the glass for your coming will hide at your approach, the bacon will be burned, the potatoes will be greasy, you will suffer with a combination of insomnia and indigestion and every one within your vision will be affected.

When you come down to your store the next morning John Jones may come in with a leaky wash boiler. You will still suffer from the effects of the night before. The result is both a lost friend and a lost customer.

On the other hand when you lock your business cares within your store you go out with a smile; the little dog meets you with wagging tail and acts as your bodyguard on your homeward trip; the kiddies will run to meet you; the one taking your hand and the other riding to the house upon your shoulders; the burnt bacon will be just deliciously crisp; the greasy potatoes will have just the right amount to aid digestion. After supper, yourself, the wife and the kiddies will perhaps go to the movies. You will return home, enjoy a good night's sleep, and waken in the morning at peace with the world.

John Jones comes in with his leaky wash boiler. You greet him with a smile and say, "Jones, old boy, that is a new wrinkle in boilers. The manufacturers have found that the building of heavy fires in stoves and ranges the boiler often boils over. This tiny little hole is placed there for good and sufficient reasons to counteract this thing. It is a new idea and a winner." Curtis M. Johnson.

The show card or the display that is so pretty that people forget about what is shown or advertised will not prove profitable. Remember the first consideration is to develop sales.

Bell Phone 596      Citiz. Phone 61366  
**Joseph P. Lynch Sales Co.**  
**Special Sale Experts**  
 Expert Advertising—Expert Merchandising  
 44 So. Ionia Ave. Grand Rapids, Mich.

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

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

## Shine 'em Up or the H. C. L. will get you



Your customer, the consumer, will soon be crying for help. When he buys a new pair of shoes you can help him, and add to your profits.

Show him how he can preserve the good appearance of his shoes a long time by putting in fresh laces, and using the right kind of shoe dressing, of which you should have the proper assortment.

Because of high prices you may sell a few less shoes, but you may keep up your sales by increasing your findings business.

Send for complete price list of shoe dressings.

### HIRTH-KRAUSE COMPANY

Hide to Shoe

Tanners and Shoe Manufacturers

Grand Rapids, Michigan



## WE HAVE JUST WHAT YOU WANT



Our Fall line includes new and snappy styles in Blacks and Tans.

Our salesmen are now in the territory, so do not place that fall order until you have looked over our line.

Watch this space for best sellers.

**Rindge, Kalmbach, Logie Company**  
 Grand Rapids, Mich.



### Sidelights on Celery City and Environs.

Kalamazoo, April 9—The capital stock of the Merchants Publishing Co. will soon be increased from \$200,000 to \$300,000. The action has been authorized by the board of directors and the matter will be placed at once before the Michigan Securities Commission for approval.

The initial step in the movement to double the present plant of the Clarage Fan Co. is announced. Charles Clarage, proprietor of the big institution, has purchased all that city block of ground bounded by Ransom street on the North, Porter street on the East, the Michigan Central railroad on the South and the Grand Rapids & Indiana Railroad on the West. This will be the site for the highest type of machine shop, built of concrete and steel throughout, and strictly fireproof.

Another link has been added to Kalamazoo's chain of concerns allied with the paper trade. It is the organization of the Kalamazoo Sanitary Carton Co. for the manufacture of waxed butter and oleomargarine cartons. Alderman L. W. Sutherland, President of Kalamazoo Label Co. is the guiding spirit in the new industry and will be the President and general manager. The capital is \$10,000, fully paid and the concern has leased the Bevier Gas Engine Works on the East side, a building 60 x 120 feet in dimensions. Operations will begin in thirty days, employment being given twenty men at the outset.

Mrs. George Harvey, Augustus Senne and Frank E. Miller have opened a new candy shop at 150 South Burdick street, which will be known as the Chocolate Shop.

W. S. Cook.

### Sparks From the Electric City.

Muskegon, April 9—John Conklin, of Ravenna, expects to begin the erection of a hardware store at Sullivan in the near future.

The Lange Transfer Co. is adding two stories to its large warehouse on Terrace street. We hear the upper stories are going to be equipped for lodge purposes.

The City Council has decided to repave Lake and Ottawa streets—two much needed improvements.

The Central Paper Co. is making preparations for a very fine new office building; also a large factory addition.

Peter Spanola, fruit dealer, is preparing to build a large up-to-date building to be occupied by himself.

Ground has been broken for a new modern creamery to be erected on Western avenue.

The Wm. M. Hovey Co., of Detroit, will erect twenty new houses this summer on its plat ranging from \$3,500 to \$4,000 and will continue each year until one hundred have been builded.

The Muskegon Paper Box Co.'s new building is nearing completion,

giving them much larger quarters in which to take care of the rapidly growing business.

Kuizenga & Whipple have purchased the C. M. Gibney news store and will move their book and stationery stock into same in a few days.

The Hopperstead block, on Pine street, is well under way. It will be ready for occupancy in about sixty days.

The building at the corner of First street and Western avenue, occupied by the Peoples Hardware, Union National Bank, Kuizenga & Whipple's book store and various offices and lodge rooms above will soon be torn down and a sky scraper will be erected, which will be the first one in Muskegon.

Muskegon factories are in need of a large number of men, many having quit and gone back to their usual summer pursuits. The opportunity for laborers to secure good jobs was never better.

Some of our well-known residents have made disloyal utterances in the last few days, much to their discredit, and we understand some of them are very penitent and are anxious to promise almost anything, rather than have any further punishment inflicted.

Any one desiring to know just how far it is from Homestead to Honor, ask Ernie Below, of Manistee and our A. W. Stevenson, as they walked it last week.

Flags are very much in evidence in stores and private dwelling here, showing that loyalty and patriotism still runs high in good old U. S. A.

The G. R. & I. depot, at Muskegon Heights, might make a fair chicken coop if it were a little larger and not quite so filthy.

According to the last school census, Muskegon Heights has 12,500 people. E. P. Monroe.

### You and Your Town.

No matter how little to do and see  
There is in your town—on your street;  
No matter how lively the place may be;  
No matter how dirty—or neat;

If you think it's nothing at all to you  
Whether anything happens or not,  
So long as the business you manage to do  
Pays you to stay in the spot;

If you have no feelings of sorrow or pride  
For the looks of the town, or its name,  
If you're just that selfish you're satisfied  
With playing your own little game;

Why, then, here's what I think of you,  
And I'd say the same to your face;  
I don't care a darn how much business  
you do,  
I call you a town disgrace!

Why don't you take off your coat and  
join  
With the rest of the population?  
This isn't a day of each one for the coin,  
It's a day of co-operation!

With work as your portion you  
will be less ill at ease than you could  
be had you much time to kill. He is  
in sore distress on whom the days  
hang heavily.

## There is Money for you in the Sale of The Bertsch Shoe Line

The sale of one or two pair will not make you rich—not that.

But if you are handling a LINE of known qualifications—a line that is going to give your customer more for his money in QUALITY and SERVICE than he gets from other similar lines—you are making your profit, and at the same time you make a friend—one who will stay by you and who will bring HIS friends to YOU.

The BERTSCH SHOE LINE is THE LINE that will make you friends.

It has built into it those qualities that will give the ADDED SERVICE and SATISFACTION.

Every pair made by us is built that way.

The people in your community know and believe in the BERTSCH SHOE

Because

THEY WEAR LIKE IRON

HEROLD-BERTSCH SHOE CO.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.

Bell



System

A memorandum carefully prepared, covering the salient features of an agreement, will make it possible to close a deal of any magnitude by Long Distance Telephone.

Get your facts and figures before you; ask the other party to put them down as you give them to him, and when this is done and you both agree—what more is there to do? And think of the short time it takes. That's

The Telephone Way

Michigan State Telephone Company

## Michigan Shoe Dealers' Mutual Fire Insurance Co.

Fremont, Mich.

Organized in 1912

Responsibility Over \$1,400,000

We carry the risks of approved shoe dealers at 25 per cent less than regular board rate.

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.





### Federal Reserve Board Acts As Stumbling Block.

Facing the greatest crisis in the history of this great country, it is heartening to see real patriotism exhibited by J. P. Morgan, one of the greatest bankers the world has ever known, second only to his father. When he consented to assist the Government to pay for needed army supplies by advancing \$1,000,000 on securities the banks refused to accept and further indicated that under his leadership the banks of the country would rally to the support of the Government, he placed it within the power of the Nation to tread its path of duty unafraid. It was after this action the Federal Reserve Board announced that, to tide over until appropriations are made and money collected, Federal Reserve banks will honor vouchers of the Quartermaster's Department of the United States Army.

That Mr. Morgan's action was patriotic and not for profit is shown by his letter to the Quartermaster General, in which he said he would be glad to advance money to contractors and sellers to the Department up to \$1,000,000 without interest. Contractors approved by the Quartermaster's Department, by applying to J. P. Morgan & Co., can get their money by giving their three months' note without interest. It also appears that Mr. Morgan personally advances this money.

Fortunately, this country is in better condition to meet the great demand of this war than any other country in the world and there is no question but that there will be a ready response to the request for the mobilization of the financial resources of the Nation. Realizing this, and that the money so concentrated and spent will flow back into circulation in the United States, the business interests of the country, industrial and commercial, are meeting the advent of war with Germany with quiet calmness. This bespeaks a continuance of the prosperity so well merited by the people of the United States who go into this conflict with no thought of territorial conquest.

The original plan of the Federal Reserve system was one which met with hearty commendation and, had the Federal Reserve Board administered the law in a broad, fair manner, there is little doubt the membership would be almost universal among the banks, National and State.

The Board, however, showed too plain a disposition to arrogate to itself and exercise arbitrary powers, contrary alike to the spirit of the law and contrary to the spirit of individual independence, the keystone of the arch

of our constitution. A case has recently arisen in New York State verifying the above charge of Federal Reserve despotism and which may affect the state banks in every state in the Union. It was determined to force the collection of checks at par. To accomplish this the checks were sent to the communities in which the country banks did business by express, with instructions to the express agent to personally present them for collection. The Federal Reserve banks argued that these checks, being presented over the counter, the demand being made on the ground, there could be no exchange charged. It was pointed out it might be a hardship to country banks to pay out the cash. The answer of the Federal Reserve banks was that almost every country bank in the state had New York balances and could settle with New York exchange. Information from New York is to the effect that this plan may be carried out all over the Union. This is a poor way to create confidence in the motives of the Federal Reserve banks and it affords no inducement to state banks to take out memberships. The situation is, that member banks would not only have a good slice of their capital tied up without earning them anything, but they would also be deprived of one source of considerable revenue on check collections.

There is too much of the "skull and cross bones" method in this to set well on the American public.

A notice has been given to the world by the Federal Reserve Board that as the burden of financing the war will fall largely on the shoulders of Federal Reserve banks, the Federal Reserve Board must be given greater powers. If the Board abuses the power it has, it would seem hardly proper to give it more. This is a question our Michigan bankers should closely study if they desire to retain their banking independence. They should write to their representatives in Congress, requesting prompt information as to the tenor of any and all amendments to the Federal Reserve law proposed by the Federal Reserve Board. If it is found, upon examination, that these amendments are not in the best interests of the country, meetings of the groups of the Michigan Bankers Association should be called in their respective territories and official action taken to keep Federal banking legislation within bounds. It is doubtful if bankers realize the weight of their influence with their local representatives in Congress, the statement of the sensational press to the contrary notwithstanding.

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



CAMPAU SQUARE

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

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

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

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

## The Late J. P. Morgan

Appointed a Trust Company to manage his estate, thus insuring a careful, economical and impartial administration of his property.

If you want YOUR estate handled in the same way and in exact accordance with your wishes, name The Michigan Trust Company as your Executor. Consultations invited.

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

## THE MICHIGAN TRUST CO. OF GRAND RAPIDS

Safe Deposit Boxes to rent at low cost.

Audits made of books of corporations, firms and individuals.



Prompt and proper action has been taken by the Michigan Legislature in arranging a twenty year \$5,000,000 loan for war purposes and there is no question as to its rapid absorption by the banks of the State, for in this there is both patriotism and financial safety, for what should be more secure than a bond of the State of Michigan?

There has been introduced in the Michigan Senate a bill amending the general banking laws of the State, so as to make the government bonds of Great Britain, France and Canada eligible for savings bank investments. From a financial standpoint it should pass and from a patriotic standpoint also. Having by our declaration of war with Germany entered the conflict for humanity and democracy, it is our duty, and should be our pleasure, to aid the Allies by placing our resources at their disposal, especially as the proceeds of these bonds go to purchase American goods and the money remains in the United States. They are fully as safe as any of the corporation or public utility bonds now eligible for savings bank investments, if not more so, and bear as good if not a better rate of interest. Private investors in Michigan have been glad to get them and in large blocks. If men of means who have made successes of their businesses are sufficiently satisfied as to their safety to put large portions of their surplus fortunes into them, there should be no reason why they should not be good investments for savings banks.

To substantiate the statement as to the proceeds of these bonds going for American goods and remaining in this country, it is only necessary to turn to statistics. Of America's exports for 1916, totalling almost \$5,000,000,000, approximately \$4,000,000,000 were sold to England, France and Russia and their possessions. In the two years previous these countries purchased \$3,500,000,000 of our goods making total purchases for the three years approximately \$7,500,000,000. In this period these countries shipped to us \$1,200,000,000 in gold, bringing America's stock of the precious metal up to the unprecedented figure of \$3,150,000,000. Of this amount there is in the hands of the Federal Reserve banks \$500,000,000. It will thus be seen that in a financial way our country is in a state of complete preparedness. Besides this, there are still held abroad American railroad securities to the par value of \$1,185,811,486, which can be mobilized and sent here for further credit.

In line with the splendid and rapid progress of Michigan banks in real-

izing their full responsibility as to aiding in general prosperity is the steady pounding away at the agricultural question. This is preparedness in the present crisis of the most valuable character. If through their efforts the farmers of Michigan and other states raise larger and better crops, more and better cattle, sheep, hogs and poultry, the bankers will have performed for the country fully as valuable a service as furnishing the cash with which to conduct the war. More food is a crying need and too much cannot be said in commendation of the bankers for their efforts in this direction. Paul Leake.

#### Able to Identify His Checks.

Roscommon, April 9—J. T. Lough-ray, a groceryman of this place, makes a practice of writing into his bank checks the name of the article for which the check pays. The other day he bought a dressed hog from a neighboring groceryman and drew the check as follows:

Pay to the order of B. W. McCredie, Nineteen dollars ..... etc.  
This check is for a hog. J. H. Sly.

This recalls the incident of the city man who wrote a farmer in the country regarding accommodations for his family during the heated term. In concluding, he said:

"Two things we would like changed. We don't like your hired girl, Hannah, and we think you keep your hogs too near the house."

In replying, the farmer wrote.

"Come right along. Hannah hain't here no more. We hain't had no hogs since you left."

Truth is mighty, but a good deal of it is suppressed.

#### OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

*The Tisch-Hine Co*  
237-239 Pearl St. (near the bridge) Grand Rapids, Mich.

### Kent State Bank

Main Office Fountain St.  
Facing Monroe

Grand Rapids, Mich.

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

#### Resources

9 Million Dollars

3½ Per Cent.

Paid on Certificates

Largest State and Savings Bank  
in Western Michigan

### LIVE WIRE COLLECTION SERVICE

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

Prompt Reports and Remittances

PURVIS MERCANTILE AGENCY

99 Fort Street, W.

DETROIT

### THE PREFERRED LIFE INSURANCE CO.

Of America offers

OLD LINE INSURANCE AT LOWEST NET COST

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

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

### Saginaw Valley Trust Company

SAGINAW, MICHIGAN

No. 109 So. Jefferson Ave.

Authorized Capital and Surplus ..... \$250,000.00

THE COMPANY ACTS AS EXECUTOR, ADMINISTRATOR, TRUSTEE, GUARDIAN, DEPOSITARY OF COURT MONEY AND IN OTHER RECOGNIZED TRUST CAPACITIES.

It allows 4 per cent. interest on Certificates of Deposits, and holds, manages and invests money, securities and other property, real and personal, for individuals, estates and corporations. It has the only complete set of ABSTRACT books covering all lands in Saginaw County, and is prepared to make your abstracts promptly.

#### OFFICERS:

George A. Alderton, President.  
Wm. J. Orr, Vice-President.  
S. E. Symons, Vice-President.

W. J. Rachow, Secretary.  
Wm. Meissner, Ass't Secretary.  
Wm. B. Baum, Treasurer.

Charles E. Peckoyer, Manager Abstract Department.

THE

OLD  
NATIONAL  
BANK

GRAND RAPIDS, MICH.

177 MONROE AVE.

### Complete Banking Service

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

Our 3½ Per Cent SAVINGS CERTIFICATES ARE  
A DESIRABLE INVESTMENT

### Fourth National Bank

United States Depository



#### Savings Deposits

#### Commercial Deposits

3

Per Cent Interest Paid on  
Savings Deposits  
Compounded Semi-Annually

3½

Per Cent Interest Paid on  
Certificates of Deposit  
Left One Year

Capital Stock and Surplus  
\$580,000

WM. H. ANDERSON, President  
J. CLINTON BISHOP, Cashier

LAVANT Z. CAUKIN, Vice President  
ALVA T. EDISON, Ass't Cashier



### Gabby Gleanings From Grand Rapids.

Grand Rapids, April 9.—The attendance at the Council meeting last Saturday night was not up to normal. The new officers did very well, considering it was their first night on. Three visitors were present—F. E. Sidnell, from Maple City Council, No. 258, Norwalk, Ohio; G. W. Casement, from Kalamazoo Council, No. 156, and Mr. Jones, identity unknown. The latter escaped at recess and we didn't have an opportunity to question him. Mr. Sidnell is the chairman of the Grand Executive Committee of Ohio and gave a short address, as also did Mr. Casement. Two candidates were received by initiation and one by transfer. The Secretary, Treasurer and Conductor were regularly installed into office. The Council instructed the Secretary to wire President Wilson its unqualified approval of his war declaration and that Grand Rapids Council is a unit in support of the flag.

William P. Drake (Washburn-Crosby Co.) is keeping bachelor's hall this week. Ma Drake having taken the little Drakes and ambled over to Jackson for a week's sojourn or so. Bill says, tell the boys if they want a little game of "two pair" to come up to his house, but they must bring their own refreshments. Only sandwiches and Bevo go, as Bill is on the sprinkling wagon and won't come down.

The little village of Mendon, which was so completely destroyed by fire last fall, is rapidly building up again, all the buildings thus far being constructed of brick of uniform color and the buildings are all of the same height. A. J. Stanton's clothing store is rapidly nearing completion and, when finished, will be strictly modern and will have one of the finest show windows anywhere. A hardware, a grocery and a drug store are all very nearly done and within six weeks Mendon bids fair to be one of the most modern and up-to-date little villages in Southern Michigan.

Tell your friends that at the dance next Saturday night we are going to give away a beautiful United States flag; also we will have special music, refreshments, etc. This is the last U. C. T. dance of the season and we are going to have a good time.

There seems to be a mistaken idea among our members that when they are once received into membership in the U. C. T., they are always members, so long as they pay up and behave themselves. As a matter of fact, that is true, unless the member becomes an unsafe or an undesirable risk, in which case no accident insurance company will carry his risk, any more than a fire insurance company will carry the risk on a building after it becomes undesirable. In sick, accident and fire insurance we get our money's worth in protection as we go along; that is, if we make a certain payment which takes care of our risk for a certain period. Af-

ter that it is optional with the companies whether they continue the risk or not. Any company which pursues any other course is either compelled to increase its assessments exorbitantly, which would be objected to by those who are good risks, or be compelled to discontinue business. In case of the U. C. T., however, a man can remain a social member although his insurance be cancelled.

We have inside information that Ira Barkley, of Climax, has outgrown his retail business, which is a general store, and now has his card out as a wholesaler of brick cheese.

We are going to speak to Senior Counselor MacMillan and suggest confidentially that he either appoint a scribe for Gabby Gleanings or boost a little himself with now and then an item or two.

A sure method for extracting cigars from traveling men's clothes has recently been discovered. You can obtain the secret by sending a self-addressed stamped envelope to J. L. Barhite, Mayor, Vicksburg, Mich.

Thomas B. Ford spent last week in Milwaukee, posting up on his new line at the shoe factory of the Bradley & Metcalf Co. He came home Saturday and left Sunday evening on his initial visit to the trade in Northeastern Michigan. He will spend next Sunday in Ludington.

A. F. Rockwell.

### Decisive Vote For Street Improvement.

Boyer City, April 9.—The temper of Boyer City taxpayers can be judged by the vote on the question of bonding for \$25,000 for street improvements. The proposition carried by an 8 to 1 majority. The city will begin at once the construction of a concrete road from the East to the Western city limits.

Ground was cleared last week for the new Hooper & Heaton garage. Hooper & Heaton are local distributors for Ford cars. The garage will be on the automobile route to Charlevoix and Petoskey.

Boyer City is looking forward to a busy summer. The farming community is talking beans and potatoes—if they can find the seed—and several new enterprises are in the air.

Our local fishermen are beginning to watch the rivers and licking their chops in anticipation of the coming of May 1, which presages an unusual amount of sickness on that date—too sick to work, but just sick enough to demand a day's rest (?). Come up and help "ketchem." Maxy.

### How It Happened.

"Lillian," said mother severely, "there were two pieces of cake in the pantry this morning, now there is only one. How does this happen?"

"I don't know," replied Lillian regretfully. "It musta been so dark I didn't see the other piece."

## 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.

## WAR BRIDES

America's part in this war will be to furnish money, materials and food for her allies.

Steel and chemicals were the War Brides of yesterday.

### MOTOR STOCKS

are the War Brides of today.

With half the production of large motor concerns cut off and a large part of the remainder absorbed by the government, the small concern has an opportunity to establish itself and become the large concern of tomorrow.

**TRUCKS** Thousands of trucks will be required, and we are completing our arrangements for building trucks.

**AEROPLANES** We are now intimately connected with American consulting engineers of European governments who have offered us a contract to build 1,000 battle planes.

**INVEST YOUR MONEY IN WAR BRIDES**—In a live concern that is properly lined up with the biggest things in the motor world—a concern that has made greater progress than any other new concern in the same length of time.

**Gem Motor Car Corporation** Grand Rapids Michigan  
DEUEL & SAWALL, INC., FINANCIAL AGENTS

## PROTECT YOUR BANK ACCOUNT

Do you realize that injuring someone while driving your Automobile might take \$5,000 or \$10,000 out of your bank account, or put a mortgage on your home?

Do you know that **GASOLINE** is one of the most dangerous of all liquids as a fire hazard?

Do you realize that thousands of Automobiles are stolen each year?

Do you realize the cost of **REPLACING** parts and having work done if your car is damaged?

It may be true that you are a careful driver, but no matter how careful you are you are always subject to accidents.

Many times the other fellow is careless, but you are held responsible regardless of circumstances.

## United Automobile Insurance Exchange

737-741 Michigan Trust Building  
Phone 7444 GRAND RAPIDS, MICHIGAN

Gives Absolute Protection **AT COST**  
Secure Our Rate Before Placing Your Insurance  
Representatives Wanted in Every County

## Veit Manufacturing Co.

Manufacturer of

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

Holland, Michigan

**Conservative Investors Patronize Tradesman Advertisers**



### Sagacious Salutations From Saline Saginaw.

Saginaw, April 9—Special things to remember:

Remember Mark Brown day, April 21.

Remember to get that new member for that date.

Remember our Supreme Secretary, Walter D. Murphy, is to be with us on the above date.

Remember to boost for a Bigger and Better Saginaw.

Remember war has been declared and again remember if you are a German sympathizer, beware to whom you speak on the matter. You might run up against a real American. Such was the case in this city last week and the German sympathizer came out the little end of the horn. If you believe in the Kaiser's war, better shoulder your gun and go and help him. Better do that than to sleep under the protection of the stars and stripes and disgrace the good old U. S. A.

Regardless of politics, creed, nationality or color, show your Americanism and stand by the President.

H. D. Ranney was in Detroit Saturday. From there he went to Jackson, where he joined his family. Mrs. Ranney and daughters, Edith and Ruth, who had been visiting Mrs. Ranney's parents during the week. They returned home Sunday.

M. S. Brown, as a special representative of the traveling men of Saginaw, spoke at the noonday luncheon at the Board of Trade last Tuesday. His topic was, "What the traveling men can do toward helping to advertise Saginaw." Mr. Brown is an exceptionally fine speaker and, no doubt, the business men were greatly benefited by his instructive talk.

If there is something you want to know or something you want to see, then come to the pure food show at the auditorium April 24, 25, 26 and 27. Everybody will be there looking for everybody.

Sorry to hear of the illness of our co-workers, J. M. Benway and W. J. Cosgrove. The former is confined at his home with blood poisoning. The latter is at the Saginaw general hospital with scarlet fever. We hope both do well and that they may soon be out.

Again we hear from C. J. Lane, representing Symons Bros. & Co. He is improving nicely and at present automobiling through the Southern states.

Does any one know where Mike Conaton lives? If not, be on hand Mark Brown day and see the young convention he expects to bring from Bad Axe, that they may affix their names to the Michigan U. C. T. roll of honor. He expects to bring every man eligible from the Thumb district on April 26. I say, hats off to Mike! He has a way of doing more things successfully than just sell creamery supplies for the John W. Ladd Co., of Detroit. We understand he has not confined himself to the younger bunch of travelers, but Ben Mercer now has in hand the applications of James McCaren and John Clark, heads of the Clark & McCaren Grocery Co., of Bad Axe. This house, without a doubt, is one of the most successful wholesale grocers in the State of Michigan and it is with a great deal of pride that I announce the coming to Saginaw of those two splendid gentlemen whom I have known for a long time. I know No. 43 will have a glad hand for you and the other to be U. C. T.'s.

Come on, fellows, let's paint the Brown day red in Saginaw April 21. Saginaw Council held its memorial services Sunday night at the Presbyterian church. Rev. Ambrose Dunkel delivered the memorial address and it was well received by a large crowd. The committee in charge of the services was W. Park Warner, chairman, assisted by Frank G. Putnam and W. H. Mead. There were three deaths during the past year in No. 43—E. M. Dennis, Wm. H. Terrian and Al-

bert Bero. The latter, it will be remembered, was the traveler who was murdered in Saginaw last winter.

Wanted—Some fellow traveler who needs the exercise to spade my garden. Furnish your own spade and there will be no charges for the privilege. Light lunch served free when finished. Only those seeking exercise need apply.

Does anyone know where the Grand Council meets this year? If so, notify Ben Mercer.

W. M. Hewett, for fourteen years State manager of the New Era Association, died at his home suddenly on North Mason street last Thursday.

Saginaw elks are after the 1918 bowling tournament. The 1917 meeting is now on at Detroit. Local elks have four teams there spilling the pins.

The local American Red Cross Society has nearly 3,000 members, all received within the past ten days. The mark for Saginaw was set at 2,500. This is real Americanism. The campaign here is in charge of Guy S. Garber.

Arrangements are being made for the annual meeting of the local Board of Trade at the Bancroft Hotel. A big time is expected. Reports are that W. C. Durant, head of the General Motors, will be one of the speakers.

Lansing Council, U. C. T., dedicated their new hall April 7. Grand Sentinel H. D. Ranney and District Deputy B. M. Mercer attended the event. It is said, to make the occasion a real affair, every salesman and sales manager in Lansing placed their applications with said Council for membership. Congratulations to Auto City Council.

I want to give special thanks to Mr. Mercer for his help in this week's issue. Being confined to my home, owing to illness, it is hard to scrape up items. Any time anyone has news for publication, either personal or business, mail it to the writer at 115 Durand street, so it reaches me by Saturday afternoon. I assure you your letters will be welcome.

L. M. Steward.

A very inquisitive man was sitting at the table next to a man who had lost an arm above the elbow. "I see you have lost an arm," finally was ventured. The one-armed man picked up his empty sleeve and peered into it. "Great Scott! I believe I have," he answered.

### Insure Your Automobile Before Driving Your Car

Ten children were killed by automobiles in sixteen days in the City of Detroit alone, which shows the danger of accidents.

Many pedestrians walk out into the streets without looking for the approaching cars. Automobile drivers, although careful, have accidents. The business man or farmer when driving away from home may be made the goat. The prudent man will not drive his automobile without carrying insurance so in case of accident in which claims are made against him he will have the advantage of an organization and experienced adjusters.

You will pay a stock company about \$50 per year to insure the average car. You can join the Big Mutual which has 18,000 policies issued, distributing the expense, and three hundred experienced agents, and experienced adjusters, and counsel to get you out of trouble.

The cost is only \$1.00 for policy; 25 cents per H. P.

**Citizen's Mutual Automobile Insurance Company**  
HOWELL, MICHIGAN



### We Specialize In Automobile Industrial Public Utility SECURITIES

**THURMAN-GEISTERT & CO.**  
formerly ALLEN G. THURMAN & CO.  
Michigan Trust Bldg. & G. R. Savings Bank Bldg.  
Grand Rapids, Michigan  
Citz. 4480 Bell M. 4900-01



THE BANK WHERE YOU FEEL AT HOME

**GRAND RAPIDS SAVINGS BANK**

WE WILL APPRECIATE YOUR ACCOUNT TRY US!

## BUY SAFE BONDS

6%

Tax Exempt in Michigan

Write for our offerings

### HOWE SNOW CORRIGAN & BERTLES

INVESTMENT BANKERS

GRAND RAPIDS SAVINGS BANK BLDG. GRAND RAPIDS, MICHIGAN.

*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



**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.

**By All Means Produce Infertile Eggs.**  
 The farmers of the United States lose each year large sums because of improper methods of producing and handling eggs. One-third at least of this loss is easily preventable. It is due to the partial hatching of fertile eggs.

The eggs laid by a hen may be either fertile or infertile, depending on whether or not the male bird has been allowed to run with the female. A fertile egg is one in which the germ has been fertilized by the male bird. Except for this process of fertilization, the male bird has no influence upon the eggs which the hens lay. Egg production is equally great in flocks from which roosters are excluded.

A fertile egg does not keep as well as an infertile one, because the fertilized germ responds more readily to high temperatures than the unfertilized one. It is impossible to hatch an infertile egg or to cause a blood ring to form in one. Such eggs are much more likely to reach the table in good condition and there is much less spoilage in shipments composed entirely of them than in mixed shipments of fertile and infertile eggs.

After the hatching season, therefore, the male birds should be cooked, sold or confined. In approximately fourteen days after this all the eggs laid by the hens will be infertile. These can be marketed much more successfully under the adverse conditions that frequently prevail in the hot summer months.

Heat is the great enemy of eggs, both fertile and infertile. Farmers are urged to follow these simple rules, which cost nothing but time and thought and will add dollars to the poultry yard returns.

1. Keep the nests clean; provide one nest for every four hens.
2. Gather the eggs twice daily.
3. Keep the eggs in a cool, dry room or cellar.
4. Market the eggs at least twice a week.
5. Sell, kill, or confine all male birds as soon as the hatching season is over.

#### How We Increase Trade Against Rising Costs.

Blaney, April 9—Never before in my business experience have I witnessed such unusual conditions as now confront us. I believe we must and should use greater care and caution

in buying than ever before. If we buy wisely, the selling will take care of itself. As we all know, prices on almost all merchandise have advanced. Some goods have gone up 200 per cent.; and there are articles that can not be bought at any price.

Although we should protect ourselves against the advancing prices, as much as we can, I do not advise "plugging;" that is, stocking up too heavily. Over-buying is as dangerous as under-buying. Goods which have style changes or which are liable to deteriorate in one way or another, may cause serious loss. I believe it is far wiser to buy normally, pay the



John I. Bellaire

slight advances as they arise and thus play safe.

Almost all of our stocks have increased in value. May I ask, do we fully realize this important fact? Goods that were bought before the general rise in cost went into effect are worth more to-day than when we purchased them; hence, I believe they should be retailed at higher prices.

Take the case at present with canned goods, canned vegetables, woolen goods, shoes, rubbers and other minor articles that we either contracted for or purchased in advance, which have in some cases almost doubled in cost; no matter what we paid for them originally, the present market value should be placed upon them. This will assist us to balance profits.

Goods are worth to us to-day just what it would cost to restock them. At the higher costs that goods are now so generally priced, the extra profit we may get from them helps to equalize profits satisfactorily. These unusual conditions which necessitate raising of prices can not be avoided, and I can not see any reason why we should suffer from it in any way.

There are two ways of meeting this situation. One is by sitting down and accepting it as a condition that can not be remedied; the other is to

## THE ALASKA

REFRIGERATOR  
 The Best Built Refrigerator on Earth  
 MUSKEGON, MICH.

**Watson-Higgins Mfg. Co.**  
 GRAND RAPIDS, MICH.

**Merchant Millers**

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants

**New Perfection Flour**

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks



## 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.

Established 1876

Send us your orders **FIELD SEEDS**

Clover, Timothy, Orchard Grass, Blue Grass, Red Top

Would like to have your trade

Pleasant St. and Railroads **MOSELEY BROTHERS** Grand Rapids, Mich.

So Clean **Creamnut BREAD** So Good

Made only in the "Airylight" Bakery which has  
 No Stables No Horses No Living Rooms

All Sunshine and Daylight  
 Everything Spick and Span

**Your Customers Want This New Bread**

WRITE OR PHONE TO-DAY

**Grand Rapids Bread Company**  
 Prescott St and South Ionia Ave. Grand Rapids

## The Vinkemulder Company

Jobbers and Shippers of  
 Everything in

**Fruits and Produce**

**Grand Rapids, Mich.**

**ELI CROSS**  
**Grower of Flowers**  
 And Potted Plants  
**WHOLESALE AND RETAIL**  
 150 Monroe Ave. Grand Rapids

**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**



seek out ways and means to increase business and overcome the conditions as much as possible. As progressive and competent commissary managers we will adopt the latter course, and welcome any suggestions for getting our customers to buy more. Whether we know it or not, the buying habits of our customers are largely determined by the merchant they trade with. We have a hand in it and the effect is felt in our sales. To get our customers to buy more, we must change their habits of trading; not by force, or highhanded methods, but by skillful suggestions and timely persuasion.

The high cost of living is the big, present-day bugaboo in most families. Show our customers how they can reduce their living expenses—how to make a dollar buy more, and they will be as eager to trade with us as we are to sell them. Hand-to-mouth buying is the common practice to-day with most housewives. Supplies for the table are bought each morning, as a general rule. Prove that it is more economical to buy for the week, and our customers will gladly follow the suggestion. Make sufficient inducements to buy more at a time, and we will soon be selling in larger quantities. There is a double advantage in this; first to the housewife, and second, to ourselves by lessening the cost and labor of doing business. Get our customers to buy more at a time, and our sales will begin to pick up immediately. The same rule holds good with general merchandise, as with table and household supplies.

There are many practical ways of inducing our customers to buy more. I will outline a few of those I have tried and am working out successfully, and from these methods and variations of the basic plans other ideas will readily suggest themselves to you.

Begin plans to induce quantity purchasing by pricing many of our goods by the dozen and the half-dozen, instead of singly. Do this gradually to let the suggestion sink into our customers' minds. In every case bring out the economy of buying in lots, rather than by single pound, package, or can. Conduct a few special sales along the lines of quantity buying, to introduce the idea. Give these sales strong heading to compel attention. "Reduce the Cost of Living Sale," "Economy Sale of Table Supplies," "Foodstuffs at Wholesale Prices," and similar headings will catch the eyes of the thrifty.

Carry out the ideas in other ways for the sake of novelty and variety. Make a selection of canned goods and package goods that we can feature at a reduction, by offering two, three, or five for a quarter. List these under such heading as "A 25-cent Sale That Saves You 10 Per Cent." Use similar plans with merchandise we can offer in combinations, of 50 cents and \$1, and even higher cost.

We can add interest to these sales by occasionally offering—"Price Combinations Against the High Cost of Living." Under such heading, group a combination of foodstuffs, table wares, and kitchen utensils that we can offer at a saving on the regular price, when bought singly. At 50 cents we might offer a half-pound coffee, a half-pound of tea, a can milk, a milk pitcher, and a toasting fork. At a dollar we can present a variety of wanted combinations that will appeal to housewives. In every case show what the items would cost singly, and the saving made by buying at the combination price.

Still another effective way to induce quantity buying is to show the saving in merchandise, instead of money. Something for nothing always makes a hit with the women. Place a package of goods in the window, near a group of, say, five packages of the same thing. Have a window card read, "This Package Free, with every purchase of five packages of the same goods." Do the same thing with can-

ned goods, fruits, vegetables, and bottled goods. Whenever we advertise these "Quantity Sales," either in our local paper or by circulars, be sure our windows and counters remind the customers that a sale is going on. "See What You Save," would be a good heading to adopt as a permanent slogan, because it appeals to self-interest, and people will stop to read anything that affords them help in making ends meet.

Quantity selling I have found is one means of getting our customers to buy more. It is effective in stimulating the sale of general merchandise.

Another good policy to attract trade is to sell goods for a fair profit. Not the motto of some "get all you can" or, expressed in another way, "charge all the traffic will bear." Such a policy does not attach to itself any great amount of public satisfaction. Trade that comes to a store with that policy comes because it can not get the same goods elsewhere. Selling at a fair profit represents, perhaps, the best standard of retail service. No man in any industry or occupation should be expected to give his services without a fair and just return. We as merchants perform a real service, and, therefore, deserve a fair return for our work. A fair profit, then, is our share of the social distribution of wealth.

To be sure, there may be a difference in opinion as to what constitutes a fair profit. With good reason it may be stated that in some businesses a fair profit might mean as high as 50 per cent. and in other it might mean as low as 2 per cent., or 3 per cent. upon the capital invested. What is fair depends very largely upon the conditions surrounding the business, especially the risk of losses. It may seem that if there is a probability of losses that may in a short time wipe out the accumulated surplus, it becomes necessary to charge such higher prices for the goods sold as to cover these expected losses. So while no standard or uniform retail prices may be adopted for all localities, conditions being so much different there may be certain basic principles that may be applied to all.

John I. Bellaire.

[Reprinted from Commissary Supplement].

Son, learn wisdom from the tailor. When he transacts business with a man he starts by taking the man's measure.

#### 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.



#### The Quality of MAPLEINE

creates a steady sale

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

CRESCENT MFG. CO.  
Seattle, Wash.



## 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.

## GOLD BOND

PACKED IN CASES  
**BROOMS**  
Manuf'd by  
AMSTERDAM BROOM CO.  
AMSTERDAM, N. Y.

**Coleman**  
(Brand)  
Terpeneless  
**LEMON**  
and  
Pure High Grade  
**VANILLA**  
EXTRACTS  
Made only by  
**FOOTE & JENKS**  
Jackson, Mich.

We Pay by Return Mail  
Best Prices for

## DAIRY BUTTER Packing Stock, Eggs

Prompt returns mean better profits for you

Van Den Berge Bros.  
Wholesale dealers in  
BUTTER, EGGS AND CHEESE  
KALAMAZOO, MICH.



INSIST on getting the "SAFE" from your WHOLESALER  
Mfd. by COMPUTING CHEESE CUTTER CO., Anderson, Ind.

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

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

If you want quick and satisfactory results, ship your  
crock butter, packing stock butter and eggs to

## F. H. Cash Company

Bay City, Mich.

Check Mailed  
Same Day Goods  
Are Received

References,  
Any Mercantile Agency  
Farmers State Savings Bank  
Bay City, Michigan

You pay no freight, cartage or commission. Weekly quotations mailed on request.



Cigar Cigar

## DORNBOS Single Binder

Overflowing with Quality  
Try them.  
It will bring you friends  
and business.



### Getting the Trade of the Backyard Gardener.

Written for the Tradesman.

There will probably be a great deal more back yard gardening done this year than ever before. The much discussed "high cost of living" is sending people back to the land, even where the available land for gardening purposes is a plot only a few feet square. This condition of affairs means for the hardware dealer a more extensive market for garden tools and seeds, as well as commercial fertilizers.

Unless the hardware dealer does his best, a great many of these garden plots will be failures for lack of proper cultivation. I know of one city man who dug up his little plot of ground with a spade, planted his seed in rows scratched with the same implement, and then left the crop to take care of itself. Naturally, the crop was poor—almost non-existent. "There's nothing in gardening," said that man.

Yet another man, on a back-yard plot less than forty feet square raised garden stuff more than sufficient to pay a hundred dollar tax bill. Of course he used the stuff himself; but it reduced the ordinary table expenses of the household by that amount. Everything was kept careful track of, and that man had the results down in black and white.

He did not, however, attempt to do it all with a spade. He had a fairly complete stock of garden tools, studied his subject a little, started some plants indoors so that they could be transplanted in time to produce vegetables when the prices were still high, and where vegetables matured early, so far as possible secured second crops from the same few square feet of soil.

Adequate equipment for gardening is very important. The hardware dealer has that equipment to sell. He can sell it all the more easily if he impresses upon the prospective gardener its practical importance.

There are, of course, a great many people in every community with whom gardening is a hobby, and a profitable one. These people garden every year as regularly as the frost comes out of the ground. In one town the hardware dealer went to the proprietor of one of the local newspapers.

"See here," he said, "why not start a home gardening campaign to reduce the high cost of living. Here's a list of men right in town who supply their own tables from their own back yards, year in and year out. Get each of them to tell of his experiences and methods, and run the series in your paper through April.

It will interest a lot of people—and it won't interfere with the grocers' sales of imported lettuce, either, for this home-grown stuff comes in after the grocers have made their bit."

The newspaper took up the idea. The local men—men whom everybody knew—fell in with it. And the hardware dealer got space on the home gardening page and advertised garden tools for a week or two before any of his competitors woke to what was doing.

On the part of many people who do not garden there is a deep and settled conviction that it isn't worth while; that when the cost of tools and seed is counted up and balanced against the production, there will be very little left to pay the gardener for his time and work. This will undoubtedly be true of careless gardeners—the sort who put in the crop with a great deal of enthusiasm, and then neglect it entirely. It may be true, too, of a few men who pursue gardening solely as an amusement, and find pleasure in the possession of all sorts of equipment. But the gardener who goes at the problem intelligently and systematically, who studies the possibilities, who buys just the tools he needs, will in almost every instance make money out of his plot; and he will secure, thrown in for good measure, a great deal of needed and healthful exercise.

These points are worth the hardware dealer's consideration. For, while he will secure a certain amount of business by merely advertising gardening tools as such, he will secure a great deal more if he advertises with a view to converting the host of non-gardeners into spare time tillers of the soil.

A big thing in advertising garden tools is to give the reader a picture of what the back-yard garden, properly looked after, will do for him.

It will save money.

It will give him fresh vegetables of all kinds in season.

It will provide him with winter vegetables.

It will furnish healthful and not too heavy exercise.

## 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. Grand Rapids

**McCray Sanitary Refrigerators**  
will increase your sales and your profits by keeping your perishable goods fresh and salable at all times. Write today for Catalog and "Easy Payment Plan."  
No. 70 for Grocers—No. 92 for Residences—No. 62 for Meat Markets—No. 51 for Hotels and Institutions.  
McCray Refrigerator Company  
744 Lake Street  
Kendallville, Indiana  
Agencies in all Principal Cities

**Hartnett Flower Shop**  
Cut Flowers—Floral Decorations  
Funeral Wreaths and Sprays  
Park Avenue. head of Monroe  
Both Phones Grand Rapids, Michigan

### SPEEDWAY TIRES

5,000 Miles

### HORSE SHOE TIRES

(Wrapped Tread System)

5,000 Miles

### PULLMAN TIRES

3,500 Miles

Made in all Styles and Sizes.

Made throughout of the very best materials used in tire manufacture. We know them to be the best tires in their respective class.

Red and Gray Inner Tubes,  
Batteries, Spark Plugs and Automobile Accessories.

Wholesale Distributors:

**Brown & Sehler Co.**

Grand Rapids Michigan

We have an Interesting Proposition to make to Dealers.

**Grand Rapids Store Fixture Co., Inc.**  
The Place, 7 Ionia Ave., N. W.  
BUY AND SELL  
Used Store and Office Fixtures

## Signs of the Times Are Electric Signs

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

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

### THE POWER CO.

Bell M 797

Citizens 4261

## Sand Lime Brick

Nothing as Durable  
Nothing as Fireproof  
Makes Structures Beautiful  
No Painting  
No Cost for Repairs  
Fire Proof  
Weather Proof  
Warm in Winter  
Cool in Summer

Brick is Everlasting

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

## Foster, Stevens & Co. Wholesale Hardware

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

Grand Rapids, Mich.

## "Blizzard" Ensilage Cutters



**CLEMENS & GINGRICH CO.**

Distributors for Central Western States

1501 Wealthy St.

Grand Rapids, Michigan



These are four of the outstanding points to be driven home in your advertising. Then link up these arguments with what you have to sell; this year's garden seeds, fresh and guaranteed to grow; and garden tools that offer the purchaser the best possible value for the money.

In selling these goods, the hardware dealer should not jump at the conclusion that every man is after the cheapest article. Display both the best and the cheapest, and urge quality, wherever possible.

Thus, one purchaser hesitated between a 35 cent rake and another at 85 cents. The salesman said:

"This is just like the capital expenditure in fitting out and building a factory. The manufacturer could put up a flimsy building that would last a year, but he prefers to build substantially, because it pays in the long run. In buying anything you should always consider the amount of service the article will give you. Is it cheaper to pay 35 cents for a good rake which will last you probably a year or two; or 85 cents for a rake that is good for ten years? The cheap rake is the very best cheap rake we could get; but the more expensive rake will give you comparatively more service."

In this instance the customer did not respond to the quality argument immediately. He bought the cheap rake. A year later, however, he came back and bought the good one. In the process, a "cheap" buyer was converted into a quality buyer; and that is a good thing for any hardware store.

In putting on a garden tool display, give some prominence to the less familiar lines. Show a full assortment—wheel barrows, garden trowels, weeders, planters, hoes, spades, rakes, spading forks, shovels, garden lines, reels, pruning shears, hedge shears, turf edgers, long pruning hooks, lawn rakes, canvas and leather gloves, extension ladders, garden hose and hose reels, etc. Display both cheap and quality lines, if both are handled; use price cards and show cards to help out the display. A suggestion of spring can be added by the use of artificial leaves and flowers; the seed packets will lend color to the displays. Later, turn can be secured for lawn or garden displays. Often seed boxes with small plants already started can be shown. Such little items help a whole lot to spread the gardening fever in the community.

Simultaneously, the hardware dealer's newspaper advertising should deal with the same topic—the profit and possibilities of the back yard garden and the importance of being well equipped with tools.

Even where back yard gardening is not taken up, there will be a market for horticultural and lawn supplies. Many people who prefer to buy their vegetables ready grown take great pride in the appearance of their homes. The hardware dealer at this season should aim to reach all classes. Lawn rakes, lawn mowers, turf edgers, weeders, etc. will all help in the making of an attractive lawn. Often it is good to start with a garden display and a little later follow with a lawn display, the latter floored with turf and showing a good assortment of lawn tools.

Poultry supplies are also good lines to feature. These include poultry netting, oyster shell and grit, and the various poultry tonics and stock foods. It may be worth while to give these lines a good display and some advertising for a few days in April.

The business is worth while, and it is waiting for the hardware dealer who will go energetically after it.

Victor Lauriston.

#### For Instant Shipment at Chicago Prices

Incubators and Brooders. Lime Sulphur Solution, Paris Green and Blue Vitriol, Black Leaf 40 and Formaldehyde. Denatured Alcohol at 72c. Roofing and Asphalt Shingles, warranted 28x1½ Bike Tires \$1.25 each.

Van Dervoort Hardware Co., Lansing, Mich.

#### H. WEIDEN & SONS

Dealers in

Hides, Pelts, Tallow, Furs and Wool

108 Michigan, N. W. Grand Rapids, Michigan

# TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

#### HARNESS OUR OWN MAKE

Hand or Machine Made

Out of No. 1 Oak leather. We guarantee them absolutely satisfactory. If your dealer does not handle them, write direct to us.

SHERWOOD HALL CO., LTD

Ionian Ave. and Louis St. Grand Rapids, Michigan

# THE Keeley Treatment

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.

#### AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

#### Johnson Paint Company

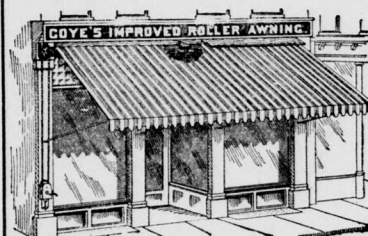
"Quality" Paint Manufacturers

The Prompt Shippers

Get Our Dealers Proposition

BIG RAPIDS, MICHIGAN

#### AWNINGS



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

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

## AMERICAN RADIATORS IDEAL BOILERS

Jenkins, Pratt & Cady, Crane Valves

Crane Cast Iron Fittings

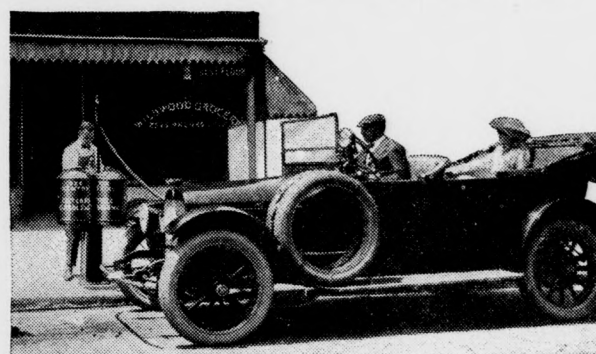
Central Tube Co. Pipe

EVERYTHING IN HEATING SUPPLIES

Adolph Leitelt Iron Works

213 Erie Street

Grand Rapids, Michigan



## Cultivate High-Class Trade

You like to see your business grow. Help it along every way you can—attract high-class trade to your store.

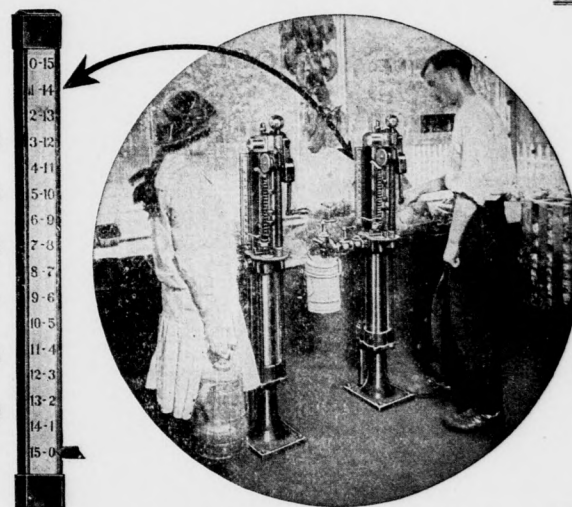
People soon learn where to obtain "Better Service," and you can be sure of giving better service when you have a

# BOWSER

ESTABLISHED 1885

Self-Measuring Oil Storage Outfit

Tells  
At a  
Glance  
How  
Much to  
Charge



It keeps display room sweet and clean, free from all contaminating odors—makes possible the display and increased sales of appetizing articles for the table—does away with the oil-soaked floors—eliminates the "Fire Hazard"—prevents waste and makes you a handsome profit.

Let us tell you more about it.

S. F. Bowser & Co., Inc.

Fort Wayne, Indiana

Sales Offices in All Centers—Representatives Everywhere





### Extra School Expenses Sometimes a Heavy Burden.

Written for the Tradesman.

Mrs. Downey is a near neighbor with whom I have just been having a little morning chat. She looks completely tired out. Her worn appearance is easily explained. The school which her children attend is getting up a show, or shows rather, for there are several. She told me that in the last two days, in addition to her regular work, which is by no means light, she has made a clown's suit for her 12-year-old boy Robert, and a nurse's uniform for her little girl Elizabeth, aged 10. The requisition came suddenly and the garments must be ready by this morning, so the children could have them to practice in this forenoon. The shows come off this afternoon and evening. Mrs. Downey, and she is not a strong person, ran the sewing machine until 10 o'clock last night, and it was 12 before she had sewed on the last snap fastener.

The school is trying to raise funds for a handsome and rather expensively decorated float in a civic parade which is very soon to take place. Several of the rooms give each a brief performance, to which an admission fee of 5 cents will be charged. Pupils and parents as well as other spectators must pay. In addition, ice cream and homemade candy, both furnished by the pupils, will be sold.

Mrs. Downey has been counting the cost. "The material for the suits and caps, and I got as cheap goods as I thought would answer, came to \$1.17. I gave Robert and Elizabeth each a quarter to help in buying ice cream, for I didn't have time to make candy. Of course the children want to take in all the performances possible, and they are very anxious that Mr. Downey and I shall go this evening, so we are not likely to get off with less than a dollar admission fees. A dressmaker would have charged me two or three dollars for making up the suits. Something over two dollars and a half in money and as much more in work is what it all counts up.

"Now I always have tried to help the schools in every way I could, and I have sustained and encouraged the teachers in whatever they were trying to do. But I must say that I am getting tired of these little hold-ups. It is getting so we never can tell when we will be called upon to pay anywhere from 25 cents to several dollars, and often without being consulted at all. Had Mr. Downey and I been asked whether we should be willing to give five dollars toward this float, we should have said 'No' very decidedly. When the thing

comes as a sort of informal levy, we meekly do what is expected of us." Mrs. Downey is not without a sense of humor.

We are justly proud of our free schools. Knowledge and training are spread before the children of rich and poor alike, to be partaken of without money and without price. At least this is the theory, and in the main the theory is well carried out. Buildings are erected and maintained and teachers paid from public funds. Very generally text-books are furnished without direct expense to the individual. Every progressive community is spending a large sum on its public schools. To the heavy taxpayer who happens to be childless, it doubtless seems that many parents get off easily. But how does it look to the parents themselves? Are not some fathers and mothers, whom we do not regard as poor people, having a hard struggle?

Most parents own at least a little property and so pay some taxes. Those who are not property owners pay rent on property that is taxed. Thus all contribute toward the school funds. Then there are living expenses. Parents must board their children, no trifling matter with food at present prices. There is other outlay for clothing, shoes, medical attention, dentists' services, very likely opticians' bills, and surgeons' fees for taking care of adenoids and tonsils. And as a last straw to the burden perhaps altogether too heavy before, at intervals that are not infrequent, every parent who is in circumstances above actual poverty is expected to bear a share in some extra school expense. This affair of the float is typical. Similar occasions for special expenditure come up in almost every school. The experience of the Downeys is not unusual. Many parents, particularly those having sons or daughters in high school, usually do not get off without paying much more than five dollars when one of these school extras comes up.

For making these informal levies teachers should not be blamed too severely. They are subjected to all kinds of pressure. Each school is ambitious to do what other schools are doing. If something must be gotten up requiring money, teachers have to resort to the customary methods of securing it, relying on parental pride and good nature to supply what is needed.

But all this does not make it easy for persons of limited means to meet these extra school expenses. In well-to-do households, an outlay of one dollar or five dollars or twenty-five dollars properly may be looked



### Two Ways to Spell a Good Thing

Teacher: "Spell dessert."

Bobbie: "Is it where the camels live?"

Teacher (severely): "Certainly not. It is the best part of dinner."

Bobbie: "Oh, I can spell that—

## "J-E-L-L-O"

And then Bobbie adds: "My mother sends me to the store every week for Jell-O and we eat it all up."

Good thing for the grocer, isn't it?

The things that are good enough to be eaten up and create an appetite for more are the ones that are most profitable to handle in the grocery business.

Jell-O is made in seven pure fruit flavors: Strawberry, Raspberry, Lemon, Orange, Cherry, Peach, Chocolate. Each 10 cents.

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

A tightly sealed waxed paper bag, proof against moisture and air, encloses the Jell-O in each package.



### Let This Sink In:

The Nationally-known "White House" COFFEE is sponsor for the same high character and reliability in this splendid TEA—which, with its TEN varieties, will give wide range for personal preference, and permit the dealer to suit all comers with the minimum of trouble.

Distributed at Wholesale by  
**Judson Grocer Co., Grand Rapids, Mich.**



upon as a mere trifle, if it is for something that will benefit the children. But where a family of five or six must live on an income of fifteen to twenty dollars per week, every little extra is felt keenly. And many parents will sacrifice themselves unduly, rather than have their children bear the stigma of doing less than others.

These school extras may be classed under two main heads. One is the purchase of something for the school, as a picture, gymnasium equipment, a piano, or a cinematograph. The other is the gratification of the instinct for shows. Very often the two are combined.

Take the first when not combined with the second. Certainly it looks plausible that uniting the efforts of all the pupils, each making some sacrifice and contributing his mite toward a purchase for the common good, should foster a community spirit. That it will be a lesson in saving is another strong argument. Both these objects might be gained if the children actually were to make the money by their own efforts, or save it by retrenching on such luxuries as candy and ice cream. But ordinarily does the boy or the girl do more than take the news home that money is wanted at school, and carry back the coin that father and mother furnish? And does the average child of to-day stand in need of more training in working his parents for money?

As to the show idea, that is a big subject and one that needs thorough scientific investigation and general discussion. Should it be encouraged

or should it be repressed? Possibly the advocates of entertainments, pageants and the like are in the right. Perhaps such diversion from the monotonous grind of study is needed to make school interesting and attractive to the pupils. It may be that a certain amount of dramatic training is an essential part of every child's education. Let this side of the case and all sides be well shown up. If it is found that what may be classed under the general head of the theatrical has a sound claim for attention, let it be given a place on the curriculums. Instead of being an interruption as they are now, let theatrical features become a regular part of the work. Let it be settled how much time and how much money shall be devoted in this way, and let the necessary outlay come from the school funds.

And let all the pupils enjoy the benefits of this dramatic training. As things are now the children of the very poor are slighted in this regard, for their parents can not supply costumes and the like. The change would prove beneficial in several ways. The show features being elevated to the dignity of regular school work sustained by public funds, teachers would feel they must get results in keeping with the outlay of time and money. The theatrical, if it is to remain in the schools, would be compelled to justify what it costs. And the financial burden on the parents would be lessened, for wealthy childless taxpayers would be obliged to bear their share. Quillo.

### American Sugar Refining Company

#### Sugar Waste Prevented

With Domino Package Sugars there is no waste; loose or spilled sugar. There is no lost motion such as in weighing and wrapping. Every package is guaranteed correct weight.

Add to this saving the enormous consumer demand for Domino Package Sugars. You can't find a sugar line in America as popular or as convenient to handle.

### American Sugar Refining Company

*The Most Complete Line of Sugar in the World*

Double A  Kind

#### THE CANDY FOR SPRING TRADE

Now is the time to re-arrange your Candy Case. Our salesman will show you samples of several NEW GOODS when he calls next trip.

If you need some candy before then, send us a mail order. It will be well taken care of.

**Putnam Factory**

Grand Rapids, Michigan

## The Steadiness of the Rice Market

In asking the co-operation of food dealers in pushing the sale of rice, this association aims to steady the market value of rice, thus making it a desirable and safe proposition for the dealers.

With all kinds of foodstuffs soaring beyond the average consumer's reach, the dealer is in a position to push rice sales, remembering the fact that rice is practically the same as it has always been.

Market prices for rice have remained steady because the production has grown along with the demand. It still continues at the same rate, insuring safety in a steady market.

It becomes a very simple matter to make the consumer see the advantage of using rice liberally. It reduces table cost and has greater nutritive percentage than many other staple foods which are now in the class of luxuries.

This association is in a position to aid dealers by supplying them with attractive display cards and recipe books.

**SELL  
MORE  
RICE**

We want your sincere co-operation. We have no rice to sell.

Address,

**SOUTHERN RICE GROWERS' ORGANIZATION**

**A Farmers' Rough Rice Marketing Association**

Home Office: BEAUMONT, TEXAS



### Specialties in Corsets Prove to Be Good Sellers.

As an article of steady wear corsets sometimes get lost in the list, but they go on selling and this season the corset trade is delighted, as they had a rush of seasonable trade early in the spring and then settled down to a steady trade where sales far out value any guessing, as customers were never more particular regarding their shape than now. Women have been taught that more than one corset is necessary for many reasons, and another point now made with customers is to gradually but firmly push them upward toward higher priced goods. The corset manufacturers are also calling attention to special features of different corsets, and that helps in the selling.

The dollar corset has been generally raised to \$1.25, but there are customers who can well afford the difference, yet clamor for a dollar corset which can not be worth to-day what a dollar paid for a year ago. This is really more habit than economy, and as far as the profit goes it is a fact that everything that goes into a corset has increased in price, and many of the usual accessories had to be made here or a substitute found, as we were obtaining many small wares from Germany.

There are customers who buy up to an \$8 corset, yet shun fitting room because the clerk attending the customer during the fitting is too prone to try and sell her a higher priced corset. She knows a \$5, is satisfied, but an \$8 or \$6.50, etc., is slipped in, tried on and pronounced an improvement on the other; the customer may fall and the sale be made, but customers do a lot of talking of a corset where such mistaken zeal is shown. The fitting room should be made an inducement to bring the customer in again, not a bugaboo. Good will must be created to keep customers for years and their children after. Front lace corsets should be fitted, as they require a careful selection, especially with a stout figure, giving it more of a flat back and long lines. If a front-lace corset is well fitted a customer usually becomes an advocate for that type, but if not properly fitted it is difficult to persuade a woman to try another.

For real sports, not merely wearing the clothes, a low, lightly boned and flexible corset or girdle is selected. For that matter the fashion of the day require great flexibility in a corset, as ease, grace and long lines are insisted upon. All costuming now brings out the graceful lines, and if one does not possess them the right corset will give them. Elastic inserts

are very comfortable, but expensive, as all articles with rubber are. The bust remains low, but the skirt part is longer, as no one sees any beauty in a large thigh overriding the corset. Ladies like a 3 to 3½ inch bust above the waistline; misses, 2½ inch front, with a higher back, giving the long, straight, youthful back.

As usual, fancy fabrics lead in silk and cotton brocades, ditto for tricot, white with dots or lines of pink, pink and flesh in plain and brocade. All-white models will ever prove leaders, as they are suitable for any gown.

Corsets with elastic bandings always sell, as girls imagine they "give" to their movements; they do, but a well fitted corset will do that anyway. The makers are careful now not to have a bone down the center of the hip. The first corsets must be soft and pliable, and the old-fashioned notion of not putting a girl in corsets is fortunately, forgotten, and the miss of 12 to-day is in a misses' corset-waist, and at 14 in a properly fitted misses' corset, to emerge at 20 with a better form for such care and molding.

Since the war American corsets have gained a market in South America that manufacturers think will stick when Germany tries for her trade there again. Last year the business netted over a million dollars. Several firms have resident salesmen in South



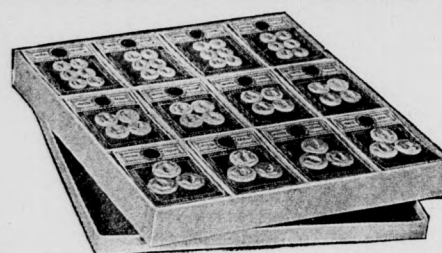
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## Pearl Button Cabinets

We are showing a line of Fresh Water, Iridescent, Jap and Ocean Pearls in Carved, Milled Edge and odd shapes for Spring and Summer, second to none.

Our Special Cabinet No 30 (as shown above) Iridescent Pearl contains 72 cards equally assorted in lines 24-30-36, at \$4.75.

**PAUL STEKETEE & SONS**  
Wholesale Dry Goods Grand Rapids, Michigan

## A Shumanized Store is a Quick-Service Store



Quick service means waiting on more customers per clerk per hour.

That means more sales per hour, and more profits.

It means *pleased customers*—for a woman does hate to wait.

And it's a fact that each customer buys *more* after you Shumanize your store than she did before.

Because she sees lots of things on your shelves she never noticed before; and finds that some things are not near as expensive as she thought they were.

All this is not theory. It is *experience*—and 5,000 Shumanized stores will tell you it's true.

### Costs Only a Trifle

Because it is so simple. Consists of galvanized steel clips that you clasp onto a shelf, table, box, basket or crate; and gummed price-stickers that you paste on the face of the clips.

OUTFIT No. 1 consisting of 50 galvanized steel clamps and 1410 gummed stickers **\$3.25.**

OUTFIT No. 2 consisting of 150 galvanized steel clamps and 1410 gummed stickers **\$5.75.**

Extra clamps \$2.50 per 100.

Extra stickers 10c per envelope of 50 of a kind.

Order through your jobber, or if he does not handle we will send direct upon receipt of price.

**Frank G. Shuman Company**  
Room 705, 168 North Michigan Ave. CHICAGO, ILL.

# TANGLEFOOT

## THE SANITARY FLY DESTROYER

### NON-POISONOUS

Our TANGLEFOOT Handy Package, 5 Double Sheets, Retail for 10c. Saves Labor and Expense of Wrapping.



America. The German corset has sold there for years, but the United States corsets fit and look better; we put quality in corsets forward and the Germans price, and now we are winning. Corset trade is increasing very fast in this part of the world; the people have money and want the best. We expect to keep this trade, which is built entirely on the superior type of the American corset keeping that we may expect to retain the trade, they being at least within the bounds of reason.—Dry Goods.

#### Make Credit Plans and Work to Them.

Cadillac, April 9—Experience teaches the retail grocer that devoting the most of his time to manual labor in connection with his business prevents his giving the financial end the necessary thought to enable him to safeguard the cash he has tied up.

Work well planned is easier completed than is work done without plans. The same applies to the granting of credit. Make your plans for the guidance of the credit end of your business and follow the plans. When you let the contractor for the building of a house and afterward ask the contractor to make a change, instead of following the plans, he will have a bill for extras. In like manner if you depart from established plans in extending credit you are almost sure to suffer from a bill for extras, in the shape of time, wages or legal expense in making collection. Therefore, have a plan and work to that plan.

Let me outline one that is safe, sane and effective:

1. Get full name of applicant for credit. Don't be satisfied with J. Doe or R. Roe, but have it in full. If it is John Doe or Roderick Roe, make your charge slip show it.
2. Get the proper address. If in the city, get street and number. If in the country, get township, section and postoffice. Get name of grocer he has been dealing with. Then turn the information over to the Secretary of your Association and let him investigate the record of the applicant for credit. Don't forget you are going to trust this fellow with some of the goods for which you paid cash; that may be you borrowed at the bank, giving security on your home and on which you are paying interest. Your banker is not taking any chances. He knows your full name and where your property is located, as well as your postoffice address. You at least should have all facts possible, seeing you have no security for the account.
3. Find out definitely just when the bill will be paid. If the interest on the amount of the bill for the time is more than your profit and you open the account, you do so as an accommodation and not as a business transaction. Then if there is no prof-

it you have performed manual labor, extended credit as well as caused yourself some anxiety in order to make a good fellow of yourself, besides jeopardizing a portion of your capital.

4. When the account is due, if it is not paid at the store the day it should be, go after it the first thing you do next day. Every day it is past due it is that much harder to get. Besides, it takes 7 per cent. interest to keep it going. Do not forget money has a profit earning value, the same as a bushel of potatoes.

5. If your delinquent is not willing to give security and pay interest or if, for any reason, he is unable to pay just as agreed, it is time for you to make use of the courts which are provided for such cases. Do not wait for a more convenient time. Start now to elevate the standard of the grocery business by running your business along good, sensible lines, always keeping in mind that in order to do a successful business you must have a net profit, even though only a small one.

6. What doth it profit you, if for a time you work like a gally slave, but in the end you lose your business?

Establish common sense plans and then follow them. J. M. Bothwell.

Chas. B. Eddy, dry goods dealer at Hart, and Thomas Welsh & Son, grocers at 138 and 140 East Fulton street, have exchanged stocks. Mr. Eddy will continue the meat and bakery business in connection with the grocery. Welsh & Son has added a line of groceries and will put in a line of shoes later.

The only way to secure for your store a reputation for honesty is to see that no one employed there, the proprietor included, ever takes advantage of a customer in any way.

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

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

### Eagle Cordonnet



Ask Your Jobber

P. F. C.  
Crochet  
Cotton

The best made,  
for all purposes

## "HATS THAT SELL"

HATS and CAPS  
All New Styles and  
Colors

THE  
NEWLAND  
HAT

STRAW HATS in  
All Grades for Men,  
Boys and Children

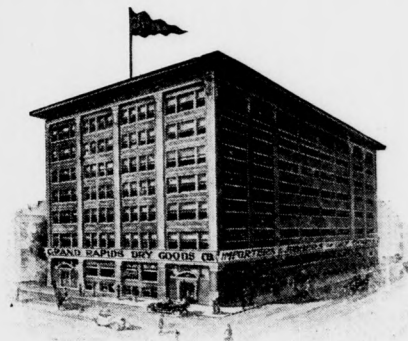
We carry a complete line of the latest styles for prompt shipment  
Mail orders solicited

### Newland Hat Company

164-166-168 Jefferson Ave.

Detroit, Michigan

## A Call Is Always Appreciated



Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS, :: MICHIGAN

## PINE TREE BRAND Timothy Seed



AN EXTRA  
RECLEANED AND  
PURE SEED  
AT  
MODERATE COST

DEALERS  
WRITE FOR  
SAMPLE, TEST  
AND PRICE

The Albert Dickinson Co.  
SEED MERCHANTS

Established 1854

CHICAGO

MINNEAPOLIS



**Grand Council of Michigan U. C. T.**  
**Grand Counselor—Fred J. Moutler,**  
 Detroit.  
**Grand Junior Counselor—John A.**  
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**Grand Past Counselor—Walter S. Law-**  
 ton, 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, De-**  
 troit.  
**Grand Sentinel—H. D. Ranney, Sag-**  
 inaw.  
**Next Grand Council Meeting—Bay City,**  
 June 1 and 2, 1917.

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

Chicago, April 9—Easter Sunday in Chicago slipped it over the Government's weather prophet. He had predicted that it would storm, so that milady would be unable to show her new gown. Instead, it turned out clear but cold and the streets were lined with beautiful Easter gowns and bonnets.

One of the oldest chain of restaurants in the city of Chicago was ordered closed and sold by Judge Landis last week. This chain was known as the H. H. Kohlstaad Company. This firm had been in business for thirty years. The John R. Thompson Co. was the lucky purchasers of one of the best stands at 124 North La Salle street. The remainder of eight were sold at public auction, piece by piece.

The loop of Chicago will see this coming May a great number of changes pertaining to merchants, as May is the beginning of the new rental year and the landlords have increased about 10 per cent on the rents. Some of the merchants have had to vacate, claiming that their business would not carry this additional expense.

Willis H. Lowe, President of the American Toilet Goods Co., of Boston, held a meeting of the Middle West representatives in Chicago last week. One of the representatives called to Chicago was Howard J. Rodgers, the Michigan representative. Mr. Rodgers' headquarters is at Detroit and some of his pet brands are big leaders in Detroit, such as Jardin de Rose, Jardin de Lilac and Jardin de Marie. This is an annual affair and Mr. Lowe makes a trip each year from Boston to entertain his salesmen.

The Chicago Sunday Examiner April 8 published a bitter arraignment of the automobile road between Chicago and Detroit. It states that the road for ninety miles—from Kalamazoo to Ypsilanti—has no bottom and it seems a shame that two automobile points, Chicago and Detroit, should not be connected by a boulevard. There is no doubt but what these two cities are the most popular automobile centers in this country. It is said this road has been used so frequently this winter by motorists driving their cars from the factories to Chicago that it has been ground through the sand into the muck of decayed ages.

One of the Tradesman's scribes mentions the fact in last week's issue the towns in which he has traveled of late were very lax in showing loyalty to the country pertaining to the

American flag. This does not apply to the city of Chicago. All one can see in this great city is flags—on automobiles, porches, roofs of flat buildings, office buildings and every public place. Chicago is overflowing with enthusiasm pertaining to the war.

One of the big annual dinners held every year in Chicago is that of the Greeters' Club, composed of all of the hotel owners, managers, restaurant owners and managers, cabaret owners and managers. This dinner was held this year the La Salle Hotel. It is predicted that over 5,000 were in attendance.

Ringling Bros. circus is now holding the attention of all the kids in Chicago at the Coliseum.

A great number of Chicago landlords who have at this time a vacant building have turned it over to the Government for the purpose of recruiting, and from the number of application Chicago is doing her part.

The excitement of war with Germany, has not made the fans forget baseball. The Cubs park on the North side has been sold to capacity for the opening game on Wednesday, April 11.

It is reported that the stockyards are being guarded by Government soldiers, the Government not wishing to take any chance with German spies, which are as thick in Chicago and environs as flies in a sugar barrel.

It is reported from a reliable source that the Kaiserhof Hotel, one of Chicago's oldest hostilities, will be forced to change its name to the Hotel Atlantic on account of the deserved prejudice which exists in the mind of every patriotic American against any name of German origin. This is the first instance where individual owners have slapped the Kaiser.

In all of the Chicago hotels and restaurants in the future there will be no German names on the bill of fare, such as German fried potatoes, German pot roast, German pancakes, German noodles, etc., but instead they will be called American. As stated in an editorial in the Tradesman last week, the word German will never again be permitted to enter the vocabulary of any decent man anywhere in the world. The name of Germany with have to be changed before any self respecting citizen will treat with her and, of course, Kaiserism will be extinguished and supplanted by a representative form of government before settlement time comes.

Charles W. Reattoir.

Walter Watt, Sr., State agent for the Detroit Automatic Scale Co., with headquarters in Grand Rapids, has three sons selling scales under him—Charles C., W. H. and Walter, Jr. The Grand Rapids agency has removed from 3 Ionia avenue, up stairs, to 9 Ionia avenue, down stairs, where it has exceptional facilities for displaying its line.

John Madsen, druggist at Trufant, is adding a new Grand Haven Soda Fountain to his equipment, purchased of the Hazeltine & Perkins Drug Co.

#### All for the Kaiser's Ambition.

The War Study Society, of Copenhagen, estimates the total loss of beligerents in dead, wounded and sick at 19,228,800, and counts about 5,000,000 missing. Each soldier represents on the average a family of five persons, so that the war has brought personal distress to a population greater than that of the United States. This does not include the death and injury of noncombatants themselves.

The Pere Marquette Y. M. C. A. is being remodeled and the dining room, when completed, will be equipped with pure white Sanitary Sani Onyx top tables. The lunch counter will be of the same material. The Hazeltine & Perkins Drug Co. furnished the equipment.

The Field Motor Co. has decreased its capital stock from \$500,000 to \$300,000.



#### HOTEL MUSKEGON

GEO. W. WOODCOCK, Prop.  
 EUROPEAN PLAN

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

Opposite Union Depot and Goodrich Dock  
 MUSKEGON, MICHIGAN



#### LIVINGSTON HOTEL AND CAFE

Cor. Fulton and Division  
 Grand Rapids

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

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

#### CUSHMAN HOTEL

Petoskey, Michigan

LEADS ALL THE REST

W. L. McMANUS, JR., Proprietor

One Day Laundry Service

Send your linen by parcel post

#### Hotel Charlevoix

Detroit

EUROPEAN PLAN

Absolutely Fire Proof

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

Grinnell Realty Co., Props.

H. M. Kellogg, Manager

#### Beach's Restaurant

Frank M. Beach, Prop.

41 No. Ionia Ave.

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

Good Food—Good Service  
 Right Prices



#### Elevators

Electric and  
 Hand Power

Also Dumbwaiters

Sidney Elevator Mfg. Company

Sidney, Ohio

Mention this paper.

## Your Citizens' Phone

Places you in touch with 240,000 Telephones in Michigan; also with points outside the state.

95,000 Telephones in Detroit  
 15,766 Telephones in Grand Rapids

DIRECT COPPER METALLIC  
 LONG DISTANCE LINES



## Citizens Telephone Company



### Exaggerated Fears of Germany's Murderous Submarines.

New York, April 9—I am entirely in favor of preparedness, but I am in no sense in favor of unnecessarily alarming the people of this country by the publication of statements relative to submarine attacks and the like, which are quite out of the question.

February 1 Germany possessed 200 submarines, divided into three types, which for the purpose of description I will designate as A, B and C. Of these types, A and B (180 in number) are purely defensive vessels, having very low speed (not exceeding twelve miles when upon the surface) and a very limited range of movement. Type C (twenty in number) may be considered offensive vessels, capable of remaining at sea for fifteen days, and having a maximum speed on the surface of seventeen miles an hour. Thirteen of the twenty vessels are in use in the prohibited zone and in the Mediterranean. This leaves seven vessels which could be sent across the ocean. In view of the fact, however, that they cannot be kept in service for over fifteen days without having their fuel and other supplies replenished by a tender, it is evident that the possibility of their doing effective work on this side of the ocean, is extremely limited. The suggestion that submarines could come to America and destroy cities or towns by shell-fire, is simply ridiculous, for the reason that the guns carried by these vessels have a range not exceeding two miles, and the shells which they can throw are of very small destructive value.

It should be borne in mind that a submarine is a very vulnerable piece of apparatus. A submarine has no armor, and is easily penetrated by very light projectiles. Penetration of the hull at once disturbs the necessary equilibrium and the operative features of the vessel. Further, a submarine cannot remain submerged for over nine hours at the maximum. It must come to the surface to renew the air, to change the storage batteries and the like. It would be practically impossible for a submarine to attack the American Coast and do any considerable damage. The United States is possessed of a large fleet of fast boats, which, without question, would rapidly destroy any submarines which tried to make the venture; so that the whole question of attack by submarines can be dismissed as impracticable and entirely improbable.

It is also entirely improbable that any raider will attack the American Coast. There would be too much risk involved. The purpose of a raider is to attack vessels at sea and not coast towns. There can be no danger of war vessels under present conditions. The Allied fleet forms a line which these vessels have not been able to pass through, and the American fleet would undoubtedly interfere with any such vessels should they succeed in getting through.

The American people can rest assured that there is no danger whatever of any attempt by any German vessel of any class at any point along the American Coast.

I have discussed this matter freely with the best-informed officers of the United States navy, and also with naval representatives of the Entente Allies now in this country, and they have all expressed themselves as quite in agreement with the statements above made.

George Hillard Benjamin.

### Trading Stamp Case to Be Re-Submitted.

Wykes, Dilley & Averill, who have charge of the trading stamp case for the merchants of Michigan, recently received the following letter from the Clerk of the Michigan Supreme Court:

Lansing, April 6—But five Justices

heard the case of Attorney General vs. Sperry & Hutchinson Co. Justice Person was one of these. This leaves but four Justices now on the bench who heard the case. The Court has directed me to say to counsel that the case will be placed at the foot of the present docket for re-submission. Counsel may use their own judgment as to filing further briefs or making an oral argument. I should think the case would be heard at the beginning of the week of April 23.

Jay Mertz, Clerk.

The following letter from the attorneys of the people is self explanatory:

Grand Rapids, April 7—We are just in receipt of a letter from the Clerk of the Supreme Court, a copy of which is herewith enclosed for your information, directing a re-argument of the Sperry & Hutchinson trading stamp case, for the reasons stated in the letter.

We are now engaged in preparation for the re-argument and will advise as soon as the case has been re-submitted. We trust that we can have an early decision in our favor after the case has been re-submitted.

Wykes, Dilley & Averill.

It is intimated that Mr. Wykes has an understanding with the Court that the decision in the case will be handed down promptly, so that there will be no further delay. In the light of the decision of the United States Supreme Court on identically the same points involved in the Michigan case, there would seem to be no speculation as to the outcome.

### Live Notes From a Live Town.

Owosso, April 9—R. E. Lower, of Sheridan, having remodeled the interior of his general store, has opened what will be known as the Economy store under the management of Taylor & Lower.

Vern Thompson has joined the army of commercial travelers and accepted a position with the John Detwiler wholesale fruit house. Shake, Vern! Now dig in.

W. A. Conley, of Morrice, who has been handing out drugs, groceries, boots and shoes, dry goods and advice for the past twenty-four years, has sold his entire outfit to E. M. Fineis, of Portland, who took possession April 3 and will continue the business at the same old stand. Shake, Brother Fineis! Here's hoping you may make a million!

Charles H. Root has purchased the D. W. C. Tiffany general stock and fixtures, at Ashley, and will continue the business at the old location, known as the Tiffany store. Mrs. Root has been in the employ of C. E. Beck, general dealer, for the last two years. The Tiffany store is one of the best locations in the city of Ashley. Mr. and Mrs. Root are among the first settlers of Ashley and have a wide acquaintance, with every prospect of securing a nice business.

R. P. Biglow and wife have returned from a trip of several weeks in Florida and the Eastern states via New York City, Washington and other points of interest.

Honest Groceryman.

### Rich Picking For Some Schemer.

Kalamazoo, April 10—Manager Jacob Boekeloo, of the Kalamazoo Co-operative Association, at a meeting held over the Association's store, 223 East Main street, announced that he had purchased a fine stock of groceries and provisions and would open the store Monday, April 16. Nearly the entire membership of the organization was present at the meeting. The Association has now on hand approximately \$9,200 in cash and bills receivable amounting to \$1,500, being stock subscriptions payable in installments.

### No Conspiracy in Threatening Jobbers with Boycott.

Two members of the Toledo retail grocers who were indicted for conspiracy to boycott, because their Association told the wholesalers of the city that they objected to the wholesalers selling direct to consumers' co-operative associations, have come out of the court vindicated by juries which heard all the evidence and the legal arguments. Harry C. Simonds and William Post, two of the nine officers of the local Retail Association indicted, have now been acquitted, just as J. A. Ulmer was, a few weeks ago, on a similar charge. Although there are still six other grocers to be tried, these were considered the strongest Government cases and the acquittal is, therefore, the more significant.

The State placed in evidence a letter which was purported to have been sent to the wholesale grocers of Toledo protesting against them selling a co-operative buying club made up of employees in one of the large factories of that city.

Ulmer, who drew up the letter, was a witness for Post and Simonds and admitted on the stand that he understood the letter to mean that the members of the Toledo Association would refuse to buy of jobbers who continued to sell to consumers.

There will remain six more of the cases against the grocers, but unofficial advices are to the effect that they will never be tried. The prosecutor having proved that the Association actually did threaten in an official communication, to cut off jobbers who sold consumers, and not being able then to secure a conviction, will probably give up trying to make criminals out of grocers who only seek to protect their own interests.

### Wretched Service Furnished by Adams Express Co.

Muskegon, April 10—I note your comment in the Michigan Tradesman of April 4 relating to the wretched service the Adams Express Co. is according its customers nowadays.

It would seem to me that somebody would get busy when they see this article. I presume, of course, it has been brought to their special attention. The express companies are now trying to do twice as much business as they used to do with the same amount of help and the result seems to be serious delay on almost everything that is shipped. I have never been an advocate of a service that was not paid for sufficiently to guarantee proper employees to handle the merchandise. This seems to be the situation in regard to the express companies nowadays. Anyway that is what the local express agents claim. The employees in Muskegon have little regard for packages shipped by express, as one can easily see by the way they load and unload.

Harold Kahlet, of the Michigan Tire Co., expressed his trunk from the Union Depot, Grand Rapids, at Christmas time to Ludington. Not reaching its destination for two weeks, Mr. Kahlet came back to Grand Rapids and found it serenely sitting in the Adams Express office at Grand Rapids, properly addressed but not forwarded.

The most deplorable feature of the situation is the utter indifference of the local agent of the Adams Express Co. when legitimate complaints

are made to him and the manner in which he evades, avoids and ignores his own promises for an investigation and report on each abuse brought to his attention. In fact, he acts on the Vanderbilt theory of the "public be damned," treating large patrons of the company who have a right to be heard when things go wrong with absolute discourtesy. Men of his temperament were prize packages twenty years ago, but progressive transportation organizations have long since relegated boors and bluffers to the background. It is very evident to the shipping public that a change in the management of the local office—or a marked improvement in the attitude of the local manager—is an absolute necessity.

### Failure of Peoria Chain Store System.

The twelve retail stores conducted by the United Grocery Company at Peoria, Ill., one of the largest retail grocery concerns in the Middle West, did not open for business as usual last Monday.

Woodson Morgan, its manager, had decided to close rather than continue business under present market conditions. Mr. Morgan took this action voluntarily, he says, claiming that the company is not bankrupt and will pay in full, or very nearly so. For some time the company, which has been doing business on a very close margin, had suffered severely because of the extraordinarily high prices of foodstuffs and the inability to get certain lines. The company, which was organized some years ago, achieved a reputation for close prices, and Mr. Morgan found it practically impossible to continue on the same basis. Rather than change his policy he decided to liquidate.

The property was assigned to Roscoe Herget, Mr. Morgan's attorney, for the benefit of creditors.

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

Buffalo, April 11—Creamery butter, extras, 43¢@44¢; first 42¢; common, 40¢@41¢; dairy, common to choice, 32¢@40¢; poor to common, all kinds, 25¢@30¢.

Cheese—No. 1 new, 24½¢@25¢; choice 24¢; old 25¢@27¢.

Eggs—Choice, new laid, 31½¢@32¢; fancy hennessy, 32¢@34¢; duck, 34¢@35¢.

Poultry (live)—Fowls, 24¢@27¢; springs, 24¢@26¢; old cox, 16¢@18¢; ducks, 23¢@25¢.

Beans—Medium, \$7.75; pea, \$7.75; Red Kidney, \$7.75; White Kidney, \$8.00@8.25; Marrow, \$8.00@8.50.

Potatoes—\$2.50@2.80 per bu.

Rea & Witzig.

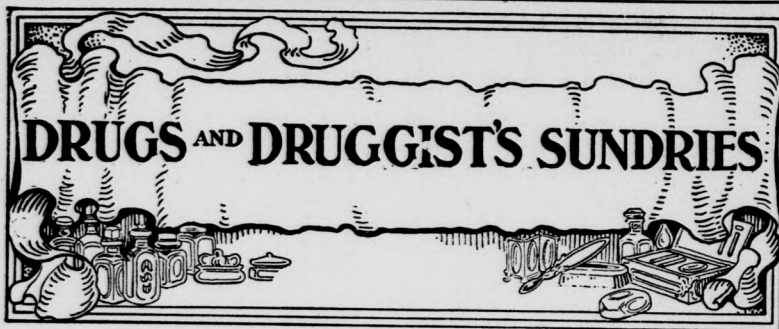
### Late Bank Items.

Wayland—The Wayland State Bank has purchased the site of the old Chambers' Hotel and will erect a modern building at once. The structure will be 25 x 80 feet, two stories high and built of red brick, with steam heat, and large vault.

Amble—Harry F. Beckley, successful Winfield township farmer, supervisor of his township, has leased his farm and as soon as a building can be erected, will engage in the banking business under the style of the Amble Bank.

Traveling at a speed of a mile-a-minute is going some, but the smile-a-minute gets more and quicker action.





#### 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.

#### Next Meeting Board of Pharmacy.

Muskegon, April 9—The Board of Pharmacy will hold a meeting for the examination of candidates for registration at the Chemistry building, University of Michigan, Ann Arbor, Tuesday, Wednesday and Thursday June 19, 20, 21, commencing at 9 o'clock, a. m., of the 19th. All candidates must be present at this hour.

Candidates must file their applications with the Secretary at least one week before the examination and must furnish affidavits showing that they have had the practical experience required, and furnish satisfactory evidence to the Board that they have completed work in the public schools equivalent to tenth grade.

Applications for examination and blank forms of affidavits for practical or college experience may be obtained from the Secretary.

Fee for Registered Pharmacist, \$5; fee for Register Druggist, \$3; fee for re-examination: Register Pharmacist, \$3; Registered Druggist, \$2.

Charles S. Koon, Sec'y.

#### Control of Drugs and Medicines.

Some rather startling facts concerning the variation in the strength and purity of the drugs and medicines dispensed in this country are presented in a paper by the late Martin I. Wilbert of the U. S. Public Health Service. That medicines when given for their physiologic effect are often disappointing in acting feebly or not at all, or on the other hand, that supposedly small doses sometimes produce unexpectedly violent or otherwise untoward results ceases to be surprising when we read the statistics of state and other laboratories where drugs are examined in connection with food and drug laws. A table was given by Mr. Wilbert showing the number of samples of widely used drugs and preparations reported on by such laboratories in 1914 with the results of the tests. The rejected samples of many substances amounted to 50 or 60 per cent. of the total number submitted. Of ammonia water, seventy-six samples were examined and 46 or 62 per cent. were rejected, of diluted hydrochloric acid 63 per cent. of the samples were re-

jected; and so on. The worst received was made by tincture of belladonna. It is almost unbelievable that of 172 samples of this important drug examined at six laboratories 133 or 77 per cent. were found to be below standard requirements. The need of more effective control is evident, and the importance of such investigation and supervision is incalculable because of the well known fact that drugs suffer deterioration from many causes.

#### Artistic Drug Stores.

Josef Urban, the distinguished scenic artist, recently expressed the opinion that drug stores, instead of arranging their wares without regard to clashing colors and conflicting shapes and sizes, could just as well secure artistic harmony. Some practical suggestions were offered.

Every detail should harmonize. If the fountain is white marble, pink roses will sweeten the color scheme.

Oranges look well against a blue wall.

Cigars contrast well with boxes of blue note paper.

Pale colors harmonize with sponges which are neutral in hue; therefore Urban would place near them boxes of face powder, underwear dyes, and light tinted soaps.

Pink packages of chewing gum go well with black boxes of safety razors, or with gray pumice stone, or ranged in front of the pink cards of flexible nail files.

Clothes, hair, tooth and nail brushes should not be mixed up with a mass of hot water bottles. The contrast in size offends and the colors are all neutral. Urban would build a geometrical design of scarlet cigarette boxes above the brushes, or a discreet array of rose-red or mauve perfume bottles. All goods must harmonize or contrast pleasantly.

The city directory looks well with rubber sponges, but not with nickel thermos bottles. It may be attractively surrounded by cakes of robin's egg-blue bath soap.

The lady cashier should remind one of a bird in a gilded cage. This is a most vital element. Listen:

"If she is blonde, and the walls and her eyes are blue, let her dress in cold gray. If her hair is black, a creamy white and a touch of yellow will suit both her and her surroundings. If she has red hair, she must be very, very careful. Let her select a drug store whose walls are gray and work behind a lattice of white and trellis-green. Drug stores with pink walls, or even a certain kind of blue, she should avoid, no matter what the temptation."

#### Washing Compounds.

During the past few years the market has been flooded with various so-called "washing compounds" for which the most extravagant claims have been made. There seems to be a wide demand for products of this kind and as they cost very little to produce, the profit on them is large.

These compounds, almost without exception, consist of paraffin with which some borax, soda ash, or similar substance has been mixed. Sometimes a coloring material is added. There is no doubt but that they save considerable labor in washing and while they probably do not do all that is claimed for them, they are really of considerable value. The following formula is typical:

Paraffin wax ..... 10 pounds  
Powdered carbonate of soda 1 pound  
Borax ..... 1 pound

Melt the wax and stir in the other materials in fine powder, continuing the stirring until the wax begins to "set" so as to hold the powders in suspension. Then pour out into molds, or the mixture may be poured into tin trays to the depth of a half an inch and when nearly cold cut into cakes of desired size. These cakes generally weigh about one-half ounce each.



It's Pure. That's Sure

Piper Ice Cream Co.  
Kalamazoo, Mich.

## The Criterion Line

Backed by  
UNEXCELLED SERVICE  
BUILDS TRADE

Wall Paper  
Paints  
Window Shades

HEYSTEK & CANFIELD CO.  
GRAND RAPIDS, MICH.

## Always The Same

There's No Guesswork about PIPER'S DELICIOUS ICE CREAM. The best materials, rigidly tested, scientifically frozen, carefully recooled and superbly packed—always by the same methods—that's our motto.

Take, for instance, the freezing process.

Short freezing is the remedy for the coarse, mealy grain that makes ice cream unpalatable. Consequently the ingredients in PIPER'S are *always* first brought to a certain predetermined temperature as low as possible without freezing, and the brine is brought exactly to another certain temperature. The cream is then frozen just ten minutes, and comes out *always* at an identical number of degrees Fahrenheit—no more and no less.

The result of such care at every step in the making is, that *every batch* of PIPER'S CREAM you receive is absolutely all it should be, and that it is as exactly like every other batch of PIPER'S CREAM as experience, skill, the best equipment and the most careful scientific methods can make it.

It is well worth your while to do business with a dependable house, sell a dependable product and make dependable profits. Set yourself in the way of a bigger business this season. A trial of PIPER'S will turn the trick—let's have the order today.



Claude G. Piper

Wholesale Distributor  
Both Phones 2388

No. 286 Bridge St., N. W.

Grand Rapids, Mich.



If it is deemed desirable to color the product, the simplest method is to add a small quantity of some oil-soluble anilin to the melted wax before mixing with the other ingredients. By careful mixing, it is possible to use powdered blue such as is used for laundry purposes as a color. Where this is used the mixture must be continuously stirred until it has cooled sufficiently to prevent the separation of the powder.

#### Didn't Dislike Her, But—

"Why do you dislike your teacher so, Willie?" asked his mother.

"I don't exactly dislike her, mother," replied Willie, "but it's perfectly plain to me why she never got married."

**Fiegle's**

## Chocolates

Package Goods of  
Paramount Quality  
and  
Artistic Design

## The Book of Plain Prices

All the prices in "OUR DRUMMER" catalogue are net and guaranteed for the time the catalogue is in commission. Moreover they are expressed in plain figures. This means that the man buying from "OUR DRUMMER" buys with the comfortable assurance that he knows exactly what he is doing. If you are a merchant and have not the current number of this catalogue near you let us know and one will be sent.

## Butler Brothers

Exclusive Wholesalers of  
General Merchandise

New York Chicago  
St. Louis Minneapolis  
Dallas

## Seasonable Goods

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

Soda Fountains, Store Fixtures.

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

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

## Hazeltine & Perkins Drug Co.

Wholesale Druggists

Grand Rapids, Michigan

## WHOLESALE DRUG PRICE CURRENT

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

<b>Acids</b>		<b>Cubebs</b> ..... 6 50@6 75		<b>Capsicum</b> ..... @1 20	
Boric (Powd.)	17@ 25	Eigerson	1 75@2 00	Cardamon	@1 50
Boric (Xtal)	17@ 25	Eucalyptus	1 25@1 35	Cardamon, Comp.	@1 05
Carbolic	62@ 66	Hemlock, pure	1 25@1 40	Catechu	@ 75
Citric	96@1 00	Juniper Berries	20 00@20 20	Cinchona	@1 65
Muriatic	2 1/4@ 5	Juniper Wood	2 75@3 00	Colchicum	@1 05
Nitric	8@ 15	Lard, extra	1 00@1 10	Cubebs	@1 45
Oxalic	65@ 75	Lard, No. 1	95@1 05	Digitalis	@ 80
Sulphuric	2 1/4@ 5	Lavender Flow.	5 50@5 75	Gentian	@ 90
Tartaric	96@1 00	Lavender, Gar'n	1 25@1 40	Ginger	@1 20
<b>Ammonia</b>		Lemon	2 00@2 25	Guaiac	@1 10
Water, 26 deg.	8 @ 12	Linseed, boiled bbl.	@1 15	Guaiac, Ammon.	@1 00
Water, 18 deg.	5 1/2@ 9	Linseed, bld less	1 20@1 25	Iodine	@2 10
Water, 14 deg.	4 1/2@ 8	Linseed, raw, bbl.	@1 14	Iodine, Colorless	@2 10
Carbonate	14 @ 16	Linseed, rw. less	1 19@1 24	Ipecac	@ 75
Chloride	25 @ 35	Mustard, true, oz.	@2 00	Iron, clo.	@ 90
<b>Balsams</b>		Mustard, artifl oz.	@2 25	Kino	@1 00
Copaiba	1 25@1 50	Neatsfoot	1 00@1 10	Myrrh	@1 10
Fir (Canada)	1 25@1 50	Olive, pure	2 50@4 00	Nux Vomica	@ 95
Fir (Oregon)	40@ 50	Olive, Malaga,		Opium	@5 50
Peru	4 25@4 60	yellow	1 85@2 15	Opium, Camph.	@1 05
Tolu	60@ 80	green	1 85@2 15	Opium, Deodor'd	@5 50
<b>Barks</b>		Orange, Sweet	4 00@4 20	Rhubarb	@ 85
Cassia (ordinary)	25@ 30	Organum, pure	@2 50	<b>Paints</b>	
Cassia (Saigon)	90@1 00	Organum, com'l	@ 75	Lead, red dry	10 1/4@11 1/4
Elm (powd. 35c)	30@ 35	Pennyroyal	2 25@2 50	Lead, white dry	10 1/2@11
Sassafras (pow. 35c)	@ 30	Peppermint	3 25@3 50	Lead, white oil	10 1/2@11
Soap Cut (powd.)		Rose, pure	13 00@20 00	Ochre, yellow bbl.	1 @ 1 1/4
35c	23@ 25	Rosemary Flows	1 50@1 75	Ochre, yellow less	2 @ 5
<b>Berries</b>		Sandalwood, E.		Putty	2 1/2@ 4
Cubeb	90@ 1 00	Sassafras, true	1 25@1 45	Red Venet'n bbl.	1 1/4@ 4
Fish	15 @ 20	Sassafras, artifl	50@ 60	Red Venet'n less	1 1/4@ 5
Juniper	8 1/2@ 15	Spearmlnt	2 75@3 00	Vermillion, Amer.	15@ 30
Prickley Ash	@ 30	Sperm	1 15@1 25	Whiting, bbl.	@ 2
<b>Extracts</b>		Tansy	3 50@3 75	Whiting	2 1/2@ 5
Licorice	38@ 40	Tar, USP	30@ 40	L. H. P. Prep'd	1 90@2 05
Licorice powdered	70@ 75	Turpentine, bbls.	@ 55	<b>Miscellaneous</b>	
<b>Flowers</b>		Turpentine, less	60@ 65	Acetanalid	68@ 75
Arnica	@3 75	Wintergreen, tr.	5 50@5 75	Alum	9@ 12
Chamomile (Ger.)	95@1 05	Wintergreen, sweet		Alum, powdered and	
Chamomile Rom.	1 40@1 50	birch	4 00@4 25	ground	11@ 15
<b>Gums</b>		Wintergreen art.	1 25@1 50	Bismuth, Subnitrate	3 60@3 70
Acacia, 2nd	45@ 50	Wormseed	5 50@5 75	Borax xtal or	
Acacia, 3rd	45@ 50	Wormwood	3 75@4 00	powdered	10@ 15
Acacia, Sorts	25@ 30	<b>Potassium</b>		Cantharides po	2 00@6 00
Acacia, powdered	40@ 50	Bicarbonate	1 90@2 00	Calomel	2 36@2 40
Aloes (Barb. Pow)	30@ 40	Bichromate	55@ 60	Capsicum	30@ 35
Aloes (Cape Pow)	20@ 25	Bromide	1 40@1 50	Carmine	6 50@7 00
Aloes (Soc. Pow.)	@ 50	Carbonate	1 60@1 75	Cassia Buds	@ 40
Asafoetida	@1 75	powdered	60@ 65	Cloves	32@ 40
Asafoetida, Powd.		Chlorate, gran'r	90@ 95	Chalk Prepared	6@ 8 1/2
Pure	@2 00	Chlorate, xtal or		Chalk Precipitated	@ 10
Camphor	1 04@1 07	powd.	75@ 80	Chloroform	75@ 83
Guaiac	45@ 50	Cyanide	@2 00	Chloral Hydrate	1 92@2 12
Guaiac, powdered	@ 60	Iodide	3 50@3 60	Cocaine	7 20@7 40
Kino	70@ 75	Permanganate	@4 50	Cocoa Butter	60@ 70
Kino, powdered	75@ 80	Prussiate, yellow	@1 50	Corks, list, less 70%	
Myrrh	@ 40	Prussiate, red	@3 50	Copperas, bbls.	@ 2
Myrrh, powdered	@ 50	Sulphate	@ 90	Copperas, less	2 1/2@ 7
Opium	26 00@26 20	<b>Roots</b>		Copperas, powd.	4@ 10
Opium, powd.	27 00@27 20	Alkanet	2 00@2 10	Corrosive Sublim.	2 15@2 25
Opium, gran.	27 00@27 20	Blood, powdered	20@ 25	Cream Tartar	56@ 60
Shellac	75@ 80	Calamus	50@55 00	Cuttlebone	50@ 60
Shellac, Bleached	80 85	Elecampane, pwd.	15@ 20	Dextrose	7@ 10
Tragacanth	2 50@3 00	Gentian, powd.	30@ 35	Dover's Powder	@3 50
Tragacanth powder	2 25	Ginger, African,		Emery, all Nos.	6@ 10
Turpentine	10@ 15	powdered	20@ 25	Emery, powdered	5@ 8
<b>Insecticides</b>		Ginger, Jamaica	30@ 35	Epsom Salts, bbls.	@ 4 1/4
Arsenic	21@ 25	powdered	30@ 35	Epsom Salts, less 4 1/4	@ 8
Blue Vitriol, bbl.	@ 13	Golden Seal pow.	7 50@7 70	Ergot	1 25@1 50
Blue Vitriol, less	15@ 20	Ipecac, powd.	3 25@3 50	Ergot, powdered	2 75@3 00
Bordeaux Mix Dry	14@ 20	Licorice, powd.	28@ 35	Flake White	15@ 20
Heliochrome, White		Oris, powdered	30@ 35	Formaldehyde lb.	15@ 20
powdered	38@ 45	Poke, powdered	20@ 25	Gelatin	1 10@1 15
Insect Powder	32@ 52	Rhubarb	75@1 00	Glassware, full cs.	75%
Lead, Arsenate	11@ 30	Rhubarb, powd.	75@1 25	Glassware, less 70%	
Lime and Sulphur		Rosinweed, powd.	25@ 30	Glauber Salts bbl.	@ 1 1/4
Solution, gal.	15@ 25	Sarsaparilla, Hond.		Glauber Salts less	2@ 5
Paris Green	41 1/2@46 1/2	ground	75@ 80	Glue, Brown	25@ 35
<b>Ice Cream</b>		Sarsaparilla Mexican,		Glue, Brown Grd.	25@ 35
Piper Ice Cream Co.,		ground	30@ 35	Glue, White	30@ 35
Kalamazoo		Squills	35@ 40	Glue, White Grd.	30@ 35
Bulk Vanilla	@ 75	Squills, powdered	45@ 65	Glycerine	61@ 74
Bulk Fancy	@ 85	Tumeric, powd.	13@ 20	Hops	45@ 60
Brick Vanilla	@ 25	Valerian, powd.	@1 00	Indigo	
Brick Fancy	@ 30	<b>Seeds</b>		Iodine	4 50@4 60
<b>Leaves</b>		Anise	35@ 40	Iodoform	5 68@5 70
Buchu	1 75@1 85	Anise, powdered	40@ 45	Lead Acetate	20@ 25
Buchu, powdered	1 85@2 00	Bird, ls	@ 10	Lycopodium	1 75@2 00
Sage, bulk	67@ 70	Canary	10@ 15	Mace	85@ 90
Sage, 1/2 loose	72@ 78	Caraway	85@ 90	Mace, powdered	95@1 00
Sage, powdered	55@ 60	Cardamon	80@2 00	Menthol	4 75@5 00
Senna, Alex	70@ 75	Celery (Powd. 40)	30@ 35	Morphine	12 80@13 05
Senna, Tinn.	40@ 45	Coriander	25@ 35	Nux Vomica	20@ 25
Senna, Tinn. pow.	50@ 55	Dill	@ 85	Nux Vomica, pow.	@ 20
Uva Ursi	18@ 20	Fennel	7 1/2@ 13	Pepper, black pow.	35@ 40
<b>Oils</b>		Flax	7 1/2@ 13	Pepper, white	@ 40
Almonds, Bitter,		Flax, ground	18@ 25	Pitch, Burgundy	@ 15
true	15 00@16 00	Foenugreek pow.	8@ 12	Quassia	12@ 15
Almonds, Bitter,		Hemp	40@ 50	Quinine	85@1 00
artificial	7 00@7 20	Lobelia	40@ 50	Rochelle Salts	45@ 50
Almonds, Sweet,		Mustard, yellow	19@ 25	Saccharine oz.	@1 80
true	1 25@1 50	Mustard, black	19@ 25	Salt Peter	38@ 45
Almonds, Sweet,		Mustard, powd.	22@ 30	Seidlitz Mixture	44@ 45
imitation	65@ 75	Poppy	@1 00	Soap, green	20@ 25
Amber, crude	1 75@2 00	Quince	@1 25	Soap mott castile	22 1/2@ 25
Amber, rectified	2 50@2 75	Rape	10@ 15	Soap, white castile	@ 10 00
Anise	2 00@2 25	Sabadilla	@ 35	less, per bar	@1 10
Bergamont	7 00@7 20	Sabadilla, powd.	35@ 45	Soda Ash	4 1/2@ 10
Cajeput	1 35@1 60	Sunflower	7@ 10	Soda Bicarbonate	2 1/4@ 6
Cassia	2 75@3 00	Worm American	@ 25	Soda, Sal	2@ 5
Castor	2 40@2 60	Worm Levant	1 00@1 10	Spirits Camphor	@ 75
Cedar Leaf	1 25@1 40	<b>Tinctures</b>		Sulphur, roll	3@ 6
Citronella	90@1 20	Aconite	@ 95	Sulphur Subl.	3 1/4@ 7
Cloves	2 25@2 40	Aloes	@ 75	Tamarinds	15@ 20
Cocoonut	27 1/2@ 35	Arnica	@1 65	Tartar Emetic	@ 85
Cod Liver	4 75@5 00	Asafoetida	@1 35	Turpentine Ven.	50@53 50
Cotton Seed	1 35@1 45	Belladonna	@1 10	Vanilla Ex. pure	1 00@1 50
Croton	1 50@1 80	Benzoin	@1 60	Witch Hazel	70@1 05
		Benzoin Compo'd	@1 50	Zinc Sulphate	10@ 15
		Buchu	@8 00		
		Cantharides			



# GROCERY PRICE CURRENT

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

## ADVANCED

Rice  
Corn Syrup  
Canned Twist  
Picnic Twist  
Honey Dip Twist  
Galvanized Pails  
Galvanized Tubs

## ADVANCED

Brooms  
Apples  
Canned Corn  
Canned Oysters  
Tapioca  
Sago  
Canned Tomatoes

## Index to Markets

### By Columns

1		2	
<b>AMMONIA</b>		<b>Clams</b>	
12 oz. ovals, 2 doz. box	1 60	Little Neck, 1 lb.	1 35
<b>AXLE GREASE</b>		<b>Clam Bouillon</b>	
<b>Frazer's</b>		Burnham's 1/2 pt.	2 25
1 lb. wood boxes, 4 doz.	3 00	Burnham's pts.	3 75
1 lb. tin boxes, 3 doz.	2 35	Burnham's qts.	7 50
3 1/2 lb. tin boxes, 2 doz.	4 25	<b>Corn</b>	
10 lb. pails, per doz.	6 00	Fair	1 60@1 80
15 lb. pails, per doz.	7 20	Good	1 60@1 80
25 lb. pails, per doz.	12 00	Fancy	
<b>BAKED BEANS</b>		<b>French Peas</b>	
No. 1, per doz.	95	Monbador (Natural)	
No. 2, per doz.	1 45	per doz.	
No. 3, per doz.	2 35	<b>Gooseberries</b>	
<b>BATH BRICK</b>		No. 2, Fair	
English	95	No. 2, Fancy	
<b>BLUING</b>		<b>Hominy</b>	
Jennings'		Standard	1 10
Condensed Pearl Bluing		<b>Lobster</b>	
Small, 3 doz. box	1 95	1/4 lb.	1 90
Large, 2 doz. box	2 40	1/2 lb.	3 10
<b>Folger's</b>		Picnic Flat	3 75
Summer Sky, 6 oz.,		<b>Mackerel</b>	
per doz.	45	Mustard, 1 lb.	1 80
Summer Sky, 12 oz.,		Mustard, 2 lb.	2 80
per doz.	85	Soused, 1 1/2 lb.	1 60
<b>BREAKFAST FOODS</b>		Soused, 2 lb.	2 75
Bear Food, Pettijohns	2 75	Tomato, 1 lb.	1 50
Cracked Wheat 24-2	2 90	Tomato, 2 lb.	2 80
Cream of Wheat	5 40	<b>Mushrooms</b>	
Cream of Rye, 24-2		Buttons, 1/2 s.	@30
Quaker Puffed Rice	4 30	Buttons, 1 s.	@45
Quaker Puffed Wheat	4 30	Hotels, 1 s.	@39
Quaker Bkfst Biscuit	1 90	<b>Oysters</b>	
Quaker Corn Flakes	2 15	Cove, 1 lb.	@1 20
Washington Crisps	2 30	Cove, 2 lb.	@1 80
Wheatena	4 50	<b>Plums</b>	
<b>Evaporated Sugar Corn</b>		Plums	1 50@2 00
Grape Nuts	2 70	<b>Pears in Syrup</b>	
Sugar Corn Flakes	2 50	No. 3 can, per dz.	2 50@3 00
Holland Rusk	3 80	<b>Peas</b>	
Krinkle Corn Flakes	2 25	Marrowfat	1 10@1 25
Maple-Flake, Whole		Early June	1 35@1 45
Wheat	4 05	Early June siftd	1 45@1 55
Minn. Wheat Meal	5 00	<b>Peaches</b>	
Ralston Wheat Food		Pie	1 00@1 25
Large 18s	2 70	No. 10 size can pie	@3 25
Ralston Wht Food 18s	1 80	<b>Pineapple</b>	
Ross's Whole Wheat		Grated	1 75@2 10
Biscuit	2 70	Sliced	1 45@2 60
Saxon Wheat Food	3 25	<b>Pumpkin</b>	
Shred Wheat Biscuit	3 60	Fair	1 10
Triscuit, 18	1 80	Good	1 20
Pillsbury's Best Cer'l	1 50	Fancy	1 30
Post Toasties, T-2	2 80	No. 10	3 50
Post Toasties, T-3	2 85	<b>Raspberries</b>	
Post Tavern Porridge	2 80	No. 2, Black Syrup	1 60
<b>BROOMS</b>		No. 10, Black	7 00
Fancy Parlor, 25 lb.	7 25	No. 2, Red Preserved	2 50
Parlor, 5 String, 25 lb.	7 00	No. 10, Red, Water	7 25
Standard Parlor, 23 lb.	6 75	<b>Salmon</b>	
Common, 23 lb.	6 25	Warrens, 1 lb. Tail	2 50
Special, 23 lb.	6 00	Warrens, 1 lb. Flat	2 65
Warehouse, 23 lb.	7 50	Red Alaska	2 20@2 30
Common, Whisk	1 30	Med. Red Alaska	1 65@1 75
Fancy, Whisk	1 75	Pink Alaska	@1 35
<b>BRUSHES</b>		<b>Sardines</b>	
Solid Back, 8 in.	75	Domestic, 1/4 s.	4 75
Solid Back, 11 in.	85	Domestic, 1/2 s.	4 75
Pointed Ends	85	Domestic, 3/4 s.	4 50
<b>Stove</b>		Norwegian, 1/4 s.	11@15
No. 3	90	Portuguese, 1/4 s.	22@30
No. 2	1 25	<b>Sauer Kraut</b>	
No. 1	1 75	No. 3, cans	2 00
<b>Shoe</b>		No. 10, cans	
No. 3	1 00	Dunbar, 1s doz.	1 25
No. 7	1 30	Dunbar, 1 1/2 doz.	2 40
No. 4	1 70	<b>Succotash</b>	
No. 8	1 90	Fair	
<b>BUTTER COLOR</b>		Good	1 60
Dandelion, 25c size	2 00	Fancy	
<b>CANDLES</b>		<b>Strawberries</b>	
Paraffine, 6s	7	Standard	2 00
Paraffine, 12s	7 1/2	Fancy	2 75
Wicking	20	<b>Tomatoes</b>	
<b>CANNED GOODS</b>		No. 2	1 45
<b>Apples</b>		No. 3	1 90
3 lb. Standards	@1 00	No. 10	6 00
No. 10	@3 50	<b>Tuna</b>	
<b>Blackberries</b>		1/4 s, 4 doz. in case	4 50
2 lb.	1 75@2 00	1/2 s, 4 doz. in case	7 50
Standard No. 10	@6 75	1s, 4 doz. in case	10 00
<b>Beans</b>		<b>CATSUP</b>	
Baked	1 00@1 30	Snider's 1/2 pints	1 40
Red Kidney	95@1 00	Snider's pints	2 40
String	1 10@1 75	<b>CHEESE</b>	
Wax	1 00@1 75	Acme	@26 1/2
<b>Blueberries</b>		Carson City	@26 1/2
Standard	1 40	Brick	@25
No. 10	6 75	Lelden	@
<b>Case</b>		Limbarger	@26 1/2
1/4 s, 4 doz. in case	4 50	Pineapple	1 25@1 35
1/2 s, 4 doz. in case	7 50	Edam	@1 80
1s, 4 doz. in case	10 00	Sap Sago	@
<b>Swiss, Domestic</b>		Swiss, Domestic	1/2

## 3

### CHEWING GUM

Adams Black Jack	62
Adams Sappota	65
Beeman's Pepsin	62
Beechnut	60
Chiclets	1 33
Colgan Violet Chips	65
Colgan Mint Chips	65
Dentyne	62
Doublemint	64
Flag Spruce	62
Heshey Gum	45
Juicy Fruit	64
Red Robin	62
Sterling Gum Pep.	62
Sterling 7-Point	62
Spearmint, Wringleys	64
Spearmint, 5 box jars	3 20
Spearmint, 6 box jars	3 85
Trunk Spruce	62
Yucatan	62
Zeno	64
Smith Bros. Gum	62
Wringleys 5 box lots	61
O. K. Gum	70

### CHOCOLATE

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

### CLOTHES LINE

No. 40 Twisted Cotton	1 30
No. 50 Twisted Cotton	1 70
No. 60 Twisted Cotton	2 20
No. 80 Twisted Cotton	2 40
No. 50 Braided Cotton	1 75
No. 60 Braided Cotton	2 00
No. 80 Braided Cotton	2 50
No. 50 Sash Cord	2 50
No. 60 Sash Cord	3 00
No. 60 Jute	1 25
No. 72 Jute	1 40
No. 60 Sisal	1 30
<b>Galvanized Wire</b>	
No. 20, each 100ft. long	1 90
No. 19, each 100ft. long	2 10
No. 20, each 100ft. long	1 00
No. 19, each 100ft. long	2 10

### COCOA

Baker's	39
Cleveland	41
Colonial, 1/4 s	35
Colonial, 1/2 s	33
Epps	42
Hershey's, 1/4 s	32
Hershey's, 1/2 s	30
Huyler	36
Lowney, 1/4 s	38
Lowney, 1/2 s	37
Lowney, 1/4 s	37
Lowney, 1/2 s	37
Van Houten, 1/4 s	12
Van Houten, 1/2 s	18
Van Houten, 1/4 s	36
Van Houten, 1/2 s	36
Wan-Eta	36
Webb	33
Wilber, 1/4 s	33
Wilber, 1/2 s	32

### COCOANUT

Dunham's per lb.	
1/4 s, 5 lb. case	30
1/2 s, 5 lb. case	29
1/4 s, 15 lb. case	29
1/2 s, 15 lb. case	28
1s, 15 lb. case	28
1/4 s & 1/2 s, 15 lb. case	28
Scalloped Gems	16
1/4 s & 1/2 s pails	17
Bulk, pails	16
Bulk, barrels	16
Baker's Brazil Shredded	
70 5c pkgs., per case	2 60
36 10c pkgs., per case	2 60
16 10c and 33 5c pkgs.,	
per case	2 60
Bakers Canned, doz.	90

### COFFEES ROASTED

Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23

### Santos

Common	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23

### Maracaibo

Fair	24
Choice	25
Choice	25
Fancy	26
Fancy	26

### Guatemala

Fair	25
Fancy	28
<b>Java</b>	
Private Growth	26@30
Mandling	31@35
Aukola	30@32

### Mocha

Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28
<b>Bogota</b>	
Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	
<b>Package</b>	
New York Basis	
Arbuckle	20 50

## 4

McLaughlin's XXXX  
McLaughlin's XXXX  
package coffee is sold to  
retailers only. Mail all or-  
ders direct to W. F. Mc-  
Laughlin & Co., Chicago.

Extracts  
Holland, 1/2 gro. bxs. 95  
Felix, 1/4 gross 1 15  
Hummel's foil, 1/2 gro. 85  
Hummel's tin, 1/2 gro. 1 43

### CONFECTIONERY

Stick Candy Pails  
Horehound 13  
Standard 13  
Standard, small 14  
Twist, small 14

### Cases

Jumbo 14  
Jumbo, small 14 1/2  
Big Stick 14  
Boston Sugar Stick 16

### Mixed Candy

Broken 13  
Cut Loaf 14  
French Cream 14  
Grocers 9  
Kindergarten 14  
Leader 13  
Monarch 12  
Novelty 12  
Paris Creams 14  
Premio Creams 17  
Royal 17  
Special 11  
Valley Creams 15  
X L O 10

### Specialties

Auto Kisses (baskets) 15  
Bonnie Butter Bites 19  
Butter Cream Corn 16  
Caramel Bon Bons 16  
Caramel Croquettes 16  
Cocoanut Waffles 14  
Coffy Toffy 16  
National Mints 7 lb tin 20  
Fudge, Walnut 17  
Fudge, Choco, Peanut 15  
Fudge, White Center 15  
Fudge, Cherry 15  
Fudge, Cocoanut 16  
Honeysuckle Candy 18  
Iced Maroons 16  
Iced Gems 16  
Iced Orange Jellies 14  
Italian Bon Bons 14  
Jelly Mello 13  
AA Licorice Drops  
5 lb. box 1 25  
Lozenges, Pep. 15  
Lozenges, Pink 15  
Lozenges, White 15  
Manchus 14  
Molasses Kisses, 10  
lb. box 14  
Nut Butter Puffs 14  
Star Patties, Asst. 14

### Chocolates

Assorted Choc. 16  
Amazon Caramels 16  
Champion 16  
Choc. Chips, Eureka 21  
Climax 16  
Eclipse, Assorted 17  
Ideal Chocolates 16  
Klondike Chocolates 22  
Nabobs 22  
Nibble Sticks 25  
Nut Wafers 22  
Ocoro Choc Caramels 18  
Peanut Clusters 24  
Quintette 17  
Regina 15  
Star Chocolates 16  
Superior Choc. (light) 18

### Pop Corn Goods

Without prizes.  
Cracker Jack with  
coupon 3 25  
Cracker-Jack Prize 3 50  
Hurrah, 100s 3 50  
Hurrah, 50s 1 75  
Hurrah, 24s 85

### Cough Drops

Putnam Menthol 1 20  
Smith Bros. 1 30

### NUTS—Whole

Almonds, Tarragona 20  
Almonds, California  
soft shell Drake @20  
Brazil 18@20  
Filberts @18  
Cal. No. 1 S. S. @20  
Walnuts, Naples 16 1/2@18 1/2  
Walnuts, Grenoble  
Table nuts, fancy 13@14  
Pecans, Large @15  
Pecans, Ex. Large @17

### Shelled

No. 1 Spanish Shelled  
Peanuts 12@12 1/2  
Ex. Lg. Va. Shelled  
Peanuts 12@12 1/2  
Pecan Halves @80  
Walnut Halves @54  
Filbert Meats @42  
Almonds @45  
Jordan Almonds

## 5

Peanuts  
Fancy H P Suns  
Raw 7 1/2 @ 8  
Roasted 8 1/2 @ 9  
H. P. Jumbo.  
Raw 9 @ 9 1/2  
Roasted 10 @ 10 1/2

### CREAM TARTAR

Barrels or Drums 54  
Square Cans 58  
Boxes 55  
Fancy Caddies 63

### DRIED FRUITS

Apples  
Evaporated Choice blk @ 9  
Evaporated Fancy blk @10  
Apricots  
California 15@17  
Citron  
Corsican 18

### Currents

Imported, 1 lb. pkg. 19  
Imported, bulk 18 1/2  
Peaches  
Muir's—Choice, 25lb. 8  
Muir's—Fancy, 25 lb. 8 1/2  
Fancy, Peeled, 25lb. 12

### Peel

Lemon, American 15  
Orange, American 16  
Raisins  
Cluster, 20 cartons  
Loose Muscatels, 4 Cr. 9  
Loose Muscatels, 3 Cr. 8 1/2  
L. M. Seeded, 1lb 10 1/4 @10 1/2

### California Prunes

90-100 25 lb. boxes @ 8 1/2  
80-90 25 lb. boxes @ 8 1/2  
70-80 25 lb. boxes @ 9 1/2  
60-70 25 lb. boxes @10  
50-60 25 lb. boxes @10 1/2  
40-50 25 lb. boxes @11

### FARINACEOUS GOODS

Beans  
California Limas 14 1/2  
Med. Hand Picked 8 50  
Brown Holland 6 75  
Farina  
25 1 lb. packages 1 95  
Bulk, per 100 lb. 6 75  
Original Holland Rusk  
Packed 12 rolls to container  
3 containers (40) rolls 3 80



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### FLOUR AND FEED

Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	11 00
Fancy Spring	12 00
Wizard Graham	10 70
Wizard, Gran. Meal	8 00
Wizard Buckw't cwt.	6 00
Rye	10 50

Valley City Milling Co.	
Lily White	11 50
Light Loaf	11 10
Graham	4 80
Granena Health	4 90
Gran. Meal	3 50
Bolted Meal	3 40

Watson-Higgins Milling Co.	
New Perfection	11 40
Tip Top Flour	11 00
Golden Sheaf Flour	9 60
Marshall's Best Flour	11 40
Watertown Wisconsin	
Rye	9 50

Worden Grocer Co.	
Quaker, paper	11 00
Quaker, cloth	11 00

Kansas Hard Wheat	
Worden Grocer Co.	
American Eagle, 1/8s	12 25
American Eagle, 1/4s	12 15
American Eagle, 1/2s	12 25

Spring Wheat	
Judson Grocer Co.	
Ceresota, 1/8s	12 00
Ceresota, 1/4s	11 90
Ceresota, 1/2s	11 80

Worden Grocer Co.	
Wingold, 1/8s cloth	12 50
Wingold, 1/4s cloth	12 45
Wingold, 1/2s cloth	12 30

Meal	
Bolted	7 80
Golden Granulated	8 00

Wheat	
Red	2 18
White	2 15

Oats	
Michigan carlots	80
Less than carlots	82

Corn	
Carlots	1 46
Less than carlots	1 50

Hay	
Carlots	14 00
Less than carlots	16 00

Feed	
Street Car Feed	56 00
No. 1 Corn & Oat Fd	56 00
Cracked Corn	56 00
Coarse Corn Meal	56 00

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

GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 75
Knox's Sparkling, gr.	20 50
Knox's Acid'd doz.	1 85
Minute, 2 qts., doz.	1 25
Minute, 2 qts., 3 doz.	3 75
Nelson's	1 50
Oxford	75
Plymouth Rock, Phos.	1 25
Plymouth Rock, Plain	1 20

GRAIN BAGS	
Broad Gauge, 12 oz.	23
Climax, 14 oz.	25
Stark, A, 16 oz.	30

HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

HIDES AND PELTS	
Green, No. 1	17
Green, No. 2	16
Cured, No. 1	20
Cured, No. 2	28
Calfskin, green, No. 1	28
Calfskin, green, No. 2	26 1/2
Calfskin, cured, No. 1	30
Calfskin, cured, No. 2	28 1/2

Pelts	
Old Wool	75@2 00
Lambs	50@1 00
Shearings	50@1 00

Tallow	
No. 1	@ 6
No. 2	@ 5

Wool	
Unwashed, med.	@ 40
Unwashed, fine	@ 35

HONEY	
A. G. Woodman's Brand.	
7 oz., per doz.	90
20 oz., per doz.	2 25

HORSE RADISH	
Per doz.	90

JELLY	
5lb. pails, per doz.	3 10
15lb. pails, per pail	78
30lb. pails, per pail	1 45

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### Jell-O

Assorted Case	3 doz.
Lemon (Straight)	2 70
Orange (Straight)	2 70
Raspberry (Straight)	2 70
Strawberry (Straight)	2 70
Cherry (Straight)	2 70
Chocolate (Straight)	2 70
Peach (Straight)	2 70

Jell-O Ice Cream Powder	
Assorted Case	3 doz.
Chocolate (Straight)	2 70
Vanilla (Straight)	2 70
Strawberry (Straight)	2 70
Lemon (Straight)	2 70
Unflavored (Straight)	2 70

Jiffy-Jell	
Straight or Assorted	
Per doz.	1 15
Per case, per 4 doz.	4 60
Seven Flavors: Raspberry, Strawberry, Cherry, Lemon, Orange, Lime, Pineapple.	

JELLY GLASSES	
1/2 pt. in bbls., per doz.	24
1/2 pt. in bbls., per doz.	24
8 oz. capped in bbls.	
per doz.	24

MAPLEINE	
2 oz. bottles, per doz.	3 00
1 oz. bottles, per doz.	1 75
16 oz. bottles, per doz.	18 00
32 oz. bottles, per doz.	30 00

MINCE MEAT	
Per case	2 85

MOLASSES	
New Orleans	
Fancy Open Kettle	47
Choice	40
Good	34
Stock	30

Half barrels 2c extra	
Red Hen, No. 2 1/2	2 60
Red Hen, No. 5	2 50
Red Hen, No. 10	2 40

MUSTARD	
1/2 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs 1 10@1 20	
Bulk, 2 gal. kegs 1 05@1 15	
Bulk, 5 gal. kegs 1 00@1 10	
Stuffed, 5 oz.	95
Stuffed, 8 oz.	1 40
Stuffed, 14 oz.	2 35
Pitted (not stuffed)	
14 oz.	2 25
Manzanilla, 8 oz.	95
Lunch, 10 oz.	1 40
Lunch, 16 oz.	2 40
Queen, Mammoth, 19 oz.	4 50
Queen, Mammoth, 28 oz.	5 75
Olive Chow, 2 doz. cs.	2 25
per doz.	2 25

PETROLEUM PRODUCTS	
Iron Barrels	
Perfection	8
Red Crown Gasoline	13 5
Gas Machine Gasoline	32 9
V M & P Naphtha	19
Capitol Cylinder	31 9
Atlantic Red Engine	13 4
Winter Black	9 2
Polarine	35 9

PICKLES	
Medium	
Barrels, 1,200 count	9 25
Half bbls., 600 count	5 25
5 gallon kegs	2 20

Small	
Barrels	10 50
Half barrels	6 25
5 gallon kegs	2 50

Gherkins	
Barrels	14 00
Half barrels	6 75
5 gallon kegs	2 75

Sweet Small	
Barrels	21 00
Half barrels	11 50
5 gallon kegs	4 20

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

PLAYING CARDS	
No. 90, Steamboat	85
No. 15, Rival assorted	1 50
No. 20, Rover, enam'd	1 75
No. 572, Special	2 00
No. 98 Golf, Satin fin.	2 25
No. 808, Bicycle	2 25
No. 632 Tour'n't whist	2 50

POTASH	
Babbitt's, 2 doz.	1 90

PROVISIONS	
Barreled Pork	
Clear Back	35 00@36 00
Short Cut Clr	33 00@34 00
Bean	32 00@33 00
Brisket, Clear	30 00@31 00
Pig	29 00
Clear Family	29 00

Dry Salt Meats	
S P Bellies	14 1/2@15

Lard	
Pure in tierces	20 @21
Compound Lard	15 @16
80 lb. tubs	advance 1/4
60 lb. tubs	advance 1/4
50 lb. tubs	advance 1/4

### 20 lb. pails

advance 1/4	
10 lb. pails	advance 1/4
5 lb. pails	advance 1
3 lb. pails	advance 1

Smoked Meats	
Hams, 14-16 lb.	21 @23
Hams, 16-18 lb.	21 @22
Hams, 18-20 lb.	20 1/2@21
Ham, dried beef	
sets	29 @30
California Hams	18 @18 1/2
Picnic Boiled	
Hams	19 1/2@20
Boiled Hams	32 1/2@33
Minced Ham	14 1/2@15
Bacon	23 @31

Sausages	
Bologna	12 @12 1/2
Liver	9 1/2@10
Frankfort	13 @14
Pork	11 @12
Veal	11
Tongue	11
Headcheese	10

Beef	
Boneless	25 00@27 00
Rump, new	30 00@31 00

Pig's Feet	
1/4 bbls.	1 25
3/4 bbls., 40 lbs.	2 50
1/2 bbls.	4 25
1 bbl.	10 00

Tripe	
Kits, 15 lbs.	90
1/4 bbls., 40 lbs.	1 60
1/2 bbls., 80 lbs.	3 00

Casings	
Hogs, per lb.	35
Beef, rounds, set	19 @20
Beef, middles, set	45 @55
Sheep	1 15@1 35

Uncolored Butterline	
Solid Dairy	18 1/2@24
Country Rolls	19 @25

Canned Meats	
Corned Beef, 2 lb.	5 50
Corned Beef, 1 lb.	3 00
Roast Beef, 2 lb.	5 50
Roast Beef, 1 lb.	3 00

Potted Meat, Ham	
Flavor, 1/4s	50
Potted Meat, Ham	
Flavor, 1/4s	95
Deviled Meat, Ham	
Flavor, 1/4s	50
Deviled Meat, Ham	
Flavor, 1/4s	95
Potted Tongue, 1/4s	50
Potted Tongue, 1/2s	95

RICE	
Fancy	7 @7 1/4
Japan Style	5 1/4@6
Broken	4 @4 1/4

ROLLED OATS	
Rolls, Avanna, bbls.	8 00
Steel Cut, 100 lb. sks.	4 00
Monarch, bbls.	7 75
Monarch, 90 lb. sks.	3 80
Quaker, 18 Regular	1 50
Quaker, 20 Family	4 75

SALAD DRESSING	
Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's, large, 1 doz.	4 20
Durkee's, small, 2 doz.	5 00
Snider's, large, 1 doz.	2 40
Snider's, small, 2 doz.	1 45

SALERATUS	
Packed 60 lbs. in box	
Arm and Hammer	3 00
Wyandotte, 100 1/4s	3 00

SAL SODA	
Granulated, bbls.	1 40
Granulated, 100 lbs. cs.	1 50
Granulated, 35 pkgs.	1 40

SALT	
Common Grades	
100 3 lb. sacks	3 15
70 4 lb. sacks	3 05
60 5 lb. sacks	3 05
28 10 lb. sacks	2 90
56 lb. sacks	48
28 lb. sacks	24

Warsaw	
56 lb. sacks	26
28 lb. dairy in drill bags	20

Solar Rock	
56 lb. sacks	33

Common	
Granulated, Fine	1 35
Medium, Fine	1 50

SALT FISH	
Cod	
Large, whole	@ 9 1/2
Small, whole	@ 9
Strips or bricks	11 1/2@15
Pollock	@ 6

Holland Herring	
Standards, bbls.	13 50
Y. M. bbls.	15 00
Standard, kegs	85
Y. M. kegs	96

Herring	
Med. Fat Split, 200 lbs	8 00
Laborador Split 200 lb	10 00
Norway 4 K, 200 lbs	16 50
Special, 8 lb. pails	76
Scaled, in boxes	10
Boned, 10 lb. boxes	15

Trout	
No. 1, 100 lbs.	7 50
No. 1, 40 lbs.	2 25
No. 1, 10 lbs.	90
No. 1, 2 lbs.	75

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### Mackerel

Mess, 100 lbs.	16 50
Mess, 40 lbs.	7 00
Mess, 10 lbs.	1 85
Mess, 8 lbs.	1 56
No. 1, 100 lbs.	15 50
No. 1, 40 lbs.	6 70
No. 1, 10 lbs.	1 75

Lake Herring	
100 lbs.	4 00
40 lbs.	2 35
10 lbs.	58
8 lbs.	54

SEEDS	
Anise	35
Canary, Smyrna	7 1/2
Caraway	70
Cardamon, Malabar	1 20
Celery	45
Hemp, Russian	7 1/2
Mixed Bird	9
Mustard, white	20
Poppy	70
Rape	10

SHOE BLACKING	
Handy Box, large 3 dz.	3 50
Handy Box, small	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85

SNUFF	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rapple in jars	43

Handy Box, large 3 dz.	3 50
Handy Box. small ..	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85



## SPECIAL PRICE CURRENT

12

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.	11 52
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 05
Summer Time, 14 oz.	3 50
Standard, 5c foll	5 76
Standard, 10c paper	8 64
Seal N. C. 1 1/2 cut plug	70
Seal N. C. 1 1/2 Gran.	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	11 52
Three Feathers, and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	76
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Union Leader, 5c coll	5 76
Union Leader, 10c	
pouch	11 52
Union Leader, ready	
cut	11 52
Union Leader 50c box	5 10
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way Up, 2 1/2 oz.	5 76
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 60
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	37
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	10
White Wine, 80 grain	13 1/2
White Wine, 100 grain	15 1/2

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	

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## Butter Plates

Ovals	
1/4 lb., 250 in crate	35
1/2 lb., 250 in crate	35
1 lb., 250 in crate	40
2 lb., 250 in crate	50
3 lb., 250 in crate	70
5 lb., 250 in crate	90

## Wire End

1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 250 in crate	65

## Churns

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

## Clothes Pins

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

Egg Crates and Fillers	
Humpty Dumpty, 12 dz.	20
No. 1 complete	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 25
Eclipse patent spring	1 25
No. 1 common	1 25
No. 2, pat. brush hold	1 25
Ideal No. 7	1 25
12lb. cotton mop heads	1 75

## Pails

10 qt. Galvanized	3 25
12 qt. Galvanized	3 50
14 qt. Galvanized	4 00
Fibre	4 00

## Toothpicks

Birch, 100 packages	2 00
Ideal	85

## Traps

Mouse, wood, 2 hoels	22
Mouse, wood, 4 hoels	45
10 qt. Galvanized	1 55
12 qt. Galvanized	1 70
14 qt. Galvanized	1 90
Mouse, wood, 6 hoels	70
Mouse, tin, 5 hoels	65
Rat, wood	80
Rat, spring	75

## Tubs

No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	10 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.	85

## Window Cleaners

12 in.	1 65
14 in.	1 85
16 in.	2 30

## AXLE GREASE



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

14

## BAKING POWDER

## K C

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 upon request.  
K C Baking Powder is guaranteed to comply with ALL Pure Food Laws, both State and National.

## Royal

10c size	90
1/4 lb cans	1 35
6 oz cans	1 90
1/2 lb cans	2 50
3/4 lb cans	3 75
1 lb cans	4 80
3 lb cans	13 00
5 lb cans	21 50

## SALT



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

## SOAP

Lautz Bros. & Co.	
[Apply to Michigan, Wisconsin and Duluth, only.]	
Acme, 100 cakes, 5c sz	3 75
Acorn, 120 cakes	3 00
Climax, 100 ovals	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.	5 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 25
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, cross lots	9 50
Sapolio, half gro. lots	4 85
Sapolio, single boxes	2 25
Sapolio, hand	2 25
Scourline, 50 cakes	1 25
Scourline, 100 cakes	2 50
Queen Anne Scour	1 20

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

## WASHING POWDERS

Gold Dust	
24 large packages	4 80
100 small packages	4 00
Lautz Bros. & Co.	
[Apply to Michigan, Wisconsin 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

Saratoga	
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.

## BBLs.

WRITE FOR PRICES

SEND FOR SAMPLES

## The Only Five Cent Cleanser

Guaranteed to Equal the Best 10c Kinds

80 Can Cases ..... \$3.00 Per Case

40 Can Cases ..... \$1.60 Per Case

SHOWS A PROFIT OF 40%

Handled by All Jobbers

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



## Yearly Invoice Record

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

## Tradesman Company

Grand Rapids

## The Iron Safe Clause

in Fire Insurance Policies, which is frequently used as a club by unscrupulous insurance adjusters to coerce merchants 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.

Looking For a Good Location? For Sale—A 30 x 65 brick block, ground floor occupied by old established shoes and furnishings business, second story suitable for either offices or apartments. Large show windows, large basement, steam heat. In best location in hustling city of over 5,000, which is now experiencing a boom. Will sell building or business. Satisfactory reasons given for leaving the city. Address No. 998, care Tradesman. 998

For Sale—General merchandise in Central Michigan. Best dairy section in State. Rare chance to buy a real money maker. Address No. 1, care Tradesman. 1

For Sale—General store consisting of dry goods, clothing, shoes, groceries and crockery. Stock including fixtures invoicing \$8,000. Would sell on part payment down. This store is located in a town of 800, fifteen miles from Saginaw. Owner has two stores and wishes to dispose of one. Address No. 2, care Tradesman. 2

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. Krulsenga, 44-54 Ellsworth Ave., Grand Rapids, Michigan. 804

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

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

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

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 condensery 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

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

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—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

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

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

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

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

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

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

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

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—A Nickel Mint popcorn and peanut machine as good as new. Price, \$90. Hoare & Slater, Fremont, Michigan. 976

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 Nemec, 1833 No. Ballou Street, Chicago, Ill. 948

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

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

Georgia Talc Co.—Manufacturers of talc and soapstone powders, foundry facings, crayons and pencils. Main office, Asheville, North Carolina. 958

For Sale—To close an estate will sell only shoe stock in town of 700. Nearest town 10 miles. Stock up-to-date. Building for rent or sale. L. H. Godfrey, Admx., Parma, Michigan. 959

For Sale—Or trade for small farm, home bakery and restaurant in good resort town; only bake oven in town. Box 456, Bellaire, Michigan. 960

Splendid Opening—Bakery, grocery and ice cream business for sale. Live town. New country. County seat and United States Land office. Box 95, Timber Lake, South Dakota. 975

For Rent—Steam heated store building at Paw Paw. Good location, exterior cement blocks. Holt Bros., 221 Widdicombe Bldg., Grand Rapids. 974

What is the answer? "19 dozen and 5 eggs at 17c per dozen." Handy Egg Tables tell you instantly the above or any other combination from 1 to 30 dozen, at any price from 8 to 40 cents per dozen. Send to-day for Handy Egg Tables. Price, postpaid, \$1. Replogle & Garret, Holton, Kansas. 9

Country Merchants—Hundreds of dollars are kicked around everywhere, which are yours for the asking. New industry. Be first. E. Kaddatz, Ortonville, Minnesota. 10

For Sale Cheap To Close Estate—Established drug store, well located. Stock and fixtures invoice about \$3,500. Also complete set drug store fixtures in white enamel, show cases, wall cases, soda fountain, dispensing case, scales, typewriter, etc. Invoice about \$600. Address Administrator, 223 Division Avenue, South, Grand Rapids, Michigan. 11

Wanted—A first-class all around salesman, who understands the clothing, shoes and furnishings from A to Z. Good wages and steady position. State full particulars in first letter. A. Lowenberg, Battle Creek, Michigan. 12

For Sale—A 40-acre farm in Mecosta county in reach of four markets; level land; soil, clay loam in high state of fertility. Good house, barn and fences. Water at house and barn. All necessary outbuildings. Timber for farm use. Particulars and price given to interested parties. A. H. West, Paris, Mich. 13

For Sale—Grocery and market with fixtures. Invoice about \$5,000. All cash business. Going into another line. Best small city in Central Michigan. Central location. Established 25 years. Address No. 963, care Tradesman. 963

General Stock Merchandise wanted in exchange for my level 80 acre A No. 1 farm, \$8,000. Stock and tools if desired will assume. Howard Armstrong, 517 Adams St., Grand Rapids, Michigan. 3

For Sale—Stock of merchandise consisting of ladies' furnishings and millinery located in a busy little town surrounded by good farming country. Only store handling ladies' and children's coats. Will inventory about \$2,400. Can rent the building for \$16 a month. Address No. 4, care Michigan Tradesman. 4

For Sale—Clean general stock in growing city of Fremont. Stock will inventory about \$12,000. Will rent or sell store building. Address No. 5, care Michigan Tradesman. 5

Real Estate Exchange. Stock Buyers of all kinds of merchandise. We exchange real estate for your stock of merchandise or will buy for cash and pay the highest dollar. Have you Detroit property for sale let us know at once. Perry Mercantile Co., 191 Hendrie Ave., Detroit, Michigan. 6

For Sale—No. 4 Middleby Oven in good condition. Price very reasonable. Burge & Burge, South Haven, Michigan. 8

For Sale—Grocery and market with fixtures. Invoice about \$5,000. All cash business. Going into another line and must sell by April 1. Best small city in Central Michigan. Central location. Established 25 years. Address No. 963, care Tradesman. 963

For Rent—Store building, 22 x 80, Sterling, Illinois, 10,000 population. Best location. Address N. Gaulrapp, Sterling, Illinois. 965

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

Store For Sale—In live country town in Ionia county. Groceries and furniture. Will invoice between \$1,200 and \$1,500. For cash \$1,000. Will trade for first mortgage on real estate equal to purchase. Address No. 970, care Tradesman. 970

Drug Store For Sale—A good business in a good town. No junk. Just a good stock for what it is actually worth. This store has done a successful business for twenty years in its present location. Address No. 978, care Tradesman. 978

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

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

Lumber Yard For Sale—In good resort town. Doing good business. Good reasons for selling. For a bargain, get busy. R. E. Ashcroft, Lakeside, Michigan. 7

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

Wanted To Buy—I am ready to pay spot cash for a clothing stock, dry goods store or general merchandise. Let me know at once what you have. J. P. Lynch, 44 So. Ionia Ave., Grand Rapids. 985

For Sale—Stock china, cut glass, picture books, stationery, school and office supplies worth \$6,000. Other work needs attention. Rudell Drug Co., Sault Ste. Marie, Michigan. 987

For Sale—Stock of general merchandise located in a small town in Genesee county, doing a business of \$40,000 a year. Inventorying about \$12,000. Anyone wanting a high grade business in good locality can find a bargain here. Address No. 988, care Tradesman. 988

Wanted—Iceless soda fountain. Must be in good condition and cheap for cash. Will H. Sewell, Perrinton, Mich. 989

For Sale—Established, incorporated, commercial agency with large clientele; 6 per cent. dividends in 1916. Business rapidly. Require about \$10,000. The Wisconsin Rating League, Oshkosh, Wisconsin. 991

Have Splendid Location—5c to \$1 store; 5,000 population. Several farming districts in immediate vicinity. Good business town. Will manage store commission basis; am long experienced. Will exchange references. Let's get together. Address Livewire, care Tradesman. 992

For Rent—Dandy brick structure and only hotel in Athens, Michigan. Get busy. \$30 month. Communicate, J. C. Studley, Battle Creek, Michigan. 981

Rexall Drug Store For Sale—Doing a good profitable business. In connection with store is telephone exchange which pays good and liberal sum per year. Will make special price for quick sale. Address No. 984, care Tradesman. 984

For Sale—One McCray grocers' icebox, one Bowser tank, one meat slicer, one set computing scales, one coffee mill and motor, one cheese case and three dozen Backus delivery boxes. Address Allen Bros., Ionia, Michigan. 994

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. 995

For Sale Or Exchange—161 acres with extra good buildings. Well fenced, has four springs, watering all fields. An ideal stock farm. On main road five miles to market. Gravel loan with some clay and black soil. Want stock of general merchandise or groceries. G. Daykin, Chelsea, Michigan. 996

## HELP WANTED.

Wanted—Two experienced clerks, one grocery—other hardware. Address John Hansen, Edmore, Michigan. 982

Wanted—Young man between 25 and 30 years, married preferred, to clerk in general store in country town. Must be wide awake and understand to take care of \$5,000 stock. Will also have to do work outside. Address No. 993, care Tradesman. 993

## Neal 3 DAY WAY

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

## DRINK HABIT

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

## Neal Institute

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



### SWAT THE FLY AGAIN.

The season is coming when we should swat the fly and swat him hard. The enthusiastic, vigorous anti-fly campaigns of the past few years will be ineffectual if they are not repeated. True, we have other fighting on our hands in this year of grace; but the fly need not be forgotten. He is always too numerous for the comfort and well being of America.

The day has happily passed when the expression, "As harmless as a fly," could be regarded as axiomatic. Medical science has investigated our little friend, *musca domestica*, and has revealed him for the enemy he is. The domestic fly and the German spy are twin perils and it behooves us to guard against both. Posing as a harmless insect, often a cheerful harbinger of warmer weather and at the worst a mere annoyance, the house fly has insidiously spread disease. He has collected germs from filth of every sort and conveyed them post haste to the kitchen, the dining room and the baby's crib.

When the fly is not at work spreading germs, he is busy extending the multiplication table beyond the power of the human mind to follow intelligently. Indeed, he probably works at both stunts at one and the same time. A man can do only one thing at a time, but a fly, apparently, can spread disease and hatch more disease spreaders simultaneously.

According to the scientists, who have the facts at their finger ends, a female fly can lay 150 eggs in ten days. More than that, she does it. According to the law of probabilities, half of the new born—or new hatched—flies will be of the feminine persuasion. Carrying out the multiplication process to the limit, in forty days the one original fly will have increased to 64,136,401. That explains why there can be so few flies in April and yet so many in June and so infernally many in July and August.

These facts, definitely ascertained by science, resulted in the first swat the fly campaign. In an effort to avert the evil day when the earth would be creeping and the air black with flies, man started in to swat. To swat the fly was no longer a reprehensible cruelty; it became almost in an instant a public duty. And when the swatter had driven home his war club or battle-ax, he would exclaim, breathless but triumphant, "The number of flies forty days hence will be 64,136,401 less than if I had let that buzzing pest get away from me."

The warfare against the fly is both offensive and defensive. It is both preventive and curative. To kill the fly is a sacred duty, but to prevent his birth is an act of supreme common sense. So, while tanglefoot and screen wire are worth the money many times over, the clean up and paint up idea is the thing that will eventually strike right to the very root of the evil.

The fly breeds in filth. He thrives on dirt. Eliminate filth and dirt and he will be like a fish out of water.

The first step in the fight, therefore, is to clean up the fly's breeding places. It is a work to be done early in the spring, before the fly has a

chance to breed in any numbers. Thereafter, provide for the systematic removal of all dirt likely to attract flies or furnish them with a home. The covered garbage can, the systematic municipal collection of garbage in covered wagons, modern incinerating or reduction plants, close attention to the back yard as well as the front lawn—all these are America's munitions in the war of extermination against the world's greatest disease breeder.

### Review of the Grand Rapids Produce Market.

Apples—Spys, \$6 per bbl.; Baldwins, \$5.50@5.75 per bbl.

Asparagus—\$1.50 per doz. bunches.

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

Beets—85c per doz. bunches for new.

Brussel's Sprouts—20c per qt.

Butter—The market is very firm, due to the extreme light receipts and very short warehouse holdings. Withdrawals from all warehouses have been extremely heavy, which shows a good consumptive demand. Not much relief is looked for in the butter market for at least two weeks to come, as the home consumption is keeping up well and fresh receipts show no increase whatever over last week. Local dealers hold fancy creamery at 43c and cold storage creamery at 36c. Local dealers pay 30c for No. 1 in rolls, 28c in jars and 26c for packing stock.

Cabbage—\$8 per 100 lbs.

Carrots—\$2 per 100 lbs.

Cauliflower—\$2 per doz.

Celery—Florida, \$4.75 per box of 3 or 4 doz.; California, 75¢@1 per bunch. Cocoanuts—\$6 per sack containing 100 lbs.

Eggs—The market is firm, due largely to the good Easter demand and very moderate receipts. Eggs will very likely hold around the present basis for several days yet. Local dealers now pay 30c for fresh, holding case count at 31c and candled at 32c.

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; 25c 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—18c per lb. for hot house leaf; \$2.50 per hamper for Southern head; \$4.75 per crate for Iceburg from California.

Maple Sugar—30c 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 \$10 per 100 lb. sack for red or yellow. Texas Bermudas are now in market, commanding \$4.50 per 40 lb. crate.

Oranges—California Navals, \$3.50@3.85.

Peppers—Southern command \$1 per basket.

Oysters—Standard, \$1.40 per gal.; Se-

lects, \$1.65 per gal.; New York Counts, \$1.90 per gal.; Shell oysters, \$8.50 per bbl.

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

Potatoes—The market is a little stronger, local jobbers having advanced their asking price to \$3 per bu.

Poultry—Local dealers pay as follows, live weight: old fowls, light, 21¢@22c; heavy (6 lbs.) 24¢@25c; springs, 23¢@24; turkeys, 22¢@25c; geese, 18¢@19c; ducks, 23¢@24c. Dressed fowls average 3c above quotation.

Radishes—35c per doz. bunches for small.

Rhubarb—Illinois, 8c per lb. or \$2.75 per 40 lb. box.

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

Tomatoes—\$5.75 for 6 basket crate, Florida. Very scarce.

Turnips—\$2 per 100 lbs.

It is idle to try to frighten this country over a shortage of bread so long as a department of the Government is allowed to set forth the flourishing condition of the confectionery industry. It has expanded, we are assured, with great rapidity. Sixty-five years ago we had fewer than 400 establishments, with an aggregate capital of only \$1,000,000 and products to the value of only \$3,000,000 a year. This was a per-capita expenditure of 13 cents. Now the 400 establishments are 2,500. The \$1,000,000 invested is \$110,000,000. The \$3,000,000 added to the National wealth every year—and taken away as fast as added—is \$185,-

000,000. The 13 cents spent by each person during the year for candy is \$1.80. Our imports of confections are negligible, more sweets being sold in one day than are imported in a year. Nor do we export much. It is evident that here we have an ideal industry for war-time. Nor do these figures take account of the amount of confectionery made in the private kitchen or in the private chafing-dish. The ordinary girls' college must be capable of making enough fudge every twenty-four hours to keep the fighting spirit alive in a regiment.

Chicago is about to make one last final attempt to put its white elephant Municipal market into operation, more than a year after its completion and continued emptiness. This market, it will be recalled, was built at a cost of \$30,000 on city land and had every opportunity for success—except that it wasn't what the public wanted. The Council Health Committee has adopted resolutions directing city officials to make preparations to open the market after a delegation of residents appeared before the committee and pleaded for an opportunity to patronize the market.

The Rice Veneer & Lumber Co. has increased its capital stock from \$40,000 to \$65,000.

### BUSINESS CHANCES.

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