

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

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EST. 1883

Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 2, 1917

Number 1754

Give the Kaiser Hell for Hell

I am coming not in a weakling's verse, with a milksop's
feeble whine,
With uplifted hand and with soft-voiced drawl, aghast
at the battle-line;
But I come to praise the fight that is fought for the
sake of Truth and Right,
The fight that is fought for God and for Home, that
will mate the Right with Might.

Yes, patience is good, and humility, too, and so is the
pipe of peace;
But the time will come when forbearance ends and
your sugary smiles must cease;
Then either your hand must grip at your gun and
brighten the sword from its rust,
Or your slavish neck must bend to the yoke, and your
mouth must chew the dust.

You must fight for the fire that toasts your feet, for
the roof that shelters your head,
For the herd that yields you its milk or meat, for the
field that gives you bread;
You must fight for bed, you must fight for board, for
the woman you love the best.
And, Oh, you must fight with a tenfold will for the
baby at her breast.

When a mad dog comes down your village street, with
a green foam in his jaws,
Do you greet him with Bibles and hymn-books and
lovingly bid him pause?
When a rattlesnake rises amidst your path, alert with
its fiery sting,
Do you pet him, and pat him, and wish him well, and
a song of welcome sing?

When a big-armed bully among the Powers says the
folk of a little land
Must sprawl in the dirt and confess to a crime that
never besmirched their land,
Do you blame that people that rises up a pigmy ready
to fight,
A David aroused, with only a sling, defying Goliath's
might?

When a vain war-lord with a swollen head, inflamed
with a brute desire,
Through a little state that was lapped in peace comes
tramping with blood and fire
Despoiling the fields and looting the towns—do you
blame that blameless state
For rousing in God-like righteous wrath and hitting
with righteous hate?

And war is the great Arouser; it silences whimpering
tongues;
It toughens the muscles, it hardens the fist and brings
fresh air to the lungs;
Though it comes with torch and it strikes with steel
and shortens life's petty span,
That life it exalts to heroic heights, so a man is
twice a man.

Yes, patience is good, and so is peace; but he is not
worthy of good
Who will not rush forth when the spoiler comes to
defend it with his blood;
When the Kaiser comes with his bandit crew to shatter
with shot and shell,
Let the good man rise, with a fervent prayer, and
give him hell for hell!

Walter Malone.

Bread is the Best Food

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

Fleischmann's Yeast

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

Sell Bread Made With
FLEISCHMANN'S YEAST

Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

FACTORY SITES

AND

Locations for Industrial Enterprises in Michigan

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

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

Address

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

Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Co. The Pure Foods House

Distributors

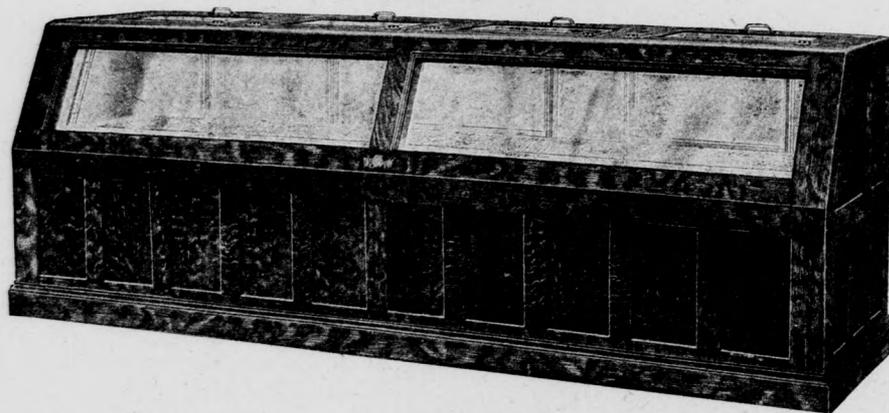
GRAND RAPIDS, MICHIGAN

40°
TEMPERATURE

40 degrees
Temperature or
Lower, as wanted.

Freeze if you
choose.

The Brecht
COMPANY
ESTABLISHED 1853 ST. LOUIS



18°
TEMPERATURE

Stock sizes 8-10-12
foot long
36 inches wide
42 inches high

All lengths
made to order

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

Keep your fresh meats, vegetables, delicatessen, etc., all day long, also over night and over Sundays in a BRECHT PATENTED DISPLAY FREEZER CASE. Thorough Dry Air circulation, temperature below 40 degrees. Therefore your products are always fresh and attractive until sold. No more "taking out over night." Plate glass and fancy oak, enameled white inside; tinned metal removable shelves in full view of your customers at all times. Thoroughly insulated; front has three lights of glass and two air spaces.

THE BRECHT COMPANY

ESTABLISHED 1853

Main Offices and Factories ST. LOUIS, MO., 1248 Cass Avenue

NEW YORK, 176 Pearl St.

PARIS

BUENOS AIRES

MICHIGAN TRADESMAN

Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 2, 1917

Number 1754

SPECIAL FEATURES.

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KNOCKOUT BLOW.

While, of course, a state court can only settle questions of law within its own borders and under its own laws and constitution, there is a feeling in trade circles that the Massachusetts Supreme Court, in its decision against the constitutionality of anti-trading stamp laws last Monday, has really paved the way for undermining the whole structure of such laws erected by the grocers' associations, at infinite pains and much hard work.

While, of course, no state decision overrides a Federal law, Massachusetts courts enjoy a peculiar reputation for sound views and it would not be surprising if the decision in this case might lead other tribunals to take similar positions as to the fundamental scope of the law in relation to individual right of action in business. Three times now this court has taken about the same view, and this last occasion is directly in the face of the precedent of the Federal Supreme Court, which is in fact specifically cited and dissented from.

Of course, it will bitterly disappoint the retailers, who had a very real grievance against (third party) trading stamps and were hopeful of throwing off the burden of a discredited trading device. It will immensely tickle the trading stamp people, who will make the most of it for effect in other courts of other states. And it is understood to be none too satisfactory to manufacturers who use coupons. Although it relieves them of the burden of a prohibition they have been fighting against, they would have preferred for various competitive reasons to have had the prohibition of stamps enacted and their own forms of premium token exempted.

It is understood that the trading stamp companies will make the most of the weapon placed in their hands by the Massachusetts court and will undertake to have every anti-trading stamp law repealed or tested in the courts. From all that can be learned, however, the manufacturers who pack coupons in their own wares are satisfied, except in the possible case of the Colorado statute recently enacted.

It looks as though the retailers will now be obliged to hunt up some other form of weapon with which to rid themselves of stamps. Possibly some day

they will reach the conclusion that the best way to get rid of stamps is to simply quit using them. True, it may force the pioneer into a position of seeming disadvantage, but if the evils claimed are as real as has been painted, there will probably be no lack of retailers glad to follow the leader in throwing out the incubus.

The Massachusetts decision will have no particular bearing on the cause now under consideration by the Michigan Supreme Court, because a different set of facts are presented in the Michigan case and the question of discrimination is not raised in the Michigan controversy—simply the right of the State to enact a law prohibiting the use of trading stamps. Inasmuch as the United States Supreme Court has affirmed the right of the states to enact such legislation, the Michigan tribunal is confidently expected to follow the lines laid down by the highest court in the land.

Since the Michigan case was re-submitted by briefs April 20, Wykes, Dilley & Averill have submitted a supplementary brief. Frank T. Wolcott, counsel for the respondent, thereupon made answer to the brief, quoting the Massachusetts decision and presenting the inferences he drew thereupon. Attorney Wykes is now at work on an answer to this brief.

AN UNEXAMPLED PAGE.

Herr Helfferich's estimate of 1,000,000 tons as the British submarine losses for the months of February and March does not agree with the official figures from British sources, in so far as these may be gathered from the method of announcing losses by ships instead of tonnage, but it is just about the rate that has been assumed in this country in discussions of the submarine warfare. If this rate of destruction is continued for a year without countermeasures in the way of new shipbuilding and anti-U-boat warfare, England's situation will be serious. But Herr Helfferich does not quite venture to exhort his countrymen to patience stretching over a year. "In these decisive weeks," he says, although plainly in the course of weeks there can be no decision even by his own figures. If Lloyd George's intimation of 2,000,000 new tons in English shipping this year is not empty boasting, and there is no reason why in these serious times he should be holding out false hopes to the British people, and if American shipbuilding falls into its stride, there is every prospect that two-thirds of the lost ships this year will be replaced. In the last emergency England may divert shipping from military purposes, which now absorb more than half her merchant fleet. It would mean weakening the Allied effort on land, but it would nullify Ger-

man predictions of a swift decision on sea.

Herr Helfferich boldly says that it is altogether probable that America's wooden ships will not emerge to save Great Britain until there is nothing to save. Undoubtedly the obstacles to building hundreds of ships within the year are great, but the Federal Shipping Board is by its energy and expedition giving the best possible reason for believing that they will be overcome. It has within a fortnight obtained the services of Goethals, moved towards incorporation of the needed company for mobilization of shipyards, and let its first contract to a corporation of New York. Other contracts are to follow rapidly. Lord Lytton announced for the British Admiralty last week that the first standardized English ships would be ready in July, and vessels would be launched steadily thereafter. It is expected that the company which has obtained the first Government contract here will lay the first keels by June 1, will have the first ships ready to take the water by September 1, and ready for cargo October 15, and that it will turn out a 3,000-ton vessel every ten days. On all our coasts there are yards now building wooden ships on private contract; but the aggregate number is small beside the projected total of 1,000 ships in fourteen or sixteen months, and it is everywhere being pointed out that to execute the Government programme will require an immense and immediate effort in marshalling labor, collecting materials and creating new yards. Hardly less than 150,000 men will be needed; the wood for frames must be of special quality and specially treated; crews will have to be found, and the existing yards, busy as many are with steel ships, will by no means suffice. We must expect from the Shipping Board and Gen. Goethals in the next few months such hurried and yet careful and steady effort as will write an unexampled page in American industry.

NINETEEN YEARS AGO.

It was in April, 1898, while with his fleet at Hongkong, that Dewey, then a Commodore, was notified by cable that war had begun between the United States and Spain. His orders were clear but laconic: "Capture or destroy the Spanish fleet." On the first day of May, without losing a single man under his command, he carried out his orders to the letter by overwhelmingly defeating the flotilla of Spanish war craft commanded by Admiral Montojo in Manila Bay.

Congress, in a joint resolution, tendered its thanks to Commodore Dewey, and authorized the Secretary of the Navy to present a sword of honor to Commodore George Dewey, and cause

to be struck bronze medals commemorating the battle. Ten days later he was promoted to Rear-Admiral. On March 3, 1899, he received the rank of Admiral, a title formerly borne only by Farragut and Porter. Dewey died January 16 last.

The cruiser Olympia, Dewey's flagship at Manila, is now doing patrol duty in an Atlantic coast port. The ship is twenty-six years old.

TRAITORS TO THE FLAG.

It is a matter of everlasting regret that several Grand Rapids merchants and business men of German descent are decidedly pro-German and anti-American in both attitude and utterance. The list of disloyal citizens include men of prominence in the community in several different lines of trade and industry. They are now under the rigid espionage of Government sleuths, so they are more guarded in utterance than they were before being warned, but their attitude is a constant challenge to the flag and constitutes treason to the Republic.

Some of the offenders are seeking to controvert the patriotic sentiment of the community which has arrayed itself solidly against them by means of the profuse display of flags and bunting and the repetition of patriotic platitudes in their newspaper advertising, but they cannot conceal the fact that they are at heart disloyal to the Nation in the greatest crisis which ever confronted a free people, which renders them unworthy to share in the blessings of citizenship in a country which has embarked in the most holy war ever waged in the world.

CANCEL GERMAN INSURANCE.

The Tradesman warns its readers against accepting insurance policies written by German and Austrian insurance companies, because a people who violate their treaties, repudiate their agreements entered into at Hague conferences, ravish women, violate children, enslave men and send innocent travelers to the bottom of the sea unwarned are not to be trusted in any capacity.

The retail merchant who fails to arrange to attend the annual Merchants' Congress to be held in this city the first week in June will make the mistake of a lifetime. The programme prepared for the occasion affords ample proof of the attractive character of the event. Every speaker has been selected because he has something to say and can say it in such a way as to interest, instruct and benefit the hearer. It goes without saying that all who attended the last Congress will be present on this occasion and the Tradesman will be very much surprised and disappointed if the capacity of the beautiful room selected for the meetings of the Congress is not taxed to the limit.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, April 27—Earl S. Waggoner, of Grand Rapids, filed a voluntary petition in bankruptcy. Adjudication has been made and the matter referred to Referee Corwin. The schedules of the bankrupt show liabilities amounting to \$534.21 and assets amounting to \$58.50, all of which is claimed as exempt. Following is a list of the unsecured creditors, all located in Grand Rapids:

Spring Dry Goods Co.	\$242.23
Charles Trankla & Co.	54.52
DeBoer & DeYoung	31.81
Harris Sample Furniture	20.00
Houseman Bros.	5.87
Consumers Power Co.	3.28
Schutte Drug Co.	3.95
Butterworth Hospital	5.00
Hammer & Cortenhorf	7.85
Grand Rapids Gas Light Co.	6.65
East End Fuel Co.	2.85
Consumers Ice Co.	5.20
Ernest A. Prange	3.00
Dr. A. S. Cornell	7.00
Dr. W. D. Lyman	9.00
A. E. Waggoner	126.00

An involuntary petition has been filed in the matter of the Norton Company, Grand Rapids, and adjudication in bankruptcy has been made. Benn M. Corwin, has been appointed receiver and the matter is now in his charge. The bankrupt has been ordered to file its schedules, showing assets and liabilities, on or before May 7. The business had been conducted for some time prior to the adjudication in bankruptcy under a trust mortgage, with John Snitseler in charge as trustee; and under such mortgage all the assets have been closed out and converted into cash. It is understood that the liabilities are about \$20,000, with assets of about \$2,000. A first meeting of creditors will be called immediately upon the filing of the schedules.

In the matter of the Ludington Shirt Co., Ludington, an involuntary petition in bankruptcy has been filed by certain creditors and an adjudication entered. The bankrupt, which is a corporation, has been ordered to file its schedules in court, showing its assets and liabilities on or before May 7. It is understood that the bankrupt was formerly engaged in the manufacture of shirts at Ludington. The papers on file show R. J. Quail to be the Secretary and Treasurer of the corporation.

In the matter of Rocks Brothers, Grand Rapids, bankrupts, a special meeting of creditors has been held, at which meeting a first dividend of 5 per cent. was declared and ordered paid.

In the matter of Casnovia De-Hydrating Corporation, bankrupt, Casnovia, the final meeting of creditors has been called. At such meeting the final report and account of the trustee will be passed upon, which report shows: Receipts, \$3,076.51; disbursements for first dividend of 12 per cent. and certain administration expenses, \$1,850.48, leaving a balance on hand of \$1,226.03. It is thought that an additional dividend will be declared at such meeting.

In the matter of A. L. Goodrich & Son, Kalkaska, bankrupts, the final meeting of creditors has been held. It appearing that there are not sufficient assets to pay the administration expenses in full, no dividend will be declared.

In the matter of Jonas A. Church, bankrupt, Greenville, a special meeting of creditors has been called for May 4, at which time a first dividend will be declared and ordered paid. The trustee's report and account, showing total receipts to date of \$1,157.27, disbursements of \$296.25 and a balance on hand of \$861.02, will also be considered and passed upon.

In the matter of The Fair, bankrupt, Grand Rapids, a special meeting of creditors has been held, at which time a second dividend of 10 per cent. was declared and ordered paid to creditors herein. The trustee's report and account shows a balance on hand of \$7,474.14. Certain administration expenses were also declared and ordered paid at this time.

May 1—In the matter of Phillip Eaglesfield, bankrupt, Grand Rapids, the referee has just filed his findings on the contested claims of Margaret Parsons and Elizabeth Eaglesfield. By the findings the referee decides that the claim of Margaret Parsons is a valid claim to the extent proved of \$5,500 and that such claim will be allowed at that amount upon the surrender by the claimant of some \$750 received by her while in charge of the assets under mortgage foreclosure prior to the bankruptcy proceedings. The money received will, under the order, be surrendered to the trustee in bankruptcy, the mortgage foreclosure having been determined to be a preference.

As to the claim of Elizabeth Eaglesfield the referee, by the findings just filed, decided that the claim has been paid in full prior to the bankruptcy proceedings and the claim is entirely disallowed. The referee also found that the security claimed by the claimant, Elizabeth Eaglesfield, by way of a bill of sale in the nature of a chattel mortgage was void as to the other creditors,

because not filed with the register of deeds as required by statute and, therefore, such security could not stand. The usual time will be allowed for appeal from the findings. The decision of the referee makes Margaret Parsons substantially the only creditor involved. The bankrupt formerly operated a motorcycle store and repair shop on Division avenue, Grand Rapids.

In the matter of F. G. Heumann, bankrupt, Traverse City, the sale of the assets of the bankrupt, which consist of a stock of woollens, was held this morning. The assets were sold to Joseph Gluck, of Detroit, for \$1,280.

Million Dollar Store in Town of a Thousand.

Coldwater, May 1—It was with a great deal of interest that I read the article in the last issue of your journal concerning G. A. Garver, telling how a doer does. I bear the proud distinction of being one of two drummers still calling on this house and selling its goods continuously for over twenty-five years and I feel a natural pride in being identified—indirectly, at least—with a firm who has made the history in the commercial world this firm has achieved.

I well remember the little old frame building with its improvised shelving and fixtures, with scarcely enough available space for displaying a line of samples and many times pressing a sugar barrel or a steel range into service for this purpose. I also remember the little hand press turning off the Garver News to the masses for miles around and the days when the surrey and family spring wagon were crowded into every available spot in town, coming for many miles around to participate in Garver Day. The magnitude of this concern can best be conceived from the article devoted to its history recently written by Forest Crissey and published in the Saturday Evening Post under the title of A Cornfield Emporium. This article appeared in the issue of Sept. 18, 1915, and is certainly well worth reading. Every merchant within reach of Grand Rapids on the dates of June 5, 6 and 7 will find his time well spent in listening to Mr. Garver's talk on what I believe to be the greatest store in the country, outside of the larger cities. Mr. Garver is still a young man and my wish for him is that he retain his health and vitality to realize the ambition of a lifetime—a million dollar store in a thousand peopled town. Personally, I expect to see it accomplished.

I trust the Tradesman may be so fortunate as to secure a report of Mr. Garver's talks at Grand Rapids on the above dates, as it surely will be interesting reading to those who cannot hear him. John A. Hach.

Impossible to Get Shipments Intact.

Crystal Falls, May 1—Local merchants are entering complaints because of the condition in which freight and express shipments are received. During the blockade last winter it was almost impossible to get an intact case of edible goods. One man had nearly a dozen shipments during the past three months via American Express and every one of them had been broken into. One shipment of waists arrived recently with six waists missing. Merchants say that it is almost impossible to get shipments over the Milwaukee road from Duluth and the copper country which are intact when they arrive.

Clarence L. Brown, for the past two years clerk at the Marquette Hotel, Marquette, will take the management of the Scott Hotel, at Hancock, May 1. Mr. Brown has a wide acquaintance among the traveling men of the Upper Peninsula, who speak highly of his qualifications as a landlord.

The Shank Fireproof Storage Co. has been organized with an authorized capital stock of \$20,000, of which amount \$11,500 has been subscribed and \$2,000 paid in in cash.

MR. MERCHANT

**Does Your Business Need a Tonic?
Does Your Competitor Do More Business?
Do You Want to Change Locations?**

DO YOU WANT MONEY?

I Can Increase Your Business Through My Special Sales System, or I Can Raise Enough Ready Cash to Put You Across the Worry Line.

I CONDUCT

- Re-organization Sales
 - Partner Adjustment Sales
 - Stock Reducing Sales
 - Remodeling Sales
 - Clearance Sales
 - Closing-Out Sales
 - Administrator Sales
 - Money Raising Sales
 - Over Stock Sales
 - Dissolution Sales
 - Liquidation Sales
 - Re-Building Sales
- And Many Others to Meet Your Requirements**

REFERENCES.

- E. A. Stowe, Tradesman, Grand Rapids, Mich.
- Blood & Hart, Dry Goods, Marine City, Mich.
- Edward Lonergan, Clothing, Bridgeport, Conn.
- McQuillan & Harrison, Clothing, Jackson, Mich.
- I. Gudelski, Clothing, Hats and Shoes, Grand Rapids, Mich.
- Mills & Healey, Dry Goods, Grand Rapids, Mich.
- S. Bonczak, Clothing, Hats and Shoes, Detroit, Mich.
- Spreyers Ready-to-Wear Store, Kalamazoo, Mich.
- F. O. Lindquist, Grand Rapids, Mich.
- Edson-Moore Co., Dry Goods, Detroit, Mich.

WRITE, WIRE OR PHONE

JOHN L. LYNCH 28 South Ionia Ave.
Grand Rapids, Michigan

Be sure you get the address right— Bell 860 Citizens 2713

IT IS UP TO YOU

to move forward or slip back

Towns Do Not Stand Still

Towns organized

The WAGNER Way

grow steadily and substantially

Consult



455 Equity Bldg.
Detroit

Chamber of Commerce
Grand Haven, Mich.



Cigar Cigar

**DORNBOS
Single Binder**

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

GRAND RAPIDS WHOLESALERS

The following is a classified list of the wholesalers of Grand Rapids who are responsible for the series of twelve two-page advertisements, exploiting Grand Rapids, Michigan's Greatest Wholesale Market, commencing in this issue of the Tradesman:

AGRICULTURAL IMPLEMENTS

International Harvester Co. of America

AUTOMOBILES

Becker Auto Company
Grand Rapids Overland Company

AUTOMOBILE ACCESSORIES

Michigan Tire & Accessories Company

BEANS, GRAIN, FEED AND BAGS

Wellman, E. L.

BEDDING AND MATTRESSES

Grand Rapids Bedding Company

BELTING AND MILL SUPPLIES

Barclay, Ayers & Bertsch Company
Raniville, F., Company

BUTTER

Blue Valley Creamery Company

CALENDARS AND ADVERTISING

NOVELTIES

Grand Rapids Calendar Company

CANDY

National Candy Company (Putnam Factory)

CASKETS AND UNDERTAKERS SUPPLIES

Grand Rapids Casket Company
Powers & Walker Casket Company

CIGAR MANUFACTURERS

Dornbos, Peter
Johnson, G. J., Cigar Company

CIGARS AND TOBACCO

Woodhouse Company, The

CORNICES AND SHEET METAL WORKS

Hopson, W. C. Company

CRACKERS AND COOKIES

National Biscuit Company

CROCKERY, HOUSE FURNISHINGS AND

FANCY GOODS

Leonard, H., & Sons

DRUGS AND DRUGGISTS SUNDRIES

Hazeltine & Perkins Drug Company

DRY GOODS AND NOTIONS

Grand Rapids Dry Goods Company
Steketee, Paul, & Sons

ELECTRICAL SUPPLIES

Grand Rapids Electric Company
Litscher, C. J., Electric Company

EXECUTORS, ADMINISTRATORS AND INVESTMENT SECURITIES

Grand Rapids Trust Company
Michigan Trust Company

FLAVORING EXTRACTS AND PERFUMES

Jennings Manufacturing Company

FLOUR, FEED AND GRAIN

Baker, Roy
Voigt Milling Company
Watson-Higgins Milling Company
Wykes & Company

FLOUR, MILLFEED AND SPECIALTIES

Valley City Milling Company

FRUITS AND VEGETABLES

Piowaty, M., & Sons
Vinkemulder Company

GASOLINE AND ACETYLENE LIGHTING SYSTEMS

Noel, John S., Company

GROCERIES

Judson Grocer Company
National Grocer Company
Rademaker-Dooce Company
Worden Grocer Company

HARDWARE AND SPORTING GOODS

Foster, Stevens & Company

HARNESS, COLLARS, FUR ROBES AND COATS

Brown & Sehler Company

LADIES AND MISSES GARMENTS

Lowell Manufacturing Company

LAUNDERING, DRY AND RUG CLEANING

Baxter Laundry Company

LITHOGRAPHERS, PRINTERS, DESIGNERS AND ENGRAVERS

Michigan Lithograph Company
Tradesman Company

MILLINERY, TRIMMED AND TAILORED HATS

Corl, Knott & Company
Kimmel Millinery Company

OILS

Standard Oil Company

OLEOMARGARINE, BUTTER AND EGGS

Van Westenbrugge, I.

PAPER, TWINE, ETC.

Mills, C. W., Paper Company

PLATE AND WINDOW GLASS

Toledo Plate & Window Glass Company

POTATOES

Moseley Bros.

PRINTERS PAPER

Dwight Bros. Paper Company

SADDLERY, HEAVY HARDWARE, BLACK-

SMITH AND AUTOMOBILE SUPPLIES

Hall, Sherwood, Company

SAFES AND VAULTS

Grand Rapids Safe Company

SEEDS AND GRAINS

Brown, A. J., Seed Company

SHIRTS, OVERALLS, ETC.

Ideal Clothing Company

SHOES, RUBBERS AND SHOE STORE

SUPPLIES

Grand Rapids Shoe & Rubber Company
Herold-Bertsch Shoe Company
Hirth-Krause Company

Rindge, Kalmbach, Logie & Company

TANGELFOOT FLY PAPER

Thum, O. & W., Company

TELEPHONES, LOCAL AND LONG

DISTANCE

Citizens Telephone Company
Michigan State Telephone Company (Bell System)

WALL PAPER, PAINTS AND WINDOW

SHADES

Heystek & Canfield Company

Insist

on getting butter with that deep, rich, golden hue which your customers demand.

Tell the people who make your butter to use

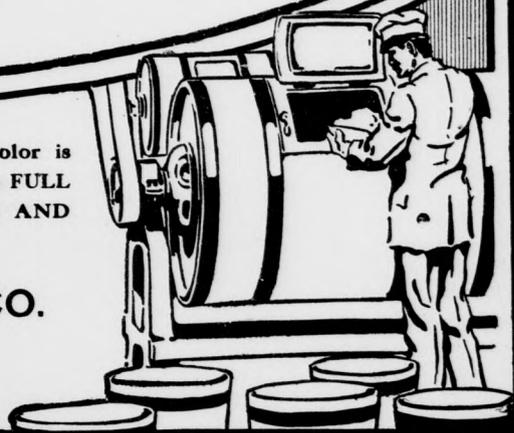
Dandelion Brand Butter Color



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

WELLS & RICHARDSON CO.
BURLINGTON, VERMONT

And 200 Mountain St., Montreal, Canada



Dandelion Brand



Butter Color

The color with

the golden shade



Movements of Merchants.

Sparta—W. J. Brack succeeds Floyd Johnson in the photo supply business.

Portland—B. J. Beebe & Son have added lines of shoes to their grocery stock.

Chelsea—The Dancer Hardware Co. has changed its name to the Chelsea Hardware Co.

Muskegon—John Athens Sons have increased its capital stock from \$10,000 to \$20,000.

Muskegon—The Moulton Grocer Co. has increased its capital stock from \$40,000 to \$80,000.

Detroit—Emmet L. Sprague & Co., brokers, have changed their name to Wendell, Mulkey & Co.

Detroit—The Tire and Auto Service Co. has increased its capital stock from \$10,000 to \$15,000.

Mt. Clemens—Bernard McSweeney, undertaker, died at his home April 27, following a short illness.

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

Detroit—The Schiller Butter & Egg Co. has increased its capitalization from \$10,000 to \$25,000.

Lawton—Willis Peacock has sold his grocery stock to Charles Stoker, who took immediate possession.

Kalamazoo—F. B. Drolet has added a soda fountain to his drug store equipment on South Burdick street.

Saginaw—Morley Bros., wholesale hardware, has increased its capitalization from \$500,000 to \$1,000,000.

Howell—Max Cohen has sold his stock of general merchandise to Detroit buyers, who have removed it to that city.

Saginaw—The Saginaw Valley Co-Operative Association has been organized with an authorized capital stock of \$50,000.

Baldwin—The Business Men's Association has concluded a deal whereby a new and modern cheese factory will be erected.

Owosso—The United Dairies Co. has been organized by the milk producers of Shiawassee county. It is capitalized at \$10,000.

Charlotte—J. A. McGill, engaged in the bicycle repair and machine business, has added a complete line of shelf hardware to his stock.

Battle Creek—Fred J. Heyser has closed out his bakery on Cherry street and will act as traveling representative for a local company.

Jackson—F. M. Knickerbocker, Hubert Clemo and Howard Keehn have formed a copartnership and purchased the plant of the Niagara Laundry Co., at 302 Cooper street, and will continue the business under the style of the American Laundry Co.

Detroit—The Newton Beef Co. has increased its capital stock from \$400,000 to \$1,000,000 and changed its name to Newton Packing Co.

Marquette—The Workers Co-Operative Society has engaged in the general mercantile business with an authorized capitalization of \$15,000.

Battle Creek—The Emery Cigar Co. has been incorporated with a capital stock of \$2,500, all of which has been subscribed and paid in cash.

Wayland—W. D. Weaver has sold his stock of hardware to the W. Maxwell Merchandise Co., of Kalamazoo, who is closing it out at special sale.

Howell—Claude H. Estey, who conducts a grain elevator at Shepherd, has purchased the Ray F. Gordon elevator and will conduct it as a branch.

Ludington—H. V. Huston has sold his stock in the Waters Hardware Co. to A. F. Keseberg. The business will be continued under the same style.

Marquette—The Juliet Iron Co. has been organized with an authorized capital stock of \$100,000, all of which has been subscribed and paid in property.

Lyons—Sylvester and Arnold Fox, of Fowler, have formed a copartnership and purchased the lumber and fuel business of Hawley & Johnson, taking possession May 1.

Wayland—F. C. Wing, undertaker, has purchased the stock of the Schuh Furniture Co., also the double store building at the corner of Maine and Pine streets.

Charlevoix—Frank Carmen lost his stock of general merchandise by fire April 28. The stock was located at Norwood and was a total loss, no insurance being carried.

Sebawaing—The Sebawaing Co-Operative Association has been organized with an authorized capital stock of \$30,000, of which amount \$3,000 has been subscribed.

Corunna—The Shiawassee Farmers' Grain Co., with a capitalization of \$30,000, has been organized and will immediately commence the erection of a modern grain elevator.

Lansing—John F. Miller, proprietor of the Home Bakery, 616 East Franklin avenue, has closed out his stock and will retire from business owing to the high price of flour and sugar.

Byron Center—The four-day sale conducted by Joseph P. Lynch in the general store of the Towner Co. Ltd., last week, resulted in the movement of goods to the amount of \$2,791.41.

Marine City—The ten day sale conducted by John L. Lynch for Blood & Hart resulted in the disposal of goods to the amount of \$17,740. Mr. Lynch sold the remainder of the stock to M. Spektor, of Philadelphia, for 79 cents on the dollar.

Laingsburg—The Union Co-Operative Stock Shipping Co. has been organized with a capitalization of \$15,000. Shipments of stock will be made alternately from Laingsburg and Bennington.

Saginaw—Fire damaged the store building and grocery stock of Henry Heller, at 804 Genesee avenue, April 30, to the extent of about \$6,000. The loss was partially covered by insurance.

Fenton—The Fenton Co-Operative Association has been organized to conduct a co-operative farm products, mercantile and manufacturing business with an authorized capital stock of \$25,000.

Marquette—Peter F. Frei will remove his bakery to the Pythian building and sell a half interest in the business to his son, Arthur. It will be continued under the style of Peter F. Frei & Son.

Detroit—The Great Lakes Preserving Co. has been incorporated with an authorized capitalization of \$10,000, of which amount \$6,000 has been subscribed, and \$5,500 paid in cash.

Wayland—Wilson H. Mosher, who conducted a clothing and shoe store in the Yeakey block for several years, has sold the remainder of his stock to out of town buyers who have shipped the goods away.

Jackson—The Liberty Auto & Supply Co. has been organized with an authorized capital stock of \$5,000, of which amount \$3,330 has been subscribed, \$100 paid in cash and \$2,330 paid in property.

Ypsilanti—Fred H. Nissly, who conducts a department store, is closing out his stock of dry goods and women's ready-to-wear clothing and will make the store an exclusive crockery, glassware and house furnishing goods establishment.

Detroit—Frank Brothers, wholesale grocers, have merged their business into a stock company under the style of Frank Brothers Co., with an authorized capital stock of \$20,000, of which amount, \$10,000 has been subscribed and paid in cash.

Marshall—The Farmers Elevator Company of Marshall has engaged in business to handle farm and dairy products and supplies with an authorized capital stock of \$40,000, of which amount \$20,000 has been subscribed and \$8,200 paid in cash.

Sault Ste. Marie—S. Gross & Co., engaged in the general store business, have merged their business into a stock company under the style of the H. W. Kline Co., with an authorized capital stock of \$10,000 all of which has been subscribed and paid in property.

Manufacturing Matters.

Detroit—The New Standard Foundry Co. has changed its name to Stroh Casting Co.

Holland—The Home Furnace Co. has increased its capital stock from \$3,000 to \$8,000.

Kalamazoo—The Kalamazoo Label Co. has increased its capital stock from \$35,000 to \$54,000.

Detroit—The Michigan Storage Battery Co. has increased its capital stock from \$50,000 to \$100,000.

Detroit—The W. E. Wood Co., construction engineers, have increased their capital stock from \$40,000 to \$100,000.

Munising—The Superior Lumber & Cedar Co., Inc., succeeds the Superior Veneer & Cooperage Co.

Detroit—The Godfrey Furniture Co. has changed its name to Detroit Wholesale Furniture Co.

Jackson—The Jackson Furnace & Foundry Co. has increased its capitalization from \$20,000 to \$70,000.

Detroit—The Milwaukee Die & Tool Co. has increased its capital stock from \$5,000 to \$10,000.

Remus—The Remus Co-operative Creamery Co. has been organized with an authorized capital stock of \$10,000.

Highland Park—The capital stock of the Ideal Concrete Block Co. has been increased from \$3,000 to \$8,000.

Albion—The Hayes Wheel Co. is building an addition to its plant, increasing the present floor space one-third.

Detroit—The Gray Electric Co. has been incorporated with an authorized capital stock of \$10,000, all of which has been subscribed and paid in property.

Howell—The Howell Elevator Co. has been incorporated with an authorized capital stock of \$20,000, of which amount \$1,000 has been subscribed and paid in cash.

Bay City—The W. H. Nickless box factory and planing mill was destroyed by fire April 27, entailing a loss of more than \$20,000, which was partially covered by insurance.

Freeland—The Monitor Cheese Co. has been incorporated with a capital stock of \$4,000 with \$2,800 paid in cash. A factory will be built for the manufacture of cheese.

Otsego—The Eady Shoe Manufacturing Co. has been re-organized with an authorized capitalization of \$80,000, of which amount \$41,000 has been subscribed and paid in property.

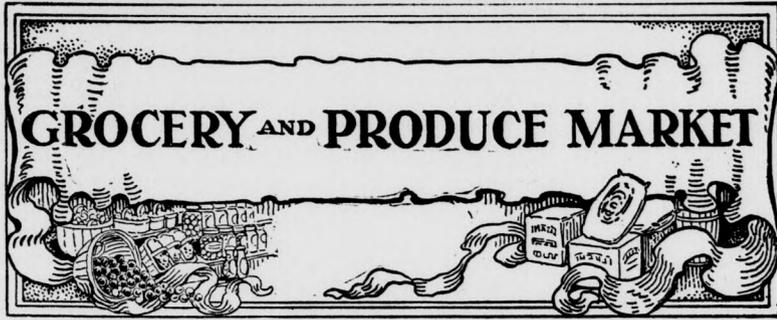
Detroit—The Cadillac Clay Co. has been organized to manufacture building materials with an authorized capitalization of \$7,500, all of which has been subscribed and paid in cash.

Elwell—The Elwell Cheese Co. has purchased a new 4,000 pound whey separator for its factory. The whey will be skimmed and pasteurized and returned to the patrons in a sweet condition for feeding.

Fountain—The Fountain Cheese Co. has been organized with a capital stock of \$5,000. The new company will build a factory and several kinds of fancy brands of cheese will be made as well as the American cheese.

Detroit—The Desmond Pneumatic Starter Co. has been incorporated to manufacture pneumatic starters for engines with an authorized capitalization of \$50,000, all of which has been subscribed and \$5,000 paid in cash.

Grand Haven—This place has one of the five firms manufacturing crochet hooks in the United States, which before the war were all manufactured in Germany or England. The new industry is known as the Peerless Novelty Co., which at present is occupying quarters in the Enterprise building. Although the business has been in operation only for a short time, it has outgrown its present quarters, and the company has plans for a new building 60 feet wide and 198 feet long.



The Grocery Market.

Sugar—Refiners are interested in catching up on old orders now on the books, being still several weeks behind in delivery, and for this reason there is little inclination to take new business, even at present attractive levels when compared with the price of raws. During the week a limited volume of orders was taken at the variously quoted figures from $7\frac{1}{2}$ @ $8\frac{1}{2}$ c, brokers having a large quantity that could not be placed. One effect of the high price and the refusal of refiners to book far ahead has been to put a damper on the buying craze of the public that threatened to run away with the market. The housewife has undoubtedly hoarded a large total in the aggregate against future requirements and will, to that extent, be a much less factor in the summer months when the preserving season is at its height. Just what the canning period will bring is a question which finds varied answers. Some say that sugar twice the normal figure will severely curtail the consumption, others that the Government will encourage the preserving of all perishable foodstuffs, in which category fruits will, of course, be included. Some local authorities are rather afraid that an excise tax may yet be imposed, despite the contrary opinion of Washington circles.

Tea—The tea market has a strong tone, due to the scarcity of supplies, which some of the trade point out warrants prevailing high prices apart from any duty possibility. This is especially the case with Ceylon, the supply of which is getting practically exhausted, so that holders command their own figure. Other black teas are nominally unchanged, but the tone is firm. Shipping is a factor sentimentally in the situation. It is pointed out that steamers arriving from the Far East via the Cape of Good Hope are loaded with munitions and sent to Vladivostok from here, thus taking away just that much tonnage available for tea and other commodities. This makes for concern regarding the coming crop, the season being about to open in Japan, which country, presumably, will see that its tea comes to market in preference to that of China. The duty question seems to be shelved for the present, but there is little doubt in the minds of most of the trade that an import duty will eventually be forced to help pay the tremendous cost of the war.

Coffee—The market shows no change from last week, although the feeling is unquestionably easier. The option market has declined, but so far actual coffee is exactly where it

was a week ago, although there are rumors, as the week closes, that some holders will shade $\frac{1}{8}$ c. If the demand continues as poor as it is, the market will probably be lower. Milds are still dull and heavy. Java and Mocha grades are unchanged.

Canned Goods as a Whole—Buying of canned goods has not been on the heavy scale during the past week that was witnessed during the preceding weeks. It would be impossible to assign any one cause to this falling off, but it is easy enough to see where a number of contributing factors have run their courses. At the outset there is the depletion of supplies. Spot stocks of practically everything have been cleaned up. That is to say, they have changed ownership, and in each instance the new owner has changed his ideas as to the value of the goods, as is sure to happen when a buyer becomes a seller. Thus, in the course of time, they had to reach levels where the buyers paused to consider "how much the traffic would bear." In other words, the economic law that high prices check consumption is now in full force. A height has been reached in the values of some varieties of canned goods, such as tomatoes and salmon, for instance, that can be justified only by famine conditions and the urgent need of the staples for actual consumption. For the present most grocers are selling goods at prices far below the present wholesale prices, based on purchases made last spring and summer. Thus they are selling salmon at 24 cents a can to the consumer that is costing the jobber 25 cents at the present time and which, when the grocer's present supply is exhausted, he would have to sell to the consumer from his new stock at 30 cents or more. Or in the case of tomatoes he will have to charge the consumer close to 20 cents a can for what used to sell at 10 cents. The question then arises as to whether the consumer will pay such prices for salmon or tomatoes or go without. The enthusiasm of speculation hitherto has been predicted on the belief that, as these commodities could not be bought for less, the consumer would have to pay present prices or go without—and he may elect to go without it. As to futures, canners have sold all they think wise until crop conditions can be estimated, while buyers would also like the situation to develop a little more before proceeding further. It is a long time between now and harvest, and many new conditions can develop in the meantime.

Canned Fruit—There is not much doing in this department at present.

Stocks are well sold up, and the future situation is unsettled.

Canned Vegetables—There has been no change in the spot or future tomato market during the past week, but prices are fully maintained. Spot stocks are getting scarcer every day, and there is no doubt but what the market will advance still further before the new crop. There is practically no corn that can be bought for future delivery, and spot corn is very scarce and has advanced more than \$1 a dozen since the opening prices last fall. Almost every packer of future canned goods has withdrawn prices, owing to the uncertainty of being able to secure cans, labor and raw stock.

Canned Fish—Salmon is quiet because of the light offerings. Red Alaska is quoted anywhere from \$2.85 @3 and pinks a dollar cheaper. While the sardine season has begun officially, there has nothing been heard from Eastport as yet which gives any clue to conditions.

Dried Fruits—Another day or two will tell what success the new prune and apricot growers' association has had with its organization on the Coast. Whatever desire may exist on the part of the outside packers to belittle it there can be no question that as a factor in the situation for the coming year its success or failure will prove important. There have been some high prices made within the past week on the Coast for future prunes and apricots, which may have had their inception in a desire to demoralize growers when confronted with the organization proposition. At any rate, from the way the situation appears to buyers here there is not much excuse for charging such prices for future prunes or apricots when present crop prospects point to a bountiful yield. The only other proposition is that the demand will be sufficient to absorb all the land will produce, a view that is put forth by operators whose opinions as a rule carry considerable weight. Spot demand is regarded as excellent both locally and on the Coast. High prices prevail for all dried fruit, as supplies are being steadily depleted.

Tapioca—The market is strong and higher on an active trade demand, reflecting the tendency in other foodstuffs. Cables report strength in foreign market and freights are higher.

Cheese—The market is firm at about 1c per pound advance from a week ago. The make of cheese is still very light and there is a good demand for export and a fair demand for consumption. The prevailing prices are likely to last until we have considerable increase in the make, which is not likely for another month. The quality of cheese arriving is as good as usual for the season.

Provisions—The market on pure lard is firm at unchanged quotations. There is a very light supply and a good consumptive demand. The outlook is for slightly higher prices in the immediate future. Compound lard is about $\frac{1}{4}$ @ $\frac{1}{2}$ c higher over last week's quotations, and continued high prices are looked for. This is due largely to the light supply and good demand, and also in sympathy with the high

prices of pure hog lard. The market on smoked meats is from $\frac{1}{2}$ @1c higher over previous quotations, due to a very light supply and a good consumptive demand. Continued high prices are looked for in pork products, as receipts of live hogs are extremely light. The markets on dried beef is firm, at unchanged prices, with a light supply and a fair consumptive demand. Barreled pork is about 50c higher over last week's quotations, due to extremely light supply and fair consumptive demand; canned meats about 10 per cent. higher.

Salt Fish—There has been no change in mackerel during the week. The supply is small and prices are well maintained, without change. Cod, hake and haddock are dull at ruling quotations.

Changes at the Michigan Hardware Company.

Truman L. Gillett, who has served the Michigan Hardware Company for the past three years as Secretary and Treasurer, has been obliged to retire on account of ill health. He handed in his resignation to the directors April 23. It was accepted with reluctance and remarks expressive of the regret felt by the board were made by all present. At a subsequent meeting of the directors, held April 30, James B. Shaughnessy was elected Secretary and Treasurer to fill the vacancy caused by the resignation of Mr. Gillett. Mr. Shaughnessy will act as assistant manager, house salesman and manager of salesmen. He has been identified with the hardware trade ever since he entered upon a business career and was one of the incorporators of the Michigan Hardware Company. E. Kettner has been promoted from book-keeper to credit man and E. De Young has been selected to succeed to the position of book-keeper.

The first purpose of the commission which we are sending to Russia under the leadership of Mr. Root is to give concrete expression to the vast sympathy and hope with which American democracy is watching the efforts of the Russian people to keep and consolidate the liberties they have won for themselves, and the promise they hold out for the world. Any body of representative Americans would be capable of delivering this message. But if American sympathy is to be supplemented by effective assistance to the new regime in Russia, there is need for wide knowledge, experience, and judgment on the part of the men who are to study the problem of how we can best help a great nation beset with the tremendous problems of revolution and war. For this work Mr. Root's qualifications need hardly be discussed. His mission is a double one. He must not only interpret this country to the Russian people, but he must supply the information on the basis of which our Government can best serve the cause of Russian democracy. Granted a fundamental agreement with the ideals of the new republic, such as Mr. Root expressed in his admirable speech before the Society of International Law, it needs the eye of the trained observer to distinguish the realities and possibilities of the difficult Russian problem.

Sagacious Salutations From Saline Saginaw.

Saginaw, April 30—A great effort on the part of the Saginaw citizens is being made to bring their city into prominence along with other prominent manufacturing cities of the State and in the past few weeks wonders have been accomplished. A \$100,000 incorporation has just been launched by local financiers known as the Saginaw Auto Body Co. We are proud of this company as it is a real home product and only recently an outside corporation of a similar character tried to get the city to give it a fancy bonus to get it to locate here. S. L. Eastman is a prominent figure in this new enterprise. It will occupy the old Feige Desk Co. plant, out East Genesee avenue. It is stated that operations will begin within two weeks.

The Saginaw Chapter of the Red Cross has opened headquarters in the Bancroft Hotel building, Wallis Craig Smith, chairman. Miss Helen Ewen is in charge as Executive Secretary.

Ralph C. Morley, of this city, has been appointed a member of the executive committee of the Michigan Red Cross organization by Governor Sleeper.

Local concerns are offering unused ground around factories to employes. The American Cash Register Co. and the Michigan Sugar Co. are the latest to make such offers.

The management of the Jeffers-Strand theater are doing their share toward food preparedness this week by distributing thousands of packages of seeds to their patrons.

The Van Overen bowling five, of this city, brought home the bacon last week from Detroit. They won the State championship with a score of 27 to 49. This all goes to help boost for a Bigger and Better Saginaw.

May 1 B. F. Welty, manager of the Vincent Hotel, will leave for Chicago, where he has several offers under consideration. Mr. Welty has been at the Vincent three years. The public in general will be sorry to hear of his resignation and we all wish him good luck in his new field.

The Saginaw Cigar Co. held its annual meeting of stockholders at its plant, Tuscola and Warren avenues, last Tuesday. Following are the directors chosen: Chas. E. Lown, Peter Beck, Edmund Kersten, William F. Hemmeter, F. S. Vovak, Jos. Weigel and W. J. Mertz. The officers for 1917 elected were President, Charles F. Lown; Vice-President, W. J. Mertz; Secretary, E. Kersten; Treasurer, Peter Beck. The above company enjoyed a prosperous year and is looking forward to a bigger business for 1917 in the face of raw materials being so much higher. It manufacturers the famous 47 cigar.

The Royal Arcanum, at its convention last week at Lansing, named E. E. Bishop, of Saginaw, as its Grand Regent. H. J. Lemcke, also of this city, was named on the finance committee and W. E. Goodman a member of the State of the Order. All three of the above gentlemen are able to handle their respective offices with credit to themselves and the order.

The many friends of Mr. and Mrs. Gordon Grant, of this city, will be sorry to hear of the serious illness of their only child and son, who is lying very low with typhoid-pneumonia. May the cloud have a silver lining is the wish of a host of friends and Saginaw Council at large. Mr. Grant is an old commercial traveler and now a member of the firm of Brown & Grant, popular realty dealers of Saginaw.

The auto speed demons are being taken into camp around town and it is pretty near time, too. If Justice Clements has his way about it there will be a number of cars locked in the owner's garage for ninety days as a penalty for their dare devil actions.

The Legislative session which closed at Lansing last week cost Mich-

igan only \$200,000. Surely no one has a kick coming. Two years ago the cost was \$204,000 and they didn't have to pay \$4 per bushel for potatoes at that time either or 20 cents per pound for onions.

Who said spring began March 21? It hasn't come yet.

Following are the committees appointed by Senior Counselor E. E. Putnam for the ensuing year.

Chaplain—M. V. Foley.

Degree Team—Anthony R. Sanzone, Frank V. Plumb, Frank T. Pinkey, Clayton Smith, A. L. McGee, Al. D. LaFevre, Chas. F. Gossell.

Ray of Hope Lecturer—Geo. A. Pitts.

Base Ball—Chas. V. Robb, A. E. Dorman, DeLos Ellis.

Floral—H. L. Rutherford.

Entertainment—Fred L. Strutz, Al. Baun, Leon Gemmill, Waldo A. McIntyre.

Membership—H. D. Ranney, Elmore McMann, Harry E. Prine, Fred W. Schroetke, Edward Knoop, Fred J. Harrington, Geo. E. Bremer, J. Harold Blackney.

Hotel—Arthur C. Malone, Allen Cooley, Edward V. Grow, C. R. Jennings.

Railroad and Street Car—O. D. Gilbert, Orin M. Leidlein, George Thomas Oliver, John A. Baker.

Press and Scribe—L. M. Steward.

Mr. Putnam has been very careful in his selection of co-workers and if they will only respond and all get in the harness and work harmoniously, much can be accomplished the coming year. Boys, let's all pull for our Senior Counselor. He is doing his best and his heart and soul are in his work.

Bliss & Van Auken, Saginaw's largest lumber dealers, held a big flag-raising ceremony Saturday at their plant. Mayor Paddock was the chief speaker, after which, with bared heads, the employes stood and sang the Star Spangled Banner.

Everybody in Flint knew that the Saginaw Merlin Grotto was in their midst Friday night. They went to the Vehicle City 250 strong.

It takes S. W. Beakes, of Ann Arbor, to pull down the bacon. At the last election Beakes on the first count was defeated by Bacon for Congress. Bacon went to Washington and since there has fought against anything and everything that President Wilson wanted. Beakes stayed home and contested the election. The official count was completed last Thursday and shows Bacon was defeated by 250 votes. Mr. Beakes' former term proved him a man with a clean record and may he so continue through this time of trouble.

Last Thursday afternoon and evening was a big day for Saginaw. It was food preparedness day. A public mass meeting was held in the evening at the Palace Theater, at which time hundreds of people were turned away. The speakers of the event were Governor Sleeper, Ex-Governor Warner, W. K. Prudden, of Lansing, Nathan F. Simpson, Ex-Warden of Jackson prison, Mayor Paddock and Attorney Ernest A. Snow. Everyone was urged to do their part toward the war by working at home in the garden and in the fields.

We were mighty glad to meet face to face our old friend, Ed. J. Lane, Saturday. Ed. has been in ill health for several months and about three months ago decided to take a rest and make a trip through the South. He visited Havana, Tampa and New Orleans. He motored from Tampa to Tifton, Ga., on his way back, thence by railroad. Ed. says if you are in need of rest and health, by all means go South and certainly his looks now fortify such a statement. He goes back on his old job to-day, featuring Star A Star goods for Symons Bros. & Co.

There's always a first time for everything and for the first time the

Ladies Auxiliary to the local U. C. T. gave a ball in the Masonic Temple Saturday evening. It had been predicted by many to be almost too big an affair for our fair ones to handle alone, but, as usual, they proved rear heroines, for it was the greatest affair of its kind ever attempted and successfully pulled off in Number 43. At 8 o'clock the pleasure seekers began entering the Temple. Once through the second doors you came face to face with a smile and a "How do you do" that made you feel at home and helped blaze the trail toward a real evening's entertainment. In fact, it was a real patriotic affair. The ball room was beautifully decorated with our National colors. The electric lighting was of the same. The stage was artistically decorated with palms and cut flowers, from behind which came the music rendered by Bert Christian's ten-piece orchestra. Between dances James L. Bagley, a Saginaw boy, sang a number of solos and on several occasions, in featuring patriotic airs, asked the crowd to join him. For those who did not care to dance the ladies provided cards and progressive pedro. The victors were Ladies, first prize, Mrs. Charles Robb; second, Mrs. D. G. MacDonald; Gentlemen, first prize, A. Albright; second prize, Ed. Bixby. At 10:30

Chicago Boats

Tues. - Thurs. - Sun. Night

7:30 P. M.

VIA

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City Ticket Office

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This Company through its constituent companies owns and operates successful Public Utility properties located in six States in the Middle West, serving over 150 cities and towns. The many sources of revenue and their dependable character give every assurance of a steady and growing revenue for the Company.

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pineapple ice was served to the guests. There were 130 couples present. The following were here from Bay City: Mr. and Mrs. Harry Perkins, Mr. and Mrs. J. K. Hudson, Mr. and Mrs. Carter, Mr. and Mrs. M. W. McGilvrey, Mr. and Mrs. John McDonald, Mr. and Mrs. W. B. Mitchell, Mr. and Mrs. Robert Bickle, Mr. and Mrs. E. B. Bennett and Wm. F. Dreyer. We were very glad to welcome these folks and hope they remember the good time they had and come again. The committee in charge of the affair was Mrs. Harry Zirwes, Mrs. H. L. Rutherford, Mrs. Horace Fox and Mrs. Ed. Baum. Ladies, speaking for myself and safely for No. 43, we most sincerely congratulate you on your success and will be looking forward to the second annual ball in 1918.

Saginaw retail grocers held their second annual pure food show last week in the Auditorium. It was a greater show than that of 1916. There was not as many outside manufacturers in evidence, but our local business houses seemed to take a greater interest than heretofore and surely did themselves proud in the displays they made. The color scheme throughout was pink and white, with a touch here and there of clusters of wild rambling roses. The building was exceptionally well lighted. Our National colors were seen also on every side. Music was furnished by Amsteden's Third Regiment Band afternoons and evenings and between times victrola concerts were held. Harmony reigned supreme, with one exception: Old Weather Man got his dates mixed and gave us rain almost every day and although there were great throngs of people on hand at every session, it would have been better but for the weather. Among the prominent displays and booths on the floor were Schust Baking Co., featuring crackers and confections; Symons Bros & Co. gave an interesting account of themselves as jobbers and had a very fine booth; Morley Bros. held full sway

on the stage of the great ball and had a great display featuring the different departments of their wholesale and retail store on Washington avenue; The Cornwell Co., local packers and produce people, were also among the leading features. For the finest booth and largest display, Lee & Cady led them all. They occupied five separate booths, featuring their different exclusive lines, of which the Nobility chocolate booth was the finest. That Loose-Wiles Co., Boston, manufacture a high grade line of chocolates was evidenced at the show by their exclusive distributors, Lee & Cady, Saginaw branch. An attractive display of packages of Nobility goods greeted you as you entered the main door. The ladies who were in charge and wore the badges of authority were the Misses Grabmeyer, Keenan, Borden, Ziegler, Tauer and Tomlinson. They handed out the tasting samples which was a means of acquainting the public with the high quality of Nobility chocolates. A unique background made up of a Grecian display, showing numerous styles of packages and a center piece of a hand embroidered spread American Eagle above crossed silk flags was particularly noticeable. This booth made a decided hit with everyone. The man responsible for the above booth was none other than Vincent J. Byerlein, manager of the candy department of Lee & Cady. Mr. Byerlein has spent many years in this department and only by his untiring efforts has he been able to hold the position he does. He has long been considered an authority in his line.

A brother traveler says to our Senior Counselor, E. E. Putnam, "Put, we ought to go over and make a clean sweep of those Germans."

Put: "Well, we can if we use the famous B. O. E. line."

Honestly, this man, when not talking U. C. Tism, can do nothing but talk brooms. L. M. Steward.

Sidelights on Celery City and Environs.

Kalamazoo, May 1—Work on the New Borgess Hospital, on Gull street, East of the city, is progressing rapidly and the building will be ready for occupancy by July 1. There will be about 100 rooms suitable for the accommodation of patients. The Sisters of St. Joseph intend to furnish at the outset forty rooms and are asking the patrons and benefactors of the institution to assist in the expense.

Walter D. Murphy, of Columbus, Ohio, Supreme Secretary for the United Commercial Travelers of America; M. Howarn, of Detroit (and B. Wilson, of Traverse City, will be among the guests at a large meeting to be held by Kalamazoo Council Saturday, May 12. Several new members will be taken into the organization at this time. The meeting is scheduled to begin at 6 o'clock with the banquet. The business session will start at 8. Both gatherings will be held in the Knights of Pythias castle. Officers and members of the Kalamazoo organization are arranging a special programme for the event.

It is probable that the Kalamazoo Retail Grocers and Meat Dealers Association will go to Galesburg in July for its annual picnic and outing. A committee from the Association, composed of Walter Johnson, Walter Wood, J. E. Pease, D. J. Taylor, Samuel Poelstra, Henry Engel, Jr., and Garret Broekema went to Galesburg yesterday to discuss plans for holding the picnic in that village during the Galesbur homecoming, and will recommend that this arrangement be made.

Kalamazoo's first volunteer company Friday night reached such size that it was necessary for its members to drill in the street. Sixty-eight were in line.

More than 100 boy scouts Saturday will begin operating their gardens. Seeds and implements have already

been arranged for by the boys and it is expected that at least twenty acres of land that have been idle for years will be under cultivation.

W. S. Cook.

Do Not Forget Belgium.

Ithaca, N. Y., May 1—During the last week, America has welcomed a very distinguished British statesman and that French general whose name is rarely mentioned without the humble veneration which we bestow upon the great spiritual leaders of the human race. And yet, there is something lacking. The British fleet would have been of small avail and the battle of the Marne could never have been fought without the delay which the heroic defence of the ill-prepared Belgian lines caused to the invading German hordes.

If the war is to be won for that cause which alone can assure us the integrity of the small nations, the victory will be due to the courage of one of their own number. The inevitable outcome of the present struggle was made possible when King Albert and his people sacrificed themselves for the benefit of a principle. They demanded that the ethics of private individuals should also become the ethics of great nations in their relationship to each other and to their less powerful neighbors.

To ask King Albert to visit his new ally at the present moment would not only be an act of gracious courtesy. It would show the rest of the neutral world that America enters the war upon the basis of that new and exalted conception of international law, which President Wilson has laid down in his ever memorable address to Congress.

Hendrik Willem van Loon.

The Richards-Wilson Pipe Covering Co. has changed its name to the Richards Manufacturing Co.



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

Barney says—

The man I took through our house last week told me this was the biggest wholesale grocery house he had ever seen.

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GRAND RAPIDS—KALAMAZOO

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E. A. STOWE, Editor.

May 2, 1917.

RAISE ENOUGH FOOD TO WIN.

In this great time, when every citizen must do his part, the President has made his chief appeal to the men who live on the land. He is right in doing so, for the safety of our country just now is in the hands of our farmers. What the Tradesman means is not merely our safety and the safety of our Allies in the matter of food. It means that the safety of the United States against foreign invasion hangs on the decision of the farmers of the forty-eight states.

The two great weapons in this war are arms and starvation. The war against German arms will be won or lost in France—the war against starvation will be won or lost in America. The Kaiser cannot whip the French and English armies and the English navy while England has food. But it is still possible that the German submarines may be able to keep food enough from reaching England to starve her into submission.

If the submarines win, the first item in the Kaiser's terms of peace will be the English fleet. With the English fleet in his possession, the Kaiser will be master of the world.

What will happen to us then? Every man who stops to think knows the answer. We shall have money, food, labor, land—everything that is desirable in the world except the power to protect what we have. Experts estimate that it will take us nine months to get ready to meet a German army of even 150,000 men, with modern artillery. Under such circumstances, would the Germans treat us better than they have already treated Belgium and France?

Even if the armies of our Allies should crush the German military power this summer, before the shortage of food can reach the point of want, the world would still need vast quantities of American food. But if they do not, only one course can make us safe, and that is to grow food enough on our farms for ourselves and our Allies, and to put ships enough on the sea to carry the food, in spite of the submarines, to the men who are fighting our fight.

If the war lasts beyond this summer, it will be the American farmer who will win or lose the war, who will overcome militarism and autocracy,

or allow them to spread and control the world, ourselves included.

This is no fanciful picture, but sober fact. Many a man will make light of it until he comes to think it over, but the Tradesman ventures to say that few will treat it lightly after careful thought. It is no more impossible than the great war itself appeared to be only a few days before it began.

It is true that we can greatly increase the available food supply out of grain now used in making liquors and by reducing household waste; but when these two things are done, and done thoroughly, they will not be enough. The final decision will still rest in the hands of the men who raise our food in the first place.

The clear duty of the Nation is to guarantee the farmers a fair price for their crops when grown and a reasonable supply of labor at harvest. The clear duty of the farmer is to raise food enough to win this war for democracy against Kaiserism.

No such responsibility has ever rested on any class of men since the world began as rests to-day on the farmers of America.

THE BUYING PRESSURE.

Still another week has dragged through without any tangible information coming to the grocery trade as to just what the Government has in mind in the way of regulating the traffic in foodstuffs. Nor has another week brought the distributors of food any relief from the tremendous buying pressure of an excited populace, demanding foods so unceasingly as to keep forcing prices up, in spite of jobbers and retailers to keep them within bound.

Nor is the information which does percolate from Washington reassuring that the officials have any very tangible grasp on the problems of distribution and competition. That much very intelligent work has been done in "waking up America" to the necessity for a "back-to-the-farm" movement, cannot be denied—in fact, there is a growing apprehension that it may have been overdone—but all that emanates from Washington indicates both uninformed as to the elements of distribution and a strange manifestation of where to go in quest of it.

Undoubtedly men like Mr. Hoover will have a grasp on the problem, and so has Mr. Brand, chief of the Office of Markets, but when some of the "reformers" are called in and asked expert advice in a crisis like this there is fear that another important opportunity for genuine relief work by the Government is to be converted into a field day for politicians and theorists.

There is some reason to believe that the Government has come to a realization that limited prices are a menace to that other great enterprise of encouraging more production, but no one seems to talk as though they realized that the distributive function is performed by equally human men, whose zeal is just as liable to discouragement as the farmer's and whose enthusiasm is fully as vital to a successful passage of our present straits.

There is, strange to say, no antagonism in trade circles to the fixing of prices, nor to the Governmental sup-

pression of competition, but there is a feeling that fixing prices will be found a far more intricate and involved process than some of our Washington functionaries have ever dreamed. England, with all her extraordinary powers, has found it baffling, and in this country the problems will be found far more complex.

One thing which the Government does not yet seem to have carried very far along the road of preparedness is the conservation of the immense crop which it has caused to be planted this year. If it grows amid good weather fortune, it will be a veritable avalanche of food, the magnitude of which very few men realize. Reports from everywhere indicate that the admonition of Uncle Sam has been generously heeded and every acre that can produce will be made to produce.

Despite the inevitable ludicrous failures which will come to thousands of amateur farmers—for selection of soils, seeds, etc., has already been shown highly unintelligent in many instances—there will be much more home-grown garden truck used in this and every other community than ever before. If it cannot be eaten by the producer, what will become of it? If the householder becomes his own producer, what will become of the professional truck farmer's crops which have heretofore been sold to the householders and which will be raised on the immensely increased acreage this year?

Of course, where there are canneries convenient—although such situations are rare—there will be ample chance to preserve the stuff, but where there are not, conservation will call for a high order of organization which has not yet been manifested. Of course, potatoes, cabbages, turnips, beets and a few other vegetables can be stored in cool places and saved until spring. Some vegetables can be dried; as beans, peas, some corn, etc. Fruits can be laid down in jellies, jams, marmalades, etc., but the high prices of sugar and the scarcity of cans and glass containers are serious drawbacks to this. Some stuff will be laid down in heavy form, possibly preserved in benzoate, in barrels, kegs, etc., during the period of glut.

But on the whole there has been very little preparation made for expanding our preserving capacity—more canneries, more cans, more cold storage space, more evaporators, dehydrators, etc. These will be sadly in need if the big crop is to be harvested. Dr. Pennington has made valuable discoveries as to the practicability of freezing some fruits and vegetables and keeping them sound and wholesome for many months, but what is being done to set up plants on a basis which will make them practicable to producers who have not heretofore been counted as preservers? Here is a big field for preparedness work and now is the time to be making tangible plans.

If Uncle Sam learns anything out of his recent attempts to buy a big order of navy food supplies on the top wave of a buying panic, it ought to be that there is need for new ideals of marketing in the Government service, if not practical operations by the Government

to furnish its own army and navy supplies.

For instance, it turns out now that the navy did not need all the stuff it asked grocers to bid on for months to come, and it might just as well have either waited until fall for it or bought "futures" months ago at ruling rates, just as the trade does. If it proves anything, it is that buying futures is not necessarily a gambling process; that placing orders for goods months ahead of their production and delivery is often the only way they can be obtained. Given a knowledge that one will need, so many months hence, a certain amount of merchandise—food or anything else—what shortcoming of practical and legitimate merchandising is it to order it, if anyone can be found ready to contract to furnish it? It certainly is more conducive to public happiness than waiting until a time of scarcity and then trying to buy large lots on the market.

TAKE CARE OF EVERYTHING.

The general disposition on the part of packers and canners to conform to the Government "request" regarding the packing of perishables only has raised a somewhat serious question as to which is really the more important—perishables, like peas, corn and tomatoes, or pork and beans, macaroni, etc.? It appears to be largely an economic question. So far as the emergency is concerned, the preservation of stuff subject to immediate spoilage is of greater importance, of course, but looked at from the standpoint of public utility and accommodation it is by no means certain that the secondary products are not of most general value. People, nowadays—and this is especially true of soldiers in the camp—live more and more on fully prepared foods. In fact, it is statistically susceptible of proof that the domestic kitchen is fast being supplanted by the factory kitchen. Every advance in the perfection of canning adds to the value of canned food and makes it, in fact, in many respects cheaper and more satisfactory. Things like baked beans, macaroni, sauerkraut and canned meats and soups are a great public necessity and to eliminate them in favor of tomatoes, peas, corn, etc., opens grave questions of the public necessity and convenience.

There is a growing feeling that what the Government had best do is not to merely bend its efforts to the canning of "perishables," but to take steps for preserving such things as can be otherwise conserved and leave canning only to the lines which cannot otherwise be saved. For instance, beans, peas and some other lines can be kept by drying or dehydrating, until such time as the canner can attend to them. Refrigeration and possibly freezing can take care of more. The feeling is that the best thing Uncle Sam can do is to have his experts study out ways to take care of everything that can be saved without canning and then let canning follow its natural bent, except to take care of the few things dependent solely on that process.

Praising your rival may be good Christianity, but it's poor politics.

FIRST OFFERING
\$1,500,000
 Common Stock of
Petoskey Portland Cement Co.
PETOSKEY, MICHIGAN

A Delaware Corporation
 Authorized capital \$1,500,000
 All common, full paid, non-assessable

No stock sold below par
 No water, promotion, or bonuses
 A proposition without a flaw

The Petoskey Portland Cement Company owns 360 acres of high-grade limestone especially suitable for cement manufacture, and 28 acres of shale quarry containing shale enough for many generations.

One hundred fifty-five acres of this land, with the shale quarry, was formerly the property of the Petoskey Crushed Stone company, and has been worked for 10 years at an excellent profit under the management of Mr. Homer Sly, who becomes Vice President and Manager of the Cement Company.

The equipment of the Crushed Stone Company—including steam shovels, locomotives, crushers, plant, tenant houses, etc.—becomes the property of the Cement Company, and will be operated at a substantial profit while the cement plant is being erected. The company is on a paying basis from the start.

The whole area owned by the Cement Company is high-calcium limestone, estimated to contain 43,630,000 tons which will produce a million barrels of cement a year for 100 years, and still have 18,000,000 to 20,000,000 tons to be sold as crushed rock products—in which business the company is now engaged.

The most conservative estimates by eminent engineers place the cost of the cement product of the company at 60 cents per barrel, and recent market quotations are \$2.50 per barrel—and going up.

The low price at which this company can produce is due to the location of the plant right at the quarries, the excellence of the easily quarryable rock, the exceptional quality of the shale, the cheapness of water rates on coal for fuel.

The market is the best in the world, for the company has direct water routes to all the cities of the Great Lakes—and to war-devastated Europe which will be rebuilt of cement.

No industry in the world is more firmly established, and none growing so rapidly.

Profits of cement concerns have been very high in the last year or two—which shows that the time is just right for new plants—and none have so many advantages as the Petoskey.

MANAGEMENT.

President, A. B. Klise; Vice President, Homer Sly; Secretary-Treasurer, John L. A. Galster.

We point with pride to the personnel of the management of this company, and want to send you our prospectus containing reproduction of some of the many letters regarding these men—who have been recommended to us by everyone who knows them.

The first allotment of stock will be sold at par—\$10 per share.

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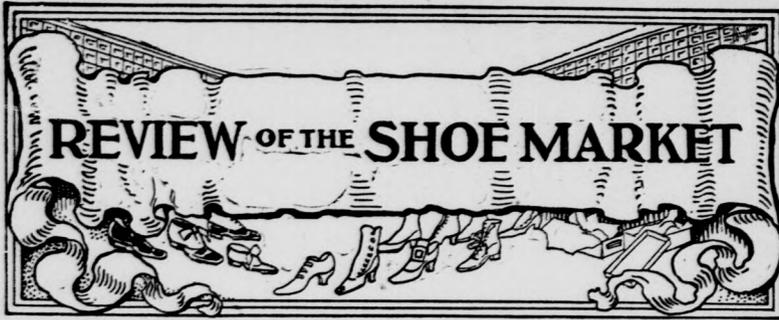
Fremont, Michigan

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.



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

Simple Rules for Figuring Profit on Shoes.

The opportunity of the small dealer, if he figures right, was never better. He can know his customers personally, and give better service than his larger competitor because of the personal association. Being in a position to converse with a customer at almost every visit has its advantages.

He can also now realize 100 cents on the dollar for his supposed "dead stock," because he has the advantage of the personal introduction of this merchandise and trade conditions today warrant this advantage. He can get a better price and a paying profit on his merchandise, and that without loss of prestige.

Selling without legitimate recompense for store-keeping will never get a dealer anywhere. It is a thing of the past to sell a shoe that cost \$1.60 at \$2.00, or \$2.25 at \$3.00. The figuring of profits has undergone a decided change, and one must forget the cost, and figure profit on the selling price.

The eternal question about the correct way of figuring prices seems to be excuse enough for the following example of the right and the wrong way:

Assuming that a shoe costs the merchant \$1.00 and he wishes to make a gross profit of 35 per cent. on the cost price, he adds 35 per cent. to the dollar and sells the shoe for \$1.35. Now that is all well enough if he figures on the cost all the way through his business, but the chances are that he does not. If he figures his expenses at all, it is more than likely that he calculates them in terms of percentage on his sales, and that is where he is fooling himself and mixing things. Many of the biggest successes are figuring in the following way, so it must be conceded that it is a right way:

Assuming a shoe costs \$1.00 and you want to figure a profit of 25 per cent., the modern and safe way is to figure on the selling price all the way through.

If the selling price is 100 per cent., and you want to make 35 per cent. the cost price of your merchandise is 55 per cent. In order to make 35 per cent. on the selling price, you would divide the actual cost of the shoe by 65 per cent., which is the difference between 100 per cent. and the profit you wish to make, and the result will be your selling price.

Rule.

Divide the cost price by the differ-

ence between 100 per cent. and the gross profit wanted. For instance:

— if the gross profit wanted is 50 per cent., add 2 "00" to the cost and divide by 50 per cent.

— if the gross profit wanted is 35 per cent., add 2 "00" to the cost and divide by 65 per cent.

— if the gross profit wanted is 20 per cent. add 2 "00" to the cost and divide by 80 per cent.

Example.

Gross Profit Wanted Cost of Shoe
 50 per cent. \$2.00

Selling Price

\$4.00

50) 20000 (400

To prove this, use the following rule: Deduct the cost from the selling price.

\$4.00

2.00

\$2.00

Add two ciphers to the profit.

20000

Divide by the selling price.

400 (20000) 50 per cent.

Result will be the percentage profit made on the sale.

Example.

\$4.00 selling price

2.00 cost

\$2.00 difference in profit

2.0000 add two ciphers

4000) 2.0000 (divide selling price

Figure findings the same way. If you pay \$1.50 per dozen for shoe laces, and want to make 50 per cent., simply deduct 50 per cent. profit desired from 100 per cent., selling price and divide the cost of the dozen laces by 50 per cent.

Example

Profit Wanted Cost of Laces
 50 per cent. \$1.50

Selling Price

\$3

50) 15000 (300

\$3 being the selling price of one dozen pair, divide \$3 by 12 and the result will be 25 cents, the selling price of each pair and this will show you 50 per cent. profit.

At first sight these examples may not appear as simple as they really are, but if you will go over them you will appreciate how easy it is to figure a profit on your merchandise.—E. M. Cohen in Shoe Retailer.

Don't expect to keep your friends if you give them away.



**Three Color Combinations---
 One Style
 NOTE THE CUT**



It Represents

A5552 Black Kid 8 inch Lace with Gray Cloth Top.

A5551 Havana Brown Kid 8 inch Lace with Champagne Cloth Top.

A5556 Gray Kid 8 inch Lace with Gray Cloth Top.

\$4.00

the price of each.

McKay sewed.

Louis heel.

Get in touch with these. It will pay you. Our complete line can be SEEN ANY TIME if you will write us. Salesmen cover all parts of the territory and will call at once.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

This "Adv" Shows

One line out of a great many carried in stock. They are numbers that have helped make our "Bertsch" line famous.

SELDOM EQUALED

NEVER EXCELLED

960—Men's Gun Metal Calf Blucher Goodyear Welt, half Double Sole, Last 29, D & E \$3.25

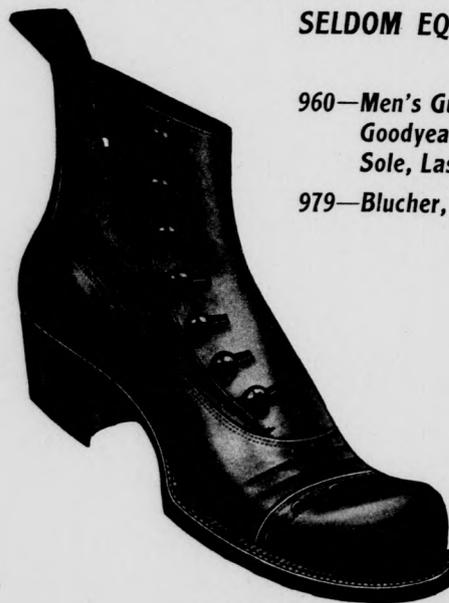
979—Blucher, same as 960 3.25

913—Same as 960 only extra quality. . . . \$3.55

914—Same as 979 only extra quality. . . . \$3.55

Market conditions considered these prices are extremely low.

Catalogue or samples on request.



THEY WEAR LIKE IRON

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.

Delivery Cost and Credit System Both Handicaps.

Muskegon, April 23—With the cost of every article of human consumption that is retailed in a grocery store jumping higher almost daily, and meats as well, grocers and butchers of Muskegon organized into the Muskegon Retail Grocers and Butchers Association met at the Muskegon Chamber of Commerce office to consider methods of co-operating with the public to reduce the high cost of living.

At the same session they decided upon a five months' Wednesday afternoon closing schedule this year, beginning the first Wednesday in May and continuing through September.

Two plans toward cutting the high cost of living were considered by the grocers. Both require co-operation from their patrons. The first is elimination of a portion of the now excessive delivery cost. The second is improvement in the credit system so that patrons settle their bills more promptly. Both of these measures, it was generally conceded by those present, would enable grocers to do business on a smaller margin.

Action was deferred on both propositions until the grocers and butchers have the opportunity to solicit their patrons' co-operation in the venture.

The delivery cost was the particular object of attack. Every grocer contributed his items of experience, of rigs being forced to run a mile or more to make the delivery of a loaf of bread and a quart of milk at 6 o'clock in the evening because some patron had forgotten to put in his order earlier. It was pointed out that every grocer makes scores of deliveries daily in which the cost of delivery, plus the cost of the goods delivered, is far in excess of the price received.

There was some talk of making a \$1 minimum on deliveries; that is, require that an order amount to \$1 before any delivery is made. Some of the grocers demurred at a restriction so rigorous, but agreed to talk it over with their patrons.

It was agreed that the delivery cost in a modern city grocery amounts to between 8 and 10 per cent., 8 per cent. being an absolute minimum. Thus, out of every \$1 worth of goods sold, 8 to 10 cents is delivery cost. A large portion of this could be eliminated by more judicious ordering, it was pointed out.

The present lax credit regulations were also discussed. The jobbers are pressing the grocers more closely every day and insist that bills be paid promptly. The grocer who doesn't get his money in every month from his patrons is required to have an excessively large capital in order to do business, it was pointed out, and this means increased interest charges. Many grocers are unable to take advantage of discounts because they lack the ready cash, although they have \$1,000 to \$3,000 on their books, most of which should be in.

A proposition that received considerable approval was that every customer be compelled to make settlement in full once a month.

Every merchant will receive a printed card which he can post in his store to notify patrons of the May to September Wednesday afternoon closing schedule.

Sends Two Dollars For a Ten Dollar Paper.

Mears, April 30—I am getting old and my nerve has forsaken me. Last fall I was going to take advantage of your notice that the price of the Tradesman was to advance, but in trying to write a check for a dollar my hand trembled so much that I spilled a perfectly good bottle of unused ink. Now I am forced to send you a renewal, as my subscription has expired. It makes me feel cheap and mean to send the paltry two bucks for the paper, but I simply cannot do without the paper and if I should send more I am afraid you would think I was offering charity. I will have to take the risk, although how I will ever square myself with Saint Peter is more than I now know. I supposed that I was due to arrive at the pearly gates some time with nothing on my conscience, but the small mean act of sending only \$2 for a paper worth \$10 to any reading merchant will cause me a sleepless night. The only consoling thought is that I would feel a blank sight meaner if the paper failed to come. So I am really between the devil and the deep sea.

Everything quiet here—so much so I bought out the Mears meat market here and a new Reo and if I can't liven up the town now, I am going out and slap the Mears bully and run likely Billy Sunday's favorite topic. Chronic Kicker.

The wings of riches enable them to fly up and roost on the high branches.

Our Specialty: "Royal Oak" FOR SHOEMAKERS
Bends, Blocks and Strips
Shoe Store Supplies
Wool Soles, Socks, Insoles, Etc.
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95,000 TELEPHONES IN DETROIT

Citizens SERVICE Satisfies

Light Work Shoe FOR SUMMER WEAR



8603
IN STOCK

Just the shoe for outdoor work — either Bal or Blucher.

Black and Chocolate with half double sole and full gusset.

Don't Forget — "R. K. L. QUALITY" should be your best selling point.

Rindge, Kalmbach, Logie Company
Grand Rapids, Mich.

Two New Shoes

Right up to the Minute

In stock ready to ship on receipt of your order

No. 7584—Women's Ivory Kid Vamp, cloth top,
9 inch lace, covered heel, B & C widths \$6.00

No. 7589—Women's Silver Grey Kid Vamp, cloth top, 9 inch lace, covered heel, B, C, D widths 6.00

Order at Once

HIRTH-KRAUSE COMPANY

Hide to Shoe
Tanners and Shoe Manufacturers

Grand Rapids, Michigan



Alien Influence on the Federal Reserve Board.

It seems ungracious to continually criticise one institution or person, but under the circumstances it is but fair to again call attention to the despotic tendency of the Federal Reserve Board, as reflected by Paul Warburg, Vice-Governor of the Federal Reserve Board. Mr. Warburg has been entirely too "Kaiserresque" in his methods to suit the average American citizen. Following on the heels of the admitted blunder in the warning against foreign loans, which warning was ungracefully retracted, comes a positive threat from the Teutonic Mr. Warburg to force state banks into the Federal Reserve system. In a public speech before Chicago bankers recently, Mr. Warburg threw down the gauntlet. In speaking about the financial problems which the country faces he said: "It is a profound satisfaction to know that never before was this country so financially strong and so well prepared as it is to-day." Then, after reviewing the increase in our gold holdings and speaking rather proudly of the fact that we have loaned foreign countries and repurchased American securities held abroad, he said, "Moreover, by the establishment of the Federal Reserve system we have organized this enormous strength. We have available a vast supply of notes of undoubted solidity ready to be issued when there may be a demand and through the inter-district gold clearing fund we have established machinery for the freest exchange of balances between the various parts of the country. Not by any stretch of imagination could we any longer perceive the possibility of a gold premium between the various American centers or a currency famine, as in years gone by." Mr. Warburg then stated the Federal Reserve Board has recommended to Congress amendments which will cause a further concentration in Federal Reserve banks of gold held in scattered bank reserves. Here is the dark gentleman in the wood pile. Mr. Warburg having paved the way, launched into an argument as to the importance for the whole country of effecting a uniform banking system and strengthening the Federal Reserve, conveying the threat that state banks, if they do not voluntarily go into the Federal Reserve system, will be forced to do so. In order that this criticism of the Federal Reserve Board may not be deemed unjust, Mr. Warburg's exact words are given. He said: "The present condition of having 7,500 banks carry the burden for 27,000 is unfair to both the member banks and the

best interests of the country. The strong non-member banks, which, knowing the facts, do not remove this inequality will in time force the Government to do its duty in adjusting the matter. But if Congress should be forced to swing the 'big stick' they will be the first ones to complain most loudly about the 'nuisance and unfairness' of Governmental compulsory regulation."

In supporting his argument, he eulogized the branch banking system of Great Britain and Canada. In other words, Mr. Warburg and the remainder of the Federal Reserve Board have been and steadily are striving for complete control of the banking business of the United States and, according to his own exceedingly frank statement, those of the state banks he cannot coax in he will attempt to club into membership.

Bankers fully as well informed, fully as able and far more patriotic than Mr. Warburg or his associates on the Federal Reserve Board believe, and justly so, that it would be a grave error to do away with the present independence in banking. To surrender to the Federal Reserve Board despotic control of the banks of the United States would be a concentration of power not only dangerous, but extremely repugnant to the letter and spirit of the constitution. This Nation is avowedly fighting for the establishment and perpetuation of a world democracy, yet within the confines of the United States a small coterie of men are scheming to establish a despotic power which could at will either throttle or inflate industrial and commercial endeavor. Such power, if conferred upon the Federal Reserve system, would be of unparalleled magnitude and most dangerous, especially if wielded by a man whose tendencies are as imperialistic as those of Paul Warburg.

That Mr. Warburg has the backing of at least one of his associates on the Federal Reserve Board in his imperialistic course is evident from an address delivered before the Florida Bankers Association, at St. Augustine, Florida, April 7, in which he voiced the same threat launched by Mr. Warburg at Chicago. It would be well for Michigan bankers to secure copies of these addresses. They will furnish food for serious thought.

Parallel in importance with the \$7,000,000,000 war loan authorized by Congress and overshadowing all other matters financial, is the food question in the United States. Although it is difficult for the people of this land of plenty to realize that conditions have arisen which are likely to empty the bins and the barns before

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

Why Trust Company Investments Are *SAFE?*

When funds are given to this company to invest, the investments are made only after the most careful investigation by a **SPECIAL INVESTMENT COMMITTEE**, whose personnel has remained unchanged during twenty years.

These men are all prudent, conservative, practical and successful business men of broad experience. Each member of the investment committee is aided by the special facilities which this large trust company has for ascertaining the real values of securities of every type.

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.

this year's crop is harvested, that realization, thanks to the banking interests of the Nation, and Michigan especially, has been forced upon the attention of the people, emphasizing the brief plain statement of conditions sent out by financial institutions. The conclusion of that statement from the figures presented in its summary of crop conditions at home and abroad is that, if the people of the United States grow no more food this year than they did last, there is danger of a food situation such as the world in modern times has never dreamed of. The United States has the territory, the soil and the fertility that will enable it to meet for itself and its neighbors the emergency that is present and pressing. What the Nation has needed was the spur; this has been applied and there is a general awakening to the situation on the part of the bankers, merchants, manufacturers and the people of the city. It is now the farmer who must be awakened, and this is the hard task the banks have undertaken—a task that calls for patient and ceaseless effort.

The great cry has been shortage of labor. This will be supplied; all of it will not be skilled labor; but the superior intelligence of its ranks will in a large measure compensate for lack of experience, namely the young men of the high schools and colleges who wholly through patriotic motives have voluntarily enlisted for work on the farm. These scholars, steady, clean, athletic young Americans, the majority of whom are not in need of employment have expressed a desire to serve their country, and in this splendid voluntary dedication to hard work is exhibited a patriotism that not only will stamp its imprint upon the character of the Nation, but will hold the United States up to the eyes of the world as a country of the highest ideals and a country that lives up to them.

This high school volunteer movement is prevalent over Michigan and reflects splendid credit upon the State. In Grand Rapids there has been raised a regiment of a thousand young men who have volunteered to work on the farm. These fine American sons are high school students from 15 to 20 years of age. They stand ready to go out on the farm and stay there until after the harvest is in. They have enlisted for this purpose.

These boys are going about this matter with a seriousness of purpose born of a desire to serve their country. They have signed a promise to do what they are told to do, to work hard, and "to stand by and hold to the best that is in them."

This movement has the hearty endorsement of the Grand Rapids Association of Commerce, all of the banks and trust companies and of the public schools which have arranged for special credits for all work on the farm, and for special classes in the fall and winter whereby these patriotic young men can make up for the time lost from school. These boys can leave any time they are called.

Lowell and other neighboring cities have adopted the same plan. It is

now up to the farmer to meet this movement half way.

It will result in greater prosperity for himself and will materially aid in the defense and welfare of the Nation. It is up to the farmer to plant every square foot of ground possible.

Here is where most of the banks are stepping to the front by giving such financial assistance as will make this extensive planting, cultivation and harvesting possible. Here is where all the banks should most actively bestir themselves by exerting every particle of influence they possess to secure the co-operation of the farmer in the employment of the labor thus offered them.

Grand Rapids banks and trust companies have already sent out letters to their correspondents, country banks, earnestly requesting them to co-operate.

This is a big movement of far reaching importance. It will not only overcome the food shortage but will show the farmers possibilities they have never dreamed of. Out of the many young men on the threshold of business life many will elect to take up the profession of agriculture, and will lay the foundation of prosperity excelling the wildest dreams of so called visionaries.

The farmers must be brought to know that if the Nation is to be saved, and if the world is to be rescued from the disasters, economic, social and political that are now threatening it, it must be through the service of an army on the farms and gardens, quite as much as through armies at the front. The call to the plow, the spade and the hoe is even more urgent than the call to arms. Both are being nobly responded to and the farmer should do his full duty by availing himself of the labor thus offered.

To convince him of this, and to co-operate with this movement to place the young men off is the patriotic and business duty of the banks.

In connection with this food question and affecting the financial situation is the questionable action of too many of our citizens in laying in large quantities of flour, sugar and other necessities of life, in other words as the Michigan Tradesman has said "panicky buying." This should be checked, although it is a natural consequence of the attempt to awaken the people to the real condition of affairs. The endeavor to impress upon the people the necessity for more food production and reasonable economy has instilled into the mind of the public a fear wholly out of proportion to the danger. In so far as the publication of facts has tended to increase thrift and food conservation through decrease in waste, the educational campaign has been beneficial, but it has carried with it a bungaboo of terror to the timid, the uninformed and the selfish. It is undoubtedly this spreading tendency to acquire and hoard food supplies either for profit or protection that has caused the agitation in favor of Government regulation of food supply and distribution. The acquisition and hoarding of food supplies of undue proportions would make the burden fall upon those who

A "Trust Agreement" for the Living

A "Trust agreement" insures the most careful management of any funds you may place with us, by agreement, during your life, and (if so desired) after death. This relieves you of all responsibility and worry; gives you full assurance that your wishes will be carried out; guarantees your family full protection regardless of conditions that may befall you or wherever you may be.

Send for blank form of Will and Booklet on Descent and Distribution of property.

CAPITAL AND SURPLUS\$250,000.00

Saginaw Valley Trust Company

SAGINAW, MICHIGAN

109 S. Jefferson Ave.

Both Telephones No. 188

THE



GRAND RAPIDS, MICH.

177 MONROE AVE.

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Travelers' Cheques Letters of Credit Foreign Drafts
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Our 3½ Per Cent SAVINGS CERTIFICATES ARE A DESIRABLE INVESTMENT

Fourth National Bank

United States Depository



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

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

Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on Savings Deposits Compounded Semi-Annually

3½

Per Cent Interest Paid on Certificates of Deposit Left One Year

Capital Stock and Surplus \$580,000

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.

could least afford it, those whose means would not permit of the acquisition of surplus supplies. In this too, the banks can be of material assistance to the country through their advice and counsel, also in strongly advising against unnecessary contraction of industrial effort or commercial enterprise. There is plenty of money in the country and more coming.

A large portion of our Government loan will go directly into circulation. The country is still growing steadily and with good crops, moderate profits and the use of common sense, there is no reason why the real prosperity of this country should be seriously interfered with. This is a time for bankers and other business men to use and not lose their heads.

Paul Leake.

Gabby Gleanings From Grand Rapids.

Grand Rapids, May 1—We hear that Mr. and Mrs. Charles C. Perkins have adopted a boy, three years and eight months old, and that they call him Stewart Charles. We think this is mighty fine of Mr. and Mrs. Perkins and are sure the boy will have an excellent home.

J. L. Murray has started out on his regular trips again, after being laid up about six weeks with blood poisoning. We trust he has completely recovered.

The Grand Ledge Milk Co. is building new creameries at Hastings and Sparta, both of which will be up-to-date in every particular. In the Hastings plant it is installing two McMillan smokeless furnaces, with Coppus blower attachment.

Jacob Rusticus, of New Richmond, who recently purchased the general store formerly conducted by E. Lamoreaux, is a happy man. He was born in the Netherlands and has just received his full citizenship papers. Mr. Rusticus is proudly displaying a large American flag in front of his store and says that he is happy in the land of his adoption, and that his country's welfare will be his first consideration.

Speaking of patriotism, we are reminded that the merchants of Michigan have offered their full quota of soldiers in time of need. During the last few days we find that four merchants' sons have enlisted in the service of Uncle Sam. They are as follows: Warren J. White, son of A. J. White, of Bass River; Robert Shook, of the National Grocer Co., son of A. B. Shook, of Coral; Ferdinand and George Newell, sons of George Newell, of the firm of J. S. Newell & Co., of Coral.

The little daughter of F. E. Beardsley has recently undergone an operation at St. Mary's hospital for the removal of her tonsils. The little lady is recovering very nicely.

Bayne & Miller, formerly with Hannah, Lay & Co., at Traverse City, have launched into the plumbing business on their own hook.

A. E. Curtis, of Edmore, is completing a large double store building, with four living apartments above, in which bath room fixtures are being installed.

Wm. Gallagher, of Carson City, has purchased the fixtures and leased the Miller House. Mr. Gallagher was formerly engaged in the livery business.

He will cater to the commercial men.

William Francke has shopped around until he has found what he claims is the best bock beer manufactured in the United States. He imparts the secret of his discovery to his most intimate friends only.

David S. Haugh (Judson Grocer Company) and wife go to Battle Creek May 2 to assist Mr. Haugh's mother celebrate her 87th birthday. She is in excellent health and spirits and her children confidently expect her to remain with them as a benediction until long after the 100 year mark is reached.

Wanted—Position as baggageman by man of long and varied experience. Refer by permission to the landlord of the Hotel Yeazel, Frankfort. Homer Bradford.

Next Sunday afternoon all traveling men are invited to meet at the Eagle Hotel at 2 o'clock and march in a body to hear Bob Jones. This invitation came to the writer from the tabernacle committee. Meeting is to be for men only.

It is reported by one who was there that Bob Jones says that, judging by the collections at the tabernacle, some Grand Rapids people think that the correct spelling and pronunciation of the same is "Taber-Nickel." This probably applies to the meetings through the week while the traveling men are out of town. If the tabernacle is not paid for before next Sunday, we fear many expense account books will show the effects of the high cost of living.

A. G. Kaser, sometimes known as the "Kaiser," who has been covering Michigan and Ohio for the Schmidt Chemical Co., of Jackson, has been transferred to New York State. He will make his headquarters from now on at Rochester, care of Whitcomb Hotel. All of the boys will unite in wishing Mr. Kaser success on his new territory. George A. Pierce, who has been the detail man for the same company, will look after the territory vacated by Mr. Kaser.

M. D. Culver, the Sparta grocer, leaves May 1 for a few days fishing near Peacock. May success attend his undertaking.

The Pere Marquette Railroad is handicapping the poor traveling man still more, who has to work the Pentwater branch by delaying the leaving time of the Southbound afternoon train from 4 p. m. to 7 p. m., three hours later than formerly. This train now arrives at Muskegon at 9:30, too late to make connections with the Chicago boat or the G. R. & I. for Grand Rapids. We understand this is done to save three hours' wages on each one of the train crew. The dear public has to suffer.

We understand the Hart Gunning Club is re-organizing and getting ready for regular shoots. They believe in preparedness and will be ready to go gunning for zeppelins when the country calls them.

Johnson & Dixon, the Whitehall druggists, are installing a new soda fountain, in anticipation of a prosperous resort season.

Do not forget that next Saturday night is regular meeting night. We want a large attendance to make arrangements for our Bay City annual meet.

Homer says if you are liable to take cold, beware of the "draft." Don't get cold feet, but enlist.

E. J. MacMillan.

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



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

Don't Despise the Drinking Man—Help Him

Don't kick a man because he is drunk. Help him. Surely every man is worth saving. Drop us a line and let us tell you how we can aid him. Address The Keeley Institute, 733-35 Ottawa Ave., N. W., Grand Rapids, Mich.

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 Book That Takes the Risk Out of Buying

For many years "OUR DRUMMER" with its net guaranteed prices has been famous for taking the risk out of retail buying. This is more than ever the case now in these unusual times. It not only makes buying secure from the price standpoint, but it removes uncertainty in the way of getting goods. Back of the prices in this book are huge open stocks of the merchandise it advertises.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

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

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

When and How to Fly the Flag.

At this time when patriotic fervor is at its height and the National colors are displayed everywhere, a few hints as to when and how the Stars and Stripes should be shown are in order.

The flag should not be hoisted before sunrise nor be allowed up after sunset. In the navy the colors are hoisted, in ordinary circumstances, at 8 a. m.

At "Morning and Evening Colors" at forts and military posts civilian spectators should stand at attention and uncover during the playing of "The Star Spangled Banner."

The flag should never be allowed to touch the ground and should never be raised or lowered by any mechanical appliance.

When the National and state or other flags are flown together the National should be on the right side of the building or lawn.

When the flag is used as a banner—that is, suspended on a rope across a street—the union, or field, should fly to the north in streets running east and west, and to the east in streets running north and south.

The flag should always be flown from a staff or a mast and should not be fastened to the side of a building, platform or scaffolding. The flag should not be draped around pillars, or against walls or balustrades. Flags were made originally for the purpose of being flown, and to use them in any other manner is to misuse them. If staple decorations are desired, red, white and blue bunting properly

draped will give a better effect than a draped flag.

The flag should never be used as a cover over a table, desk or box, or where anything can be placed upon it.

When flags are used in an unveiling of a statue or monument they should not be allowed to fall to the ground, but should be carried aloft to wave out, forming a distinctive feature during the remainder of the ceremony.

When the flag is flown at half mast as a sign of mourning, it should be hoisted to full staff at the end of the funeral.

To fly a flag at half mast it must first be raised to full staff and then lowered.

On Memorial Day the flag should fly at half mast from sunrise to noon and full staff from noon to sunset.

The following are the days when the flag should be displayed:

Lincoln's Birthday, Feb. 12; Washington's Birthday, Feb. 22; Inauguration Day (every four years), March 4; Battle of Lexington, April 19; Battle of Manila Bay, May 1; Mother's Day, second Sunday in May; Memorial Day (half staff until noon), May 30; Flag Day, June 14; Battle of Bunker Hill, June 17; Independence Day, July 4; Labor Day, First Monday in September; Lake Erie Day, Sept. 10; Lake Champlain Day, Sept. 11; Columbus Day, Oct. 12; Battle of Saratoga, Oct. 17, and Surrender of Yorktown, Oct. 19.

There are no Federal or other laws compelling the observance of these

rules, the majority of which are those of the Society of Patriotic Decorations and Civic Improvement of Washington, D. C., as published in the book "The Stars and Stripes," by Charles W. Stewart, superintendent of the Library and War Records.

Prepare For Opportunities.

Extravagance rots character; train youth away from it. On the other hand, the habit of saving money, while it stiffens the will, also brightens the energies. If you would be sure that you are beginning right, begin to save. It is not often that a man can make opportunities for himself. But he can put himself in such a shape that when the opportunities come he is ready to take advantage of them. Theodore Roosevelt.



THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

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

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

Best Automobile Investment

Gem Motor Car Corporation stock is positively the best motor car investment open to public subscription.

The organization and plans are the strongest that can be devised.

The light delivery business is in its infancy—and holds the greatest prospects of any branch of the industry.

The Gem Corporation has accomplished more than any other motor car corporation in the same length of time.

There is not one argument against the Gem.

There are innumerable reasons why you should invest in Gem right now.

You can't afford to let this opportunity get away from you.

Just think of what has been made from small investments in motor car concerns in the last few years.

What are you going to do with the best one of all?

Don't do yourself and your family an injustice by neglecting this high-grade opportunity.

REMEMBER

Results count—and the Gem has made greater progress in three and a half months than most concerns make in one to two years.

Don't let this opportunity get by!

DEUEL & SAWALL, Inc.

405-6-7 Murray Building

Grand Rapids, Michigan

GRAND RAPIDS - MICHIGAN'S



- Crackers and Cookies
- Confectionary
- Fly Paper
- Heavy Hardware and Blacksmith Supplies
- Gasoline and Acetylene Lighting Systems
- Groceries
- Oleomargarine, Butter and Eggs
- Fruits and Vegetables
- Safes and Vaults
- Lithographers, Printers and Engravers

- Crockery, House Furnishings and Fancy Goods
- Agricultural Implements
- Automobile Accessories and Supplies
- Beans and Grain Bags
- Potatoes
- Oils
- Drugs & Druggists' Sundries
- Paper, Twine, etc.
- Ladies and Misses Garments
- Cornices and Sheet Metal Works

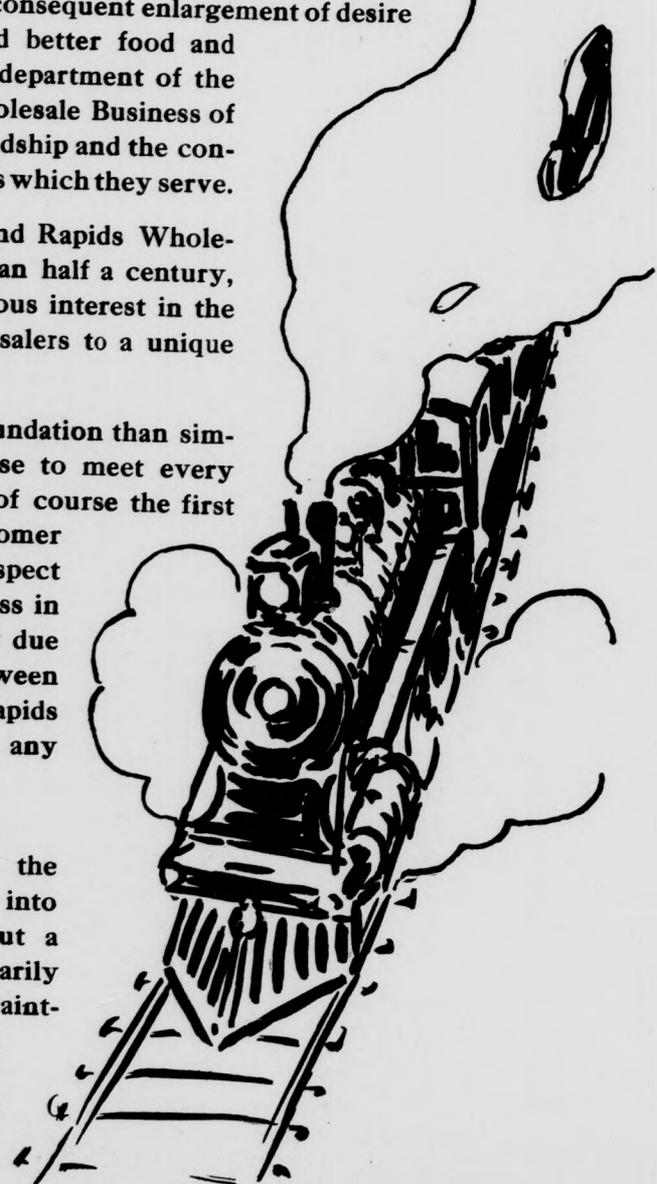
NOT in a day has Grand Rapids become the great wholesale market for the State of Michigan. Grand Rapids holds this enviable position because it has devoted many, many years to the study of Michigan's merchandising needs, to anticipating the desires of its people and then to supplying them. Every new element of population, every change in the life of its people, such as has been wrought by the automobile, good roads, the development of its lands and markets, with its consequent enlargement of desire for better living, better surroundings, better schools, and better food and clothing, have been studied and helped by the wholesale department of the Grand Rapids Association of Commerce. Today the Wholesale Business of Grand Rapids is a mighty structure, builded upon the friendship and the confidence of the Retail Dealers of Michigan and the territories which they serve.

In dealing with the people of Michigan, which the Grand Rapids Wholesalers have been doing through the Retailers for more than half a century, they have manifested a spirit of fairness, and a conscientious interest in the Dealers' welfare that has raised the Grand Rapids Wholesalers to a unique position in the business of the state.

Successful merchandising must be based upon a firmer foundation than simply the sale of goods. The ability to supply merchandise to meet every requirement and to supply that merchandise promptly is of course the first essential, but, underlying all relations between the customer and the merchant, must rest a relationship based on respect and confidence. If the growth of the wholesale business in the city of Grand Rapids has been unusual, it is probably due as much to the splendid relationship that has existed between the retailer serving the community reached by Grand Rapids Wholesalers and the Wholesalers themselves than in any other thing.

Trade Trips Have a Great Influence

This marks the twelfth year of the Trade Trips that the wholesalers of Grand Rapids have made by special train into the territory of their trade. These trips taken without a thought of securing business, but primarily for the purpose of extending their acquaintance, of meeting the retailer in his own store, of getting to know him face to face and as man to man, have



GRAND RAPIDS WHOLESALE

GREAT WHOLESALE MARKET



- Shirts, Overalls, etc.
- Wall Papers, Paints and Window Shades
- Hardware and Sporting Goods
- Caskets and Undertakers' Supplies
- Boots, Shoes and Rubbers
- Dry Goods and Notions
- Calendars and Advertising Novelties
- Electrical Supplies
- Mattresses and Bedding
- Flavoring Extracts and Perfumes

not only enlarged the vision of the Wholesalers, but in turn have made the retailers throughout the State acquainted with the type of men who make up the Grand Rapids Wholesalers Association.

From a very modest beginning these trips have grown each year until now they are eagerly looked forward to by the retailers in every community. The hand of welcome that is outstretched to these wholesalers in every city that they visit means much more to them than simply the selling of merchandise.

Grand Rapids is a Great Wholesale Market:—First of all because its foundation is firmly established on those essentials of business dealing, confidence and respect.

It is a great wholesale market because of the large variety of the lines it can supply and the complete assortment of these lines carried in stock.

It is a great wholesale market because of its record for prompt shipments and prompt deliveries after shipments are made.

It is a great wholesale market because of the individual financial strength of its members.

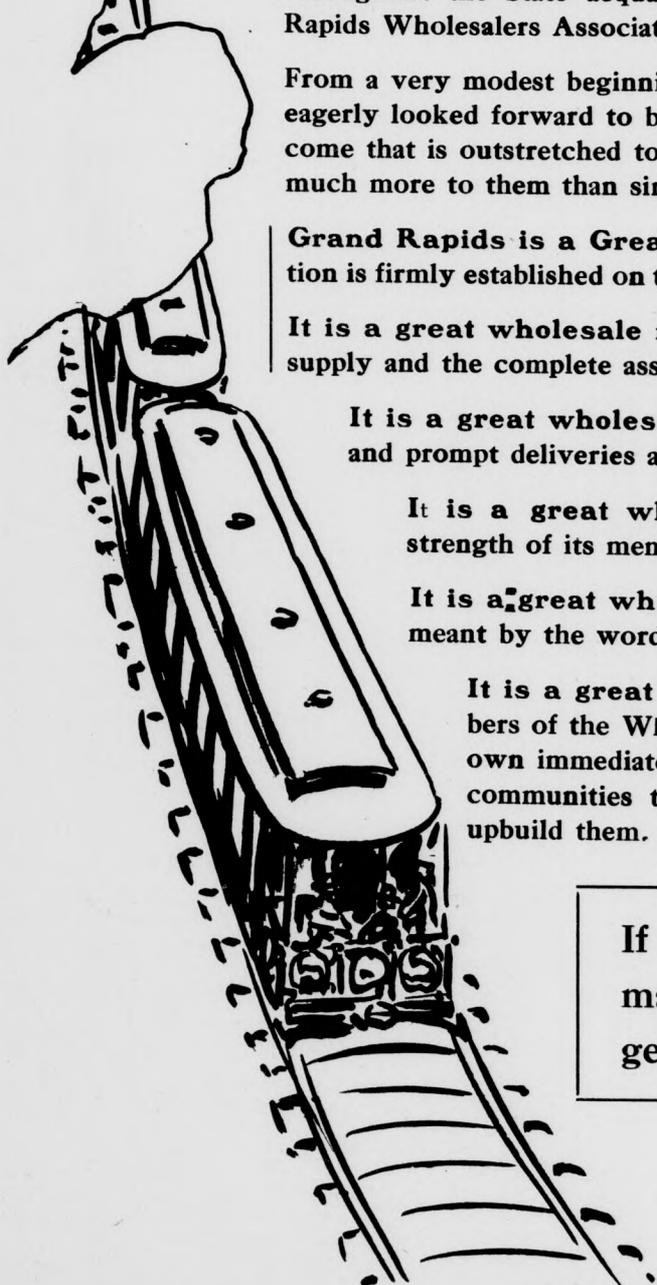
It is a great wholesale market because it has best understood what is meant by the word "Service" in its application to the Trade.

It is a great wholesale market because the interests of the members of the Wholesalers Association extend beyond the limits of their own immediate business, because they have made the interests of the communities they serve their own interests and worked together to upbuild them.

If Grand Rapids is not already your market---make a resolution now to get acquainted with it.

This is the first of a series of advertisements that will be published in the Tradesman, whose purpose will be to acquaint Michigan Merchants with the advantages of Grand Rapids and the opportunities for business development throughout the State.

- Cigars and Tobacco
- Millinery, Trimmed and Tailored Hats
- Belting and Mill Supplies
- Seeds and Grains
- Harness and Saddlery Hardware
- Bell and Citizens Telephones
- Flour, Feed and Grain
- Laundries and Dry Cleaners
- Automobiles
- Plate and Window Glass



DEALERS ASSOCIATION



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

Chances Now Awaiting the Sporting Goods Department.

Written for the Tradesman.

The spring is the big season in sporting goods. The dormant enthusiasm of the sport lover is aroused when the first signs of warm weather appear. It is important, therefore, that the dealer should pay special attention to this trade in spring.

Of course the trade has already opened up to some extent, but it will continue and will grow; and it will grow all the better and all the faster for active, energetic pushing on the dealer's part.

There is no doubt that the dealer who makes a separate department of his sporting goods gets the best results. The department can, if desired, be made sufficiently comprehensive to include some other outdoor lines—such as bicycles, and even automobile supplies. It does not hurt to link it up with all outdoors in this way. But the idea in departmentizing is to secure for the dealer on the one hand a more accurate and comprehensive view of this part of his business; and, on the other, to make a stronger appeal to sporting goods customers.

Submerged beneath other lines, the sporting goods department has no distinctive identity and no strong appeal. But give it a part of the store to itself, its proportion of window display, and keep track of its receipts and expenses separately, and the public will know where to find it, and the dealer will know where he is at in regard to it.

In these days of outdoor recreation, there are very few hardware dealers who do not experience some voluntary demand for sporting goods. A special department brings them into closer touch with the trade and enables them to cater to it more effectively, and to develop its possibilities to the full.

If it is at all possible, the department should have a manager of its own. Where the proprietor himself is keenly and actively interested in sports, there isn't any question as to who will be the active head of the department. Where, however, the business has only a merchant's natural interest in the department, it is good policy to pick out the keenest sport on the entire staff, and give him charge of the department.

This clerk should be selected in the first place on grounds of natural aptitude for handling sporting goods.

He must like and sympathize with all outdoor sports. Then, he should be encouraged to pick up all the technical points of the different lines, so that he can direct a customer's attention to the strong points of any article he may be showing, and can discuss any sport from the point of view of the intelligent enthusiast. A sale is more than half clinched when a clerk meets a customer on mutual ground, and can tell the customer something new and interesting about the article or sport in question. A salesman who is perforce compelled to be an automaton because he does not know his subject is bad enough in any hardware line; he is a fatal handicap where sporting goods are concerned.

The well-informed salesman has the further advantage, that in selling his goods he does not have to rely on price alone. He understands and can intelligently urge quality arguments with relation to the goods.

Now, the average sporting enthusiast isn't cheap when it comes to gratifying his enthusiasm. A man who will be niggardly with regard to ordinary, every day expenses, often becomes exceedingly generous when it comes to gratifying his hobbies. In very few instances where sporting goods are concerned does price naturally enter into the question. What

**AGRICULTURAL LIME
 BUILDING LIME**

Write for Prices

A. B. Knowlson Co.

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

TAKING INVENTORY

Ask about our way

BARLOW BROS. Grand Rapids, Mich.

Use Half as Much

Champion Motor Oil

as of other Oil

GRAND RAPIDS OIL CO.



Elevators

Electric and
 Hand Power

Also Dumbwaiters

Sidney Elevator Mfg. Company
 Sidney, Ohio

Mention this paper.

HARNESS OUR OWN MAKE
 Hand or Machine Made
 Out of No. 1 Oak leather. We guarantee them absolutely satisfactory. If your dealer does not handle them, write direct to us.

SHERWOOD HALL CO., LTD
 Ionia Ave. and Louis St. Grand Rapids, Michigan

Johnson Paint Company

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

BIG 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.

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.

**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.

**BLACK FLAG
 INSECT POWDER**

Nationally Advertised
 Naturally Sold

Glass Package Makes
 Quality Permanent

Gilpin, Langdon & Company
 Baltimore, Maryland

the enthusiast considers is value; and it is quality that gives value.

But the salesman, to take advantage of this natural demand for quality, must understand and be able to tell the customer where the quality lies.

Of course, the hardware dealer who is himself a live wire in local sports has first call on a great share of the business of the community in these lines. Particularly has he an advantage over his competitors when the latter are men who do not mix or take a practical interest in local sports. Conversely, the hardware dealer whose sporting goods business has been merely nominal, and who wants to build up this department, will find one of the surest helps in himself taking an active interest in local sports. He may interest himself personally; or his business may be represented by a member of his staff. Personality counts for a lot in winning this sort of trade. The sport enthusiast will go first to the man whom he knows as a sport authority or enthusiast.

"To sell sporting goods, get into the game," is old advice, but it is always good.

Thus, one hardware dealer makes a strong appeal to the baseball enthusiasm of his community. He makes the first baseball game of the local season an opportunity for a good display of baseball supplies. He offers a small prize for the first home run or the first hit over a certain portion of the fence. He gives away score cards. Then, too, a prize is standing every year for the biggest fish landed by a local angler; for the quickest time a certain motor boat run is made; for the best record in tennis or golf. None of the prizes offered are large. Yet they are valued because they represent achievement in clean sport. And they serve to identify that particular store with the sporting enthusiasm of the community.

A men's furnishing firm in a small town some years ago went a bit further than this. The local baseball enthusiasm ran so high that a local league was formed. An additional team was wanted. There was an aggregation of husky youths who had been playing on corner lots for a couple of years, but had no aspirations. The men's furnisher got hold

of the gang, put them in training, and entered them in the league under the firm name. The team were local pennant winners at the end of the season. More than that, they played for and came near winning the county championship. The team received notice in every paper within that firm's range of business. Naturally, it was a big advertising stunt for the firm; although it cost some money.

If the dealer, however, intends to back a local team, one word of advice is sound; get clean, fair players. An aggregation of roughs and crooks will be anything but a good advertisement.

Yet such spectacular stunts are not necessary to build up a sporting goods department. They are good advertising; but the dealer need not mourn because they are beyond his reach. Practical business methods, plus intelligent understanding of sports, plus a sympathetic interest in sports, will accomplish all that is needed.

Thus, one hardware dealer who had never handled sporting goods on a large scale, determined to give their possibilities a fair test. He laid in a well selected stock, cleared away a portion of his store, put in some modern fixtures, and engaged a competent clerk to give his exclusive attention to the department. Then he put on a series of good displays, and gave the department a fair amount of advertising space.

He was surprised at the results. He had expected gradual growth, but the department developed rapidly. "I never knew windows to pull so well," he stated. "They attract all sorts of people. The department makes a profit of itself, and helps the other branches of the business as well. It fits in nicely with the regular lines." This was all done without anything spectacular; just by ordinary, commonplace, everyday methods of business getting.

It is a good stunt to have a mailing list of sport enthusiasts, classified according to the games in which they are interested; and to go after the business systematically all the year around. Victor Lauriston.

"The Hindenberg line, as central might say, is busy. A display of flags is not enough. We must win by hard hitting and not by bunting."

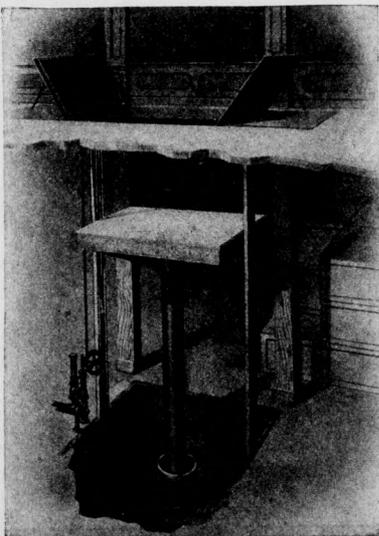
YOUR ELEVATOR!

Hydraulic
Electric, or Belt Power
Freight, Garage
Passenger

GET OUR PROPOSITION

Adolph Leitelt
Iron Works

213 Erie Street
Grand Rapids, Mich.



YOUR REFRIGERATOR AND YOUR PROFIT

Your refrigerator will Produce profits or will Destroy them. It will be an Asset or a Liability. It will Save you money, or will Waste it. It will be a Silent Salesman, or a Silent Hindrance. It will be Honest or Fraudulent.

Are you a progressive, up-to-the-minute merchant, or do you still cling to the backwoods method. You must either move forward or backward, for none stand still.



The Alaska Refrigerator will Produce profits for you because it will stop all the losses, due to spoilage of food stuffs. It will be an Asset because of these savings, its durability, and the quality that it will lend to your store equipment. Your far-sightedness will be demonstrated by your choosing a perfect refrigerator. Repeated tests have proven that the Alaska's ice-consumption is considerably below the average.

It is a Silent Salesman because it will temptingly display the perishable goods, and will hold the attention of purchasers. It is honest because only the highest grade of materials, and workmanship are used in its manufacture, and our iron-bound guarantee relieves the Alaska Users of any Risk.

A copy of our latest catalog is yours for the asking, also full particulars regarding our Deferred Payment Plan.

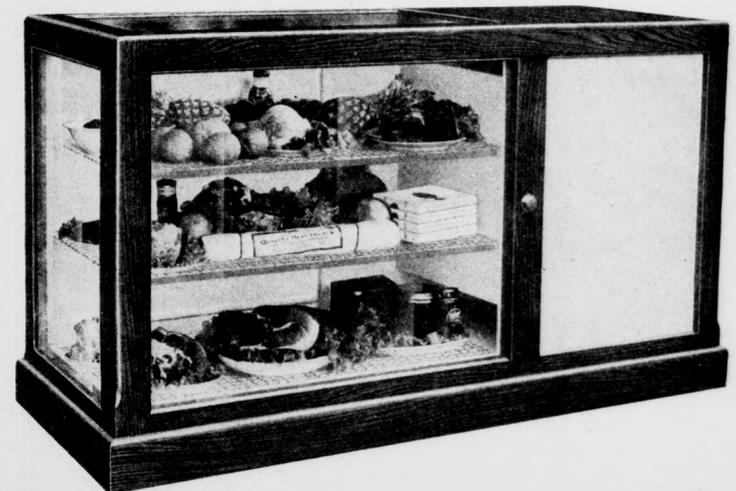
The Alaska Refrigerator Co.

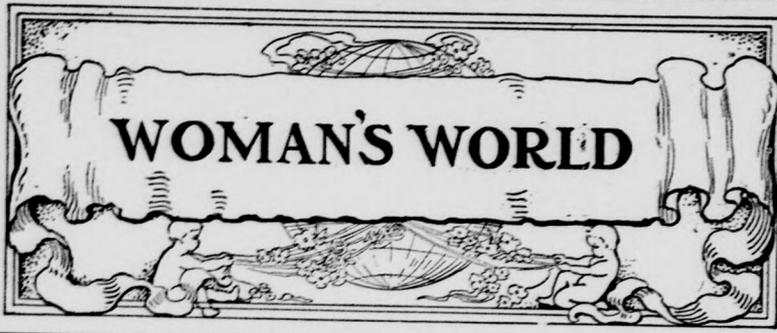
MUSKEGON

MICHIGAN

Detroit office: 207 Broadway Mkt. Bldg.

Represented Everywhere





Favoritism—A Common But Inexcusable Fault.

Written for the Tradesman.

As Laura Talbot, the girl cousin who boards with the Newtons, passed through the room, dressed for the street, she was quoting half audibly, half to herself, from Kipling's *Mother o' Mine*.

If I were hanged on the highest hill,
Mother o' mine, O Mother o' mine!
I know whose love would follow me still—

It is a habit of Laura's always to be quoting some bit of poetry that has fastened itself in her retentive memory. Ordinarily no one pays enough attention to know what she is saying. But this time Mary Newton evidently heard every one of the familiar words, and her face showed how deeply they hurt her. Mrs. Newton and Will were both away, so after the cousin had left the house, Mary and I were alone together.

"It would all be true in regard to Will, every syllable of it," she exclaimed. "If he were hanged on the highest hill, or drowned in the deepest sea, or damned of body and soul, mother's love for him would hold through everything. And she would stand up for him, no matter what he would do. But she doesn't feel the same toward me." By this time the girl was sobbing.

"I've always tried to do as mother wished and not cause her any worry. Will does just as he pleases in spite of mother's pleading and protests, and yet she cares ten times as much for him as she does for me. When it is necessary that one of us make any sacrifice for her, she expects me to do it. That is all a matter of course. When she has some very special favor to confer, Will always gets it. It isn't fair, and sometimes it hurts me cruelly."

It was a girlish outburst of grief—the relief of feelings long wounded. Mary's broken words came straight from a heart that is hungering for affection and smarting from injustice that extends back as far as she can remember.

I could not tell the girl that she has nothing to complain of, nor deny her mother's partiality for Will, who is two or three years Mary's senior. Mrs. Newton's doting fondness for her boy and her usual indifference to her daughter are commented on by all who know the family. Will always has been humored and indulged and admired and almost worshipped by his mother. Mrs. Newton has long been a widow, so the young man never has known a father's firm control. It is perhaps needless to add that he is badly spoiled.

I tried to say what I could to comfort Mary. I pointed out that doubt-

less her mother loves her very much, notwithstanding the patent fact that she is more wrapped up in Will. I mentioned how concerned Mrs. Newton was a year ago when Mary had a severe attack of tonsillitis. I cited to her other families in which a marked partiality for one child is to be seen, and showed her that it commonly is not the most dutiful and deserving son or daughter who receives the extraordinary parental favor.

I told Mary, too, that her mother's favoritism has, in its results, been worse for Will than for her. He is a selfish, opinionated young man, lacking in courtesy and thoughtfulness that are a part of fine character, and which he really needs for his proper advancement. Because she has been so blind and has really encouraged him in his faults, Mrs. Newton has failed woefully in the training of her son. I aimed to make Mary see that her own sad experience has made her helpful. It is to her and not to the pampered Will that her mother turns when she wants sympathy. To give a daughter's due of care and affection to the mother who has slighted her—this is magnanimous. But while I was telling Mary these things I felt that what I was saying must sound to her a little "preachy," and was really rather cold comfort, much as I wished it might be otherwise. For what the girl wants is simply her rightful place in her mother's heart—a place equal to her brother's.

As I came away I asked myself, Why is it? Why does Mrs. Newton lavish her affection on her wilful, disagreeable boy, to the neglect of her beautiful and amiable daughter? The favoritism so often shown by parents presents some knotty problems to the student of human nature. There are cases where the reason seems obvious—one child is petted because it is prettier than the others, or more promising, or the baby of the family. It is held by some that mothers are likely to be partial to their sons, and fathers to their daughters. But there are cases where the partiality is just as marked and such explanations as these do not apply. A mother with two daughters, both equally lovable from an unbiased standpoint, may show a marked preference for the older. Of several sons, often it would be impossible to tell just why one is his father's particular favorite. Doubtless there is a psychology underlying parental favoritism, but it is a psychology that has not as yet been fathomed.

This deplorable partiality is not confined to parents of narrow minds and meager attainments. Superior persons manifest the same strange

bias. The favor is rarely bestowed because of any real merit or desert. As in the Newton family, it often is not the exemplary child, but instead the one who is wayward and disobedient, for whom greater fondness is shown.

It almost seems that Nature must have made an oversight, that there can be any such thing as partiality for one child over another. Children feel instinctively that they are entitled to share alike in parental regard. Where one stands in best with father or mother, the others feel deeply injured. But parents do not seem to have a corresponding instinct of justice.

Some show favoritism and never realize it. Others know they are partial, but do not look upon it as a serious fault—they are blind to the grave wrong they are committing. Many never bring themselves face to face with the stern question, Am I fair and just in the treatment of my children?

Every effort should be made to overcome the tendency to love one child more than the rest. If the tendency can not be subdued entirely, at least its manifestation may be held in check. Favoritism rarely fails to harm the child who is petted. It rankles the others keenly and causes enmity and bitterness. The severest test which a father or a mother must meet may not be the capacity for great love and self-denial, but instead, rising above the inclination to lavish too much affection on the favorite child.

Quillo.

Fieglers

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

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

OUR LEADER

No. 726 Club and Spade Overalls with Jackets to match. This number is made of 285 Stifel Indigo Denim in standard sizes.

The extreme popularity of this garment is shown in its brisk sale.

We also carry a complete stock of Horseshoe and Invisible Striped Overalls.

Our No. 135 Plain Blue Overall with or without bib, Jackets to match, \$7.50 per dozen. This is a real value considering the present market conditions.

Our line can't be beat as to quality and price. See it before placing orders elsewhere.

PAUL STEKETEE & SONS

Wholesale Dry Goods

Grand Rapids, Michigan

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



Some Fads in the Notion Department.

The buyer of hand bags certainly has to hustle in these days of bags and bags, colors without limit, prices ditto, effects by the hundreds and handles for every idea; then one person to decide what a few thousand women will select. Sometimes bags are called notions, then art goods and finally fancy goods and they can be bought all over the store during the holidays. Sport bags are promised plenty of notice and they carry a lot of the Chinese-Japanese influence. Chain and ring handles sell, so do the self-covered handles and the draw-string type. Fifty dollars is not an unusual price for a handsome bead-ornamented silk bag. Tassels are simply great for decorations. Chain handles ending in a bracelet—the Biarritz—are very popular with buyers.

Wool embroidery on silk is seen and Hawaiian landscapes embroidered in beads and silk; Honolulu is getting her share of attention now. There is a bag with a metal frame that is constructed so as not to open when worn on the wrist. Paris sends out silk bags with a stiff bottom; also pear-shaped designs come from this city. Silk jersey bags are introduced for a new idea.

Some of the trade believe that certain leather bags will accord well with sport attire; this means a Dutch frame and bright lining. Flat leather bags are seen and white leather models worked with fine steel beads. Pongee, Khaki-Kool and other sport silks are used with leather and a frame for sport bags. Box tops for a mirror are used in moire, faille and leather bags. Serviceable shopping bags of generous size will always have a niche for carrying small parcels and they hold their price too.

The one-piece (chemise) frocks are held to the figure with suede or patent leather belts four or more inches wide, the wider being soft and crumpling up; they are worn loosely. Suede designs are of two straps around, except at center back; they are also trimmed with white motifs and fancy buckles as well as the plainest of fastenings. The "string" belt is only an inch wide, then the two to four-inch obtain the preference and no belt is supposed to be worn tight. Novelty cotton fabrics, black and white patent leather and suede, fancy cretonne, checked pique and pastel shaded suede may all soon be seen in the stores as the newest belts.

Variety in girdles from forty-five to eighty inches long attracts the attention to those of wooden beads in two or three colors; beaded taffeta has beaded tassels as well and entire bead

girdles are fostered by the specialty shops. The troubadour girdle from the centuries between the 12th and the 16th are a bright addition to the list as are the heavy cords with tassels, the silk braid cinctures with handsome tassels and crush ribbons ending in large tassels that have made this a season of dangling ornaments. Paris has a fancy for black velvet girdles with bead embroidery. Utility girdles that give good wear are of silk braid, outwearing many more fanciful.

The trade report a big notion season just passed and a bigger in prospect. We are making more and better notions and selling them to South America. The Japanese notions are not as well liked as yet. England, France and Switzerland have sent over many notions, but the cost is far above normal. As the sewing season draws near the notions appropriate to this time should be stocked up and the salespeople given a special talk on selling them; they will not sell themselves and the departments usually need more help, but the notions are generally step-children or seem to be to the customer waiting her chance.—Dry Goods.

A laborer makes a bargain for the price of his work, but a lawyer sizes up your pile and charges accordingly.

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

Automobile Insurance a Necessity

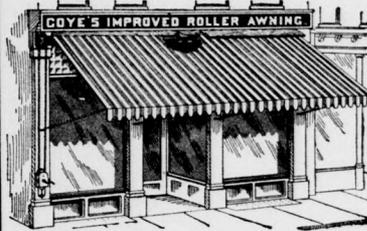
The Danger by Fire, Theft and Damage Claims Against the Owner of an Automobile Makes it Necessary to Carry Automobile Insurance to Cover these Hazards.

The merchant and business man should select the company with a large and growing business prepared to take care of these claims when they occur. The Citizens' Mutual Automobile Insurance Company has a membership of 20,000 members. The Company started at the right time and had the first pick of the careful automobile owners. With about \$65,000 of assets, a large and active agency force, with a large and growing membership, it is the only Mutual Company prepared to take care of damage claims up to \$5,000. The Company is now on the third season, and has met all claims promptly, having paid over two hundred sixty claims.

Cost only \$1.00 for policy plus 25 cents per H. P., Write

W. E. ROBB, Sec'y
Citizens' Mutual Automobile Insurance Company, Howell, Mich.

AWNINGS



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

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

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



P. F. C. Crochet Cotton

The best made, for all purposes

Ask Your Jobber

"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

Sport Shirts

Now is the time with warm weather approaching when Sport Shirts are in demand. We have them

In Plain White
Plain White with Pique Collar
White with Fancy Collars

At

\$5.50, \$6.50, \$9.00 and \$10.50

Mail Orders Promptly Attended to



Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS

:::

MICHIGAN



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

Eliminating the Waste in Eggs.

John Bright, Livestock Commissioner of Canada, sends out the following suggestions with reference to eliminating the waste in eggs, which is just as applicable to this country as it is to Canada:

"At the present time, when our every energy and effort are being put forward to increase the production of food products and make Canada more than ever before a large factor in the winning of the war, one's attention naturally turns to the food stocks available and the waste evidenced in their handling. With no other commodity is waste so apparent as it is in the handling of eggs.

"During the past few years special endeavor has been made to bring this matter to the attention of producers and the wholesale trade. This appeal, however, is addressed more particularly to retailers, many of whom do not seem to realize the extreme perishability of eggs.

"It is a common practice at this season of the year for many retailers to advertise the increasing egg supply and the rapidly falling prices by displaying piles of eggs in their store windows. The eggs thus exposed in many cases come under the direct rays of the sun and are subjected to a temperature behind the plate glass window of about 100 degrees. The excessive heat resulting causes serious deterioration through evaporation accompanied by loss of flavor. Further, at this time of the year a large percentage of the eggs marketed are fertilized, and as it is common knowledge that a temperature of 70 degrees is sufficient to start incubation, the possibility of serious deterioration will be readily seen.

"It is good business to advertise, but window displays of eggs defeat the aim of the advertiser in that the resulting deterioration of the eggs causes dissatisfaction among consumers and so retards consumption. Eggs should be kept in the cleanest, coolest, driest place in the store, removed from mustiness, foul odors or other sources of contamination.

"The food value of eggs, their freedom from waste, the saving in time, labor and fuel in their preparation, and the favorable way they compare in price with other articles of food, place them in an important place in the diet of our people. Now, as never

before in the history of the dominion, the conservation of food supplies must be one of our chief considerations, and the waste now apparent in the handling of eggs, that can be eliminated by careful and more up-to-date methods, is a consideration that will appeal to every citizen who has at heart the best interests of his fellow citizens, his country, and the empire as a whole."

Calls Attention to Ruling.

D. A. Bentley, Secretary of the Michigan Poultry, Butter & Egg Association, is sending out a circular letter calling the attention of the members of the organization to the ruling of the Interstate Commerce Commission which prohibits the railroads from putting on the extra icing charge which they have been doing for more than two years, and calling upon the members to get all of their freight bills in which refrigeration charges are included, either on carload lots or less, and arrange for their collection.

To Act Soon.

Interesting sessions of shippers and receivers have been held in New York of late, in an attempt to form some definite plan that would bring about a strong and united effort to go after changes in the egg inspection rules and particularly do away with the 5 per cent. exemption rule of the Trunk Line Association. Nothing definite has yet been given out but we understand that plans have been well laid and that strong and vigorous action will shortly be taken in the matter—action which it is firmly believed will result in relief to the trade.

The average man spends a lot of money for experience, and then gives other people the benefit of it free of charge.

Early Seed Potatoes Seed Corn
 Write for Prices and Booklet
Reed & Cheney Co.
 GRAND RAPIDS, MICH.



"SAFE" COMPUTING CHEESE CUTTERS
 Assure a profit on cheese, automatically gauge 8c, 10c slices, etc., 1/4-lb., 1/2-lb., etc. Sanitary, convenient, inexpensive and the most accurate.
 WOODEN CABINETS ALSO

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

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.

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.

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

The Vinkemulder Company

Jobbers and Shippers of
 Everything in

Fruits and Produce

Grand Rapids, 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



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.

STANDARD OF SERVICE.

Duty of the Retailer in the Present Emergency.

Cadillac, May 1—There has never been a time in the history of the country when it was so necessary for the retailers to get together in a spirit of co-operation as the present.

Next to the necessity of growing and harvesting greater crops comes the very important function of carefully distributing them to the ultimate consumer in order that waste and overstocking may be avoided.

This part of the work will fall largely on the retailer and due consideration should be given to preventing waste in any form. In order that the market may not be overstocked, the retailers in each community should have a committee whose duty it would be to know where there was too much of a certain kind of goods in order that an equitable distribution might be made, rather than that one shall buy more, while another was overstocked. For example, by knowing the quantity of sugar used in a given community, overstocking could be readily avoided.

Again, the retailer is in a better position to know the extent to which certain families can buy and the amount they should buy in order that they may live properly. Care should be taken to be at all times familiar with your book accounts, so that those who are exceeding their ability to pay may be warned in time, as we must not only not waste provisions, but should avoid waste from bad accounts as well.

The American people have joined hands with other nations of the world against a common foe and our part in the conflict appears to be to furnish provisions to the brave boys in the battle field who are willing to lay down their lives that we may safely enjoy the blessings of democracy and freedom from militarism. Let us not be so forgetful of these men as to neglect the saving and sending of even the most insignificant article that would be of some use to them.

Our duties to our Government are plain. We who are privileged to enjoy the liberty and protection of this great United States must give ear to its call and do the part assigned to us or be classed with those who are disloyal to the flag. It is not enough that we know that it is being done. We must each do our part and by co-operation with others "our part" will be more effective.

You as a retailer know the work and can co-operate more profitably in a line with which you are familiar. Go through your stock, get out that case of canned food you have been holding for a little higher price. Put it out on sale. Put that shelf worn package to the front. It will do in an emergency for the fellow who is going to sleep in his own comfortable bed. Leave the best for the heroes who have enlisted and who are doing the hard and dangerous work; who are not enjoying comfortable quarters, but who can enjoy the best of provision, if we who are left behind will do our part.

If the Retail Grocers and General Merchants' Association of Michigan as an association did nothing more than appoint a committee in each town in the State to co-operate with every grocer in analyzing his stock, leaving just sufficient with which to carry on business, it is surprising the quantity of goods which could be released for immediate use that is now becoming shelf worn. Then we could have accomplished a work not only for the Government but also for the store which probably could not be brought about in any other way.

I wish I could meet each retail grocer in the State face to face, in an effort to present this condition, but as this is impossible, I want to ask all those who are willing to give a little time to write me when we will

furnish you with a plan of action which will enable you to save time in getting results.

The source of happiness is in serving others. An important part of our business is "service." It is the thing on which many a profitable business has been built. It is the thing which keeps up our interest when otherwise we might have neglected our work, because it is an inherent desire that causes us to live up to the standard of service we have established, thereby winning the good will of our customers. For this reason let us add to our happiness by our endeavor to give better service than ever before and not lose sight of the fact that in doing this we are not only serving ourselves and our customers better, but also serving our Government in a way that has heretofore not been our privilege. Above all, we are serving the cause of humanity, not alone for the present generation, but for the permanent establishment of the principles for which our American ancestors fought and died.

I believe the grocers and general merchants of Michigan will do their part in upholding these principles and it is my plea that we do not forget, when we see the beautiful Stars and Stripes waving in the breeze, they are a silent reminder to each one that he has a duty to perform which belongs to him alone, in order that the country to which the Flag belongs may efficiently and effectively carry on the work it has undertaken.

With these thoughts in mind let each one resolve that he will start right now to do his part, working with others to perfect a plan by which to work and then work to the plan.

J. M. Bothwell.



The Best Asset of a Grocery Business is Satisfied Customers

Baker's Cocoa and Chocolate



REG. U. S. PAT. OFF.

Preparations are reliable, always of uniformly high quality, easily sold, in constant demand; the standards of the trade.

ALWAYS SATISFACTORY

Walter Baker & Co. Ltd.
Established 1780 Dorchester, Mass.



Why Throw Your Profits Away?

Your perishable stock is a source of loss through waste and spoilage. It can be made a source of profit by proper preservation—this means that your refrigerator equipment must be scientifically correct.

You can stop losses and make more money by keeping your perishable goods fresh and salable at all times if you install

MCCRAY SANITARY REFRIGERATORS

We manufacture a complete line of stock size refrigerators, cooling rooms and display cases for every requirement of grocers and meat markets. It will cost you nothing to investigate the McCray patented system of refrigeration.

Ask for Catalog and "Easy Payment Plan"

No. 70 for Grocers and Delicatessens
No. 92 for Residences

No. 62 for Meat Markets and General Storage
No. 51 for Hotels and Institutions

MCCRAY REFRIGERATOR CO.

744 Lake Street
Kendallville, Indiana
Detroit Salesroom, 239 Michigan Ave.
Agencies in All Principal Cities



A Neat Package of Franklin Granulated Sugar

looks like something ready for sale. Franklin Granulated Sugar comes to your store in strong cartons or tidy cotton sacks ready to place on your counter or shelf. Nothing to do but hand it to the customer and take the money. No loss by overweight, no cost for bags and twine, no bother.

Franklin Granulated Sugar is sold in 2 and 5 lb. cartons and 2, 5, 10 and 25 lb. cotton bags

"A FRANKLIN SUGAR FOR EVERY USE"

Granulated, Dainty Lumps, Powdered, Confectioners, Old Fashioned Brown.

The Franklin Sugar Refining Company
Philadelphia





Pickings Picked Up in the Windy City.

Chicago, April 30—The Chicago Board of Trade is still the center of interest in wheat. The price Saturday at the close of the market was \$2.79 per bushel. No prospect of it becoming any lower.

One of the big purchases in the finance world last week is that of the Harris Trust & Savings Bank, Continental & Commercial National Bank, National City Bank and William A. Read & Co., which jointly purchased \$1,500,000 worth of Sanitary District 4 per cent. bonds. They are dated April 17, 1917, and are to mature in from one to twenty years.

One of the recent real estate deals in Chicago is that of the Arcola Hotel, 3800 Lake Park avenue. This hotel has been sold to Moritz Marks, of Chicago. The consideration is understood to be about \$60,000. The property was sold by Donald M. Carter, Chicago, and Parley Sheldon, of Ames, Iowa.

Evanston, one of Chicago's suburbs, just enjoyed a large real estate deal. The ground and buildings occupied by Rosenberg's department store have been transferred to Charlotte Sargent Smith. It is understood the transaction amounted to \$275,000, of which \$100,000 was in the ground and the balance in buildings.

These columns read rather dull this week. Kindly bear and forbear. The writer has been taking down pictures, packing china, moving the piano, and doing general flat moving work under the capable but stern direction of Friend Wife.

William Hale Thompson, Chicago's Republican Mayor, from all accounts is now about to have an inning with the United States Government agents. This was brought about by his honor being a little bit too hasty in some of his remarks pertaining to the draft bill, inviting the French Commission to Chicago and volunteer service. Mr. Thompson, according to the remarks of some of the citizens, has gone a little too far in his expressions and remarks, and from reports overheard by the writer is apt to get himself into serious trouble.

One of the big doings this coming week will be that known as the "Used Car Show" at the Coliseum. Every automobile under the roof will be a car which has been in use, inspected by experts as to its quality and worth, placed on exhibition and sold during the show with a guarantee of just what the purchaser can do with same. This is the first show of this kind ever held in Chicago and will, no doubt, attract much interest, as it will give the people a chance to purchase a used car with the same guarantee which goes with a new one.

Teddy Roosevelt sure is popular in Chicago. From the time he landed in the city 9:45 a. m. April 28, he was surrounded by thousands of people and at his speech at the Stock Yards International theater, although there is a seating capacity of 15,000, there were three times that many turned away. If Chicago was the country, Teddy would always be President.

It is now getting close to Decoration Day, which will give some of our friends, who had the knot tied on that day, a chance to be sorry for two reasons.

One thing noticeable in Chicago at this time regarding real estate and buildings is that the prospective landlord, instead of figuring on high priced flats has taken into consideration the average wage earner and is building flats containing from forty to sixty families at a moderate rental of from \$30 to \$37.50 per month. One can see these buildings rushing to completion all over the city. In one section, known as Buena Park, for a distance of one block there has been completed fifty-four family apartment houses. There is under construction two more, one of fifty-six apartments and one of sixty apartments. The writer has the information from the owner that buildings have all been leased by prospective tenants.

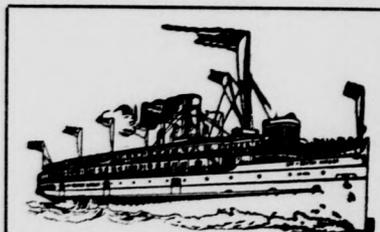
Chicago is still preaching "plant your garden."

Tunis Johnson, of the G. J. Johnson Cigar Co., of Grand Rapids, made a one day's business trip to Chicago, April 26.

One of Chicago's amusement parks, known as the White City, will be opened for the season Tuesday, May 1. This park is located at 63rd and South Park avenue and is one of Chicago's popular amusement parks.

Charles W. Reattoir.

There are two reasons why some people do not mind their own business; one is because they haven't any business, the other is because they haven't any mind.



THE SHORT LINE BETWEEN GRAND RAPIDS AND CHICAGO

FARE \$2.75 VIA

MICHIGAN RAILWAY CO.
(Steel Cars—Double Track)

Graham & Morton Line
(Steel Steamers)

Boat Train CONNECTING FOR THE BOAT
Leaves Grand Rapids Interurban Station
Rear Pantlind Hotel

EVERY NIGHT AT 7:00 P.M.

LIVINGSTON HOTEL AND CAFE

Cor. Fulton and Division
Grand Rapids

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

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

Beach's Restaurant

Frank M. Beach, Prop.
41 No. Ionia Ave.

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

Good Food—Good Service
Right Prices

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

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

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



Five Stories Completed April, 1917

HOTEL BROWNING

GRAND RAPIDS NEWEST

Fire Proof. At Sheldon and Oakes.
Every Room with Bath.
Our Best Rooms \$2.50, others \$2 and \$1.50.
Cafeteria - Cafe - Garage

ANNOUNCEMENT

New Kaiserhof

henceforth to be known as

Hotel Atlantic

Clark, near Jackson
Boulevard

CHICAGO

We will continue to serve our patrons as carefully and conscientiously as we have in the past.

CARL C. ROESSLER
MAX L. TEICH

New Hotel Mertens

GRAND RAPIDS

ROOMS
WITHOUT BATH \$1.00
WITH BATH (shower or tub) \$1.50
MEALS 50 CENTS

Union
Station



75 Steps East

Fire Proof

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, April 30—Sam Skidmore, one of our successful butchers, has adopted the plan of Safety First, owing to the H. C. L. and advises his customers that on and after May 1 cash will be the only thing received in exchange for meat. The delivery system will also be dispensed with. This is a move in the right direction which will, undoubtedly, be appreciated by his customers.

Syd. O'Houghlan, of Bay City, has accepted a position with the Soo Edison Co. and will make the Soo his abode for the present. Syd. is well known in the Soo, having lived here prior to going to Bay City. His many friends are more than pleased to note he has returned to the Soo.

"Influence is to be measured not by the extent of surface it covers, but by its kind."

J. L. Lipsett, the well-known implement dealer of Chippewa county, has returned, after spending the winter at Raventown, Fla., much improved in health. Mrs. Lipsett accompanied him back as far as Buffalo, where she stopped off to visit her daughter, Mrs. Irwin. Mr. Lipsett was much impressed with the farms and farming methods of Florida, where they are raising three crops instead of one, as they do here. He states that the potatoes were never in such great demand and that merchants from New York were paying \$4 a bushel and digging the potatoes themselves. In September the Florida farmer plants celery, reaping his crop about Christmas in time for the holiday trade. The farmer next plants his tomatoes, cucumbers and potatoes. In June they plant corn which is husked in September. The farmers all use fertilizer. While in the South Mr. Lipsett met Dr. McCandless, of the Soo, who is farming on ten acres and is quite successful. To give some idea of the climate, Mr. Lipsett states that there is a paper in Tampa which distributes issues of its paper to customers free whenever the sun does not shine. In fifteen years there have been thirty free distributions.

"Do your duty before blaming others for not doing theirs."

The Cornwell Co. is falling in line in organizing a Potato Troop. Corporal Denkmann has taken charge of the squad, while Captain Black and Lieutenant Steffens have volunteered to assist Sergeant Allison and Private Campbell on the vacant lot donated for the purpose by the Cornwell Company. There are many other plantation brigades organized in the Soo and an empty lot without cultivation this year will be an unusual sight.

W. J. Miller, the well-known proprietor of the Fountain House for the past few years, has decided to remodel the building and enlarge his clothing store, which he has been conducting in connection with the hotel. Mr. Miller declares that the increased clothing business necessitated his having more room. The entire front of the building will be changed. A copper glass front will take the place and the upstairs will be made into modern living apartments, which will also be an improvement to the principal street.

W. A. Stribbling, one of our well-known grocers and ice men, suffered a severe loss last week when fire destroyed one of his ice houses. No insurance.

Mark Brown, the well-known traveling man of Saginaw, was a Soo visitor last week. The H. C. L. did not seem to have any visible effect upon Mark. He says that business is good and related a little incident in which he modestly attempted to bribe an old Scotch druggist by offering him a box of cigars. "Na, na," said the old chap, shaking his head gravely, "I cannot take 'em."

"Nonsense," said the drummer, "If you have any conscientious scruples,

you may pay me a quarter for the box."

"Weel, weel," said the old Scot, "I'll take twa boxes."

"There is nothing like having a good reputation, if you live up to it."

W. Rex, who for the past winter has been in charge of the meat department for A. H. Eddy, has tendered his resignation to accept a position with Captain Duddleson on the steamer Fayette Brown. Mr. Rex has been in ill health for some time and is trying the lakes to recuperate. He is succeeded by Gustave Freiday, of Escanaba, who comes well recommended, being an experienced butcher and a relative of Charles Hass.

The Canadian Soo is trying to solve the problem to provide homes for the excess population of the city the coming summer. Alderman Davey suggests that the real estate men and property owners be induced to sell or rent their lots to the working men with a building, temporary or substantial, erected thereon, to be paid for by the tenants in installments. Thus the working people could be spread out from their close quarters and all would be anxious to better their lot by raising what foodstuffs they would need in their own gardens.

Sam Taylor, our popular County Clerk, slipped quietly out of the city last week on a supposed business trip to Detroit. It was reported later that he was united to Miss Lily Mingay, the ceremony taking place at the home of the bride's parents, Mr. and Mrs. Thomas Mingay, of Tecumseh. They have not as yet returned from their honeymoon, but from all reports they will be met by a reception committee and welcomed to our city.

F. J. Allison initiated his new car last week by giving Charles Hass a ride from St. Ignace to the Soo, thus cutting out the D. S. S. & A. from the profits on the fare, which is the first move made by the travelers to get back at the D. S. S. & A. for sidetracking the rebates which have been pending for the past few years. It was decided in favor of the railroad company. Some of the boys had enough coupons to pay for a car and are now ready to invest. In this way they will get even with the D. S. S. & A. "Some figuring, believe me," say the boys.

Bill Feetham, the popular jeweler, made such a hit at the Feetham Banquet given by the Abbot Corporation, at Cleveland, last winter that he started something in the line of being popular throughout the State. Bill's talents have heretofore not been appreciated. He has two dates for this week, one from the Michigan Retail Jewelers' Association, who are holding their twelfth annual convention at Jackson. They booked Bill for an address, the subject of which will be "What good salesmanship really is." From Jackson he will go to Cleveland to discuss with the officials of the Abbot Corporation plans for a booster banquet next July. Mr. Feetham is the founder of the National Abbot Boosters' Association, made up of stockholders in the company, and has been made its President.

George Kemp, veteran coal dealer, who has been engaged in the coal business for nearly forty years, has given up his active interest in the Kemp Coal Co. to his four sons, Al P., Harry B., Guy C. and J. B. Kemp. The new firm will be known as the Kemp Bros. Coal Co. Al P. Kemp, who has been actively connected with his father for many years, will be the managing partner in the new company. Harry B. and Jay B. Kemp will act as dock superintendents.

"Some married men join the army because they are tired of fighting."

The National Grocer Co. has shown its patriotism by announcing that its employees will be given every Saturday afternoon this summer for the purpose of gardening. The company will also allow the employees the use of all of its teams.

The machine gun company arrived

here last week numbering about fifty men and twenty mules. This company is the only complete unit of its kind which saw service at the Mexican border. It hails from Flint and is under the command of Captain Arthur Crossman.

Ralph J. Andary, manager of the Quality store, left last week for Rochester, Minn., to consult with Mayo Bros. Mr. Andary has been in poor health for the past year.

J. C. Foster, the well-known hardware merchant of Newberry, has offered to furnish seed potatoes to town gardeners and others who desire to plant any of the vacant ground within the village without any money consideration whatever. The only condition attached to the offer is that those receiving seed return him an equal amount when their crop is harvested in the fall.

"It takes a man of push to propel even a wheel-barrow."

Fred Bye is taking advantage of the closing up of some of the meat markets of the Soo and is putting on the delivery system throughout various sections of this city to take care of all the new customers who can pay when delivery is made. Fred's success is largely attributed to his business ability and good services as well.

The advance in wages of the canal employes from \$5 to \$9 per month has been glad tidings to the merchants as well as to the employes, as all of the extra change is needed now in the H. C. L. ranks.

Ex-Governor Chase S. Osborn presented the Sault Ste. Marie Club last week with one of the finest specimens of a caribou head in the country. The trophy was secured during a hunting trip of the ex-Governor and his party in the wilds of Ontario last fall. The mounting was done by F. R. Vigeant, our local taxidermist, and is a credit to his skill.

J. W. Gilligan, the well-known merchant of Rexton, is reported quite ill.

N. J. Lapine, the well-known traveler for the Cornwell Company on the Soo line, whose headquarters are at Gladstone, was a business visitor here last week. William G. Tapert.

Sparks From the Electric City.

Muskegon, April 30—The Moulton Grocery Co. has moved its wholesale stock to its new quarters in the former Moon Desk Co. plant.

R. Christie will move his hardware stock to the store vacated by the Moulton Co. and rumor says that the quarters he now occupies will be rented by a style shop which is coming here from Chicago.

Our idea of economy would be to save 99 9/10 of the steam used by Manistee mills and factories between 5 and 7 a. m.

The G. R. & I. Heights depot still remains disgracefully unclean. Rumor says that the section foreman will move into the living rooms and care for the waiting room in the near future.

The Muskegon Baking Co. is expanding about \$20,000 in its new location in the Moon Desk Co. plant and will have the finest bake shop in Western Michigan.

We have the promise of Mayor Porter that the crossings on Sanford street will be cleaned of mud and filth. By heck, if it is not done, I'll roast him and Street Commissioner Blumh to a turn.

We called up Harold Foote and asked for news and he said he did not know anything; said he had talked with Jay Lyon and Jay said he did not know anything either, so I quit for fear it might be contagious.

The building formerly occupied by the Jeanott & Nelson shoe store has been torn down and the Paul J. Schlessman Co. will erect a theater on the site.

Sorry when Sunny Jim lost his home by fire he did not save his fountain pen.

About time for Milton Steindler to go to New York again.

Yes, we have started a back yard garden.

A. W. Stevenson for Grand Sentinel. Well, you bet.

Phone 6476. E. P. Monroe.

Bad Hotel Conditions at Gladwin.

Grand Rapids, May 1—For the benefit of the traveling men who are compelled to make the town of Gladwin every week or semi-monthly, I wish to speak a few words of sympathy in their behalf, so far as hotel accommodations go. It is really a shame that a good live town like Gladwin feels that it cannot support two hotels, as I personally believe a little competition along these lines would certainly be very beneficial to the traveling man who gets hungry occasionally. One does not like to appear pessimistic and the writer is not in the habit of expressing opinions about these things, but when a fellow comes in from a cold drive on a winter evening and is forced to leave the dining room still hungry and find the natives occupying the lobby chairs, playing rhum, etc., so it is impossible for him to make out his reports. I believe a few words of protest are not out of order. I assure you the boys who make this town often will bear me out in my statements regarding the Graham House.

There is one more thing I wish to say: Being a specialty salesman, I am compelled to make Gladwin only twice a year and, believe me, that is one wonderful thing to be thankful for.

W. M. Robinson.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, May 2—Creamery butter, extras, 39@40c; first 37@38c; common, 36c; dairy, common to choice, 30@38c; dairy common, all kinds, 25@30c.

Cheese—No. 1 new, 25½@26c; choice 25c; old 25@27c.

Eggs—Choice, new laid, 35c; fancy henner, 35c; duck 36c.

Poultry (live)—Fowls, 24@27c; springs, 24@26c; old cock, 18@20c; ducks, 23@25c.

Beans—Medium, \$9.50@9.75; pea, \$9.50@10.00; Red Kidney, \$8.00@8.25; White Kidney, \$9.00@10.00; Marrow, \$9.50@10.00.

Potatoes—\$2.75@3.00 per bu. Rea & Witzig.

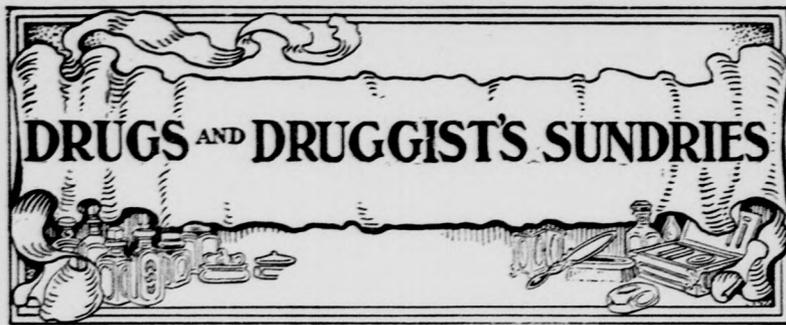
Beware of German Fire Insurance Companies.

Owosso, May 1—Richard K. Bofysill, of this city, has begun three damage suits against the Fire Insurance Association of Philadelphia, and the Aachen and Munich Fire Insurance Co. of Germany. He asks a total of \$2,950 for damage to his house, household goods and candy stock by fire about two months ago. The companies have been holding up the insurance pending investigation of the cause of the fire, which was not determined at the time. They have offered to settle, but at a figure which Mr. Bofysill believes to be unfair and dishonest.

Detroit—The Ternstedt Manufacturing Co. has engaged in the manufacture of metal fittings, trimmings, mechanical devices and appliances with an authorized capital stock of \$120,000, of which amount \$60,000 has been subscribed and paid in in cash.

John A. Hach, who represented the Tappan Shoe Co. and its successor, the Hoosier Shoe Co., twenty-three years in Southern Michigan and Northern Ohio, is now covering the same territory for the DeVine & Yungel Shoe Manufacturing Co., of Harrisburg, Penn.

Mr. and Mrs. John D. Martin are in Elgin, Ill., celebrating John's birthday (?) with his son, Jess.



Forty-Seven Out of One Hundred and Nine.

Muskegon, May 1—The Michigan Board of Pharmacy examined 109 candidates at the March examination in Grand Rapids. The following were successful:

Registered Pharmacist.

Alfred E. Abramson, Houghton.
LaForrest Bailey, Detroit.
Claude W. Barry, Harrietta.
Edmund J. Czapski, Bay City.
Pearl W. Coyne, Detroit.
George P. Diermier, Petoskey.
John P. Gibson, Three Oaks.
Purl W. Harding, Melvin.
George W. Juhl, Owosso.
Walter L. Kroll, Houghton.
Maxwell S. Moore, Fowler.
Frank R. Newell, Cedar Springs.
William Parker, Crystal.
F. H. Quackenbush, Highland Park.
W. Allen Raquet, Detroit.
Mrs. Fay C. Roberts, Akron.
Samuel A. Snow, Ludington.
Wynn L. Skelton, Coleman.
Roy James Sweet, Yale.
Mark Soullier, Detroit.

Registered Druggist.

Harold W. Aubil, Grand Rapids.
Andrew W. Bruce, Big Rapids.
Errol W. Beck, Durand.
Jack P. Beihl, Grand Haven.
Carlos W. Brown, Memphis.
Stanley Finucan, Charlevoix.
L. H. Glendening, Orion.
J. B. Hayward, Alma.
Joseph E. Higgins, Minden City.
Gerald F. Koon, Morenci.
Harry J. Munford, Big Rapids.
Albert Morningstar, Big Rapids.
H. H. Raycraft, Alma.
W. A. Peterson, Grand Rapids.
William Porter, Milford.
C. G. Snyder, Evenwood, W. Va.
Clio W. Sheppard, Detroit.
Glenn A. Stewart, Hadley.
Edwin F. Stoll, Adrian.
Mrs. Emma Stegenga, Grand Rapids.

The next examination will be held at the Chemistry Building, University of Michigan, Ann Arbor, June 19, 20 and 21, 1917.

Charles S. Koon, Sec'y.

Rubber Sponges.

A new method of preparing rubber sponge direct from the latex or sap of the rubber tree has been patented, and it bids fair to make the product much cheaper.

Rubber sponge has several peculiar properties. For instance, it is exceedingly light, its specific gravity compared with water being 0.05, which makes it about the lightest solid body known. Although it is full of holes, the holes are independent, they are not connected with one another, so that it is water-tight and very nearly gas-tight. It is ideal for life-preservers because it will not waterlog, it is light, conforms easily to the body and it will not collapse. A life-raft made of rubber sponge is as nearly fool-proof as it can be.

Most automobile tire fillers have gone into the discard because they do not respond or because they heat up or decompose; but rubber sponge is promising. It is to be molded to fit the inside of the tire casing.

Rubber sponge is also useful in making sound-proof rooms and for placing under light vibrating and hammering machines. It is further proposed for clothing for aeronauts and for Arctic work.

Hard rubber sponge is the well known hard rubber, but in a spongy state.

It weighs a quarter as much as cork and one-tenth as much as light wood. It is suggested for battery jars, and for many kinds of insulation. It may be worked in any way customary with hard rubber.

Employee Trapped by Use of Marked Money.

Kalamazoo, April 24—Mortimer E. Sleight, 1607 Portage street, reputed well to do and for many years a cattle buyer and marketman, was taken into custody to-day. Sleight is charged with having systematically tapped the till of Hugh Crocker's meat market, 142 Portage street, and with taking from the place a large quantity of meat for which he has given no account. Following an admission that a part of the charge against him was true, Sleight was locked up pending a further investigation of the case.

It is alleged by Sheriff Eaton, to whom a complaint against the accused man was made several days ago, that Sleight, who had charge of the market up to 8 o'clock each morning, not only placed in his own pocket money from sales made before the proprietor arrived, but also took meat from the market and gave to friends and relatives without obtaining pay therefor, or if he was paid, that he appropriated the money to his own use.

Deputies Hutchins and Shelvin have watched the market the past week, making careful note of the number of persons who went therein to trade. Nearly every morning it was found when Mr. Crocker came to the market that the cash register slips showed few if any sales. Tuesday morning the officers themselves entered the market and made purchases, handing to Sleight himself several marked bills and silver money. When the proprietor came none of this money was found in the cash drawer. Sleight was at once taken into custody, and when searched at the jail the marked bills and silver were discovered in his pocket.

Sleight, in explanation of his actions, told Sheriff Eaton that he had been helping a son of the proprietor for several years, and that the money and meats were for the younger Crocker, although this was done without the knowledge of the father.

Mr. Crocker's suspicions were aroused by what he alleges was a sudden falling off in the receipts of the market after he employed Sleight about six months ago.

Bottom Facts From Booming Boyne City.

Boyne City, April 30—Navigation was opened at this port by the arrival of the J. O. Nessen from Chicago, April 25, to load lumber from the Boyne City Lumber Co. docks for Chicago.

Work has begun on the Boyne City-Boyne Falls road which will complete this section of the road from Boyne Falls to within one-half mile of the Boyne City limit this year.

The Boyne City School Board has secured fifty bushels of potatoes for distribution to the city school gardens. Special effort is being made for the extension of this work this year.

The steamer Cicoo, ore carrier for the Charcoal Iron Co. of America, is expected in May 2 with the first load of ore for this season. The furnace is working to full capacity, as is the chemical works which supplies the charcoal for smelting.

The W. H. White Co. expects to begin water shipment of lumber this week. Car trade has been brisk all winter.

The W. H. White Co. made an advance in wages 15@25 cents per day, effective April 15.

H. W. Everest, the Michigan Trust Co. manager for W. H. White Co., is getting to be a regular farmer and is becoming very enthusiastic as to the possibilities of Northern Michigan agriculture. They all get the bug if they stay here long enough. Maxy.

Automatic Sofa Does Father's Job.

An Atlanta, Ga., man has invented a self-acting sofa which gives friend beau a gentle hint as to the time of his departure. If properly wound up it will begin to ring a warning bell just before 10 o'clock. At one minute past 10 it splits apart.

At Your Service

THE MAJORITY OF YOUR CUSTOMERS cannot complete their house cleaning until they have re-decorated their walls and re-placed the old window shades with fresh ones.

WE CAN HAVE THESE GOODS AT YOUR DOOR PROMPTLY.

Ask about *Criterion* paints

Wall Paper
Paints

HEYSTEK & CANFIELD CO.
GRAND RAPIDS, MICH.

Window
Shades

It's Pure, That's Sure



PIPER ICE CREAM CO.

Kalamazoo

:::

Michigan

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



Public Telephones

FOR the convenience of patrons the telephone company maintains public pay stations in all sections of the city from which local or toll calls can be made.

If you chance to be in an unfamiliar locality and wish to telephone, look around for the blue bell sign. Where there is a sign, you will find a pay station near at hand.

Every Bell Telephone is a Long Distance Telephone

Michigan State Telephone Company



WHOLESALE DRUG PRICE CURRENT

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

Acids	Cubeb	6 50@6 75	Capsicum	@1 20		
Boric (Powd.)	17@ 25	Eigeron	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	85@ 90	Juniper Berries	20 00@20 20	Cinchona	@1 65	
Muriatic	2 1/2@ 5	Juniper Wood	2 75@3 00	Colchicum	@1 05	
Nitric	3@ 5	Lard, extra	1 00@1 10	Cubeb	@1 45	
Oxalic	65@ 75	Lard, No. 1	95@1 05	Digitalis	@ 80	
Sulphuric	2 1/2@ 5	Lavender Flow.	5 50@5 75	Gentian	@ 90	
Tartaric	96@1 00	Lavender, Gar'n	1 25@1 40	Ginger	@1 20	
Ammonia	Lemon	2 00@2 25	Guaiaac	@1 10		
Water, 26 deg.	8 @ 12	Linseed, boiled bbl.	@1 24	Guaiaac, Ammon.	@1 00	
Water, 18 deg.	5 1/2@ 9	Linseed, bld less	1 29@1 34	Iodine	@2 10	
Water, 14 deg.	4 1/2@ 8	Linseed, raw, bbl.	@1 23	Iodine, Colorless	@2 10	
Carbonate	14 @ 16	Linseed, rw. less	1 28@1 33	Ipecac	@ 75	
Chloride	25 @ 35	Mustard, true, oz.	@2 00	Iron, clo.	@ 90	
Balsams	Neatsfoot	1 00@1 10	Mustard, artifl oz.	@2 25	Kino	@1 00
Copaiba	1 25@1 50	Olive, pure	2 50@4 00	Myrrh	@1 10	
Fir (Canada)	1 25@1 50	Olive, Malaga,	yellow	1 85@2 15	Nux Vomica	@ 95
Fir (Oregon)	49@ 50	Olive, Malaga,	green	1 85@2 15	Opium	@5 50
Peru	4 25@4 60	Orange, Sweet	4 00@4 20	Opium, Camph.	@1 05	
Tolu	60@ 80	Origanum, pure	@2 50	Opium, Deodor'd	@5 50	
Barks	Origanum, com'l	@ 75	Pennyroyal	2 25@2 50	Rhubarb	@ 85
Cassia (ordinary)	25@ 30	Peppermint	3 25@3 50	Paints		
Cassia (Saigon)	90@1 00	Rose, pure	18 00@20 00	Lead, red dry	11 1/4@12	
Elm (powd. 35c)	30@ 35	Rosemary Flows	1 50@1 75	Lead, white oil	11 @11 1/2	
Sassafras (pow. 35c)	@ 30	Sandalwood, E.		Ochre, yellow bbl.	1 @ 1 1/4	
Soap Cut (powd.)	23@ 25	I.	15 50@15 75	Ochre, yellow less	2 @ 5	
35c		Sassafras, true	1 25@1 45	Putty	2 1/2@ 5	
Berries	Cubeb	90@ 1 00	Sassafras, artifl	50@ 60	Red Venet'n bbl.	1 1/4@ 4
Fish	15 @ 20	Spearment	2 75@3 00	Red Venet'n less	1 1/2@ 5	
Juniper	8 1/2@ 15	Sperm	1 15@1 25	Vermillion, Amer.	25@ 30	
Prickley Ash	@ 30	Tansy	3 50@3 75	Whiting, bbl.	@ 2	
Extracts	Licorice	49@ 52	Tar, USP	30@ 40	Whiting	2 1/2@ 5
Licorice	49@ 52	Licorice powdered	80@ 85	Turpentine, bbls.	@ 56	
Licorice powdered	80@ 85	Flowers		Turpentine, less	61@ 65	
Flowers	Arnica	@3 75	Wintergreen, tr.	5 50@5 75	Wintergreen, sweet	4 00@4 25
Chamomile (Ger.)	95@1 05	Chamomile Rom.	1 75@2 00	Wintergreen, art.	1 25@1 50	
Chamomile Rom.	1 75@2 00	Gums		Wormseed	5 50@5 75	
Gums	Acacia, 2nd	45@ 50	Acacia, 3rd	45@ 50	Wormwood	3 75@4 00
Acacia, Sorts	25@ 30	Acacia, powdered	40@ 50	Aloes (Cape Pow)	20@ 25	
Acacia, powdered	40@ 50	Aloes (Soc. Pow.)	@ 50	Asafoetida	@1 75	
Aloes (Barb. Pow)	30@ 40	Asafoetida, Powd.		Potassium		
Aloes (Cape Pow)	20@ 25	Pure	@2 00	Bicarbonate	1 90@2 00	
Aloes (Soc. Pow.)	@ 50	Camphor	1 04@1 07	Bichromate	55@ 60	
Asafoetida	@1 75	Guaiaac	45@ 50	Bromide	1 40@1 50	
Ice Cream		Guaiaac, powdered	@ 60	Carbonate	1 60@1 75	
Kalamazoo		Kino	70@ 75	powdered	60@ 65	
Bulk Vanilla	@ 75	Kino, powdered	75@ 80	Chlorate, gran'r	90@ 95	
Bulk Fancy	@ 85	Myrrh	@ 40	Chlorate, xtal or	75@ 80	
Brick Vanilla	@ 25	Myrrh, powdered	@ 50	powd.	@1 50	
Brick Fancy	@ 30	Opium	33 00@33 20	Cyanide	3 50@3 60	
Leaves		Opium, powd.	33 00@33 20	Iodide	@1 50	
Buchu	1 75@1 85	Opium, gran.	33 00@33 20	Permanaganate	@4 50	
Buchu, powdered	1 85@2 00	Shellac	75@ 80	Prussiate, yellow	@1 50	
Sage, bulk	67@ 70	Shellac, Bleached	80 85	Prussiate, red	@3 50	
Sage, 1/2 loose	72@ 78	Tragacanth	2 50@3 00	Sulphate	@ 90	
Sage, powdered	55@ 60	Tragacanth powder	2 25	Roots		
Senna, Alex	70@ 75	Turpentine	10@ 15	Alkanet	2 00@2 10	
Senna, Tinn.	40@ 45	Insecticides		Blood, powdered	20@ 25	
Senna, Tinn. pow.	60@ 55	Arsenic	21@ 25	Calamus	50@3 50	
Uva Ursi	18@ 20	Blue Vitriol, bbl.	@ 12	Campana, pwd.	15@ 20	
Oils		Blue Vitriol, less	13@ 20	Gentian, powd.	30@ 35	
Almonds, Bitter, true	15 00@16 00	Bordeaux Mix Dry	14@ 20	Ginger, African,	20@ 25	
Almonds, Bitter, artificial	7 00@7 20	Hellebore, White	powdered	38@ 45		
Almonds, Sweet, true	1 25@1 50	Insect Powder	32@ 52	Ginger, Jamaica,	30@ 35	
Almonds, Sweet, imitation	65@ 75	Lead, Arsenate	11@ 30	Ginger, Jamaica,	30@ 35	
Amber, crude	1 75@2 00	Lime and Sulphur	Solution, gal.	15@ 25		
Amber, rectified	2 50@2 75	Solution, gal.	15@ 25	Golden seal pow.	8 00@8 20	
Anise	2 00@2 25	Paris Green	42 1/2@47 1/2	Ipecac, powd.	3 25@3 50	
Bergamont	7 00@7 20	Ice Cream		Licorice, powd.	28@ 30	
Cajeput	1 35@1 60	Kalamazoo		Licorice, powdered	30@ 35	
Cassia	2 75@3 00	Bulk Vanilla	@ 75	Orris, powdered	30@ 35	
Castor	2 55@2 65	Bulk Fancy	@ 85	Poke, powdered	20@ 25	
Cedar Leaf	1 25@1 40	Brick Vanilla	@ 25	Rhubarb	75@1 00	
Citronella	90@1 20	Brick Fancy	@ 30	Rhubarb, powd.	75@1 25	
Cloves	2 25@2 40	Leaves		Rosinweed, powd.	25@ 30	
Cocoonut	27 1/2@ 35	Buchu	1 75@1 85	Sarsaparilla, Hond.	75@ 80	
Cod Liver	4 75@5 00	Buchu, powdered	1 85@2 00	Sarsaparilla Mexican,	30@ 35	
Cotton Seed	1 50@1 75	Sage, bulk	67@ 70	ground	30@ 35	
Croton	1 50@1 80	Sage, 1/2 loose	72@ 78	Squills	35@ 40	
		Sage, powdered	55@ 60	Squills, powdered	45@ 65	
		Senna, Alex	70@ 75	Tumeric, powd.	13@ 20	
		Senna, Tinn.	40@ 45	Valerian, powd.	@1 00	
		Senna, Tinn. pow.	60@ 55	Seeds		
		Uva Ursi	18@ 20	Anise	35@ 40	
		Oils		Anise, powdered	40@ 45	
		Almonds, Bitter, true	15 00@16 00	Bird, ls	@ 10	
		Almonds, Bitter, artificial	7 00@7 20	Canary	10@ 15	
		Almonds, Sweet, true	1 25@1 50	Caraway	85@ 90	
		Almonds, Sweet, imitation	65@ 75	Cardamon	1 80@2 00	
		Amber, crude	1 75@2 00	Celery (Powd. 40)	30@ 35	
		Amber, rectified	2 50@2 75	Coriander	25@ 30	
		Anise	2 00@2 25	Dill	25@ 30	
		Bergamont	7 00@7 20	Fennel	@ 85	
		Cajeput	1 35@1 60	Flax	7 1/2@ 13	
		Cassia	2 75@3 00	Flax, ground	7 1/2@ 13	
		Castor	2 55@2 65	Foenugreek pow.	18@ 25	
		Cedar Leaf	1 25@1 40	Hemp	8@ 12	
		Citronella	90@1 20	Lobelia	40@ 50	
		Cloves	2 25@2 40	Mustard, yellow	19@ 25	
		Cocoonut	27 1/2@ 35	Mustard, black	19@ 25	
		Cod Liver	4 75@5 00	Mustard, powd.	22@ 30	
		Cotton Seed	1 50@1 75	Poppy	@1 00	
		Croton	1 50@1 80	Quince	@1 25	
				Rape	10@ 15	
				Sabadilla	@ 35	
				Sabadilla, powd.	35@ 45	
				Sunflower	7@ 10	
				Worm American	@ 25	
				Worm Levant	1 00@1 10	
				Tinctures		
				Aconite	@ 95	
				Aloes	@ 75	
				Arnica	@1 65	
				Asafoetida	@1 35	
				Belladonna	@1 65	
				Benzoin	@1 10	
				Benzoin Compo'd	@1 60	
				Buchu	@1 50	
				Cantharides	@3 00	

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.

Table with two columns: ADVANCED and ADVANCED. Lists various grocery items like Grape Nuts, Shredded Wheat, Cocoa, etc.

Index to Markets

By Columns

Index to Markets table listing various categories (A-Z) and their corresponding page numbers in the price current.

1 2

Main price current table for items 1 and 2, including categories like Arctic Ammonia, Axle Grease, Baked Beans, Bath Brick, etc.

CHEWING GUM

Table listing prices for chewing gum brands like Adams Black Jack, Adams Sappota, Beeman's Pepsin, etc.

CHOCOLATE

Table listing prices for chocolate brands like German's Sweet, Premium, Caracac, etc.

CLOTHES LINE

Table listing prices for various clothing items like Twisted Cotton, Braided Cotton, Sash Cord, etc.

COCOANUT

Table listing prices for coconut products like Dunham's, Baker's, etc.

COFFEES ROASTED

Table listing prices for coffee brands like Rio, Santos, Maracalbo, Mexican, Guatemala, Java, etc.

CATSUP

Table listing prices for catsup brands like Snider's, etc.

McLaughlin's XXXX package coffee is sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.

Extracts: Holland, 1/2 gro. bxs. 95; Felix, 1/2 gross 1 15; Hummel's foll, 1/2 gro. 85; Hummel's tin, 1/2 gro. 1 43.

CONFECTIONERY

Table listing prices for confectionery items like Stick Candy, Mixed Candy, Specialties, etc.

PEANUTS

Table listing prices for peanut products like Fancy H P Suns, Cream Tartar, etc.

DRIED FRUITS

Table listing prices for dried fruits like Apples, Apricots, Citron, Currants, Peaches, Raisins, etc.

FARINACEOUS GOODS

Table listing prices for flour and other grain products like Beans, Farina, Pearl Barley, etc.

FISHING TACKLE

Table listing prices for fishing tackle like Cotton Lines, Nuts-Whole, etc.

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FLOUR AND FEED

Grand Rapids Grain & Milling Co. Winter Wheat Purity Patent 14 40 Fancy Spring 15 00 Wizard Graham 14 00 Wizard Gran. Meal 8 50 Wizard Buckw't cwt. 6 00 Rye 12 00

Valley City Milling Co. Lily White 14 50 Light Loaf 14 10 Graham 6 00 Granera Health 6 10 Gran. Meal 4 00 Bolted Meal 3 90

Watson-Higgins Milling Co. New Perfection 14 40 Tip Top Flour 13 90 Golden Sheaf Flour 13 50 Marshalls Best Flour 14 00 Watertown Wisconsin Rye 10 60

Worden Grocer Co. Quaker, paper 14 50 Quaker, cloth 14 50

Kansas Hard Wheat Worden Grocer Co. American Eagle, 1/8s 15 00 American Eagle, 1/4s 14 90 American Eagle, 1/2s 15 00

Spring Wheat Judson Grocer Co. Ceresota, 1/8s 16 80 Ceresota, 1/4s 16 70 Ceresota, 1/2s 16 60

Worden Grocer Co. Wingold, 1/8s cloth 14 20 Wingold, 1/4s cloth 13 45 Wingold, 1/2s cloth 14 00

Meal Bolted 8 30 Golden Granulated 8 50

Wheat Red 2 75 White 2 73

Oats Michigan carlots 84 Less than carlots 87

Corn Carlots 1 68 Less than carlots 1 75

Hay Carlots 14 00 Less than carlots 16 00

Feed Street Car Feed 64 00 No. 1 Corn & Oat Fd 64 00 Cracked Corn 64 00 Coarse Corn Meal 64 00

FRUIT JARS Mason, pts., per gro. 6 00 Mason, qts., per gro. 6 40 Mason, 1/2 gal. per gro. 8 75 Mason, can tops, gro. 2 75

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, 1 doz. 1 25 Minute, 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. 25

HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25

HIDES AND PELTS Hides Green, No. 1 17 Green, No. 2 16 Cured, No. 1 20 Cured, No. 2 19 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 Shearlings 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 25 15lb. pails, per pail 85 30lb. pails, per pail 1 60

7

Jell-O

Assorted Case 3 doz. 2 70 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, 3 doz. Assorted Case 2 70 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

1/4 pt. in bbls., per doz. 25 1/2 pt. in bbls., per doz. 27 8 oz. capped in bbls., per doz. 27

MAPLEINE

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

MINCE MEAT

Per case 2 85

MOLASSES

New Orleans Fancy Open Kettle 50 Choice 43 Good 37 Stock 37

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, 8 oz. 1 40 Stuffed, 14 oz. 2 35 Pitted (not stuffed) 14 oz. 2 25

MUSTARD

1/2 lb. 6 lb. boxes 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, 8 oz. 1 40 Stuffed, 14 oz. 2 35 Pitted (not stuffed) 14 oz. 2 25

PICKLES

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 80 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 40 00@41 00 Short Cut Clr 33 00@34 00 Bean 37 50@38 00 Brisket, Clear 43 00 Pig 43 00 Clear Family 29 00

Dry Salt Meats

S P Bellies 14 1/2@15 Lard Pure in tiers 20 @21 Compound Lard 17 1/2@18 80 lb. tubs 1/2 advance 1/4 60 lb. tubs 1/2 advance 1/2 50 lb. tubs 1/2 advance 3/4

8

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. 25 1/2@26 Hams, 16-18 lb. 21 @22 Hams, 18-20 lb. 20 1/2@21 Ham, dried beef sets 29 @30 California Hams 21 @21 1/2 Picnic Boiled Hams 19 1/2@20 Boiled Hams 36 @36 1/2 Minced Hams 17 1/2 Bacon 31 @35

Sausages

Bologna 15 Liver 12 Frankfort 17 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 75 1/2 bbls., 40 lbs. 2 30 3/4 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 Butter

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

Canned Meats

Corned Beef, 2 lb. 6 00 Corned Beef, 1 lb. 3 40 Roast Beef, 2 lb. 6 00 Roast Beef, 1 lb. 3 40 Potted Meat, Ham Flavor, 1/4s 55 Potted Meat, Ham Flavor, 1/2s 95 Deviled Meat, Ham Flavor, 1/4s 55 Deviled Meat, Ham Flavor, 1/2s 95 Potted Tongue, 1/4s 55 Potted Tongue, 1/2s 95

RICE

Fancy 7 @7 1/2 Japan Style 5 1/2 @6 Broken 4 @4 1/2

ROLLED OATS

Rolled Avena, bbls. 9 00 Steel Cut, 100 lb. sks. 4 75 Monarch, bbls. 8 75 Monarch, 90 lb. sks. 4 35 Quaker, 18 Regular 1 50 Quaker, 20 Family 4 90

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 10 Wyandotte, 100 % 3 00

SAL SODA

Granulated, bbls. 1 40 Granulated, 100 lbs. cs. 1 50 Granulated, 36 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 38

Common

Granulated, Fine 1 60 Medium, Fine 1 75

SALT FISH

Cod Large, whole @ 9 1/2 Small, whole @ 9 Strips or bricks 1 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 70 Scaled, in boxes 16 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

9

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 Cardomon, Malabar 1 20 Celery 45 Hemp, Russian 7 1/2 Mixed Bird 9 Mustard, white 20 Poppy 70 Rape 12

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

SODA

Boxes 5 1/2 Kegs, English 4 1/2

SPICES

Whole Spices Allspice, Jamaica 9 @10 Allspice, lg. Garden @11 Cloves, Zanzibar @27 Cassia, Canton 14 @15 Cassia, 5c pkg. doz. @35 Ginger African @ 9 1/2 Ginger, Cochin @14 1/2 Mace, Penang @30 Mixed, No. 1 @17 Mixed, No. 2 @16 Mixed, 5c pkgs. dz. @45 Nutmegs, 70-80 @35 Nutmegs, 105-110 @38 Pepper, Black @28 Pepper, White @30 Pepper, Cayenne @22 Paprika, Hungarian @15

Pure Ground in Bulk

Allspice, Jamaica @15 Cloves, Zanzibar @27 Cassia, Canton @18 Ginger, African @28 Mace, Penang @1 00 Nutmegs @30 Pepper, Black @30 Pepper, White @32 Pepper, Cayenne @25 Paprika, Hungarian @45

STARCH

Kingsford, 40 lbs. 7 1/2 Muzzy, 48 1lb. pkgs. 7

Kingsford

Silver Gloss, 40 lb. 7 1/2 Argo, 24 5c pkgs. 95 Silver Gloss, 16 3lbs. 7 1/2 Silver Gloss, 12 6lbs. 8 1/2

Muzzy

48 1lb. packages 7 16 3lb. packages 6 1/2 12 6lb. packages 8 1/2 50 lb. boxes 5 3/4

SYRUPS

Barrels 54 Half barrels 56 Blue Karo, No. 1 1/2, 2 doz. 2 30 Blue Karo, No. 2, 2 dz. 2 75 Blue Karo, No. 2 1/2, 2 doz. 3 30 Blue Karo, No. 5, 1 dz. 3 25 Blue Karo, No. 10, 1/2 doz. 3 10 Red Karo, No. 1 1/2, 2 doz. 2 45 Red Karo, No. 2, 2 dz. 3 00 Red Karo, No. 2 1/2, 2 dz. 3 70 Red Karo, No. 5, 1 dz. 3 65 Red Karo, No. 10 1/2 doz. 3 45

Pure Cane

Fair 16 Good 20 Choice 25 Folger's Grape Punch Quarts, doz. case 6 00

TABLE SAUCES

Halford, large 3 75 Halford, small 2 26

TEA

Uncolored Japan Medium 20@25 Choice 28@33 Fancy 36@45 Basket-fired Med'm 28@30 Basket-fired Choice 35@37 Basket-fired Fancy 38@45 No. 1 Nibs 30@32 Siftings, bulk 9@10 Siftings, 1 lb. pkgs. 12@14

Gunpowder

Moyune, Medium 28@33 Moyune, Choice 35@40 Moyune, Fancy 50@60 Ping Suey, Medium 25@30 Ping Suey, Choice 35@40 Ping Suey, Fancy 45@50

Young Hyson

Choice 28@30 Fancy 45@56

10

Oolong

Formosa, Medium 25@38 Formosa, Choice 32@35 Formosa, Fancy 50@60

English Breakfast

Congou, Medium 25@30 Congou, Choice 30@35 Congou, Fancy 40@60 Congou, Ex. Fancy 60@80

Ceylon

Pekoe, Medium 28@30 Dr. Pekoe, Choice 30@35 Flowery O. P. Fancy 40@50

TOBACCO

Blot 1 45 Bugle, 16 oz. 3 84 Bugle, 10c 11 00 Dan Patch, 8 and 16 oz. 36 Dan Patch, 4 oz. 11 52 Dan Patch, 2 oz. 5 76 Fast Mail, 16 oz. 7 80 Hiawatha, 16 oz. 60 Hiawatha, 5c 5 76 May Flower, 16 oz. 9 36 No Limit, 8 oz. 1 86 No Limit, 16 oz. 3 72 Ojibwa, 8 and 16 oz. 40 Ojibwa, 10c 11 10 Ojibwa, 8 and 16 oz. 42 Petoskey Chief, 7 oz. 2 00 Petoskey Chief, 14 oz. 4 00 Peach and Honey, 5c 5 76 Red Bell, 16 oz. 3 98 Red Bell, 8 foll. 1 98 Sterling, L & D, 5c 5 76 Sweet Cuba, canister 9 16 Sweet Cuba, 5c 5 76 Sweet Cuba, 10c 95 Sweet Cuba, 1 lb. tin 4 50 Sweet Cuba, 1/2 lb. foil 2 25 Sweet Burley, 5c L&D 5 76 Sweet Burley, 8 oz. 2 45 Sweet Burley, 16 oz. 4 90 Sweet Mist, 1/2 gro. 5 76 Sweet Mist, 8 oz. 11 10 Telegram, 5c 5 76 Tiger, 5c 6 00 Tiger, 25c cans 2 40 Uncle Daniel, 1 lb. 6 00 Uncle Daniel, 1 oz. 5 23

Plug

Am. Navy, 16 oz. 32 Apple, 10 lb. butt. 41 Day's Work, 7 & 14 lb. 42 Drummond Nat. Leaf, 2 and 5 lb. 60 Drummond Nat. Leaf, per doz. 96 Battle Ax 32 Bracer, 6 and 12 lb. 30 Big Four, 6 and 16 lb. 30 Boot Jack, 2 lb. 90 Boot Jack, per doz. 96 Bullion, 16 oz. 46 Climax Golden Twins 49 Climax, 14 1/2 oz. 44 Climax, 7 oz. 47 Climax, 5c tins 6 00 Creme de Menthe, lb. 65 Derby, 5 lb. boxes 28 5 Bros., 4 lb. 66 Four Roses, 10c 90 I X L, 5c 5 10 I X L, in pails 3 90 Kiln Dried, 25c 2 50 King Bird, 7 oz. 2 16 King Bird, 10c 11 52 King Bird, 5c 5 76 La Turka, 5c 5 76 Little Giant, 1 lb. 28 Lucky Strike, 10c 96 Le Redo, 3 oz. 10 80 Le Redo, 8 & 16 oz. 40 Myrtle Navy, 10c 11 52 Myrtle Navy, 5c 5 76 Maryland Club, 5c 5 00 Mayflower, 5c 6 00 Mayflower, 10c 1 00 Mayflower, 20c 1 92 Nigger Hair, 5c 6 00 Nigger Hair, 10c 10 70 Nigger Hair, 5c 5 40 Nigger Head, 10c 10 56 Noon Hour, 5c 48 Old Colony, 1-12 gro. 11 52 Old Mill, 5c 5 76 Old English Crve 1 1/2 oz. 96 Old Crop, 5c 6 00 Old Crop, 25c 2 64 P. S., 8 oz. 30 lb. case 19 P. S., 3 oz., per gro. 5 70 Pat Hand, 1 oz. 63 Patterson Seal, 1 1/2 oz. 48 Patterson Seal, 3 oz. 96 Patterson Seal, 16 oz. 5 00 Peerless, 5c 5 76 Peerless, 10c cloth 11 52 Peerless, 10c paper 10 80 Peerless, 20c 2 04 Peerless, 40c 4 08 Plaza, 2 gro. case 5 76 Plow Boy, 5c 5 76 Plow Boy, 10c 11 40 Plow Boy, 14 oz. 4 70 Pedro, 10c 11 93 Pride of Virginia, 1 1/2 77 Pilot, 7 oz. doz. 1 05 Queen Quality, 5c 48 Rob Roy, 10c gross 10 52 Rob Roy, 25c doz. 2 10 Rob Roy, 50c doz. 4 10 S. & M., 5c gross 5 76 Rob Roy, 5c foil 5 76 S. & M., 14 oz. doz. 3 20 Soldier Boy, 5c gross 5 76 Soldier Boy, 10c 10 50 Stag, 5c 5 76 Stag, 10c 11 52 Stag, 8 oz. glass 4 50 Stag, 90c glass 8 40 Soldier Boy, 1 lb. 4 75 Sweet Caporal, 1 oz. 60

11

Smoking

All Leaf, 2 1/2 & 7 oz. 30 BB, 3 1/2 oz. 6 00 BB, 7 oz. 12 00 BB, 14 oz. 24 00 Badger, 3 oz. 5 04 Badger, 7 oz. 11 52 Banner, 5c 5 76 Banner, 20c 1 60 Banner, 40c 3 20 Belwood, Mixture, 10c 94 Big Chief, 2 1/2 oz. 6 00 Big Chief, 16 oz. 30 Bull Durham, 5c 5 85 Bull Durham, 10c 10 30 Bull Durham, 15c 1 45 Bull Durham, 8 oz. 3 60 Bull Durham, 16 oz. 6 72 Buck Horn, 5c 5 76 Buck Horn, 10c 11 52 Briar Pipe, 5c 5 76 Briar Pipe, 10c 11 52 Black Swan, 5c 5 76 Black Swan, 14 oz. 3 50 Bob White, 5c 6 00 Carnival, 5c 5 70 Carnival, 1/2 oz. 39 Carnival, 16 oz. 40 Cigar Clip'g Johnson 30 Cigar Clip'g Seymour 30 Identity, 3 and 16 oz. 30 Darby Cigar Cuttings 4 50 Continental Cubes, 10c 90 Corn Cake, 14 oz. 2 55 Corn Cake, 7 oz. 1 45 Corn Cake, 5c 5 76 Cream, 50c pails 4 70 Cuban Star, 5c foil 5 76 Cuban Star, 16 oz. pls 5 72 Chips, 10c 10 30 Dills Best, 1 1/2 oz. 79 Dills Best, 3 1/2 oz. 77 Dills Best, 16 oz. 73 Dixie Kid, 5c 48 Duke's Mixture, 5c 5 76 Duke's Mixture, 10c 11 52 Duke's Cameo, 5c 5 76 Drum, 5c 5 76 F. F. A., 4 oz. 5 04 F. F. A., 7 oz. 11 52 Fashion, 16 oz. 6 00 Fashion, 15 oz. 5 23 Five Bros., 5c 5 76 Five Bros., 10c 10 80 Five cent cut Plug 23 F O B 10c 11 52 Four Roses, 10c 96 Full Dress, 1 1/2 oz. 72 Glad Hand, 5c 48 Gold Block, 10c 12 00 Gold Star, 50c pail 4 60 Gail & Ax Navy, 5c 6 00 Growler, 5c 45 Growler, 10c 1 00 Growler, 20c 2 00 Giant, 40c 3 72 Giant, 40c 3 72 Hand Made, 2 1/2 oz. 50 Hazel Nut, 5c 6 00 Honey Dew, 10c 12 00 Hunting, 5c 38 I X L, 5c 5 10 I X L, in pails 3 90 Kiln Dried, 25c 2 50 King Bird, 7 oz. 2 16 King Bird, 10c 11 52 King Bird, 5c 5 76 La Turka, 5c 5 76 Little Giant, 1 lb. 28 Lucky Strike, 10c 96 Le Redo, 3 oz. 10 80 Le Redo, 8 & 16 oz. 40 Myrtle Navy, 10c 11 52 Myrtle Navy, 5c 5 76 Maryland Club, 5

SPECIAL PRICE CURRENT

Table with 3 columns (12, 13, 14) listing various goods like Sweet Lotus, Butter Plates, Baking Powder, Cigars, Traps, Washboards, etc. with their respective prices.

FITZPATRICK BROTHERS' SOAP CHIPS table listing White City, Tip Top, No. 1 Laundry, Palm Soap with prices and a 'WRITE FOR PRICES' box.

The Only Five Cent Cleanser



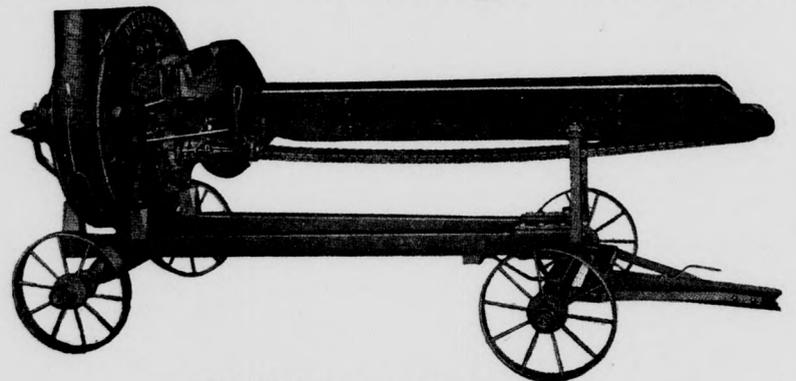
Guaranteed to Equal the Best 10c Kinds

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.

'Blizzard' Ensilage Cutters



CLEMENS & GINGRICH CO.
Distributors for Central Western States

1501 Wealthy St. 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

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Wanted—To hear from owner of good dry goods or general merchandise store for sale. State cash price, description. D. F. Bush, Minneapolis, Minn. 961

\$200 takes my cleaning, pressing and tailoring shop, worth twice the amount for a good independent living. Swanson, the Tailor, 221 E. Main, Jackson, Mich. 52

AN ARMY OF MICHIGAN MERCHANTS—Have engaged us to close out their stocks of merchandise by our personally conducted special sales in the past sixteen years. We specialize in shoes, clothing, dry goods and general stocks. We also buy stocks outright. Greene Sales Co., Jackson, Mich. 53

Mr. Merchant:

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

Do you want to collect your outstanding accounts?

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

JOHN L. LYNCH,
Business Doctor.

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

For Sale—General store with stock invoicing about \$1,200; building two story 30 x 42 feet with living rooms in back. Also five good lots. Price \$3,000 cash. Reason for selling is to settle estate. Address L. B. 162, Pullman, Mich. 19

For Sale—Good clean stock of hardware, stoves, paints and oils; best location in town of 12,000 inhabitants. Stock and fixtures will invoice about \$10,000. McMullan & Higgins, Bowling Green, Ky. 20

For Sale—Wholesale hardware business, \$100,000 merchandise, \$20,000 net annual profits. Owner has opportunity to manage trust and guaranty business. Write Aca Agency, Gadsden, Ala. 24

For Sale—Stock of hardware, stoves, plows, farm implements and paints. Located in Western Pennsylvania, Washington County, Monongahela Valley, 29 miles from Pittsburgh. Stock and fixtures will invoice around \$8,000 to \$8,500. Will sell at invoice to a quick buyer, less 2 per cent. We will consider nothing but cash, no trade. Address Frye Hardware Company, Charleroi, Pa. 28

Ice Cream and Confectionery—A good buy and now is the time to buy it. Well established and business increasing each year. Will be in Nashville, Michigan, Sundays until place is sold. M. L. Munson. 30

Manufacturer Wants Traveling Men—Calling regularly on druggists, confectioners, grocers. Pocket samples, liberal commissions, open field. Address "Taylor Made" Choc. Chips, 29 Kazoo Street, Battle Creek, Michigan. 31

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

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

Someone with \$700 to invest in a good and legitimate undertaking. Address J. M. Brust, 523 Lewis Ave., Billings, Montana, R. F. D. No. 2. 37

For Sale—Stock of merchandise consisting of ladies' furnishings and ready-to-wear, men's furnishings and shoes. Will inventory about \$10,000. Location, East Jordan, Michigan. Reason for selling is ill health. Established business and will sell for low figure. Act quick. Address all communications to L. Weisman, 117 Jefferson Ave., Detroit, Mich. 54

For Sale—Farm 240 acres. Owner cannot occupy it. Could use hardware, drugs or furniture stocks. Chas. Maynard, Milan, Michigan. 55

Traveling Salesmen—The new Acme electricity machine (coin operated)—is a money maker. Requires little time to operate a route of these machines on your territory. Write Rex Mfg. Co., Erie, Pennsylvania. 56

Collections everywhere. We get the money and so do you. No charge unless collected. United States Credit Service, Washington, D. C. 57

Factory building at Allegan, Michigan, 8,300 square feet fully equipped with boiler and wood working machinery. Now running as picture frame works. Will sell the machinery and ten-year lease of building or will go in with some one who has a specialty to manufacture. Address J. W. Rando, Allegan, Michigan. 58

Drug Store For Sale—Fine opportunity. Sales \$26,000 last year. Rexall store. County seat town on two railroads. Address Box 626, Holdenville, Okla. 59

For Sale—To close estate at once, double store building and property, (grocery one side and restaurant in other), ten rooms upstairs all fully equipped and in good condition. Only restaurant in town. Good location. \$1,850 cash or \$1,800 in payments. Call at Fennville and see this bargain or write Sheffer Bros., Fennville, Michigan. 60

General Merchandise Store For Sale—In farming and mining community in business five years. Only store. Yearly sales \$23,000. Stock and fixtures \$5,000. Building for sale or rent. Other business reason for selling. Box 46, Dacono, Colorado. 61

For Sale—Tin shop handling all kinds of sheet metal and furnace work. A snap if taken at once, as other business requires my attention. Address Rapid Tin Shop, Rapid City, South Dakota. 62

Cash Buyer of clothing, shoes, dry goods, furnishings and carpets. Parts or entire stocks. Charles Goldstone, 335 Gratiot Avenue, Detroit. 63

Paper baler, good as new. Will sell or trade for account register. Putney & Son, Arcadia, Michigan. 64

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

For Sale—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

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

For Sale—160 acres of land all under cultivation except 15 acres which will be broken this Spring, 25 acres in rye. 65 acres plowed ready for the seed, 45 acres broken last year; 1/2 mile from Bowman, county seat Bowman county, North Dakota. \$50 per acre, \$1,500 incumbrance. Will take \$1,500 to \$2,000 stock of merchandise in trade. Address Box 437, Bowman, North Dakota. 32

I have some very desirable suburban lots at Wyoming Park to exchange for first-class stock of merchandise. Harry Thomasma, 707-709 Grand Rapids Savings Bank Bldg., Grand Rapids. 33

For Sale—Photo studio with equipment; also circuit camera; good business. Former owner removed by death. Mrs. Florence E. Snaithe, Middleville, Michigan. 34

For Sale—Two chili parlors, located in business section. Enquire at 323 East Main St., Jackson, Michigan. 35

Millinery Store For Sale—One of the best located and best equipped millinery stores in Grand Rapids. Beautiful fixtures. J. L. Lynch, 28 So. Ionia Ave., Grand Rapids. 50

Will pay cash for whole or part stocks of merchandise. Louis Levinsohn, Saginaw, Michigan. 757

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

For Sale—No. 4 Middleby Oven in good condition. Price very reasonable. Burge & Burge, South Haven, Michigan. 8

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

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

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

Excellent opportunity for the right person, gentleman or lady. Small variety and china stock, new, for sale. Good town, good location, good trade. Rent very reasonable. Reason for selling, must change residence. Address Lock Box 82, Oxford, Michigan. 38

For Sale—Only drug store in small R. town North on inland waters. Sources of trade farming, resorts and manufacturing. Have other business and must sell. For particulars address No. 39, care Michigan Tradesman. 39

Drug Store For Sale—Northern New Mexico. Ideal climate for throat or lung trouble. Irrigated district. Owner, Maxwell Drug Co., Maxwell, N. M. 41

For Sale—Drug store in Southern Michigan town. Good farming country. Owner wishes to retire. Address No. 42, care Tradesman. 42

Variety Store For Sale—An exceptional opportunity to buy a going, up-to-date variety store in best town of 11,000 in Southern Minnesota. A live, modern store that is a money maker. \$12,000 will handle stock and fixtures. This is one rare opportunity for the man that wants to step into a live, profitable, cash business. For further particulars write Box 306, Albert Lea, Minn. 43

Wanted—Location for grocery store or would buy stock at reasonable price in town of 1,000 or over. Will pay cash. C. E. Groves, Edmore, Michigan. 44

Bargains—Dry goods or general merchandise stores, any kind, anywhere. Send for free list. Western Sales Agency, Minneapolis, Minnesota. 962

For Sale—Clean hardware stock, well located in most rapidly growing portion of Grand Rapids. Good farming trade. Stock and fixtures will inventory about \$5,000. Chas. M. Owen, Attorney for trustee, 1019 Michigan Trust Bldg., Grand Rapids. 45

For Sale—Grocery and crockery stock with fixtures located in a growing town of 1,500 surrounded by excellent farming region. Will inventory about \$4,500. Established over 35 years and doing a splendid business. Address No. 49, care Michigan Tradesman. 49

Farm For Sale—80 acres six miles from Flint. All stocked, good teams, cows, chickens, implements, etc., complete. Will sell for cash or trade for clothing stock. J. L. Lynch, 28 So. Ionia Ave., Grand Rapids. 51

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. 986

HELP WANTED.

Wanted—Two experienced clerks, one grocery—other hardware. Address John Hansen, Edmore, Michigan. 982

POSITION WANTED.

Wanted Position—As manager retail grocery or traveling salesman. D. P. G., care Tradesman. 40

TANGLEFOOT

THE SANITARY FLY DESTROYER
NON-POISONOUS

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




Wilmarth show cases and store fixtures in West Michigan's biggest store

In Show Cases and Store Fixtures
Wilmarth is the best buy—bar none

Catalog—to merchants

Wilmarth Show Case Company
1542 Jefferson Avenue Grand Rapids, Mich.

Made In Grand Rapids

Review of the Grand Rapids Produce Market.

Apples—Baldwins, \$5.50@5.75 per bbl.; Ben Davis, \$4.25 per bbl.

Asparagus—Colorado, 75c per doz. bunches; Illinois, \$1.20 per doz. bunches.

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

Beets—\$1 per doz. bunches for new.

Butter—Creamery is ruling about 6c per pound lower on all grades than a week ago. The recent high prices curtailed the demand to a considerable extent, and there is some slight increase in the make. The trade is only fair at the revised prices. We are approaching the season where we can look for a further reduction in the price of butter and the quality will also improve as the season advances. Local dealers hold fancy creamery at 35c and cold storage creamery at 32c. Local dealers 30c for No. 1 in rolls, 32c in jars and 26c for packing stock.

Cabbage—New Florida commands \$12 per 90 lb. bbl.

Carrots—\$2 per 100 lbs.

Cauliflower—\$2.75 per doz.

Celery—Florida, \$3.25 per box of 3 or 6 doz.; \$3 per box of 8 doz.; California, 75c@\$1 per bunch.

Cocoanuts—\$7 per sack containing 100.

Eggs—The quality of the eggs arriving now are the best of the season. While the production is not quite as large as it usually is at this season of the year—the season is late all over the country—we look for continued good receipts at slightly reduced prices. Local dealers now pay 32c for fresh, including cases, holding case count at 33c.

Figs—Package, \$1.25 per box; layers, \$1.75 per 10 lb. box.

Grape Fruit—\$4.50@5.50 per box for Florida or Cuban.

Green Onions—25c per doz. bunches for Illinois or home grown.

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

Lemons—California are selling at \$4.50 for choice and \$4.75 for fancy.

Lettuce—10c per lb. for hot house leaf; \$1.85 per hamper for Southern head; \$3.50 per crate for Iceberg from California.

Maple Sugar—30c per lb. for pure.

Maple Syrup—\$1.50 per gal. for pure.

Mushrooms—\$1 per lb.

Nuts—Almonds, 18c per lb.; filberts, 16c per lb.; pecans, 15c per lb.; walnuts, 16c for Grenoble, 15½c for Napa.

Onions—Texas Bermudas command \$2.75 per 45 lb. crate for yellow and \$3 for white.

Oranges—California Navals, \$2.75@3.25.

Peppers—Southern command \$1 per basket.

Pop Corn—\$2 per bu. for ear, 5½@6½c per lb. for shelled.

Potatoes—The market is decidedly weaker, local jobbers having reduced their selling price to \$2.75@3 per bu.; new, \$4 per 45 lb. hamper.

Poultry—Local dealers pay as follows, live weight: old fowls, light, 22@23c; heavy (6 lbs.) 24@25c; springs, 23@24c; turkeys, 22@25c; geese, 16@18c; ducks, 23@24c. Dressed fowls average 3c above quotation.

Radishes—30c per doz. bunches for small.

Rhubarb—Illinois, 5c per lb. or \$1.75 per 40 lb. box.

Squash—Button, 5c per lb.

Strawberries—\$3 for 24 pts.; \$5.75 for 24 qts. Louisiana.

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

Tomatoes—\$5.50 for 6 basket crate, Florida.

Turnips—\$2 per 100 lbs.

WHY THIS SUDDEN CHANGE?

News from California in the matter of trading stamp legislation, took a surprising turn last week. As readers of this paper know very well, there has been a hot fight in that State, with the organized retail grocers uncompromisingly favoring a law to bar all kinds of stamps or coupons, whether of the third party order or given by manufacturers themselves with their specialties. At last accounts, the committee in charge of the bill had tabled it and the grocers persuaded the Assembly to recall the bill from the committee and act upon it.

The real fight of late has been between the manufacturers, who wanted the bill amended so as to exempt manufacturer-packed coupons, and Secretary Connolly, leading the organized grocers, who fought the exemption bitterly. But, as soon as the bill was before the Assembly again Mr. Connolly and his friends assented to having the manufacturers' amendment attached to it, and in that form it is expected to pass early this week. Great surprise is expressed at this sudden change in Mr. Connolly's attitude.

THE AMERICAN IDEAL.

Theodore Roosevelt, more than any other man in the world, is the embodiment of the American ideal, just as the Stars and Stripes are the symbol of liberty and freedom, no matter in what portion of the world they are flung to the breeze. The action of the cheap politicians in President Wilson's cabinet and the narrow minded members of the House of Representatives in refusing to permit Roosevelt to head a voluntary army to France, is condemned by every patriot in the United States. The presence of Roosevelt in France, carrying the Star Spangled Banner to the battle scarred veterans of Flanders, would challenge the imagination

and glorify the cause of democracy more than the loan of billions of dollars to-day and the promise of millions of men to-morrow.

Few Americans can fail to be moved by the eloquence of M. Viviani at the tomb of Washington. We are apt to be a little ashamed of our poverty when we think of the Westminster Abbeys, the Pantheons, of older nations, but our hearts may well beat faster at the proud consciousness that none of the powers beside whom we are ranged, neither England nor France, Belgium nor Russia, is enriched with a shrine so precious to the world as that at which the representatives of the Old World paid homage Sunday. "Washington" needs no translation into alien tongues. Like the music of the Marseillaise, it is a universal clarion for "liberty." Yet the most significant feature of the ceremony will not be dwelt upon. The tribute of a British statesman to the Britisher who renounced his allegiance and led his fellows in successful revolt against the British crown is less impressive than the reverent gesture of a Marshal of France because it is less novel.

Detroit—The Schou Exploiting Co. has engaged in the manufacture of telephone devices at 702 Gas building, with an authorized capital stock of \$50,000, of which amount \$26,000 has been subscribed and paid in in property.

Belding—The Belding Foundry Co. has been organized with an authorized capital stock of \$25,000, of which amount \$20,000 has been subscribed and \$2,500 paid in in cash.

Frank McNaughton succeeds N. J. Haan in the grocery business at 501 Jefferson avenue.

BUSINESS CHANCES.

For Sale—Wholesale and retail ice cream, confectionery and oyster business. Cheap if taken at once. Address J. H. Evans, 109 South Washington St., Owosso, Michigan. 65

Bakery For Sale—Doing good business in good farming country. No good shipper in. Have good stock on hand. Reason for selling, wife's health. Address Bakery, Vermontville, Michigan. 66

Wanted—Second hand elevator, hand power, 5x6 or 6x6 feet. Good order. State price on cars. Write H. G. Sprague, Grafton, North Dakota. 67

Permanent position for first-class man with years of experience in furnishing goods and clothing department in a town of 15,000. Applicants must state salary and references. Address No. 68, care Tradesman. 68

When Service Counts

In this time of stress, when goods are scarce, orders are delayed and transportation is uncertain, the retail hardware dealer finds himself, more than ever before, dependent on the facilities and service accorded him by his jobbing house. We have so timed the requirements of our customers and anticipated their needs that we are able to fill our orders remarkably well, considering the adverse conditions which now prevail. If you are not on our list of customers, give us an opportunity to demonstrate that Service Counts.

Michigan Hardware Company

Exclusively Wholesale

Grand Rapids, Michigan

Increasing Costs make Ready-made Price Cards absolutely indispensable

Unless your goods are plainly priced and changed immediately to meet each advance in cost, your clerks will always be "up in the air" about prices and many goods will be sold at a loss. The cMc System of pricing goods is the most practical, convenient and economical method.

Prices from 1c to \$20.00
assorted as desired

No pasting or mutilating of
cards or holders

HOLDERS fit any shelf



PRICE CARDS

50 cts. per 100

(as shown above)

SHELF CARD-HOLDERS

\$1.50 per 100

Samples Free on Request

A postal will bring them

As the price sells most goods more quickly than any other consideration, all goods on display should bear neat and attractive price cards. Crude and unsightly ones imply careless and indifferent store methods, and reflect unfavorably upon the store, and to many persons are as offensive, as slovenly indifferent salesmen.

Our price cards are very neat and attractive. They may be had in a variety of styles, in a wide range of denominations, and will increase your sales at very small cost.

Frank E. McDonald, grocer, Chattanooga, Tennessee, says: "When you enter one of my stores, prices leap at you from all corners. Everything in sight is priced. That is one of the factors that is helping most to build up my business."

Eichhorn & Bechtel, grocers, Dubuque, Iowa: "Your Shelf Card-Holder is the best so far devised for the purpose. What appeals to us is the ease of attaching to shelf and the quickness of changing the cards."

Wood, Foley, Winterbotham Co., Inc., General Merchandise, Old Forge, N. Y.: "Your Price Cards and Holders are very beneficial to our salesmen, and particularly helpful to our customers. We do not feel that we could now do business efficiently without them."—W. Winterbotham, Treasurer.

As we supply thousands of merchants with price cards, we manufacture on such a large scale we are able to furnish them at a very low price—40 cents per 100 and up.

Dept. K, Carnell Mfg. Co.
338 Broadway, New York

Price Card Holders
Advertising Pencils
Advertising Balloons
Changeable Signs
Window Streamers
Other "Selling Helps"