

MICHIGAN TRADESMAN

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Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 9, 1917

Number 1755



MR. JOS. P. LYNCH

GENERAL MANAGER

Jos. P. Lynch Sales Co.

Personally writes and plans all advertisements for every special sale conducted by the Joseph P. Lynch Sales Co. No hired salesman is sent to your store. You deal directly with a man who stands out in the merchandising and advertising field as a past master in this particular line of endeavor, a man whose ability and responsibility is unquestioned.

**BE THE LEADER—CONTRACT
RIGHT NOW FOR A SPECIAL
SALE..... DON'T WAIT**

Mr. Merchant: Facts and Figures Tell the Story of Our Special Sales

ON Thursday, April 12th, 1917, we opened a special sale for the Hub, S. E. Edelstein, Prop., Boyne City, Mich., whose stock of Shoes and Men's Furnishings invoiced \$8,000. One of the largest day's business this store ever did in 15 years amounted to \$400. On the opening day of our sale we sold \$1,307.63 and on Friday, April 13th, we sold \$543 and on Saturday, April 14th, we sold \$531. This merchandise was sold at a profit. To verify the above statement write S. E. Edelstein, 106 Lake St., Boyne City, Michigan.

ON WED., APRIL 25, 1917

We opened a special sale for C. B. Towner Co., of Byron Center, Mich. The population of Byron Center is 300. Wednesday, the opening day of our sale, we sold \$1,267.59, and on Thursday, April 26th, we sold \$869.51. Every dollar's worth of this merchandise was sold at a profit. Write C. B. Towner Co., Byron Center, Michigan, to verify above figures.

WE CAN DO THIS FOR YOU

And it will cost you absolutely nothing unless we do. Every one of our sales must be a success or we receive nothing for our labor and pains. You do not pay us one cent until we have sold your merchandise at a profit and then you only pay us a very small commission on the merchandise sold and for which you have the cash.

OUR NAME DOES NOT APPEAR

As connected with your store during sale. You place the selling price on all merchandise for sale. You limit the amount of money to be spent on advertising. You handle your own cash. You conduct your business as though we were not there. If you want to reduce your stock, if you want to increase your business, if you want to close out your stock at a profit, or if you want to raise ready cash in a very short time, write, wire or phone us for free plans and all information without obligating yourself in any way. We can prove to you from our records that a special sale conducted by us will cost you less than one conducted by yourself.

The Joseph P. Lynch Sales Co.

Bell Main 596
Citizens 61-366

44 SO. IONIA AVE.
GRAND RAPIDS, MICH.

WE CONDUCT
GOING OUT
OF BUSINESS
SALES
RE-ORGANIZA-
TION SALES
DISSOLUTION
SALES
ADJUSTMENT
SALES
PUBLIC
SALES
STOCK
REDUCING
SALES
ANNIVERSARY
SALES
LOOM END
SALES
MONEY RAISING
SALES
SPECIAL SALES
AND
CLEAN SWEEP .
SALES
IN
GENERAL
STORES
CLOTHING
STORES
DRY GOODS
STORES
GROCERY
STORES
DEPT. STORES
LADIES'
READY-TO-WEAR
STORES
FURNITURE
STORES
AND NO STOCK
IS TOO LARGE
OR SMALL
FOR US
TO HANDLE

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

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

Ceresota Flour

Always Uniformly Good

Made from Spring Wheat at
Minneapolis, Minn.

Judson Grocer Co.

The Pure Foods House

Distributors

GRAND RAPIDS, MICHIGAN

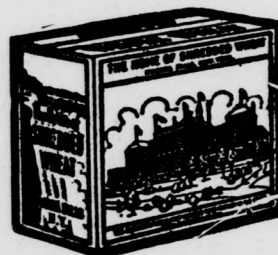
Tell It To Your Customers

The food value of Shredded Wheat to your customers is not measured by the small price for which it retails. For food value a breakfast of

Shredded Wheat



with milk and fruit is equal to a meal of meat or eggs costing several times as much. Tell this to your customers who complain of the high cost of living. It represents highest food value at lowest cost.



This Biscuit is packed in odorless spruce wood cases, which may be easily sold for 10 or 15 cents, thereby adding to the grocer's profits.

The Shredded Wheat Company
Niagara Falls, N. Y.

You Can Buy Flour —
IN

SAXOLIN

Paper-Lined Cotton
Sanitary Sacks

DUST PROOF
DIRT PROOF
MOISTURE PROOF
BREAKAGE PROOF

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

Ask Your Miller in Your Town

— he can give you his flour in this sack

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

For samples and particulars write

THE CLEVELAND-AKRON BAG CO., CLEVELAND

MICHIGAN TRADESMAN

Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 9, 1917

Number 1755

SPECIAL FEATURES.

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Too Late to Classify.

F. N. Currey, who formerly represented P. Lorillard & Co., in this territory, is now covering fill-in territory for the Grand Rapids branch of the National Biscuit Co. He is thoroughly in love with his new job and aims to become a top-notch.

H. A. Gish and E. G. Hamel have made a trip in a ford from Grand Rapids to Cheboygan, making all points on the D. & M. R. R. The roads are in fair condition and no money was spent for teams, etc.

The business men of Alpena and Alpena county have raised a fund of \$10,000 and will loan farmers money to buy seed. Alpena also has a city gardening committee and all available ground in Alpena will be planted. The committees are holding patriotic meetings all over the county, getting the farmers to co-operate and raise large crops. They have a labor bureau and will furnish all necessary labor to farmers and place a maximum wage on labor.

Auto bus service two times daily between Hillman and Alpena has been started. This makes good service between these points.

Edward J. Schreiber who represented Edson, Moore & Co., of Detroit, in Bay City territory for twenty-six years, died at Bay City April 30, aged 53 years. The remains were taken to Detroit, where funeral services were held at St. Boniface church, whose pastor was a brother of the deceased. The remains were subsequently interred in Monroe. Besides Father Schreiber, another brother, Henry C. Schreiber, and a sister, Miss Therese Schreiber, both of Detroit, survive. Mr. Schreiber was a man of strong parts in all that the term implies. He made friends easily and held them as long as life lasted. He never betrayed a friend or went out of his way to punish an enemy.

Local poultry men were represented at a meeting of the official classification committee at Chicago last week, at which it was purposed to increase the rates on empty barrels moving from Middle Western to Eastern points. The poultry men are opposed to the increase in classification, which would carry, of course, an increase in the rates. They

point out that this would practically eliminate the production of empty barrels in Western territory and would prove a discrimination in favor of Eastern barrel manufacturers. A change similar to the one now proposed was made in 1906, and it proved a serious blow to the production of barrels in Middle Western territory. The barrels are much more badly needed here for shipments to the seaboard than they are in the East. Therefore it was argued the Middle West is the logical point for the origin of the barrels. Poultry men also confessed a fear that an increase in the barrel rate would herald a further increase in the rates on empty coops, moving eastward from Chicago. While this movement is not and never has been heavy, poultry men would not relish an increase at this time.

The Russian government is in this market for 2,000 locomotives and 40,000 freight cars. According to reports in Wall Street, manufacturers are reluctant to close any contracts for the Russians until it is definitely known whether they succeed in securing a loan from the United States Government. Thus far the Government has loaned money to England, and negotiations are now going on to advance money to both France and Italy. When this is completed it can safely be said that the Government will turn to Russia and see that advancements are made to that government. A commission has already been appointed to investigate the affairs and needs of that country. It has long been known that the great Russian Empire is sorely in need of railroad communications, and this is probably one of the first matters which will receive the attention of the commission.

Lowry Bros., grocers at Marion, write as follows in renewing their subscription to the Michigan Tradesman: "We find the Tradesman a great help to us; in fact, we could hardly get along without it, therefore we are enclosing check for \$2 to continue our subscription."

Olive Oil—The market shows a strong, advancing tendency, with light offerings, owing to difficulties of transportation. The demand here is active.

The Windsor Upholstering Co., located at 106 Front avenue has increased its capital stock from \$10,000 to \$16,000.

J. S. Crosby & Co. will move from the Barnhart building to the Grand Rapids Savings building, where they will have much more commodious offices.

The Newaygo Portland Cement Co. has increased its capital stock from \$500,000 to \$945,000.

Manufacturing Matters.

Kalamazoo—The Kalamazoo Creamery Co. has purchased the property of the Kalamazoo Brewing Co. and will transform it into a model pasteurizing plant.

Detroit—The Levy Hartman Fur Co. has been incorporated with an authorized capital stock of \$3,000, of which amount \$2,010 has been subscribed, \$1,010 paid in in cash and \$1,000 paid in in property.

Bay City—The Bay City Auto Body Co. has been organized to manufacture motor vehicle bodies with an authorized capital stock of \$10,000, of which amount \$9,500 has been subscribed and \$5,000 paid in in cash.

Detroit—The National Glass Calendar & Manufacturing Co. has been organized to manufacture novelties and advertising specialties with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

Effect of Advertising Never Ceases.

Ft. Wayne, Ind., May 8—In a recent issue of the Tradesman, you had an item on "The Life of an Advertisement," which appeared originally in the Youth's Companion of Oct. 20, 1892—almost twenty-three years ago. I have had an experience even more impressive than that. In 1879, 1880 and 1881, I took up the breeding of Light Brahma chickens as a relaxation from business, developing what I named the "Kekionga Strain" of that breed. I advertised the strain in the poultry journals of that day. By reason of a change of residence, I was forced to give up the business in 1881. That was thirty-six years ago. I am still hearing from those advertisements at least half a dozen times a year, which enquiries I turn over to an Indiana man still breeding Light Brahmas. Evidently "poultry cranks," of which I am still one in feeling if not in action, preserve their poultry journals indefinitely.

David N. Foster.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, May 9—Creamery butter, extras, 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, 34@35c; fancy hennery, 36c; duck 36c.

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

Beans—Medium, \$9.75@10.00; pea, \$9.75@10.00; Red Kidney, \$8.00@8.25; White Kidney, \$9.50@10.00; Marrow, \$10.00@10.50.

Potatoes—\$2.75@3.00 per bu.; New, \$9.50 per bbl. Rea & Witzig.

The most serious feature in the mercantile situation to-day—next to the food shortage—is the almost utter collapse of the transportation system of the country. The local railroads have hundreds of loaded cars sidetracked in their yards which they are utterly unable to place on side tracks or at warehouses where the

contents can be removed. In many cases the shipments comprise perishable goods which the railroads will be compelled to pay for when the deterioration is determined. The Kent Storage Co. reports shipments of eggs on the road from Boyne City since April 20 and from Filmore since April 18. Freeport dealers are unable to make shipments of eggs by freight and local dealers are obliged to send trucks to that place to preclude spoilage. There never was a time in the history of this market when railway officials were so impotent to act intelligently and effectively as at present.

There is a growing feeling in the sugar trade that before the preserving season arrives a distinct movement will manifest itself to lower sugar prices, as an inducement to consumers to use their customary supplies. That American refiners are catching up with the requirements of their foreign trade is commonly accepted, and after that there will be needed an ample outlet at home. Any attainment of the danger point, where consumption is curtailed, is to be dreaded and with canners already discussing—as they did at the recent convention of the Western packers in Chicago—methods for putting up products with less sugar, it is evident that lower prices will be necessary to induce the housewife to resort to her usual methods of conservation.

Provisions—Smoked meats are firm, with a good consumptive demand at an advance of about ½c. Pure lard is firm at ½c advance and is in very light supply. Consumptive demand good. Compound lard is also firm in sympathy with hog products and shows an advance of ½c. There is a good demand for barreled pork at an advance for the week of 50c@\$1 per barrel. Dried beef is 1c higher and canned meats 5 to 10 per cent. higher.

Guy W. Rouse, President of the Worden Grocery Company, has been requested by President Carrier, of the Michigan Wholesale Grocers Association, to prepare an appeal to the farmers to increase their acreage of growing crops, which will be sent to every grocer in Michigan, with the request that he display it in a conspicuous place.

Ed. Kettler, credit man for the Michigan Hardware Company, was called to Eastlake Saturday by the death of his mother. The funeral and interment took place Tuesday. Mr. Kettler has the sympathy of the trade in his bereavement.

Pickles—The demand continues active, regardless of the prevailing prices.

BANKRUPTCY MATTERS.

Proceedings in the Western District of Michigan.

Grand Rapids, May 1—In the matter of I. G. Swander, bankrupt, Dighton, the assets of the above named bankrupt were sold to-day to Gerrit Wessink for \$655.

May 3—In the matter of Albert S. Gage, bankrupt, Holland, the adjourned first meeting of creditors was held this day. It appearing that the bankrupt did not appear, the meeting was held open.

In the matter of Carl A. Dahlquist, bankrupt, Muskegon, the first meeting of creditors was held this day. Charles Moulton was elected trustee and his bond fixed at the sum of \$2,000. The report of the appraisers, who had been previously appointed, was accepted and filed and an order entered for the sale of the assets, returnable May 15. The stock in trade assets were appraised at approximately \$2,000, while the fixtures were appraised at \$1,000. In addition to this there are accounts receivable whose face value aggregate \$2,500.

In the matter of Casnovia Dehydrating Co., bankrupt, Casnovia, the final meeting of creditors was held this day. A final dividend of 9 3-10 per cent. was declared and ordered paid.

May 4—In the matter of Jonas A. Church, bankrupt, Greenville, the special meeting of creditors was held this day. The trustee's report showing total receipts of \$1,157.27, disbursements of \$296.25 and a balance on hand of \$861.02 was considered and approved. A first dividend of 5 per cent. was declared and ordered paid. It is probable that another dividend will be declared at a future date, the amount of which can not as yet be determined.

May 7—In the matter of Anthony Kuite, bankrupt, Holland, the first meeting of creditors was held this day. Arthur Van Duren, of Holland, was elected trustee and his bond fixed at \$300. Appraisers were appointed to appraise the assets of the above named bankrupt who was conducting a butcher shop in Holland prior to his adjudication in bankruptcy.

In the matter of D. H. Geyer, bankrupt, general merchant of Clarion, a final meeting of creditors has been called for May 17. A first dividend of 10 per cent. has been heretofore declared and it is probable that at the final meeting a further dividend will be ordered paid.

In the matter of the Norton Company, bankrupt, Grand Rapids, the schedules of the bankrupt company have been filed, which schedules show that all of the assets of the above bankrupt have been turned over to John Snitseler, trustee, under a trust mortgage. The liabilities amount to \$19,845.97. The first meeting of creditors has been called for May 21, at which time the trustee has been directed to file his first report and account. A list of the creditors of the bankrupt company follows:

City Treasurer, taxes	\$ 75.59
Am. Quilted Garment Co., N. Y.	10.57
Bronner Bros. & Hadra, New York	180.25
Bronner Bros. Co., New York	271.25
S. W. Beck & Co., New York	180.00
Baron, Fishel & Co., New York	70.00
Louis Bauman & Co., New York	380.00
Brown, Carson & Scheible Co., Franklin, Ohio	37.05
Brookstone Mfg. Co., New York	90.00
Brown Shoe Co., St. Louis	66.85
Beacon Waist Co., New York	150.00
Birkenfeld, Straus & Co., N. Y.	88.00
Bernstein & Co., New York	651.00
Converse Rubber & Shoe Co., Chicago	123.32
Ensheimer, Fishel Co., Cleveland	163.61
Fast, Edward, New York	121.95
Finkelstein, Irving, New York	183.25
Feldman & Schwartz, New York	40.00
Goldstein, Barnett, New York	31.50
Green Felt Shoe Co., New York	237.00
Gainsboro Waist Co., New York	75.00
Saginaw Silk Garment Co., Saginaw	99.50
Greenwald, Friedman & Co., N. Y.	346.50
Graff, Harry, Chicago	100.00
Grover's Sons, Lynn, Mass.	287.75
Homer, Lovett Co., Cleveland	58.95
Homer Lovett Co., Cleveland	355.24
Homer Lovett Co., Cleveland	465.25
Homer Lovett Co., Cleveland	694.00
Haber & Co., Philadelphia	27.00
Herschfield, Cohen & Reed, N. Y.	118.50
Harrison Barton Shoe Co., Chicago	4.87
Hyman & Company, New York	496.00
Ipp & Kwint, New York	71.50
Joshey & Sons, New York	99.75
Jalkoff Bros., New York	157.75
J. Kaplan, New York	194.25
Kogut, Alex., New York	120.75
Karp, S., New York	474.75
Kolb & Teisch, Chicago	132.50
Lord & Taylor, New York	29.20
Levy & Co., New York	391.25
Lachman, Hirsch & Co., New York	151.00
Ben Levitman, New York	265.00
Lorenz, Friedman & Schulhoff, New York	478.44
Lindeman & Goldberg, Philadelphia	55.77
Lepow & Sons, New York	151.25
Menihan & Co., Rochester	4,604.21
Miller Cloak & Suit Co., New York	60.75
Herman & Ben Marks, Detroit	62.34
Menzcer & Nadler, New York	206.00
Murray & Company, Philadelphia	40.50
Jacob Masur, New York	560.50
Moorehead Knitting Co., Harrisburg	86.38
Geo. Miller, New York	185.50
Pansy Waist Co., New York	40.50

Queen Costume Co., New York	59.50
Reuhl & Co., Chicago	118.75
Richardson Garment Co., Kalamazoo	37.50
Ritz Costume Co., New York	116.00
Ritter Bros., New York	183.50
Rosenstein & Dalman, Chicago	59.75
Rose Knitt Goods Co., Cleveland	170.00
Rubin, Harry, New York	73.50
Samuels & Demaio, New York	280.00
Schoninger, Heinsheimer Co., Chicago	182.75
Seader Bros., New York	550.00
Schneiderman Bros., New York	442.50
Singer & Bros., New York	519.75
Steinman Bros., Chicago	306.50
Syrian Kimona Co., Chicago	48.50
Wadler, Harry, New York	216.50
Yastrow Bros., Chicago	51.50
William F. McKnight, Grand Rapids	333.41
Commercial Credit Co., Grand Rapids	44.80
De Standaard Printing Co., Grand Rapids	21.42
Herald, Grand Rapids	342.66
News, Grand Rapids	270.20
Press, Grand Rapids	389.08
Hirth-Krause Co., Grand Rapids	4.30
National Sweeper Co., Torrington, Conn.	25.00

In the matter of the Ludington Shirt Co., bankrupt, Ludington, the bankrupt company has filed its schedules, showing assets not over \$100 and liabilities amounting to \$4,218.16. Following is the only creditor listed:

Benj. Kronthal, Chicago \$4,218.16

The first meeting of creditors has been called for May 21.

Bottom Facts From Booming Boyne City.

Boyne City, May 8—The Boyne City Lumber Co. is loading the second cargo of lumber of this season's delivery.

The steamer Cicco brought in the first cargo of ore for the Charcoal Iron Co. of America for this season.

Superintendent L. H. White, Master Mechanic H. F. Staley, Yard Master Frank Beals and Train Master Henry Lee, of the B. C. G. & A. R. R. Co. are going after this H. C. of L. thing with a generous patch of potatoes.

Heaton & Hooper have broken ground for their 72x100 feet garage on Water street. Storage room, show room, repair and supply shop will be of the best.

Patriotism is not simply sticking your flag in the window and singing the National anthem. The small farmer who puts his labor and money into food stuffs this spring at prevailing prices of seed and labor must have a big lump of patriotism to see anything in it. It is easy enough to abjure the farmer to plant, but it is quite another matter to face the possibility of a distinct loss when the crop is harvested and marketed,—and a lot of farmers in this section are showing their metal in taking the chance.

Maxy.

The Slacker.

Written for the Tradesman.

Can I stand by
With danger nigh
When my country needs a backer
And see her need
Men die and bleed
While I remain a slacker?

Now war's begun
Just keep your gun
I will not tote nor stack her.
I would not fight
E'en for the right
I am, you know, a slacker.

Why, I care not
My land forgot
When deadly foes attack her.
Though loud her cry
For help—not I
I'll live and die a slacker.

What means it then
This call for men—
I would not give a cracker.
I'll hide my pelf
Also myself
The same as every slacker.

Come lads, be men!
Right now, and when
Our country's foes attack her,
Let's do our best
Stand every test
But never be a slacker.

The war is done!
My country won!
I never failed to back her
I did my bit
Am proud of it!
Thank God! I was no slacker.
Charles A. Heath.

Rolla Alden, of Byron, has opened a jewelry store in Vernon.

German Reason Another Name For Duplicity.

Ithaca, N. Y., May 8—My attention has been called to your recent editorial discussing Germany's increasing high-sea murder, in which you very generously suggest that the youth and the inexperience of the U-boat commanders may be responsible for the senseless killing of so many neutrals. Perhaps this is true. But what about the commanders of that part of the German navy which operates above-water? These men cannot be the victims of tender years or lack of experience. For many months their navy has been peacefully floating upon the tranquil waters of the Kiel Canal. The sporadic raids upon Ramsgate and similar British "fortresses" cannot have destroyed the morale of the German naval commanders. Hence there arises the following interesting question: Why did a squadron of German destroyers attack a neutral vessel called the Amstelstroom; why did this squadron pepper the ship with shells at a distance of 300 metres without any previous warning; why did this squadron refuse to offer assistance to the ship-wrecked sailors, of whom one-sixth were killed?

Here is an interesting problem for students of the present-day German insanity. If they wish to extend their studies still further, why did the Germans sink Dutch vessels traveling without contraband of war from a Norwegian to a Dutch port and following the narrow channel which the German government has guaranteed as "absolutely safe?"

The suggestion of "youth and inexperience" does not strike me as sound. It is true that the systematic lies by which the German naval commanders have explained away such mistakes often indicate an incredible capacity to see things which never existed in reality. But these official fibs do not sound like the inexperience of youth. They represent the well-calculated effort of old and trained offenders. Why should we try to discover explanations when the phenomenon itself is well known and has been well known since early history? It is simply a case of the ancient furor teutonicus on a chemical and gasoline basis. The German nation has decreed that no foreign ship shall be found upon the high seas. Very well. There sails a ship which has dared to brave the Teutonic anger! It does not matter why or how or where and wherefore. Germany has said, "No," and "No" it must be. The ship is sunk and the people on board are murdered. "Krieg ist Krieg. Die Leute waren gewarnt und damit Schluss."

And if you doubt this, read the editorials in such papers as the Kolnische Zeitung, every time after a particularly dastardly attack. You will hear all about the just merits of the grasping neutrals who have refused to recognize the good right of their friendly sister nation, now engaged upon a momentous struggle for the freedom of the sea. And you will hear grave complaints about these same neutral nations because sometimes they intern a German submarine which operates within the half-mile zone. No, the heterogeneous assassination of neutrals upon the high sea is not due to a few hasty naval lieutenants, encouraged by the monetary reward for demolished neutral and hostile tonnage. It seems to represent the general indignation of the entire German people, which feels itself to be right, and therefore has divine permission to do anything under heaven and below hell to accomplish the desired ends. Hendrick Willem Van Loon.

Live Notes From a Live Town.

Owosso, May 8—The regular meeting of Owosso Council was held Saturday afternoon, with two initiations, after which, at 6 p. m., the newly elected officers gave a pot luck supper with a varied entertainment to all traveling men and their families. A dancing party of ye old time species

was held at the Odd Fellows hall, interspersed with recitations, songs, trios and quartettes. The vocal renditions by J. B. McIntosh were received with applause. The recitation of Der Drummer by Mrs. Pat Hayes was a gem and received applause for an encore, which was a masterpiece. The grand march was led by Mrs. Harry Northway, wife of one of the candidates (who got what was coming to him in the afternoon) and Dad Haskell, who was allowed to participate in the festivities from start to finish. Seldom if ever is a common, old fashioned dance honored with two people of distinction at one swat. Steve Pitts and Ma Haskell finally overcame their apparent native modesty and joined the fantastic hoe down. At 11 o'clock everybody took off their hats, stood up and sang the Star Spangled Banner and wended their way homeward—all but the writer, who remained to sweep up the slivers.

Clem Page, who has been under the weather, physically, for several weeks, is again out on his trip.

R. P. Biglow and wife have returned from an extended winter trip through Florida, returning home via Boston, New York City and Corunna. Both are in good health and looking younger. Welcome to our city!

Frank T. Wright has moved his general stock of merchandise from Burton to West Owosso, where he will continue the business. Frank says he can give just as much sugar for a dozen eggs as he could last year, so what's wrong?

John Kelley has bought the interest of his partner, F. J. Douglas, in the Kelley & Douglas plumbing stock and will continue the business at the present location on Ball street.

W. D. Royce and wife, of Ann Arbor, spent the week-end in Owosso and Corunna, with J. D. Royce and wife, of Corunna and G. W. Haskell and wife, of Owosso. They started in with Mr. Royce, at Corunna, but came over to Owosso to sleep, where things are more quiet.

Honest Groceryman.

Sparks From the Electric City.

Muskegon, May 7—The G. R. & I. Heights depot has been swept out and signs placed on the walls, requesting the patrons to help keep it clean. Thanks!

The street crossings in Muskegon Heights are still covered with dirt, thereby soiling the shoes and clothing of all who use them.

The Goodrich Transportation Co. announces a daily boat to Chicago after June 1.

Mr. Pilson, of Preston & Pilson, is now sole owner of the drug store at Mackinac Island, having purchased the interest of the Preston estate.

Wind blew down the East wall of John Conklin's new building, at Sullivan, last Monday night, causing considerable damage.

Contractors report slow progress in building, owing to shortage of help.

F. G. Neumeister has sold his drug store to Tobersen Bros., who own numerous drug stores throughout Michigan. Mr. Neumeister has not announced as to what he will do in the future.

Jay Lyon, it is rumored, went on a fishing trip in Oceana county Saturday and had a very exciting time, landing an 8 pound trout. We hear Jay was nearly one hour landing the fish. We understand Jay weighed him with the scales on his back. Suppose this will prove to be only a fish story after all.

John Schumacher found what was reported to be the deepest mud hole on the Whitehall road. It was so deep that Fred Rice was unable to push the car out, but a farmer did the job with a shovel.

Montague is delighted over the prospect of a shipyard.

There is just one way to live cheap. Be a sheep and then you can eat hay. Phone 6476. E. P. Monroe.

Our "Drummer" For May Has Been Mailed!

Did you get your copy?

Let us know if you didn't You cannot afford to miss this number. It is the most important catalogue issued in many a month.

Net, guaranteed prices backed up by immense open stocks---this is what you will find in "OUR DRUMMER" for May.

Its surprisingly large showing of goods and its security against market advances during the time it is in commission makes this book indispensable to the merchant who wants his buying to be safe

BUTLER BROTHERS

Exclusive Wholesalers of General Merchandise

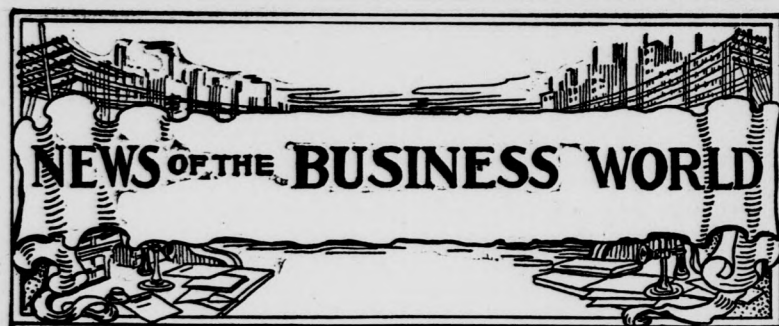
NEW YORK

CHICAGO

ST. LOUIS

MINNEAPOLIS

DALLAS



Movements of Merchants.

Brimley—A. W. Clark lost his hotel by fire, May 1.

Colon—Wallace Markham has engaged in the undertaking business.

Scottville—Caplin & Caplin succeed William Freedy in general trade.

Whitehall—The Halgren & Hall meat market has been closed by the creditors.

Alden—William L. Blissert succeeds the Foster Co. in general trade.

Dowagiac—Bart Foley, grocer, has filed a voluntary petition in bankruptcy.

Detroit—The Banwell-Garvey Co. has changed its name to Garvey Clothes Shop.

Amble—The Amble State Bank has been organized with a capital stock of \$20,000.

Allegan—Miss Emritta Sickinger succeeds Mrs. Edna Truax in the millinery business.

Moorland—Mrs. M. R. Knowles succeeds A. E. Eakwright in the grocery business.

Hastings—Lavern Irwin succeeds William Barnaby in the cigar and tobacco business.

Lansing—The Capital City Coal Co. has decreased its capital stock from \$10,000 to \$4,000.

Cadillac—The Cadillac Machine Co. has increased its capitalization from \$100,000 to \$180,000.

Ithaca—C. L. Short has sold his grocery stock to J. H. Hodges, who has taken possession.

Central Lake—Floyd Fessenden has opened an ice cream parlor in connection with his drug store.

East Leroy—The West Calhoun Co-operative Co. has increased its capital stock from \$800 to \$1,100.

Battle Creek—The Rich Steel Products Co. has increased its capital stock from \$100,000 to \$250,000.

Munising—J. N. Caskanette has opened a feed, hay and cement store on East Munising avenue.

South Boardman—Hunter Bros. have opened a meat market in connection with their general store.

Jackson—The Fletcher-Alderman Co. succeeds A. E. Fletcher & Co. in the department store business.

Casnovia—F. H. Bitely has sold his stock of general merchandise to Kuyers & Co., who took possession May 1.

Marquette—F. Donckers has opened an ice cream parlor in connection with his confectionery and cigar store.

Detroit—The Clark-Howes Co. has engaged in the wholesale and retail tobacco and confectionery business with an authorized capital stock of \$25,000, of which amount \$24,000 has been subscribed, \$16,857.09 paid in cash and \$7,142.91 paid in property.

Allegan—Albert May has purchased the Burgess wall paper stock and engaged in business on his own account.

Greenbush—Alex McRae has sold his stock of general merchandise to G. McIntire, who has taken possession.

Detroit—The Delamater Hardware Co. is closing out its stock and will retire from the wholesale hardware business.

Paw Paw—Dwight C. Barker has sold his meat stock and equipment to W. A. Young, who will continue the business.

Saginaw—P. P. Heller & Bro., whose grocery stock and store building was damaged by fire recently, has re-opened it.

Holland—The Van Dyke Hardware Co. is closing out its stock, thus closing a continuous business career of over eighteen years.

Jackson—Joseph Gumm, who conducts jewelry stores at Kalamazoo and Flint, has opened a similar store in the Otsego building.

Plainwell—W. A. Humphrey & Son have sold their stock of hardware to Fred E. Knox, recently of Kalamazoo, who has taken possession.

Midland—Albert Reinhardt & Sons are erecting a modern business block which they will occupy with their stock of furniture and hardware.

Benton Harbor—Mrs. Edna Truax, recently of Allegan, has purchased the Quality Hat Shop and will continue the business under the same style.

Detroit—The E. J. Hickey Co., engaged in the clothing and furnishings business, has increased its capitalization from \$100,000 to \$250,000.

Jackson—The Hartwick-Woodfield Co., dealer in fuel and lumber, has re-incorporated, increasing his capital stock from \$100,000 to \$150,000.

Mendon—M. J. Swonk has sold a half interest in his grocery stock to C. W. Heiney and the business will be continued under the style of Swonk & Heiney.

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

Owosso—John L. Kelly has purchased the interest of his partner, F. J. Douglas, in the Kelly & Douglas plumbing stock and will continue the business under his own name.

Bad Axe—Samuel Hirshberg writes the Tradesman that the report that he has merged his outfitting establishment into a stock company is incorrect. He has, however, joined Moses Cohen and Harry Cohen in the organization of Kohn's Clothes Shop, Inc., with a capital stock of \$10,000, to engage in the

same line of business at 2530 East Jefferson avenue, Detroit.

Sault Ste. Marie—George Kemp has sold his interest in the George Kemp Coal Co. to his four sons, who will continue the business under the style of Kemp Bros. Coal Co.

Ludington—Oscar and Gustav E. Weinert have formed a copartnership under the style of Weinert Bros. and opened a creamery and pasurizing plant on North James street.

Caro—Schultz & Johnson, grocers, have dissolved partnership and the business will be continued by Alvin G. Schultz, who has taken over the interest of his partner.

Pontiac—The W. S. Robinson Grocer Co. has been incorporated with an authorized capital stock of \$30,000, all of which has been subscribed and \$20,000 paid in cash.

Batte Creek—J. Dean Raid has purchased the drug stock and taken possession of the store on Maple street, formerly conducted as a branch of the Helmer-Goodale Drug Co.

Bay City—The Frankenlust Fuel & Feed Co. has been incorporated with an authorized capital stock of \$1,500, of which amount \$780 has been subscribed, and \$422.50 paid in cash.

Zeeland—Chris Bareman has purchased the interest of his partner, Timon Vanden Brink, in the stock of the Enterprise meat market and will continue the business under the same style.

Frankfort—Matzinger & Hancock, wholesale potato, apple and small fruit dealers, have dissolved partnership and the business will be continued by J. A. Matzinger under his own name.

Detroit—The United Coal & Sand Co. has been incorporated with an authorized capitalization of \$10,000, all of which has been subscribed, \$1,500 paid in cash and \$8,500 paid in property.

Detroit—The Mail Wall Paper Co. has engaged in business at the corner of Griswold and Clifford streets with an authorized capital stock of \$1,000, all of which has been subscribed and paid in cash.

Lansing—The Seaman Co. has been incorporated to handle women's and children's wearing apparel and millinery with an authorized capital stock of \$6,000, all of which has been subscribed and paid in cash.

Detroit—Frederick Lowber & Co., has been organized with an authorized capital stock of \$2,000, all of which has been subscribed and \$500 paid in cash. The concern will deal in metals and metallic products.

Battle Creek—Holly Heiman has engaged in business to sell at retail women's ready-to-wear garments, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in cash.

Chelsea—J. N. Dancer has sold his interest in the stock of the Dancer Hardware Co. to H. R. Schoenhais, who has taken possession and will continue the business under the style of the Chelsea Hardware Co.

Ellsworth—F. H. Skow has sold his interest in the hardware and general stock of D. E. Clow & Co., to Frank Peebles. The business will be con-

tinued under the same style and management of D. E. Clow, as before.

Pontiac—Edward E. Fenely has sold his grocery stock to Earl Lee and I. K. Swackhamer, who have formed a copartnership and will continue the business at the same location on West Huron street, under the style of Lee & Swackhamer.

Detroit—The P. S. Tice Corporation has been organized to handle automobile accessories and appliances and other mechanical supplies with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in cash.

Lansing—A. G. Fayban, a local fruit merchant, with his wife and brother-in-law, John Orvets, 11 years old, went over a steep embankment on Cedar street May 4 in an automobile into the Grand River and escaped without injury. The machine turned over in a drop of 25 feet and landed in the water. The steering gear went wrong when Fayban started to turn a corner.

Manufacturing Matters.

Menominee—The Michigan Electrochemical Co. has increased its capital stock from \$150,000 to \$200,000.

Shelby—Fire completely destroyed the creamery of the Shelby Dairy Co. May 5, entailing a loss of about \$6,000. Insurance, \$2,000.

Saginaw—The Saginaw Auto Body Co. has been incorporated with a capitalization of \$100,000, of which \$57,500 has been subscribed.

Kalamazoo—The Michigan Silo Co. has increased its capital stock from \$25,000 to \$60,000 and is building a new plant on Alcott street.

Manistee—The Goshen Shirt Co. has purchased the plant of the Cadillac Shirt & Neckwear Co., at Cadillac, and will operate it under new management.

Bay City—The Delpheon Co. has been organized to manufacture gramophone machines and other reproduction of sound machines with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$40,000 paid in property.

Price Cards

40 cents per 100 and up



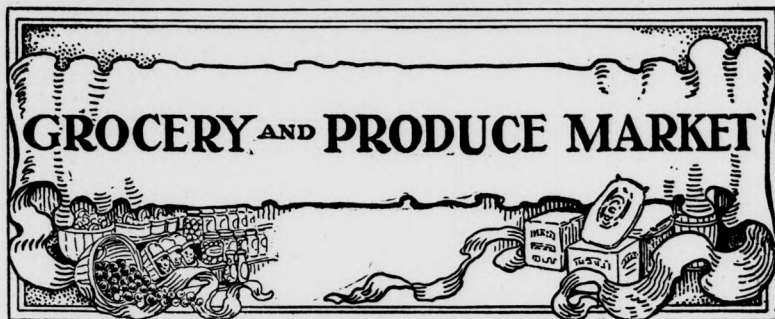
Samples Free on Request

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 shaven, indifferent salesmen.

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

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



Review of the Grand Rapids Produce Market.

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

Asparagus—Illinois, \$1.50 per doz. bunches.

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

Beets—\$1 per doz. bunches for new.

Butter—Receipts are increasing to some extent as the season advances. The average quality is also improving and the market is steady. The demand is absorbing the receipts on arrival and further increase in production is looked for soon, with a possible slight decline. Local dealers hold fancy creamery at 38c and cold storage creamery at 35c. Local dealers pay 32c for No. 1 in rolls, 33c in jars and 26c for packing stock.

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

Carrots—\$2 per hamper for Illinois or Florida.

Cauliflower—\$2.75 per doz.

Celery—Florida, \$3.25 per box of 3 or 6 doz.; \$3 per box of 8 doz.; California, 75c@81 per bunch.

Cocoanuts—\$7 per sack containing 100.

Eggs—The market is steady, with prices about the same as a week ago. There is a strong consumptive demand, and a good demand for storage, as the quality arriving is the best of the year and the present production the largest. Reported receipts of eggs are not quite up to a year ago. The market would be in a healthy condition if it were not for the freight blockades which hold up shipments. If there is any change it will probably be an advance. Local dealers now pay 33c for fresh, including cases, holding case count at 34c.

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—30c per doz. bunches for Illinois and 25c for 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—13c per lb. for hot house leaf; \$1.75 per hamper for Southern head; \$3 per crate for Iceburg 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

\$2.50 per 45 lb. crate for yellow and \$2.75 for white.

Oranges—California Navals, \$2.75@3.25.

Peppers—Southern command 75c per basket.

Pinapples—Cubans sell as follows: 18s, \$3; 24s, \$3.15; 30s, \$3.35.

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

Potatoes—The market is a little stronger. Old command \$2.75@3 per bu.; new, \$3.75 per 50 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 quotations.

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—\$2.50 for 24 pts.; \$3.50 for 24 qts. Louisiana.

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

Tomatoes—\$4.50 for 6 basket crate, Florida.

Turnips—\$1.25 per hamper for Florida.

The Grocery Market.

Sugar—The market shows no material change, although at times the tone seems a little easier, this being natural in view of the indifference shown by refiners who are now in a position to hold off for developments. Their stocks are ample for bookings of granulated, being estimated at 277,000 tons at the Atlantic ports, with importers holding 51,000 tons more, a total available of 328,000 tons—equal to five weeks' meltings. It is naturally felt that at prevailing profitable prices Cuba can afford to modify its views, and some recession in raws could not come as a surprise if the dullness persists. In this connection stress is put upon the likelihood of our Government and the British Commission co-operating in purchases of supplies, which would mean that the present competition in Cuba might cease. Moreover, should the control of food be seriously undertaken by Washington and a maximum price set for commodities sugar would be included, and presumably the planter might be compelled to give up some of his profits. Under the circumstances it is not remarkable that sentiment on the future of the market is mixed.

Tea—The feature of the market is the sharp advance in freight rates from the Far East, coupled with advances to the effect that shipping is scarce and sold ahead for some time

to come. Thus the rate from Shanghai to the Pacific Coast is now \$20 per ton gold, as against \$20 at the highest last year and an average of about \$8. Foochow cables there are no steamers available, the same being true of Japan. This, it is pointed out, means a delay in the arrival of the new crop here, following lateness of opening of the markets attributable to the weather. The trade as a rule still refuses to believe that a duty will not be placed on tea and other foodstuffs, scoffing at the idea of an excise tax as impracticable. They are watching developments in Washington, therefore, carefully. In the interim prices are strong and the demand quiet.

Coffee—The talk of no duty has also affected the coffee market, as has the growing belief that peace is not so near at hand as was expected some time ago. This has caused weakness and the market is fractionally easier. There is a very large supply of coffee, and that is lying like a dead weight on the market. The situation is dull and weak. Milds are unchanged and quiet. Java and Mocha grades are unchanged and quiet.

Canned Fruit—There is so little offering in the various lines under this heading that it is difficult to name quotations, but for such lots as are available holders are demanding advanced prices.

Canned Vegetables—The various items under this heading are running very scarce. Beans, for instance, are now practically out of the market. Asparagus is exhausted; and, while there are quotations for various other items, the quantities represented thereby are exceedingly small. Tomatoes are quiet, both for spot and futures, and this probably represents the only item of which there is any considerable supply left over from the old crop. With the possible exception of tomatoes, it can undoubtedly be said without exaggeration that the volume of business in spot canned goods is limited only by the quantity available for sale. A few months ago predictions were made that the spring would see various lines of canned goods cleaned up, and, in fact, it was considered doubtful if there would be any line that would be sufficient to meet the demands of the trade. At that time such reports were considered extreme, but the time has now arrived when these predictions are being fulfilled as one after another of the various items on the list of canned goods become exhausted.

Canned Fish—Prices being named for sardines are so high that brokers are almost afraid to trade, and yet there is sufficient demand to absorb the meager offerings thus far. Salmon continues very firm, both on the Coast for futures and on the local market for spot offerings, as high as \$3 being asked for red Alaska.

Dried Fruits—The prune trust has practically withdrawn from the market on all descriptions and will not accept firm orders at the opening price for any further quantities. Just what the significance of this may be is yet to be determined, for it may mean that the new association is simply making an

attempt to get its bearings. In fact, it can hardly mean anything else in view of the large crop predicted, which some enthusiasts say may run as high as 250,000,000 pounds. Of course the association would be careful to allow a wide margin of safety between the orders it would pledge itself to fill, and even the most conservative crop predictions, with all due allowance to be made for later demands. It has also been intimated that the present action has been taken as a forerunner of high opening prices to be named, paving the way for the higher quotations than might otherwise have been expected. Independent packers are now quoting 7¼c base with the usual premium for 40s and 30s. If the opening price is placed anywhere near this figure buyers are inclined to believe that the market will suffer a good reaction in view of the large crop likely to be raised. Peaches, apricots, raisins and currants are all unchanged and quiet.

Macaroni—The market continues quite active, apparently without reference to high prices.

Tapioca—The situation shows no change. The distributing demand is good, and the trade is replenishing supplies with shipment parcels. Spot prices are firm for all grades.

Cocoa—The market is quiet and steady. There is a little interest shown in the offerings, as the supply here and afloat is very large, while manufacturers, on the other hand, are well taken care of. It is not generally believed that Washington will impose a duty, although some uncertainty still exists.

Starch—The market is firm on the basis of the recent advance.

Sugar Syrups—The market continues strong, with the refiners not pressing offerings. The export demand is irregular, but tends to keep up prices.

Molasses—The market is firm, with light supplies of grocery grades, the high price of refiners' syrups being a factor in the situation. There is a good demand from all quarters, including the Government. Foreign arrivals are delayed, there being a steamer from Porto Rico due next week. There are several schooners loading at Barbadoes, but there is no telling when the molasses will reach this port. Blackstrap is firm at quotations.

Rice—Sharp observers of conditions in the rice trade are disposed to see a slackening of foreign trade, due largely to the rapidly increasing freight rates, and some regard it as a promising sign that with our coming crop kept more and more at home, prices for domestic consumption may recede. It is not evident yet however.

Olives—Jobbers still report an active consuming demand, and prices are maintained. Importers, however, lay stress upon the difficulties of transportation, although the Spanish market is weak and declining.

Cheese—The consumptive demand is very light, but the receipts are also light, as the season in the producing sections has been very backward. The market is a little easier, probably by about a ¼c. The make is not likely to increase very much for two weeks, when a decline may be looked for.

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, May 7—Everything at the Soo is going up except the ice and that is going down—the river.

Captain Marshall Duddelson, master of the steamer Fayette Brown gave a banquet to a number of his friends on the new steamer just before leaving on his first trip. The Captain will be greatly missed here, socially, as he is a general favorite in this community. There was no time for after dinner speeches, as the captain had arranged a large theater party after the banquet, the guests just having time to make a trip through the boat while the captain explained the work of the wireless and many new features installed during the winter. After the close of the theater, automobiles were waiting to take the guests back to the reception, where they thanked the captain and his charming wife for their royal entertainment and wished the Captain a successful season on the lakes.

Martin Urbin has resigned his position at Moher's Meat & Provision Co. and he has accepted a position with P. T. McKinney & Sons.

"Take a day off occasionally and let the rest of the crowd do the worrying."

The steamer Elva will make its first trip of the season from Detroit to the Soo Tuesday, arriving here at 11 o'clock. She will leave here at 2 o'clock and keep the same schedule as last year, carrying passengers and freight to various points along the river, including Detour. Captain Stewart is again in command.

The Soo loses one of her foremost citizens in the removal of W. C. Franz, who has been associated with the Algoma Steel Corporation for some years as Vice-President and general manager of the Lake Superior Companies. His removal to Cleveland is

to direct supplies and productions of the company.

N. F. Christenson, of Manistique, has purchased the general store and stock of George Maclaurin, at Masonville. Mr. Christenson expects to make numerous changes in the store, in which is included a large and complete stock of dry goods, for which there has been great need for many years, as the west side buyers have been compelled to cross the river for the simplest things.

"Every home a canning factory. Can what you can't eat."

Herman Roe, for the past few years manager of the J. H. Roe meat market, left last week for Chicago. It is rumored that he will return with a bride. Herman is one of the modest kind, however, and gives the boys the impression that there is no cause for alarm, but those who have the inside information are expecting the former to be the case.

John A. Phalp, the well-known merchant and hardware man of Manistique, is showing his patriotism in raising crops for next year. He realizes that farm help will be hard to get and has decided to close his store on Wednesday of each week until planting season is over in order that he may take a day off with his clerks to spend on the farm putting in the crops. He has noticed his customers to that effect, which seems to have met with high approval and is a move in the right direction.

"It is good to be wise, but it is wiser to be good."

The Moher Meat & Provision Co. has leased the J. H. Roe meat market, on Ashmun street. This will make three markets conducted by the Moher Meat Co. in this city.

Dennis Sayres is the new motorcycle cop on the job here now. Dennis knows almost every man, woman and child in the city and throughout the country, but as he is somewhat of a motorist himself, it will be tak-

ing a long chance to try to get by Dennie's eagle eye.

John Quick, of Ironwood, arrived at Manistique last week to visit his father. Mr. Quick will go to Munising, where he expects to enter into the drug business until September, when he will return to the University at Ann Arbor.

E. E. Ducap, the well-known hotel man at Trout Lake, has a crew of men busy clearing land preparatory to planting potatoes and other vegetables.

The Soo is at present considering the more daylight plan. It may be possible that this will be brought about so as to give the employees and others the extra hour to work gardens.

Sam Kirvin, the famous Chippewa guide and well-known fisherman, has opened a general store at White Fish Point.

J. W. Gilligan, the well-known merchant of Rexton, who has been on the sick list for the past week, is about to be out again.

Philip Litnitz, proprietor of the hotel at Moran, left for Midland Monday to look over the electric lighting plant which he expects to install at the hotel. It may be possible that he can spare some of the juice to help light up the streets of Moran, as it is known as one of the darkest places on the D., S. S. & A. The inhabitants have been waiting for Edison's latest invention, whereby they may have sunshine day and night. Meanwhile the town is still in darkness. They, however, have much faith in the old adage that it darkest just before dawn.

The Elliott House, at the Snows, will be managed this season by Harry Blumenstiel, who expects to make some changes and improvements in the building. This well-known resort expects to do a large business this year.

George R. LaFleur, proprietor of Bon Air, at Cedarville, who also con-

ducts a hotel at St. Petersburg during the winter, is on his way back to Cedarville. He expects a bigger season than ever this year, having met many tourists who informed him that they were not taking any chances on any sea voyages this year and were planning to go to the Great Lakes resorts this season.

One of our traveling fraternity has brought the first sad news of the raise of price of beer from 5 to 10 cents at Mackinac City and whisky to 15 cents per. We have plenty of advice to offer to reduce the high cost of living in this respect.

The steamer Lotus of the Snows Transportation Co. went into commission last Tuesday making the round trip which will be good news to the many travelers who have been handicapped making this territory heretofore.

William G. Tapert.

St. Johns Joins the Progressive Progression.

St. Johns, May 4—The Hayes Motor Truck Wheel Co. wants to put on fifty more men and F. C. Mason & Co. want to put on thirty more, but we have not the necessary housing accommodations here, so a company has been organized for the purpose of building more houses and \$15,000 has already been paid in.

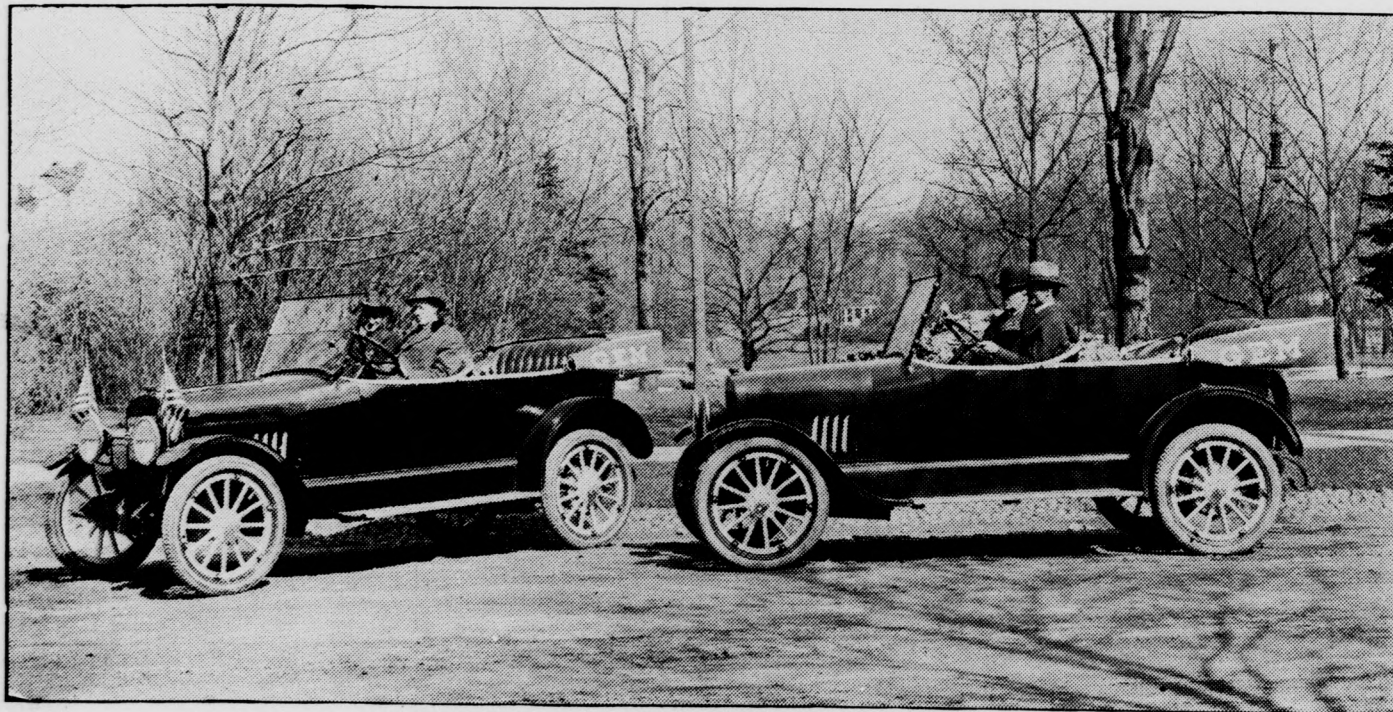
A new business men's club was formed last night, called the Clinton County Commercial Club to take in every one who wishes to join in the whole county.

Al. Caldecourt.

The Grand Rapids Lamp Co. has been incorporated to manufacture piano and other lamps with an authorized capital stock of \$6,000, of which amount \$5,210 has been subscribed, \$2,200 paid in cash and \$3,010 paid in in property.

Optimism consists in asking for cream at a boarding house.

GEM PROGRESS



TWO GEM TOURING CARS DELIVERED IN GRAND RAPIDS RECENTLY

And they are the talk of the town—big, roomy, graceful, sturdy, reliable, works of art. Carloads of material being received every week.

THIS IS PROGRESS

And the greatest progress ever made by a new concern in the same length of time.

Right now is your chance to make the best automobile investment obtainable, or the biggest mistake of your life by not buying.

DEUEL & SAWALL, INC.

Financial Agents

405-6-7 Murray Building

GRAND RAPIDS, MICHIGAN

The Fire Did Not Put Us Out of Business

You can secure all the **Lily White Flour**, "**Yes-Ma'am**" **Graham Flour** and **Golden Granulated Meal** you want.

Quick service will be rendered.

The fire was confined to the third and fourth floors of the Valley Mill, the Valley warehouse and power plant not having been damaged at all.

A large force of men is already at work re-constructing, and the Valley Mill proper will be in operation in a few weeks.

In the meantime our Model Mill is turning out flour and feed night and day. Our Graham Flour and Golden Meal plants are also in operation, so that with the stocks on hand we will be able to serve you promptly and satisfactorily.

As the markets are very erratic we suggest you telephone your orders at our expense.

VALLEY CITY MILLING CO.

GRAND RAPIDS, MICH.

MICHIGAN TRADESMAN

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

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OF BUSINESS MEN.

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Grand Rapids, Mich.

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Sample copies 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

May 9, 1917.

SUPPRESSING FUTURES.

The flood of loose and ill-advised talk about "speculators" and "manipulators" and "operators in futures" continues unchecked and even Congress has not yet been sufficiently sobered to attain any very profound knowledge of what it is talking about before it lets forth much vague threatening which frightens legitimate merchants far more than it does the few "sure-enough" speculators.

For instance, there has been introduced at least one—and possibly many more—bills to "prevent dealing in futures." But it is not quite clear just what a "future" is. The sweeping Gore bill flippantly proposes to give the Secretary of Agriculture authority to prevent anyone from buying foodstuffs "in excess of an amount reasonably necessary, to supply his individual or business requirements for a reasonable time," also to "prevent inequitable distribution" of foodstuffs.

Of course if one conjures up in his own mind a wicked gambler who buys a mere paper bet that prices will go up to this figure or down to that, it is easy to understand what such speculation is and agree that it should be prohibited. But what the food trades know as "futures" are nothing of that sort nor in any way open to criticism on similar grounds.

If it were not for "future" buying in the grocery trade, there would be no such thing as stocking up, or if there was, it would be characterized by just as violent fluctuations of price as have taken place of late due to a buying mania. If the jobber waited until everything was packed before buying goods there would at times ensue a rush for goods and a congestion of freight which would tremendously inflate prices, out of all reason. And then he would have no assurance that there would be goods for him to buy.

Long experience has proved the wisdom—at least the legitimacy—of booking orders far ahead of the time of production, based on known needs for actual sales and with specific dates for delivery, gauged to accommodate the needs of the buyer and seller and with practical consideration of economical storing and holding. True, there may be an element of guesswork about it, but by no means in the nature of gambling. Every manufacturer or builder,

knowing that he will need materials, orders them ahead of time, specifying when they are to be delivered and buying when he regards the market as "right" for prudent buying. If grocers didn't do it, the farmer would never know how much to plant nor the packer how many cases of pack to plan for.

It is even suggested that Uncle Sam, knowing that he will need certain amounts of foods and other things for the army and navy, would do much better if he would place his orders, just as the jobber does, as "futures." He certainly would on the recent sensational purchase of foods, for every one of the items bought could have been had for much less a few months ago.

And if the Secretary of Agriculture or anyone else can prevent surpluses of goods, developing in one market and scarcities in another, he will be performing miracles. In times like these, if there were no surpluses on which to draw, the country would be as hungry as Mother Hubbard's dog, and for the same reason.

THE GREAT AMERICAN HOG.

The farmer who refuses to increase his acreage of cultivated soil unless he is assured by the Government that he will receive a stated minimum price for his crops when they are ready to be harvested this season is clearly guilty of treason to the Republic and should be summarily and severely dealt with. He is willing to see others go to the front to save himself and family from injury and his property from destruction by the Germanic horde of barbarians, but he utterly refuses to do his part unless he is assured in advance that he be paid from three to five times as much for his beans and grain as he ordinarily receives. Such a spirit is unworthy of any man who lays any claim to American citizenship. It is the embodiment of the American hog in all that the term implies. Everywhere manufacturers are tendering their plants and services to the Government free of charge. Men are enlisting with the stipulation that they be permitted to serve without pay. Boat owners are offering the Government the free use of their vessels during the war. Newspapers are giving advertising space in the face of threatened hostile postal legislation. Everywhere patriotic people are making sacrifices for the cause of human freedom and democracy. The farmer alone stands back and insists on being bribed to do his duty to the country which is undertaking to protect him from the common enemy of humanity.

Department stores report no diminution in the demands upon their grocery departments: in fact some of them frankly admit that their food departments are the busiest in the establishments, and that while buying power and the economic wave are making trade in other departments noticeably less active, groceries are far more a factor in the aggregate trading. Individual orders are markedly larger than usual, the consumer buying five or six times her usual amounts and manifestly hoarding against scarcity and higher prices.

SHREDDED WHEAT DECISION.

The decree of Judge Thomas, of the Federal District Court of Connecticut, enjoining the further making and selling of Ross' "whole wheat biscuit" because the same is held to be an infringement of the rights of the Shredded Wheat Co. of Niagara Falls and an imitation of the well known Shredded Wheat, confusing to the public, has created a sensation in the grocery trade and is likely to prove historic. It certainly makes applications of the law and the decisions not generally understood and greatly extends the protection of the courts into the competitive field.

Evidently the court was impressed with the fact that the public has a right to be protected from imitations that mislead and deceive and based the decision on that far more than on any consideration of the life or rights or limitations of a patent. The court holds that, irrespective of the patent or its part in permitting the Shredded Wheat Co. to establish its product in the public mind, the public understanding and familiarity with the product is the property of the manufacturer, whose brains, skill and money have created it, and that when an imitator seeks to gain trade in competition by duplicating the product, patent or no patent, he is guilty of unfair trading.

The ground covered in this decision and the conclusions arrived at are applicable to innumerable products sold on the market and it would not be surprising to find other manufacturers availing themselves of the precedent to clear the field of "hangers-on" who annoy them by picking up trade from under their umbrella. But its most interesting and potential application will probably be to strengthen the legal status of proprietary rights to protection from unfair trading; the evolution of which is of particular trade interest.

THE BURDEN OF THE WAR.

Much of the present reasoning on the relative merits of taxes and bond issues in financing is vitiated by a widespread, long-standing and deeply rooted fallacy. That fallacy is being daily nourished in newspaper editorials and Washington dispatches. It is the question whether the burden of the war ought to be placed on the present generation, or left to future generations. Whatever may be the merits of bond issues, they cannot shift the burden of war to future generations. They cannot even shift it for one or two years. Wars must be paid for, and wholly paid for, while they are in progress. Armies cannot eat the food to be produced in the future. They cannot explode the munitions to be produced in the future. These things must necessarily be grown and produced while the war is on; they are paid for while the war is on.

The primary difference between bond issues and taxes is that the first represent voluntarily lent funds, while the second represent conscripted funds. In a war financed wholly by taxes, the conscription would take place while the war was on. In a war financed by bonds, volunteer

funds are made use of; but for the sake of justice and equal distribution of burden they must ultimately be replaced by conscripted funds, although that conscription and replacement may take place gradually, over a generation or more.

The only shift which bond issues represent is a shift from one part of the people to another part. The subscribers to the war bonds temporarily sustain the burden, and the taxpayers ultimately sustain it. The taxpayers and the war loan subscribers are often identical; if they were completely identical, the fallacy would never have arisen. All funds for carrying on wars are derived from current wealth. The fact that they can be raised by borrowing during the war, proves that they exist. The only problems for the finance minister is whether he has the administrative machinery to collect it by taxation, whether he could collect it quickly enough, whether he could prevent wholesale evasion, whether taxation would put a greater or less temporary burden on industry than borrowing, or whether the least burden would result from a combination.

The only way in which the future generation does or can bear the burden of a war is in a loss of goods that it might have had if war had not taken place; in the unbuilt buildings (and the buildings actually destroyed), the unconstructed railways, the undiscovered inventions, the undeveloped industries—all of which would have been built or discovered or developed if war had not given a different direction to capital and human labor.

Far from showing the weakness of the German concentration against Russia, the estimate of the German army strength and distribution issued from French army headquarters shows plainly the heavy share of responsibility which Russia is bearing even in her present state of transition and uncertainty. Of a total of 219 German divisions, 143 are assigned to the west front and seventy-three, or a little over one-half as many, to the east front—Russia, Rumania, Macedonia. Since the Rumanian front is virtually held by the Russian armies and the German strength in Macedonia is not very large, we may assume seventy German divisions concentrated against Russia. Add to this half of the Austrian army, as well as Bulgarians and Turks, and we find that in Europe alone the Russians may be facing 100 enemy divisions. In Asia, at the same time, they are opposed to the main Turkish army in Armenia and conducting operations in Persia and Northern Mesopotamia. Altogether, the Russian army would appear to be facing three-quarters of the enemy numbers confronted by the British and French armies. This is an extraordinary showing in view of Russia's incomparably inferior military resources, other than men.

While goods are some higher, it is consoling to realize that a yard of cloth clothes a large family of daughters.

A pessimist is a man who views his neighbor through smoked glasses.



The BEST-ADVERTISED, BEST-KNOWN BRAND *in* ALL AMERICA

THE 1917 DEL MONTE Advertising Campaign is the largest ever conducted exclusively on California Canned fruits and vegetables.

Over forty-eight million advertisements will appear---all full pages in color in the Saturday Evening Post and in the Big Leading Women's Magazines.

Your customers already know DEL MONTE products. It has long been a line of recognized quality. This advertising will make it by far the best-known and most-asked-for brand in America.

Here is a quality line worth tying up to.

It has big effective advertising behind it.

It sells, satisfies and repeats---THAT'S WHAT YOU WANT.

If your jobber does not handle, send us his name and we will communicate with him

CALIFORNIA PACKING CORPORATION
San Francisco, California



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

Effects of the War on Shoe Retailing. Written for the Tradesman.

The retail shoe trade of the country has been hit hard by existing war conditions. It would be dead easy to gloss over a critical situation by withholding facts and indulging in rosy prophecies of better times ahead, and all that sort of thing. But it wouldn't do the least bit of good. Facts are stubborn things. And after all, it's far better to be absolutely frank.

The average person is now retrenching in the matter of his footwear expenditures. He is wearing his old shoes a bit longer. And, in spite of the increasing cost of repair jobs, he is having them full or half soled, having the worn heels renewed, and otherwise rehabilitated. His idea now is to make them wear as long as he can—to procrastinate as far as he may the purchase of a new pair. Of course there are people in every community, and in the larger communities, a sizeable number of people, who are able to buy shoes whenever they need them or the fancy strikes them, but people of this class are not the ones we think of when we use the expression "average people." We mean people of limited means. Folks who must economize to make both ends meet. These are the ones who constitute the big, cosmopolitan group of shoe-consumers.

Doubtless many retail shoe dealers are whistling to keep their courage up; but most of them, if they are willing to be real frank, would doubtless admit that they are doing more whistling than fitting just at this time. The retail shoe business is decidedly off. Many other kinds of business have been hit equally hard, it is true; but that is neither here nor there. Just now we are thinking of shoes. The times are not normal by a jug full. This is war. And there is no precedent for such a war as the world is now witnessing. If ever there was a time when the shoe retailer who wants to play it safe should be careful in his buying, that time is now.

Increasing Scarcity of Leather.

People who are not acquainted with conditions confronting the shoe industry of this country, cannot realize that there is a valid reason back of the advancing price of shoes. We have become so used to price-manipulation and monopolistic fleecing, any sudden and unprecedented advance in the cost of a given commodity naturally leads one to infer that somebody has discovered an opportunity—i. e.

has gotten temporary control of a certain necessity—and is boosting prices arbitrarily to get rich quick. That's the way we do it in America—in most things, perhaps. But leather industries and the American shoe industry, particularly, are exceptional. The price of leather went up simply because the visible supplies of leather began to melt away under the tremendous demand put upon them by a world at war.

The armies of the world must have shoes. It may conceivably happen that the matter of footwear will have a vital bearing upon the ultimate decision of this titanic contest of arms. If, for example, the Central Powers should come at last to a situation where they could not keep their armies properly equipped with shoes, this would cripple their movement on all their battle fronts, and thus prove quite as disastrous as a shortage in ammunition or provisions. Armies must be equipped with footwear. And think for a moment of the number of armies that must be so equipped! This tremendous consumption of leather is abnormal. It has been going on for two years and nine months—and how much longer it will continue, nobody on earth can say. Can any sane person wonder that the price of leather has advanced sharply in all the leather markets of the world?

In this country prices have advanced because of the falling off of imports and also owing to a shortage of production, which in turn is due to Nation-wide economy in meat-consumption. These are facts that cannot be refuted. And they quickly and vitally touch the matter of price.

Keeping Down the Cost of Shoes.

I think anybody who has looked into the situation a little bit even, will agree that shoe manufacturers have done their very best to keep down the cost of shoes. Shoe manufacturers, for the most part, are conservative men. They understand perfectly well that the shoes they sell on order must be retailed at a time; and they can easily picture to their imagination the practical difficulties the retailer will encounter when prices go beyond a certain point. That's the reason they have been cutting the corners here and there, and trying their very best to

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 They are numbers that have helped make our
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NEVER EXCELLED

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

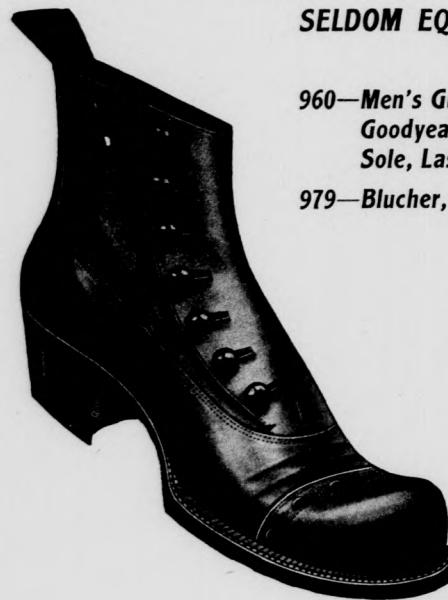
979—Blucher, same as 960 3.25

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.



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Manufacturers of Serviceable Footwear GRAND RAPIDS, MICH.

The "Fenway" is a High Grade Leader



This excellent Hood Tennis has smooth white sole, loose lining, leather insole, and is made in every detail to embody character, style and good wearing qualities.

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Men's	\$1.12	\$1.00
Boys'	1.05	.93
Youths'	.95	.85
Women's	1.04	—

We carry the largest stock and most varied line of TENNIS of any Michigan House.

Write for catalog.

Ask for salesman to call.

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids



keep down the cost of production; they want to make it possible for the retailer to mark the shoes just as low as he can—allowing of course for his own legitimate profit.

Those who have kept in close touch with conditions in the shoe industry as they developed from month to month during the progress of this war, know that the manufacturers' prices have advanced by gradual stages; also that these advances have been unavoidable. I personally know of shoe manufacturers who shrank from the unpleasant duty of advancing their prices—and put it off just as long as possible. But they simply had to come to it, or go out of business.

Fortunately for the people of this country, the use of cloth in toppings of certain kinds of shoes and fabrics in shoe uppers of quite a number of lines—particularly in children's shoes—had already become popular. Fortunately also the development of fiber had reached a point where it was entirely practical to use it for soles. If it had not been for the development and use of other than leather materials, the price of shoes would have been positively prohibitive. There can be no doubt about that. And the use of such acceptable leather-substitutes has played a big part in keeping down the cost of shoes.

Getting on with Fewer Pairs.

And yet, in spite of the use of such substitute leather materials, shoes cost twice as much to-day as people were paying three years ago. And they can't get used to it. Some of them are beginning to understand that the situation is not anybody's making; that it is one of the inevitable by-products of the war; but this knowledge doesn't help hard-working people to pay their shoe bill at the retail merchant's.

Moreover, the spirit of retrenchment is in the very atmosphere. The very best statesmen in this country, and in other countries, are advising people to practice the strictest frugality in the matter of food, clothing and everything else. As we begin

to feel the grip of the war in this country, we, too, will no doubt have our "meatless days." And the American people have long needed to learn the lesson of frugality. We have been entirely too wasteful, too shamefully and sinfully extravagant.

My own feeling is that Nation-wide economy is going to acquire a sort of patriotic fever. When the American people go into anything, they usually go into it thoroughly. When the people of this country begin to realize that they can help our Allies win the war by eating less and wearing less, they'll come to it voluntarily—and gladly.

Shoe dealers in the big towns are selling fewer pairs this spring than last, and that in spite of the fact that weather conditions have been favorable. Some of them have made as much (or even more money), but they've made it on a smaller volume of business. People of the big cities are retrenching. And they'll do it in the smaller towns and villages, and throughout the country.

My advice to the retail merchant is, play it safe; buy conservatively. Make your present stocks go as far as possible. Come clean. Allow for a shrinkage this year over the business of last year. Make up your mind that the people are going to get along with fewer pairs. For that's what they are going to do. This is no time to stampede the market. Don't gamble in the style market. Stick to conservative, practical lasts as far as possible, and clean up as you go.

Cid McKay.

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Right up to the
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In stock ready to ship on receipt of
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No. 7584—Women's Ivory Kid Vamp, cloth top,

9 inch lace, covered heel, B & C widths \$6.00

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Tanners and Shoe Manufacturers

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An
Ideal
Farm
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8329 Chocolate—8336 Black

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Chocolate or Black—Blucher
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This shoe spells

SERVICE

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Grand Rapids, Mich.





Should Speed Up Production at the Mines.

There is a possibility that through the present war situation the old adage, "It is an ill wind which blows no one good," may prove true. From the General Railway Board of the Council of National Defense comes an order directing the railroads of the United States to give coal and iron ore preference over all other traffic. The order is accompanied by the statement that the welfare and safety of the Nation depend upon adequate supplies of these commodities and that evasion of this order will call for the strictest disciplinary measures. Railroad presidents will be charged personally with the responsibility of carrying the order into effect.

If the Council of National Defense has the authority to issue this order and power to enforce it, the "welfare and safety" of the Nation would be further protected if the Council of National Defense should take steps to speed up production at mines, distributing the product and breaking down the exorbitantly high prices for fuel, which if something of the kind is not done, promises to reach such high prices as to be prohibitive to persons of moderate means, and to so increase the rents of heated apartments as to make them a heavy burden to bear. Fuel, its price and supply, are second in importance only to the supply and distribution of food stuffs. There is coal enough in the mines of the United States to furnish the people with cheap fuel for years. It is nothing that must be manufactured. It is really an inheritance of the people. Those who operate the mines are trustees, as are those who operate the railroads. Steps taken to cut down the cost of fuel are contributing to the successful handling of the war, as are those who plant and cultivate their fields. They would not only help to cut the high cost of living, but would enable manufacturers to reduce their cost of production, as to further ameliorate a price situation that is becoming almost unbearable. Like the food problem, the fuel situation has an important and direct bearing upon the financial situation and is of prime importance to the banking interests. Any influence they can bring to bear to compel the more free production and distribution of coal will be of great benefit from humanitarian, patriotic and business standpoints.

For blunders, those who guide the Federal Reserve System seem to have an unlimited capacity. At a time when there exists a hysterical fear of food shortage which has lifted prices to a ridiculous height, a number of Federal

Reserve banks have been urging the farmers to hold their crops for higher prices—a result the Government is earnestly striving to avoid. If asking the farmers to hold for higher prices than now prevail is not "giving comfort to the enemy," it is perilously near it. Paul M. Warburg, Vice-Governor of the Federal Reserve Board, in a recent address delivered before the Commercial Club of Chicago, pretended to be patriotic in the introduction, but beneath the velvet glove showed the Teutonic grasping for autocratic power for the Federal Reserve Board in the banking world. In closing his remarks regarding state banks and trust companies, he said: "While still a banker in New York, I once tried to get into a subway train during rush hours. I forced my way into a crowded car, but with another man was caught between the automatic doors which would not close behind us. My fellow sufferer began to yell at the top of his lungs, 'Isn't there anybody to push us in?' A guard pushed us in. It looks to me as if there was enough in the present situation to push the state banks and trust companies in. Early training in European banking has inculcated in me an aversion to banking by regulation, when, by intelligent voluntary efforts of banks, the same result can be achieved. But in Washington I am constantly met with the view that without compulsion no headway can be made."

Close relationship between the retailer and the banker is one of the greatest elements of success of the retailer there is. In the Journal of the American Bankers' Association a case in point is given. A retailer, F. C. Huber, of Larabee, Wisconsin, is the proprietor of a general store. The banks know where he stands. He discounts his bills and keeps up his collections and he and the bank know why. Every day he puts before his banker a statement of the total sales of the day before with a statement of profit or loss; a statement of the stock on hand; the amount of outstanding accounts; a summary of the money he owes jobbers, manufacturers and others. All this being summarized for the current month up to the date of the report. This system of mutual confidence in small towns is rapidly spreading with good effect. Small towns are mentioned because it is in these places the merchants generally need help. The big merchants in big cities can and do take care of themselves. The associated advertising clubs of the world have organized a new department with the assistance of well known experts with a view of helping both the country merchant and the banker. The records so devised are so simple the merchant or his book-keeper can daily

The Reality of War

Brings home to every citizen the uncertainties of life and emphasizes the importance of making a will to be administrated and executed by a responsible trust company.

This department of trust companies is far better equipped to act as executor and trustee than an individual.

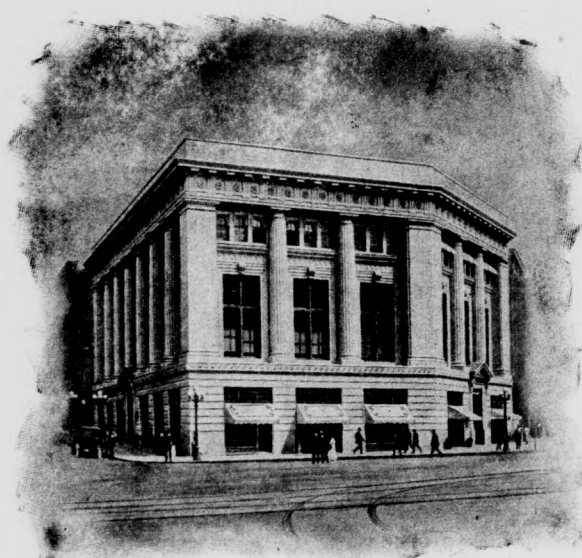
The cost is small. Call and let us explain the advantages of our service and help you plan for the future welfare of those you love.

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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
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GRAND RAPIDS NATIONAL CITY BANK CITY TRUST & SAVINGS BANK ASSOCIATED

see the exact condition of the business. This will provide against over buying; against dead stock; tardy collections, and also indicate the lines of quickest sale and best profits. If the merchants in small towns could be induced to thus systematize their business there would be better credits and less failure.

On the constructive side of the question, giving reason for the conviction that bad times are not upon us, nor likely to overcome us are: Great industrial profits; enormous accumulation of gold; constant piling up of our foreign trade balance and tentative increase in railroad rates, which means freer distribution of goods and raw material. Conservatism is necessary, but business should not be interrupted nor paralyzed by the events now transpiring. In regard to the financial situation one thing needs special attention. That is the curbing of municipal extravagance. In this the bankers can be of genuine service by using their influence to keep down appropriations to the line of necessity. It is true municipal bonds are in demand because of their exemption from taxation, but there is danger of getting too much of a good thing. It is the duty of every patriotic American citizen to assist in holding municipal bond issues down. Good roads are developers of the country and money thus expended brings good returns, but parks, boulevards and luxuriant trimmings should be held in abeyance.

Paul Leake.

Wants Jobbers to Study Economics.

Why should it not be worth while to do some real scientific investigation to determine the most economical means of distribution?

The ever prevailing complaint of the high cost of living commands our attention, and compels that we somewhat forget the present order of things in an effort to fix custom more nearly to suit the present ordeal. Organizations of various kinds, some of them approaching National proportions, are developing for the purpose of advocating public markets; others urge that we deal from sources of supply direct to the mouths of the consumers; others suggest that we discontinue the package forms in favor of the bulk form of distribution.

Others make the sweeping suggestion that all so-called middlemen should be eliminated. In fact, the sources of advice for betterment are legion, while it would appear that the people who should have the greatest amount of practical knowledge incident to their daily contact with these varied forms of commodities and services, have practically nothing to suggest.

Is it because we are too busy marking up our costs and selling prices, as well as our salaries and other expenses, to give these matters public expression, or are we simply indifferent to the gravity of the situation, and are resting on our oars until the climax is reached, in willingness to abide by the results?

It has been observed that the consumer has unconsciously encouraged the addition of too much cost being added to her groceries in the form of costly lithographing and expensive color work, as well as unnecessary delivery service and other services.

It occurs to me that food experts—I do not refer necessarily to chemists but more particularly to scientific merchant men—should seriously consider proper coin denominations as well as more economic containers for merchandise. Because of the popularity of our nickel and our dime, a great many commodities are made to sell at prices on popular consideration of our coins, which, if bought on intrinsic value, would go to the consumer 25 or 50 per cent. less than at the present time, and this weakness in our system of merchandise is due very largely to our National system of coinage.

Again, we have to consider the right of our manufacturers to set their own mark of profit on the commodities which they sell under their trade mark rights, many of whom have, during the course of long years of extensive National advertising, come into a very complete form of monopoly, and in the absence of a National board, whose duty it is to make investigation on properly filed complaint, they conduct their business on the plan of adding all that the trade will bear. Before the activities of the Interstate Commerce Commission, dealing with the affairs of the railroads, it was a common remark at rate meetings "that the rates should be made as high as the traffic would bear." It was admitted by railroad freight agents of the highest standing that they did not pretend to make their rates on a scientific basis or on cost of service.

It would appear that the affairs of commerce in which we are engaged is very much in the same position. We are dealing with a situation handed down to us as a heritage from the ignorance, primitiveness and turmoil of the past, a great conglomeration, many items of which are of the times of the sailing vessel, steamboat, the ox freighting team, etc., which may not fit the present day requirements of the consuming public.

O. J. Moore.

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Our 3½ Per Cent SAVINGS CERTIFICATES ARE A DESIRABLE INVESTMENT

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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.

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Patriotic Plea by One of Our Greatest Merchants.

New York, May 7—Our country prosperous can pay our war costs, as they come, and have enough left over to aid our Allies.

Our country unprosperous, with business halting, money hoarded, through fear or false economy, will be hard pressed to keep food on the table and clothing on the back.

Keep business going is a patriotic slogan. Keep money in circulation. Keep employment for everybody. Keep wages good. Keep on making money that we may have money to spend for war sacrifices.

The worst thing that could happen to the world these days would be a business depression in our United States.

War in itself does not cause business depression.

The billions of dollars of money to be expended in war preparations will be put into circulation in our own country, and this in itself will create new wealth for use in the world-struggle for humanity.

The one thing that might halt business now is an unpatriotic psychological feeling of panic and a false idea of patriotic economy.

Patriotic economy means the elimination of waste and extravagance. It means the conservation of our food products, our National wealth, our health, our energies, our labor, our very lives. It means putting more efficiency in everything we do so that each unit of money, energy and intelligence may accomplish the utmost.

Patriotic economy does not mean the lowering of America's standard of living, which would make us less efficient physically and mentally. Nationally and individually, and would kill the spirit and the will to do the truly self-sacrificing things to be done.

Cities and communities must go on with their civic improvements. Road building and public works must proceed. Railroads must renew their equipment. Factories must be kept going to their full capacity. Labor must be employed. Homes must be kept up. Merchandise must be produced, distributed and used.

War duties and war expenditures must be in addition to peace duties and peace expenditures. The more we do the more we can do. The more money we spend the more we will have in our pockets to spend. Money creates money.

In a word: The natural sane life of the country must proceed as though we were not at war, in order that we may have the necessary prosperity to promote the war to a quick and successful conclusion.

President Wilson sounds the keynote in this sentence: "It is evident to every thinking man that our industries, on the farm, in the shipyards, in the mines, in the factories, must be made more prolific and more efficient."

Our industries can be made more prolific only if the people buy and use the merchandise produced by our industries. Manufacturing slackens when business slackens. Manufacturing grows in a prolific way when business grows. And business can grow and remain healthful only when the people buy and keep money in circulation.

Business is going—in the East, the West, the North, the South. The country is prosperous. Last month's increase in business was very large. Banks may wait in their operations until the Government bonds are assimilated. People may pause temporarily in their outfitting to arrange to meet the new conditions. But the unloosing of billions of dollars will unloose a flow of prosperity absolutely necessary to sustain the world's burden.

Governments set the pace in their expenditures.

Individuals must not lag behind. Seven billions of dollars to pay is only \$70 per capita in the United States. Yet seven billions of dollars, put into work at 6 per cent.—a fair estimate of the producing power of money—will create 420 millions of new wealth.

The income tax we pay will not be a tax on prosperity, but a spur to prosperity. Every dollar the individual pays out will come back to him with interest in the general prosperity of the people.

Keep business going—for our country's sake. War cannot be waged and won without the sinews of war.

John Wanamaker.

From the Standpoint of the Anti-Christian.

Evansville, Ind., May 7—It has been a long time since I wrote you last and I had made up my mind not write you again, but when I read "Give the Kaiser Hell for Hell" which appeared on the front cover page of your paper, I could not resist the thoughts passing through my brain, for they simply compelled me to write you the following:

These thoughts are honestly and sincerely in favor of giving the family of thought which controls the Kaiser all the rope it wants, and if it wishes to give him hell for hell, all right. You must always remember that the Kaiser is a Christian and fully believes in the Christian's God, and the German people believe in him. You and Mr. Malone believe in him. You are all Christians who are going insane listening to the family of thought which invented Christianity. You greet this fighting family of thought with your bibles, songs and prayers, and the more you read the book and the more you sing and pray, the more all of you fight and kill one another. All of the Christian ministers and their "sheep" are following brutal ignorance, yet they all think they are "educated."

Here we are in this so-called "land of liberty," getting ready to kill one another—and we are all educated by and through this ignorant Christian intellect. Every minister and every editor has been trained by this awful ignorant intellect, and their brains are so completely disabled that every one of them think they know more than any one else, and they all advise the President. They are so ignorant that they want to help God kill somebody. They believe that God can't do anything without their advice. Sit down and think these words over and try to realize how ignorant the Christian intellect is.

Edward Miller, Jr.

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



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.

BUY SAFE BONDS

6%

Tax Exempt in Michigan

Write for our offerings

HOWE SNOW CORRIGAN & BERTLES

INVESTMENT BANKERS

GRAND RAPIDS SAVINGS BANK BLDG. GRAND RAPIDS, MICHIGAN.

Michigan Bankers & Merchants' Mutual Fire Insurance Co.

Fremont, Michigan

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

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

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

Wm. N. Senf, Secretary.

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

Bankruptcy Proceedings in Southwestern Michigan.

St. Joseph, April 28—Benjamin H. Dunkley, of Kalamazoo, filed a voluntary petition and was adjudicated bankrupt and the matter was referred to Referee Banyon. The schedules of the bankrupt show no assets over and above his statutory exemptions and the following unsecured creditors:

Abbott's Laboratories, Chicago	\$ 2.00
Louden Specialty Co., Milwaukee	35.00
George Coffey, Kalamazoo	5.15
Van Dyke & Co., Kalamazoo	29.00
George McDonald Drug Co., Kalamazoo	125.00
Great Western Serum Co., Chicago	300.50
W. P. Darling, Kalamazoo	11.50
Edward Sootsman, Kalamazoo	5.00
Vant Roer Coal Co., Kalamazoo	25.00
Illing Bros. & Everhard, Kalamazoo	12.50
Van Bochove Bros., Kalamazoo	2.50
Kate O'Brien, Kalamazoo	150.00
South Side Garage, Kalamazoo	35.00
Motor Car Exchange, Kalamazoo	45.00
Kalamazoo Vulcanizing Co., Kalamazoo	40.00
A. C. Gilbert, Kalamazoo	50.00
Frank Howe, Kalamazoo	25.00
Kalamazoo Gazette, Kalamazoo	12.50

\$914.40

April 30—In the matter of Frank A. Boyce, bankrupt, of Kalamazoo, the trustee filed his final report and account, showing total receipts of \$1,858.26 and disbursements for first dividend of 20 per cent. and payment of preferred labor and tax claims and expenses of administration of \$520.05, leaving a balance on hand of \$1,338.21, with request that the final meeting of creditors be called for the purpose of declaring and ordering paid a final dividend. The referee entered an order calling the final meeting of creditors at his office on May 12 for the purpose of passing upon the trustee's final report and account, the payment of certain expenses of administration and the declaration and payment of a final dividend. Creditors were directed to show cause why a certificate should not be made recommending the bankrupt's discharge.

In the matter of Benjamin H. Dunkley, bankrupt, of Kalamazoo, an order was made calling the first meeting of creditors at the latter place on May 11 for the purpose of proving claims, the election of a trustee, the examination of the bankrupt and the transaction of such other business as may properly come before the meeting.

May 1—Bart Foley, engaged in the retail grocery and provision business at Dowagiac, filed a voluntary petition and was adjudicated bankrupt and the matter referred to Referee Banyon, who was also appointed receiver. The following are listed as creditors:

Albion Chemical Works, Albion	\$ 4.00
Armour & Co., Kalamazoo	12.05
Baister Bros., Buchanan	32.06
Brink Baking Co., Kalamazoo	200.00
Bour Company, Toledo	46.20
Reliable Fruit Co., Chicago	38.60
Colby Milling Co., Dowagiac	30.46
Dowagiac Creamery Co., Dowagiac	17.60
Jacobson & Peterson, South Bend	22.25
Hodge & McIntosh, South Bend	11.40
H. J. Heinz Co., Detroit	15.50
S. H. Hill, Paxton, Ill.	25.25
Lockway & Stouck Co., Benton Harbor	43.78
National Biscuit Co., Chicago	51.18
A. H. Rowe, Benton Harbor	19.50
C. H. Swindell, Benton Harbor	8.63
Swindell-Taylor Co., Kalamazoo	22.71
Hugh Thompson Broom Corn Co., Kansas City	176.49
Vette & Zunker, Chicago	26.50
A. W. Walsh & Co., Kalamazoo	63.18
Whiteman Bros., South Bend	119.62
Kidd, Dater & Price Co., Benton Harbor	33.46
South Bend Grocery Co., South Bend	150.00
Condon Bros., Rockford, Ill.	11.00
A. H. Randall, Fort Wayne	25.36
Perfection Biscuit Co., Fort Wayne	35.46
J. B. Webber, South Bend	5.00
Schultz Baking Co., Chicago	30.00
Dowagiac National Bank, Dowagiac	800.00
State Savings Bank, Dowagiac	200.00
Lee State Bank, Dowagiac	900.00

\$5,070.03

Secured Claims.

Kidd, Dater & Price Co., Benton Harbor	\$4,000.00
Michael Daley, Dowagiac	1,800.00

\$5,800.00

Assets.

Real estate	\$5,200.00
Accounts receivable	750.00
Cash on hand	.25
Stock of merchandise	900.00

\$6,875.00

May 2—In the matter of Mabel Boers and the Boers Shoe Co., a copartnership, bankrupt, of Benton Harbor, upon the petition of Mabel, the copartnership was adjudicated bankrupt and the matter referred to Referee Banyon. The petition for the adjudication of the copartnership shows the same creditors as were listed in the petition of Mabel Boers and the same assets.

May 3—In the matter of William H. Sweetland, bankrupt, of Kalamazoo, the trustee filed his final report and account,

showing total receipts of \$266.66 and no disbursements, with request that the final meeting of creditors be called for the purpose of paying certain preferred labor claims and certain expenses of administration. An order was entered by the referee, calling the final meeting of creditors at his office on May 17 for the purpose of passing upon the trustee's final report and account, the payment of preferred labor claims and the expenses of administration. Creditors were directed to show cause why a certificate should not be made by the referee recommending the bankrupt's discharge.

May 5—In the matter of Roscoe M. Tabor, bankrupt, of Kalamazoo, the trustee's objections and exceptions to the claim of the Wolf Fuel Saver Co. were considered and sustained by the referee and the claim which was filed for \$365.25 reduced in amount and allowed at \$200. The second report and account of the trustee shows that creditors will receive about 10 cents on the dollar.

Stand by Your Country.

"And for your country, boy, and for that flag, never dream a dream but of serving her as she bids you, even though the service carry you through a thousand hells. No matter what happens to you, no matter who flatters you or who abuses you, never look at another flag; never let a night pass but you pray God to bless that flag. Remember, boy, that behind officers and Government, and people even, there is the Country Herself—your Country—and that you belong to Her as you belong to your own mother. Stand by her, boy, as you would stand by your mother."

Edward Everett Hale.

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



Elevators

Electric and
Hand Power

Also Dumbwaiters

Sidney Elevator Mfg. Company
Sidney, Ohio

Mention this paper.

United Automobile Insurance Exchange

Carries

Auto Insurance at Cost

Without

Mutual Liability

For Particulars Address

Home Office:
737-741 Michigan Trust Bldg., Grand Rapids, Mich.
Detroit Office:
524 Penobscot Building, Detroit, Mich.

OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS

THE Tisch-Hine Co.

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

BUNTING FLAGS



2½x4 4x6 5x8 5x10 6x10
6x12 7x14 8x12 8x16 10x16
11x22 12½x25 15x30

FLAG POLES

6 ft. 8 ft. 10 ft. 12 ft. 14 ft. 16 ft.

CHAS. A. COYE, INC.

GRAND RAPIDS - - MICHIGAN



THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

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



The
Shuman
Pricing
System
Will
Make
Your
Cash
Register
SING

Use it for shelves, tables, show cases, window display, crates, boxes, baskets—everywhere.

And if you "split the nickel" and mark your goods in PENNY FIGURES you'll be able to get better prices and at the same time earn the reputation of being a "Bargain headquarters."

The Shuman System consists of galvanized steel clips that you spring onto shelves, boxes, baskets, etc., and handsome gummed price stickers, that you paste on the face of the clips.

To change prices, you simply transpose clips or paste on new stickers.

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

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

Extra clamps \$2.50 per 100.

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

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

The Frank G Shuman Company

Room 705, 168 North Michigan Ave

CHICAGO, ILLINOIS

Regular Price
\$10.00
Special Price
to Dealers
\$4.90



WARNING! Look Out For Check Raisers

Would you sign a blank check and hand it to an unknown person? Of course not! Yet that's what you do every time you make out a check to ANYONE! Any amount you write on a check can be changed to any amount a crook thinks you are good for! Bookkeepers and others in the employ of people you deal with may be dishonest! A mail box containing your letter with check enclosed may be broken into! There are many other ways in which crooks can get a hold of your checks and raising them is so easy that even an amateur can do it. Just the stroke of a pen may wipe out your entire bank account. If an amount cannot easily be changed it can be entirely removed with acid and an entire new amount can be written in.

SEND NO MONEY! EXAMINE IT FREE!

Here is a machine you must have if you want to protect your bank account. The New Smith Check Writer writes the amount in the amount line—the legal line of the check and protects the amount at the same time. It macerates with diamond point macerations and crushes the paper, forcing acid proof indelible ink into the very fibre of the paper. To tamper with a check written on the New Smith means total destruction of the check. It is the most perfect method of protecting checks ever devised. No check ever written on this machine or this type of machine has ever been raised! Will you let us send you this bank account insurance on absolutely free trial without a penny in advance?

See and try the New Smith Check Writer for ten days then return it if not satisfied. But if you feel that you need this machine—in view of the hundreds of checks being raised every day, send the special introductory price, to dealers, \$4.90. Never before has a check writer sold for less than \$20. The regular price of the "Smith" is \$10.00. No machine does better work, no machine is stronger and no machine gives you better protection! Send Coupon, without Money, while the special offer lasts.

"Gout & Glover, Berlin, N. H., issued a check to A. H. Brewer for \$2.45. The check was raised and cashed for \$82.45. The town treasurer of Thetford, Vt., drew a check for \$103.50 to the order of the Road Commissioner. In some way a 17-year-old boy got a hold of the check, raised it to \$903.50 and cashed it. Chris. Brotherson of San Francisco was paid up his day's wages, \$4.00, and discharged. He was 'sore' so he raised the check to \$40.00. In Danville, Va., a man lost a check for \$111.00. A laborer who found it had his employer cash the check—after it had been raised to \$211.00."

BELOW—How the New Smith
Writes and Protects every Check

Why Risk This

Four	40 ⁰⁰
Forty	40 ⁰⁰
Ten	10 ⁰⁰
Fifty	50 ⁰⁰
Twenty	20 ⁰⁰
Twenty	20 ⁰⁰
One	10 ⁰⁰
Eight	80 ⁰⁰
One	10 ⁰⁰
Four	40 ⁰⁰
Sixty	60 ⁰⁰
Sixty-six	66 ⁰⁰
Eighty	80 ⁰⁰

FREE Examination COUPON

M.T.5

Mail to C. E. SMITH & CO.,
450 Fourth Ave. New York.
Please send me a New Smith
Check Writer and Protector on
free trial—all charges prepaid.
I will either send you \$4.90 or
return the "Smith" in 10 days.

Name

Address

City State

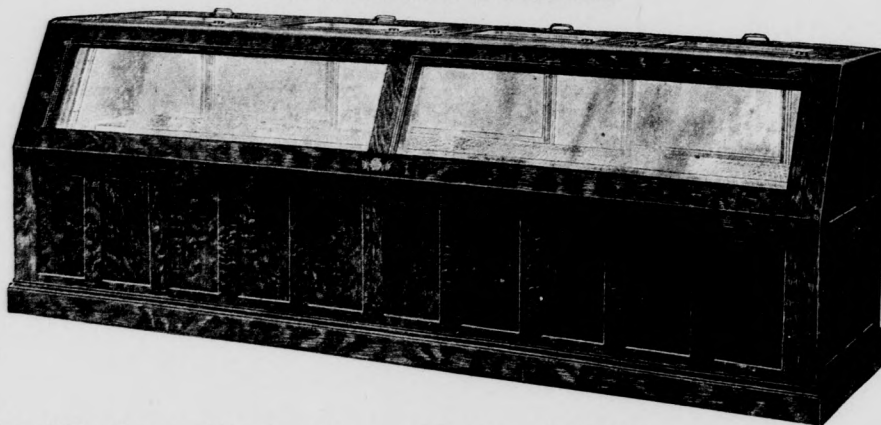
No. 4692 Your City, March 24 1917
Metropolitan Bank
Pay to the order of John Doe
PAY \$200 AND 65 CTS Dollars
\$200⁶⁵/₁₀₀ Your Signature

**40°
TEMPERATURE**

40 degrees
Temperature or
Lower, as wanted.

Freeze if you
choose.

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

MEN OF MARK.

Charles B. Hamilton, the Well-Known Advertising Man.

Charles B. Hamilton was born in Uxbridge, Ontario, Dec. 23, 1873. His ancestors were of English and Scotch descent on both sides and he appears to have inherited the sterling qualities of both races which make that kind of a combination so effective and so resourceful in conducting the work of the world. When he was 15 years of age he went to Toronto, where he worked two years in a private bank owned by his uncle. He then came with his family to Mt. Pleasant, where he clerked three years in the grocery store of Tobias Bergy & Co. He then formed a copartnership with his uncle, U. C. Hamilton, of Toronto, for whom he had formerly worked in the banking business, and the two engaged in the grocery business under the style of Hamilton & Company. Here he laid the foundation for the business career which he has subsequently followed with such signal ability and success. This relation continued for five years, when the stock was sold to Peak Bros., and Mr. Hamilton came to Grand Rapids. While seeking employment in the grocery line he dropped in on William Killean, who was then engaged in the grocery business at Monroe avenue, near Michigan street. He insisted that Mr. Killean needed a clerk about his size, and Mr. Killean was equally insistent that he was not in need of any more help. Mr. Hamilton was so persistent, however, that he offered to work for a week on trial and at the end of that week he was regularly engaged at a stated salary and remained behind the counter for six months. He then entered the employ of the Holmes Paper Co., where he had charge of the sale of paper to manufacturers and wholesalers for a year. He then entered the office of the Fox Typewriter Co. as office man. He remained with this establishment nine years. The last two years he was Secretary of the company, director of the corporation and sales manager. Those who are familiar with the temperamental peculiarities of the head of the company realize that it required an unusual amount of tact and no ordinary degree of patience to remain so long in such an environment. The fact that Mr. Hamilton was able to do effective work under such circumstances and place the Fox machine in high favor in all parts of the world, speaks louder than words of the painstaking methods he introduced and put into successful practice. His next employment was with the Berkey & Gay Furniture Co. as sales manager. He remained in this position five years, when he resigned to engage in the advertising agency business on his own account. He assisted in the organization of the Brearley-Hamilton Co., which corporation he serves in the capacity of President. All of Mr. Hamilton's experience up to his time served to fit him for the new work thus undertaken. His knowledge of merchandise, manufacturing methods, selling plans and business generally gave him a scope and a vision which are, unfortunately, not

possessed by all of the men in the advertising business.

Mr. Hamilton was married to Miss Eva M. McCall, of Memphis, June 6, 1895. They own a beautiful home at 510 Paris avenue.

Mr. Hamilton joined the Baptist church when he was a resident of Mt. Pleasant and has been prominent in the counsels of that denomination ever since. He has served the Fountain Street Baptist church as chairman of the Finance Committee and for four years as Superintendent of the Sunday School. He assisted in the organization of the Ad. Club and was its Secretary for three or four years. He is a director of the Greater Grand Rapids Association and a member of the Masonic fraternity up to and including the Shrine. He is Treasurer

his judgments, faithful in his friendships and loyal in all the relations of life.

Manufacturing Matters.

Rockford—The Hubbel Electric Co. has engaged in the manufacture of electric supplies and equipment with an authorized capital stock of \$15,000, all of which has been subscribed, \$20 paid in in cash and \$1,770 paid in in property.

Menominee—The plant of the Leisen & Heines Brewing Co. has been offered to the Government to be used as a cold storage plant, a warehouse, or for any other purpose to which Government officials believe it will be adapted during the present emergency.

Jackson—The plant of the Aspinwall Manufacturing Co., maker of potato

stock of \$15,000, of which amount \$7,500 has been subscribed, \$2,600 paid in in cash and \$4,900 paid in in property.

Jonesville—The Rockway Manufacturing Co. has engaged in the manufacture of a starting device for internal combustion engines with an authorized capital stock of \$50,000, all of which has been subscribed, \$5,000 paid in in cash and \$45,000 paid in in property.

Bay City—The Michigan Brick Co. has engaged in the mining of coal and shale clay and refining and manufacturing same with an authorized capital stock of \$100,000, of which amount \$8,100 has been subscribed, \$1,800 paid in in cash and \$79,200 paid in in property.

Detroit—Samuel Viviano, macaroni manufacturer has merged his business into a stock company under the style of S. Viviano Macaroni Manufacturing Co., with an authorized capital stock of \$300,000, of which amount \$48,000 has been subscribed and paid in in property.

Detroit—The F. A. Chapper Iron & Wire Works, located at 136 East Fort street, has merged its business into a stock company under the style of F. A. Chapper Iron Works with an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

Detroit—The Keller Heating Co. has engaged in business to do heating, plumbing, ventilating and refrigerating and to manufacture goods in the above lines with an authorized capital stock of \$5,000, all of which has been subscribed, \$750 paid in in cash and \$2,270 paid in in property.

Don't be too friendly with the traveling salesman unless you are able to refuse to buy from a friend goods you know you do not need.



Charles B. Hamilton

of the Highland Golf Club and can always be depended upon to be head and foremost in every movement for the public good. As a case in point it may be stated that the remarkable advertising campaign undertaken by the wholesale dealers of Grand Rapids—the first insertion appearing in the Michigan Tradesman of May 2—was planned and executed by Mr. Hamilton without charge, showing the interest he takes in all movements having for their object the enlargement and extension of the wholesale trade of this market. Last fall Mr. Hamilton planned a similar campaign for the furniture manufacturers of this city, which was highly gratifying to all concerned from the standpoint of results.

Personally, Mr. Hamilton is a most companionable gentleman. He is thorough in his methods, generous in

planting and harvesting machinery, with its working force, has been placed at the disposal of the Government in a message wired Senator Townsend by the officers of the company.

Adrian—The Million Motor Co. has engaged in the manufacture of motorcycles and air compressors with an authorized capital stock of \$2,500, of which amount \$1,800 has been subscribed, \$100 paid in in cash and \$1,400 paid in in property.

Bay City—The Kavanagh & Madden Co. has been incorporated to handle drugs and groceries and manufacture cigars and confectionery with an authorized capital stock of \$48,000, of which amount \$4,000 has been subscribed and paid in in cash.

Detroit—The Central Machine Co. has been organized to conduct a general machine and tool manufacturing company with an authorized capital

Hartnett Flower Shop

Cut Flowers—Floral Decorations
Funeral Wreaths and Sprays

Park Avenue, head of Monroe
Both Phones Grand Rapids, Michigan



THE SHORT LINE BETWEEN
GRAND RAPIDS AND

CHICAGO

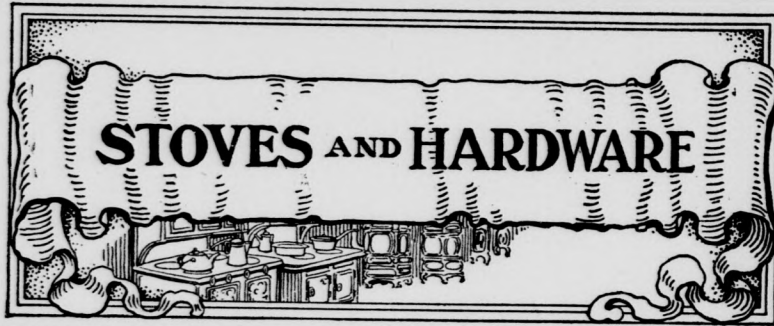
FARE \$2.75 VIA

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.



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.

The Hardware Dealer and the Fly Campaign.

Written for the Tradesman.

The return of the domestic fly to his old haunts represents an opportunity to the hardware dealer to push his business to the front. Practically everything in the fly-fighting line is a part of the hardware stock. Even sticky fly papers are handled in most hardware stores; or, if not regularly handled, they can be taken on as accessories in a Swat the Fly advertising campaign.

A lively store campaign—even a single good window display—will be timely in the first six or eight weeks of spring. It will, indeed, be good advertising at any time in the fly season, for there are a good many people who don't get interested in fly swatting until the fly has grown fairly populous and all too prevalent for comfort.

One dealer put on a good window last year. He got a big white card, in the center of which he drew a circle of several inches diameter. The circle was a heavy black line. Inside was a heavy red line. Inside was white. In the very center of this white inner circle was pasted a single dead fly.

On the outer edge of the circle was the following striking lettering:

One Fly
 In Forty Days
 Becomes 64,136,401 Flies
 Swat Him.

The card was surrounded with fly swatters. The rest of the window was taken up with various fly fighting devices—screen wire, ready-made screens, garbage cans, etc. In the window were bulletined the familiar pictures issued by the health department, showing the filthy and disease breeding activities of the common fly.

The subject wasn't new, after three successive annual Swat the Fly campaigns. Yet a host of people stopped short to look at that window, and a lot of fly fighting appliances were sold on the strength of its compelling argument.

There are two sides to the fly-fighting campaign. The first is curative. The second is preventive.

On the curative side, the only thing is to kill the fly, by every possible means. It is probably easier to sell these lines, for the simple reason that most people are readier to deal with any disease in a curative rather than a preventive way. They don't fully realize the necessity of action until the trouble is right upon them.

Lines that can be pushed advanta-

geously in the hardware store are fly papers, fly straps, and swatters. The balloon fly trap is a quite salable device. Swatters are always in demand, retailing at from 5 cents up. They provide a lot of exciting sport for children, and adults too. These articles are all small items. It takes a lot of them to pile up big sales. Yet they sell readily and quickly. They are staple articles in most instances, and it requires no very remarkable knack of salesmanship to turn them into money. Put them in the window once or twice, and give them a table or a corner of the counter for interior display, ticket them with price cards, and they will very largely sell themselves.

The simple swatting or catching process is one step in the campaign. Another is to keep the fly out of the house. At the same time, with summer weather ahead, most folks want to let the fresh air in. Here is where the screen comes in and finds a sale.

Ready-made screens—the little, telescope variety that slide in and pull out to accommodate themselves to any width of window—are a good, salable line. A good share of your customers will find them sufficient.

The alert dealer, however, should not rest satisfied with selling a couple of these screens. Every house should be fully equipped, with a screen for each window. When you are selling one, two or three, ask how many windows there are, and give a price upon a full equipment of screens. Urge that a set of screens for every window is an asset in any house; that with a complete set, a lot of running about, lifting and letting down of windows and other labor is saved.

Many people—particularly carpenters and mechanics—will prefer to buy the wire and make their own screens to fit the windows. Here, again, the tendency will be to provide

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 Citz. 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.

Manufacturers & Jobbers

Sheaves and Pulleys

ROEBLING'S WIRE ROPE

For All Purposes

Belting—Shafting—Hangers

Adolph Leitelt Iron Works
 213 Erie Street Grand Rapids, Michigan

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.

only a few screens; and the business of the wideawake salesman is to sell enough wire to screen every window in the house. Incidentally, don't forget that with such screens, hooks or catches are needed to hold them in. See that the purchaser of the screen wire has a full equipment of hooks and catches.

So much for the curative side of the fly-swatting campaign. The preventive side has equally important business possibilities for the hardware dealer, although it takes a little more work to cash in on them.

For instance, there should be a good sale for covered garbage cans in various sizes. Where there is a regular collection of garbage, such cans are usually required by the municipal ordinances; and even where they are not required, the covered garbage can is a very potent help to the individual who wants to secure a fair degree of immunity from the fly pest.

Science has demonstrated that it takes approximately eight days for the fly's eggs to hatch. If, therefore, any garbage, manure or other likely breeding beds are sprayed regularly and systematically, once or twice a week, with suitable mixtures, the development of new flies can be largely prevented. This preventive work is important in stables and farm yards where it is difficult—indeed, impossible—to keep the premises absolutely clean. There are a number of commercial mixtures on the market suitable for this purpose. Common kerosene is stated to be excellent, soaked in with the aid of water; and paris green in solution has also been recommended. These, also, are hardware lines.

Of course, the Swat the Fly can be broadened a great deal. Thus, paint is a very helpful form of fly-swatting. Flies breed and find refuge in cracks and crevices in weather beaten or rotted woodwork. Paint all woodwork, finish or wax all interior woodwork, and thereby prevent the wood from rotting, and the flies from getting in. This is one of the sanitary points which the hardware dealer can urge in connection with his spring paint campaign.

The Swat the Fly campaign, in turn, links up naturally with the clean up and paint up idea, each helping the other.

Various advertising stunts have been adopted in connection with swatting the fly in a business way. Good window displays can readily be devised. In these, the various lines can be shown—screen doors and windows, screen wire, garbage tins, fly swatters, fly paper, traps, paint—anything that, whether nearly or remotely, can be linked up with the campaign. If possible, devise some striking central idea to drive home.

In the early fly swatting campaign, many newspapers started fly-swatting contests, offering prizes for the largest "catch." Women's clubs also carried on similar campaigns, designed to drive home the idea of killing the fly on sight. In many places it might be a good advertising stunt for the hardware dealer to offer prizes in such contests, or to stage a contest of his

own. In the main, however, it will be found sufficient to use ordinary advertising methods.

Incidentally, don't forget that swatting the fly, like charity, begins at home. A clean hardware store naturally attracts few flies; but steps should be taken to shut them out; or, if any get in, they should be provided with accommodation on fly paper.

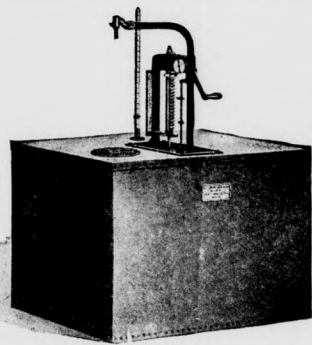
William Edward Park.

Although the sun shines for all, the moon is reserved for spoony couples.

McCray Sanitary Refrigerators

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

McCray Refrigerator Company
744 Lake Street
Kendallville, Indiana
Agencies in all Principal Cities



BOWSER
ESTABLISHED 1885

Oil and Gasoline Storage Systems

Are the best business builders you could possibly put in your store. They end the day of kerosene odors in your display room oil-soaked floors—fire risk and inaccurate measure.

They promote thrift among your employees and stimulate the sale of good things for the table. Your customers are quick to see your efforts to give high grade service and show it by sticking with you.

The outfit shown is the two-barrel size. The tank is steel, riveted and soldered inside and out—is enameled dark olive green.

The pump discharges a quart at a stroke or may be set for pint or half pint, is enameled black, fittings nicked.

Computer shows just exactly how much to charge for odd quantities.

Anti-Drip Nozzle prevents dripping when pumping ceases.

Gauge Stick indicates how much oil is in tank. Also many other features we will be glad to tell you about.

Write us today—no obligation.

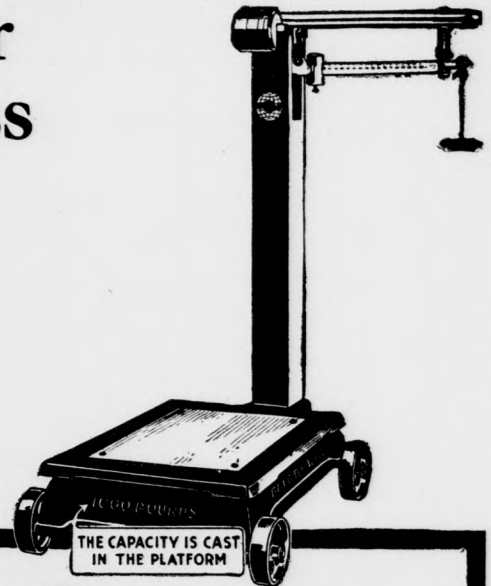
S. F. BOWSER & COMPANY

Incorporated
FORT WAYNE, INDIANA

Sales Offices in all Centers and Representatives Everywhere

In Your Business

There is daily profit protecting need for this scale—the biggest value ever offered—so buy now.



The Genuine FAIRBANKS Scale - 1000 lb. Size

"If it's weighed on a FAIRBANKS there's no argument"—

\$18.00

because it has Steel to Steel Bearings,

Arrow-tip Beam.

Large Platform, Wide Wheels.

500 Lb. size \$15.00
Both Prices f. o. b. Chicago

Our 16 Branch Scale Houses carry stocks and sell these scales on a zone carload low freight rate basis. If you don't know the nearest Branch House write us.

FAIRBANKS, MORSE & CO.,
CHICAGO

FOR BREAD SUCCESS

Hundreds of grocers are now enjoying increased bread sales and profits with

Creamnut BREAD

Because everybody likes Creamnut. It's clean, pure, appetizing and in other ways different from ordinary baker's bread

We Have a Special Plan to Make Your Bread Sales Grow

Grand Rapids Bread Company

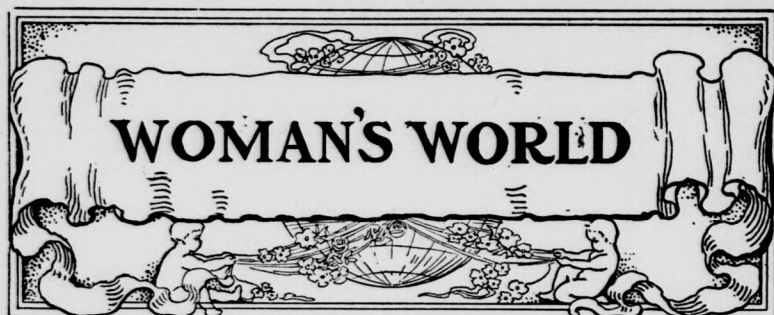
Prescott St. and South Ionia Ave.

Grand Rapids

TANGLEFOOT

THE SANITARY FLY DESTROYER
NON-POISONOUS

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



The Egotism of the Extra-Capable Woman.

Written for the Tradesman.

If you are an expert in your line of work, it is perfectly natural for you to think that no one else can do the same stunts quite so well as you do them. But beware of letting other people know that you think so. Particularly if your line is fine house-keeping, then heed his warning. There is a self-conceit of housewifery that the women who are less skilful simply won't stand for. It is as offensive and obnoxious as making a show of one's learning or bragging about one's money. Be careful not to manifest the least trace of it.

We will say you are an extra good cook and a very neat, tidy housekeeper. Coffee that you make is clear as amber, and you never burn a roast, and your pie crust is not soggy and underdone but crisp and flaky, and your jelly always jells, and your canned fruit invariably keeps. You have the same knack about everything. You would be willing a committee of domestic scientists should go through your house and smell sharply for anything unwholesome or unsanitary, and look with a microscope for dust and dirt. Every drawer and closet is in perfect order. You know absolutely—and you can put all the emphasis on the overworked word that a salesman uses when he is trying to land a big order—you know absolutely that no one can put anything over your housekeeping.

From the time you were a tiny girl you took to nice ways of doing things. You were handy. You never really had to be taught—you knew without learning. You always knew how. That sums it up in four words—you always knew how.

Those who believe in previous states of existence might account for your aptitude in this way: In some incarnation—perhaps in more than one—you were a famous chef. In another you may have been charged with the care of the linen and the silver in a king's palace. In still another, more recent, perhaps you managed a large hospital. You brought with you the fund of knowledge acquired in these experiences, and so, at an incredibly early age, your little hands could take hold of any kind of household work deftly. Whether or not this explanation is valid, this much is certain, in this present life you always knew how.

Being gifted as you are, you often feel like lifting your voice in thankfulness that you are not like many of the women you see around you—stupid and awkward about the simplest processes, slipshod and blundering in

all they undertake to do. You hardly can be blind to your own superiority, but if you are shrewd you will keep very quiet about it.

You have heard the expression—"I hate the feeling of such or such a person in the house." There are many who hate the feeling of having in the house a woman who can do things better than any one else.

"I dreaded to have Irene come, and I shall be mighty glad when she goes," said Mrs. Ennis, speaking of her sister-in-law, who is making a short visit. "She puts me on a nervous strain. I just know she is all the time comparing my housekeeping with hers, and that mine falls dreadfully short. When she looks at my curtains I imagine she is longing to give me in detail her peerless method of laundering draperies. A cake I baked yesterday fell in the oven. Of course she told how she manages so that her cakes always stay up, but I didn't listen. I've worried along with my work for twenty years, and I won't bring myself to learn anything from Irene."

Superefficiency always makes its possessor an unwelcome guest. The same trait causes trouble in other relations. It is at the bottom of about 99 per cent. of the mother-in-law difficulties. When you think of it, did you ever hear of any daughter-in-law complaining seriously because she happened to have a mother-in-law who might be called a little slack or shiftless or even indolent? Never in your life. It is the overcapable mother-in-law who is always in a rumpus with her daughters-in-law. You might think that a girl who never has learned to work would count herself extremely lucky if she can place herself under the tuition of a mother-in-law who knows just how to do things—like Saul at the feet of Gamaliel. But human nature isn't made that way.

Coleman (Brand) Terpeneless LEMON and Pure High Grade VANILLA EXTRACTS

Made only by
FOOTE & JENKS
Jackson, Mich.

Eagle Cordonnet



P. F. C.
Crochet
Cotton

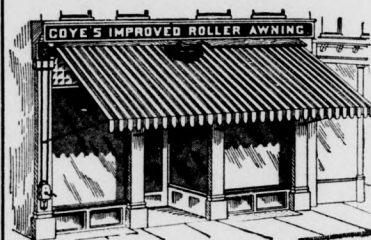
The best made,
for all purposes

Ask Your Jobber

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.

A W N I N G S



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

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

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

"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

STRAW HATS

This year a marked degree of *Patriotism* and *Loyalty* to our country will be shown by increased forces of labor on the farm.

This will create a big demand for *Straw Hats*.

We are prepared to show them in all shapes, styles and quality. Inspect our line and be convinced.

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan

Any Mrs. Newlywed would far rather be left to blunder along in her own way than be taught by the most competent mother-in-law in the world.

Indeed the woman who lets others know that she thinks she can do things better than anybody else is a flat failure as a mother-in-law. She is hardly more successful in her own household. Her husband never is one of those priceless jewels, a man who is handy about the house and ready to help out in any emergency. Earlier he may have shown a willing spirit. But his inclinations to helpfulness were nipped in the bud. He was made to feel that he was in the way and that he slopped around and messed up the clean kitchen. Very soon he quit even offering his services.

Rare is it that this type of woman imparts any portion of her skill to her daughters. On the lips of a keen-witted girl, what is a more common excuse for getting out of all tasks at home, than just this: "I can't do anything to suit mother. She thinks no one but herself can do things as they ought to be done. If I attempt to help, she either coolly takes the work out of my hands, or else does it over after me. What's the use of my trying?"

As to servants, the woman of whom we are speaking is apt to come quickly to the conclusion that maids are more bother than they are worth and that she may as well do her work herself as follow around after help. So she consigns herself to a life of toil and drudgery—toil and drudgery not lightened by assistance either from members of her own family or from hired helpers.

Thus she misses it. Not only is her obsession a detriment to herself, it works a loss to others also. It should be the mission of the extra-capable woman to impart some degree of her proficiency to those less gifted than herself. It is a fine art to inspire the unskilled with a desire to learn how—to show them where they fall below a high standard and at the same time to encourage them to attain to it. The woman who can do this can train her daughters to follow in her footsteps of good housekeeping, and may be a godsend to all her young friends and acquaintances. But this beneficent work can not be done by the woman who makes her own superiority too evident. Such a person by her presence discourages beginners and makes them feel their insufficiency too keenly, thus repressing their efforts.

So, for all these reasons, beware of the egotism of capability. Quillo.

Activities in Michigan Cities. Written for the Tradesman.

Albert Geddes, blacksmith, who has passed a quiet, unostentatious life at Battle Creek for the past sixty-six years, was the guest of honor recently at a Chamber of Commerce banquet held at Post Tavern, attended by 200 of the city's leading men. High tributes were paid to this friendly gentleman and he was presented with a book containing the autograph of each guest. The covers of the book were solid white oak beautifully finished. The hinges, bands and

clasps were of wrought iron and the leaves were of real Japanese vellum.

The University of Michigan Bird Club has been taking a bird census at Ann Arbor and finds and names sixty-six species in that locality, with the bronzed grackle, robin and red-winged blackbird as most abundant. It was found that about 400 robins which spend their days in the city roost at night in the botanical gardens, while another larger roost was found in the second growth of timber north of the power plant.

Holland's public spirited citizens have donated enough money to assure a modern hospital building for that city.

Marion will entertain the annual meeting of the Osceola County Board of Trade May 4.

The Holland high school will put on an industrial exhibition May 31 to June 2, which will include samples of all goods made in Holland. There are around fifty manufacturing concerns in the city.

John J. O'Hara is the newly-elected President of the Menominee Commercial Club.

The contract has been let for building a large addition to the Hayes wheel plant at Albion.

Work has been started on new buildings which will more than double the floor space and capacity of the produce plant of Libby, McNeil & Libby, at Alma.

Business men of Ishpeming have formed the Ishpeming Commercial Club, with F. A. Young as President and Howard Jochim as Secretary and Treasurer.

Scottville held a "city beautiful" mass meeting, which was attended by about 300 people. Arrangements are made to furnish shrubs and trees at cost for city planting.

The city of Niles reports that the demand exceeds the supply in furnishing vacant lots for gardening purposes.

Romeo has formed a Board of Commerce. The special purpose is to make a survey of the country for a radius of several miles to find out the wants of farmers in the way of seed and labor.

Flint is furnishing seed potatoes at cost to its people for planting purposes. Owosso is doing the same. The Lansing City Council has appropriated \$500 to assist in placing every vacant lot under cultivation.

The Rotary Club of Marquette announces \$100 in prizes hung up for the best crops of potatoes raised by boys and girls of the county.

Almond Griffen.

Even though your congressman is a vegetarian, he may have a hankering for "pork."

President Suspenders for Comfort

Of All Jobbers

PRESIDENT SUSPENDER CO.
SHIRLEY, MASSACHUSETTS

USED AUTOS

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

Fiegler's

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

BIG SALES

ON

Muslin Underwear

during the early hot months, which
are now close at hand.

Look after your requirements NOW,
while good assortments are still to be
had at old prices.



Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS

:-:

MICHIGAN

American Sugar Refining Company

Get Your Share of this Big Sugar Business

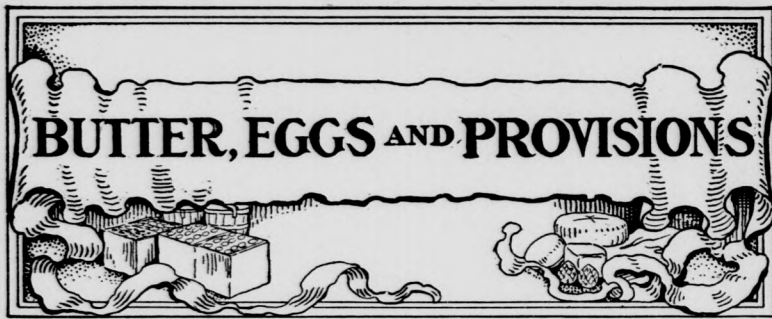
In our present advertising we are giving facts backed by Government Bulletins, showing that two or more pounds of sugar should be in the weekly diet of everybody.

Following this comes our "Save the Fruit Crop" campaign urging that all fruits be canned or preserved.

These campaigns will mean increased sales of Domino Granulated Sugar for every dealer.

American Sugar Refining Company

The Most Complete Line of Sugar in the World



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.

Proposes a State Butter Grading Service.

Lansing, May 7.—The monthly butter grading and butter-making tests conducted by the Dairy Division of the Michigan Dairy and Food Department are of great educational value. They are not designed however to provide creameries with a grading service such as marketing conditions would seem to make desirable. The Department has received many appeals from creameries for assistance in inaugurating a cream grading system, and a few exhaustive grading demonstrations have been conducted by the Department during the past two years. In each case we were confronted with rather perplexing results in the market grading of butter made from graded cream, and in this connection have been much interested in the Government butter grading service conducted by the Dairy Commissioner's branch of the Alberta Department of Agriculture, in connection with their cream grading system conducted during the past two years.

The plan provides that creameries desiring to avail themselves of the service agree to follow certain directions as to packing, marketing and shipping butter and the keeping of necessary records. Each churning is given a serial number and a small sample from each churning to be scored is forwarded to the grading station where it is scored and graded, these samples are to be held at least four weeks (or until released by the shipper) at the grading station, to facilitate the settlement of possible disputes between the creamery and the receiver, although the Department assumes no liability in case of disputes. Under our conditions the proposed service would provide for uniform sized packages of butter to be packed from each churning marked with the serial number of the churning, these samples to be held at the creamery until shipment is made, when they would be forwarded to the grading station designated by the Department, where they would be scored and graded by Department judges and grading certificates promptly forwarded to the shipper; in addition criticisms and suggestions designed to assist creameries towards greater uniformity, and in overcoming any defects that might be found in their butter, would be made and the samples held for a period of four weeks, unless sooner released, when they would be sold by the Department and the proceeds less transportation charges, if any, forwarded to the shipper.

As the expense to the State in providing the service here briefly outlined, would be considerable, the Department would want to be assured of the fullest co-operation on the part of the creameries as well as that of the receivers. The Department realizes that a thorough understand-

ing of the service, and of the conditions upon which it is rendered is important not only to the creamery operators who may avail themselves of it, but also to the receivers who may buy butter on the basis of the Department's grading certificates. The utility and continuance of the service would depend upon the proper marking of representative packages by the creameries concerned and the rendering of accurate information on the shipping reports as to the identity of each lot. In this, as in other respects, it would be assumed that the creamery is as much concerned in maintaining the integrity and efficiency of the service as the Department or the butter receivers generally. The Department would be pleased to have creameries interested in this matter promptly indicate their attitude toward the proposed service as upon their expression will depend whether or not the service is actually inaugurated.

H. D. Wendt.

S. J. FISH CO.
 Manufacturers of Electric and
 Battery Egg Testers
 Write for Catalogue
 Office and Factory
 115 South Hill St. Jackson, Michigan

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

MAPLEINE
 The 3rd Standard
 Flavor



Used as vanilla or lemon. Just as staple. Affords variety. Few drops equal to teaspoonful of other flavors. Makes a wonderful syrup. Adds zest to meats, vegetables, soups and sauces. Crescent Mfg. Co., Seattle, Wash. Order from your jobber or Louis Hilfer Co., 1503 Peoples Life Building, Chicago.

Watson-Higgins Mlg. 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



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 6c, 10c slices,
 etc., 4-lb., 2-lb., etc.
 Sanitary, convenient,
 inexpensive and the
 most accurate.

WOODEN CABINETS ALSO

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

WILSON & CO.

We are the Largest Buyers

**Poultry, Eggs, Packing Stock
 Butter and Veal**

IN THIS CITY

If not receiving our quotations write us.
 Get in touch with us before selling.

20-22 Ottawa Ave., N. W.
 Grand Rapids Michigan

EGGS WE BUY WE STORE WE SELL

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.

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.

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.

Wife Turned the Tables on Chronic Kicker.

Mears, May 5—In answer to yours of May 3, permit me to thank you kindly for your clear definition of the word verbatim. You never suspected I was a college graduate, did you? Really, though, I am a trifle versed in Latin. Maybe my education is like my Uncle Hiram's religion. He got up in church one day and testified that he had been a Christian forty years—and his neighbors never suspected it.

You express a hope that the growing crops or the song birds might inspire me to write for the Tradesman. Heavens, the growing of the crops sounds too much like the rustle of ready money. I don't care a happy hurrah for filthy lucre or I would hustle a little and gather a few iron men. Can't write anyway, as I am feeling "bluer than blazes" to-day. You see every couple of weeks I make some excuse to get away to the Rapids to give my customers and family a much needed rest. This morning I framed up a peach of an excuse—one that I had never used before. I told my better half it was necessary to go to Grand Rapids, but she demurred, as it is Saturday. After I fully convinced her it was possible to run this ranch shy one clerk, she informed me that, such being the case, she herself would go and spend Sunday with our daughter who is schooling in your city. So it is I who stayed home. Now don't imagine I ain't boss around this place. I surely am when she is away. But you will hear me rustle in June, at the Merchants Congress, as I promised to meet Leo Spellman, of Shelby, there. He is going to go with bells on—I, as usual, with skates. I want to hear the merchant who does a million dollar business in a town of 1,000. The best I ever did was \$750,000.18 and that in the year 1919. Of course, the fault may lie in the fact that this is a smaller town, we having only a population of 225 inhabitants and a few dutchmen. Some of these days I will take time to write the long, long letter you speak of and in the meantime, if you pick a few bright thoughts from this mixture, shuffle them up and use the dope.

Heard a funny joke 'tother day. It is true, too. A neighboring merchant told me it was impossible for a merchant to make any money during the present times. He really meant it. I wonder if there is another merchant in the State of Michigan who has that idea. Chronic Kicker (but who hasn't any kick coming from a business standpoint).

Recent Changes Among Michigan Corporations.

Kalamazoo—The Michigan Silo Co. has increased its capital stock from \$25,000 to \$60,000.

Detroit—The Michigan Tool Co. has increased its capitalization from \$25,000 to \$70,000.

Detroit—The Sterling Auto Top Co. has decreased its capital stock from \$25,000 to \$1,000.

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

Jackson—The Hartwick-Woodfield Co. has increased its capital stock from \$100,000 to \$150,000.

West Bay City—The German-American Sugar Co. has changed its name to Columbia Sugar Co.

North Detroit—The Russel Motor Axle Co. has increased its capital stock from \$150,000 to \$600,000.

Detroit—The Briggs Manufacturing Co., manufacturer of auto trimmings, has increased its capital stock from \$50,000 to \$750,000.

Detroit—The Rile Co. has been incorporated to manufacture roof sumps with an authorized capital stock of \$15,000, all of which has been subscribed and paid in in property.

Detroit—The Bellevue Foundry Co. has been incorporated with an authorized capital stock of \$50,000, of which amount \$30,300 has been subscribed and \$5,000 paid in in cash.

Big Rapids—The Economy Center has been organized to conduct a retail mercantile business with an authorized capital stock of \$2,500, all of which has been subscribed and paid in in property.

Caro—The Great Lakes Aeroplane Co. has been organized to manufacture aeroplanes and motors, train aviators, etc., with an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Detroit—The Economy Machine & Tool Co. has been organized at 340 Lafayette boulevard, West, with an authorized capital stock of \$10,000, of which amount \$7,500 has been subscribed, \$1,300 paid in in cash and \$6,200 paid in in property.

Mt. Clemens—Donaldson Bros. have merged their farm implement manufacturing business into a stock company under the same style with an authorized capitalization of \$100,000, all of which has been subscribed and paid in in property.

Detroit—The Clay Products Co. has been incorporated to manufacture brick and other clay products with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed, \$1,000 paid in in cash and \$10,000 paid in in property.

Detroit—The Axam-McLean Co. has been incorporated at 702 Gas building, to manufacture autos, auto foot warmers and other accessories with an authorized capital stock of \$50,000, of which amount \$26,000 has been subscribed and paid in in property.

Sault Ste. Marie—Adrian Nicholas, wholesale grocer, has merged his business into a stock company under the style of A. Nicholas, Incorporated, with an authorized capital stock of \$5,000, of which amount \$2,510 has been subscribed, \$180 paid in in cash and \$2,330 paid in in property.

THE
ALASKA
REFRIGERATOR

The Best Built Refrigerator on Earth
MUSKOGON, MICH.

Henry Smith
FLORIST
139-141 Monroe St.
Rath Phone
GRAND RAPIDS, MICH.



The Name---"White House"
means just as much distinction when applied to this magnificent Tea as you know belongs to the Coffee with the same name. You may buy White House Tea with the same perfect confidence that it will satisfy your fondest ideas of deliciousness and real quality.

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



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





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

Pickings Picked Up in the Windy City.

Chicago, May 7—Chicago did its duty in behalf of General Joffre of France Friday and Saturday. Over 2,000,000 did him honor and it was a wonderful sight throughout the day to see the American, British and French flags combined as one. He, no doubt, increased the patriotism of the country.

The city last week suffered a very heavy loss in the death of John Kulczyk, weighing 560 pounds, and Joseph Roula, weighing 500 pounds. In getting the bodies out of the former homes of the deceased, the doors had to be widened 32 inches.

G. J. Johnson, of the G. J. Johnson Cigar Co., Grand Rapids, was a Chicago business visitor last week.

One of the big South Side apartment house deals closed last week was that of Maurice M. Robinson, of Detroit, to O. E. Hotle, of Oakland, Calif. This building is a forty-eight flat building court style, 2, 3 and 4 room apartments. It is said the price was \$165,000.

Chester E. Cleveland, First Assistant Corporation Counsel, resigned from the Park Ridge Country Club on account of the Club proposing to lay out new golf courts on ground that otherwise would be available for farming purpose. He felt it to be his duty not to be a party to such programme in view of the demand for increased production of food stuffs.

Women in business seem to be taking their place in Chicago. The Chicago financial district is full of them. There seems to be no limit to their capacity. Referring to one in particular which has come to the personal attention of the writer is Miss Ida Pinna, of 5224 Indiana avenue. This young lady is the credit woman for the David M. Zolla Co. She handles 1,500 accounts, knowing everyone of the customers by name, and it is a rare thing to hear of a mistake on her part.

One of the most interesting auction sales held in the city for some time past was that of the Lytton and Von Frantius collections of art treasures. These collections are of great value. Some of the housefurnishings were among the costliest in America. This sale was caused through the death of Mrs. Henry C. Lytton. Mr. Lytton not wishing to retain the old collection on account of not having his mate to enjoy it with him.

Another brewery out of business. The Deaconess Institute of the Swedish Evangelist Lutheran Church has just purchased the plant of the U. S. Brewing Co., at the Southwest corner of Garfield Avenue and Sedgewick street. The buildings will be

dismantled and replaced by the new Augustana Hospital.

The Y. M. C. A. war fund reached \$219,758 in less than a week. Evanston, suburb of Chicago, turned in \$17,000 to this fund.

It is now the intention of the State authorities in Illinois to look over the State and commandeer all vacant or unused farms and plant them for the purpose of taking care of the shortage in food.

It is again the talk of Chicago to move the wholesale district in fruits and vegetables from South Water street to the Santa Fe terminal tracks at Twenty-second and Archer. Of course, this is nothing but talk.

The wholesale liquor business in Chicago—that is, the mail order business—has received a death blow by being prohibited from accepting or shipping mail orders of intoxicating liquors into the dry State of Iowa. This has caused over fifteen small buckeye mail order establishments to close their doors.

As predicted, the first day of May showed the greatest number of vacancies in Chicago loop property, taking into consideration the vacancies on account of high rent and the vacancies caused from re-building. The percentage is higher than in the last five years.

The city is now working on the new system of boulevard lights. When finished it is predicted it will have the finest system of the kind in the world.

The enlistments in Chicago are increasing in number each day.

During the speaking of the French Commission at the Stock Yards theater Saturday evening, the audience was kept entirely in the dark regarding a \$50,000 blaze which started in the block-long plant of the Mather Stock Car Co., at Forty-fifth and South Peoria streets, three blocks away. This fire gathered headway so fast that 115 employees narrowly escaped being trapped. When this alarm was turned in, mounted policemen warned the firemen to muffle the gong, while others kept the streets clear. This was done so as not to interrupt the meeting.

The Chicago branch of the Red Cross Society are having great success in creating additional memberships. They have set a mark of \$250,000 in a short space of time. From reports given out this amount will reach three times that much. Membership is from \$1 up to any amount. Every individual firm is taking great interest in this, asking their employees to donate their little bit.

Charles W. Reattoir.

Mr. Cruzen Still With the Niedecken Company.

Milwaukee, May 4—Our attention has been called to a rumor which has been circulated to the effect that Mr. Alva Cruzen, who has been traveling for us in Michigan for the past eight years, was about to sever his connections with us.

We take this means to inform the trade that Mr. Cruzen is still with us and will continue to represent us over his old territory as in the past, all reports to the contrary notwithstanding. H. Niedecken Co.

When any one swipes your umbrella it's a sure sign of rain.

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

Chicago Boats

Tues. - Thurs. - Sun. Night

7:30 P. M.

VIA

**Muskegon Interurban
 and
 Goodrich Line**

The All Year Route

FARE \$2 75

Grand Rapids Station

162 N. Ottawa Ave.

City Ticket Office

127 Pearl St., N. W.

11 POWERS THEATRE BLDG.

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.

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

GRAND RAPIDS
MERTENS
 Rates \$1.00
 With Shower \$1.50
 Meals 50c
 WIRE for RESERVATION
 A Hotel to which a man may send his family



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

Always at Your Service



THE
 CITIZENS TELEPHONE COMPANY'S
 LONG DISTANCE LINES

CONNECTION WITH OVER 240,000
 TELEPHONES IN THE STATE OF
 MICHIGAN ALONE.

95,000 TELEPHONES IN DETROIT

Citizens SERVICE Satisfies

Our Duty in the Present Emergency

Our letters on the subject of food supply and the necessity of increased planting have brought so many responses, and the appeals already made for increased planting are such that we believe we may assume that the producers of food stuffs are beginning to realize the seriousness of the situation.

You, like ourselves who are interested in the handling of food stuffs and necessarily know more about the situation than people in other lines of business, must, however, continue our efforts. I am sorry to see that there are yet a goodly number of people who are indifferent to the prime need for big increases in acreage this year.

An article in a daily newspaper recently announced that certain farmers are not willing to plant stuff unless they have a guarantee of prices at which products may be sold when they are ready for market. This, perhaps, is possible, but the Government could only do this after long and serious consideration, and this move probably can not be taken in time to help the present planting season.

However, the situation seems to show so clearly that high prices must continue, that I fail to see the need of asking that anyone public or private shall guarantee prices of food stuffs during the next twelve months.

Let us take for example the figures of the wheat crop in the United States:

Wheat produced in Bushels (1916)	640,000,000
Carried over from 1915	164,000,000
Total	804,000,000
Less shipments abroad	240,000,000
Seed needed for 1917	100,000,000
Leaving balance for consumption	464,000,000

We need 500,000,000 bushels of wheat for this year's consumption and the Allies will probably need nearly 400,000,000 bushels for their absolute needs.

The estimated crop of winter wheat is 366,000,000 bushels and the greatest crop of spring wheat ever grown in this territory was 352,000,000 bushels in 1915, but this year's estimate does not promise as large a crop. How shall we make a possible total of 718,000,000 bushels fill a probable need of 900,000,000 bushels?

What is true of wheat is true to a greater or less extent of almost every article of food consumption in the United States.

The production last year was considerably less than normal and the demands from abroad are growing with very rapid strides. No one can deny that the production over there must continue to decrease until the war is over, and we must share what we have with our brothers across the sea.

It is the duty of some to fight, and of others to serve in the Red Cross movement, but the remainder of us owe an equal obligation to our country and our fellow-men to see that food is produced and supplied to those who are doing the fighting.

If a person is too old or too young to fight, he can not be relieved from responsibility. All must serve, and the failure on the part of the rest of us to supply the food may be just as disastrous as the failure of those at the front to fight.

Also it is now thoroughly understood by the men prominent in the councils of all the warring nations that food will be as great a factor in winning the present war as bullets.

Let every one be a patriot and do his part.

Let us food dealers do our part in carrying this message to the people. Let us leave no effort unturned in bringing about the cultivation of every acre of tillable soil in our great State.

Time is short; the need is great.

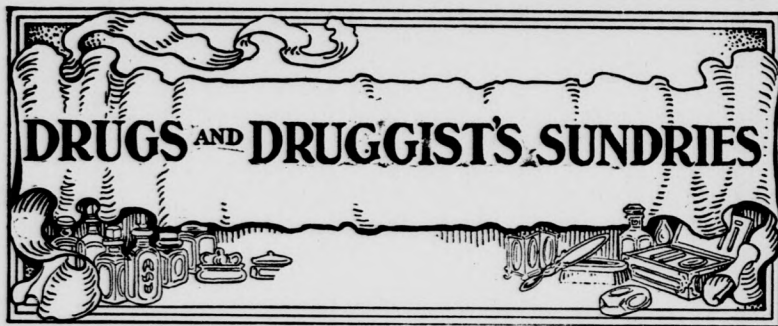
Let every man do his duty.

GUY W. ROUSE,

WORDEN GROCER COMPANY

GRAND RAPIDS---KALAMAZOO

THE PROMPT SHIPPERS



Michigan Board of Pharmacy.
 President—E. T. Boden, Bay City.
 Secretary—Charles S. Koon, Muskegon.
 Treasurer—George E. Snyder, Detroit.
 Other Members—Leonard A. Seltzer, Detroit; Herbert H. Hoffman, Sandusky.
 Next Examination Session—Chemistry Building, University of Michigan, Ann Arbor, June 19, 20, 21, 1917.

Michigan State Pharmaceutical Association.

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

Michigan Pharmaceutical Travelers' Association.

Acting President—Butler Treat, Detroit.
 Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

Removing Stains From Various Kinds of Cloth.

Stain spots of various kinds in table linen or dress goods often become permanent disfigurements because the manner in which they can be removed, while fresh, at the time either is unknown or forgotten. The following list of removal methods, compiled by Popular Science Monthly, if clipped out, may prove a valuable possession in some future time of need:

Blood stains when fresh and still wet, can be removed by dropping hydrogen peroxide on them. If old stains, cold water and soap are most effective.

Blueing—If clothes are streaked or spotted with blueing, boil them in dilute acid, using about a teaspoonful of muriatic acid to two gallons of water.

Coffee stains should be removed from clothing before it is washed, as hot water and soap set the stains. If washed while fresh with cold water and soap, no stain will remain. If it is an old stain, boiling in Javelle water will remove the stain but may be injurious to the fabric. Tea, chocolate and cocoa stains should be treated in the same manner.

Iodine spots can be removed by swabbing with alcohol on a piece of absorbent cotton, or, better, by placing on the spots a paste made of starch and cold water. This will form a blue spot, which can be easily washed out with cold water.

Iron rust can be most easily removed by soaking the spot for a short time in dilute muriatic acid (one part acid to one part water.) Be sure to wash the acid out thoroughly or it will rot the fabric. Rinse in ammonia after using acid on any fabric.

Medicine stains will almost all dissolve in alcohol.

Mildew can be removed by soaking in Javelle water and then hanging in the sunshine. If not all removed the first time repeat the treatment.

Milk can be easily removed while fresh with cold water and soap. Af-

ter milk has been boiled into goods it is almost impossible to remove, although boiling in Javelle water will sometimes help.

Dyes—Clothes are sometimes splashed with dyes in drying at home. These splashes can be readily removed by soaking them in ammonia water.

Fruit stains of all kinds, peach, grape, cranberry, etc., can be removed when they are fresh, by pouring boiling water over them. If the stain is old, the only way to remove it is by boiling it in Javelle water, but this is apt to be injurious to the fabric and will remove the color in any colored goods.

Grass stains, when fresh, can be removed by soaking in alcohol. If the stains are old, rub with molasses and allow to stand several hours before washing out.

Grease spots can be removed with gasoline or with ether. But careful manipulation is necessary. Gasoline and ether must be kept away from any flame. Pour enough gasoline or ether on a tablespoonful of starch to make a paste, place the paste on the under side of the spot and allow to remain several minutes. Brush off the starch when it is dry. Ether evaporates more rapidly than gasoline and leaves no unpleasant odor.

Orange stains are best removed by moistening the spot with cold water, and hanging in the bright sunshine.

Paint or varnish, if on cotton or linen, should be soaked in turpentine or gasoline. If on silk do not use turpentine; ether will probably dissolve it.

Our Call to Arms!

Our country needs us, everyone,
 No matter where we live,
 Or what we are, or what we do,
 There's room for each to give,
 And though no glory may be ours,
 No lauding world's applause,
 We'll know we've done our share, at least,
 To help our righteous cause.

Our Uncle Sam is sounding forth
 His trumpet call to-day
 To every patriotic heart
 Within the U. S. A.
 And some will wear the Navy blue,
 And some the Army brown,
 But most will fight in country fields
 And garden plots in town.

All battles are not won with ships,
 Or guns, or shrapnel shell,
 For there are other things just now
 Of vital need, as well,
 And though we must have men and guns,
 And ammunition, too,
 The farmers and the folks at home
 Have ample work to do.

I pledge myself to do my best
 And leave the rest to you,
 I'm glad to have a little chance
 To prove my heart is true.
 Let's get our garden tools to work
 And sharpen up the plow,
 And prove we're soldiers of the flag—
 Our country needs us now.

Eva Bush.

It's the privilege of a hatter to size a hat up.

Butler Treat Now Acting President.

On account of the death of Fred L. Raymond, Butler Treat, of Detroit, automatically becomes acting President of the Michigan Pharmaceutical Travelers' Association and will assume the direction of affairs at the annual convention of the Michigan State Pharmaceutical Association to be held in this city June 19 to 21.

Mr. Treat was for several years traveling representative for the Michigan Drug Co., but is now engaged in the drug brokerage business at Detroit.

Urges American Jewelers to Save Platinum.

Platinum jewelry will no longer be in style if an appeal made by Julius

Stieglitz, President of the American Chemical Society, is properly heeded. He urges that the fast diminishing supply of the valuable white metal be conserved with the greatest possible diligence that there may be sufficient for scientific use and in the making of munitions and other things so necessary in war time. He declares there is a great scarcity of the metal and that unless the remaining supply is conserved dire consequences may result.



It's Pure. That's Sure

Piper Ice Cream Co.
 Kalamazoo, Mich.

Increase Your Assets

Give Your Customers the Kind of SERVICE
 That Holds Their Patronage

OUR SERVICE TO YOU MAKES THIS
 POSSIBLE

Wall Paper
 Paints

Window
 Shades

HEYSTEK & CANFIELD CO.
 GRAND RAPIDS, MICH.

LITTLE DUTCH MASTERS CIGARS

Made in a Model Factory

Handled by All Jobbers

Sold by All Dealers

Enjoyed by Discriminating Smokers



They are so good we are compelled to work full capacity
 to supply the demand

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

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.

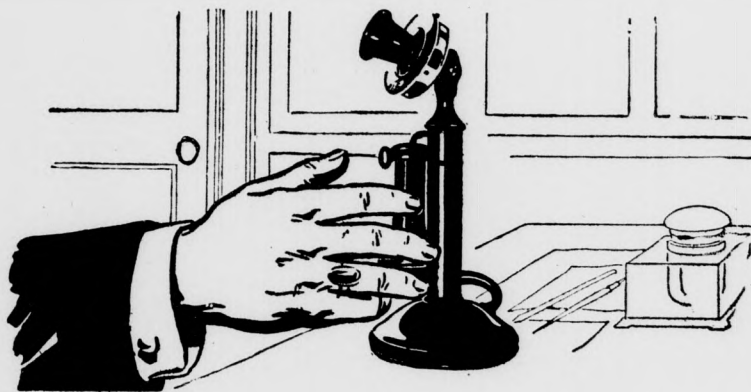
Rock Candy Syrup, Fruit Juices, Crushed
Fruits, and all Extracts, Flavors, etc., used in soda
fountain work.

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

Hazeltine & Perkins Drug Co.

Wholesale Druggists

Grand Rapids, Michigan



Reach for Your Telephone

when urgent business in a distant
city demands personal attention.

Once you get into the habit of
using Long Distance, you will
find that you can save many trips
and get quicker results.

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		Cubebs	6 50@6 75	Capsicum	@1 20
Boric (Powd.)	17@ 25	Eigerson	1 75@2 00	Cardamon	@1 50
Boric (Xtal)	17@ 25	Eucalyptus	1 25@1 35	Cardamon, Comp.	@1 05
Carbolic	66@ 68	Hemlock, pure	1 50@1 75	Catechu	@75
Citric	86@ 90	Juniper Berries	20 00@20 20	Cinchona	@1 65
Muriatic	3@ 5	Juniper Wood	2 75@3 00	Colchicum	@1 05
Nitric	8 1/2@ 15	Lard, extra	1 00@1 10	Cubebs	@1 45
Oxalic	60@ 70	Lard, No. 1	95@1 05	Digitals	@80
Sulphuric	3@ 5	Lavender Flow.	5 60@5 75	Gentian	@90
Tartaric	96@1 00	Lavender, Gar'n	1 25@1 40	Ginger	@1 20
Ammonia		Lemon	2 00@2 25	Guaiac	@1 10
Water, 26 deg.	8 1/2@ 15	Linseed, boiled bbl.	@1 26	Guaiac, Ammon.	@1 00
Water, 18 deg.	5 1/2@ 9	Linseed, bld less	1 36@1 41	Iodine	@2 10
Water, 14 deg.	4 1/2@ 8	Linseed, raw, bbl.	@1 25	Iodine, Colorless	@2 10
Carbonate	14 @ 16	Linseed, rw, less	1 35@1 40	Ipecac	@75
Chloride	25 @ 35	Mustard, true, oz.	@2 00	Iron, clo.	@90
Balsams		Mustard, artifil oz.	@2 25	Kino	@1 00
Copaiba	1 25@1 50	Neatsfoot	1 00@1 10	Myrrh	@1 10
Fir (Canada)	1 25@1 50	Olive, pure	2 50@4 00	Nux Vomica	@95
Fir (Oregon)	40@ 50	Olive, Malaga,		Opium	@5 50
Peru	5 00@5 25	yellow	2 00@2 15	Opium, Camph.	@1 05
Tolu	70@ 95	green	2 00@2 15	Opium, Deodor'd	@5 50
Barks		Orange, Sweet	4 00@4 20	Rhubarb	@85
Cassia (ordinary)	25@ 30	Origanum, pure	@2 50	Paints	
Cassia (Saigon)	90@1 00	Origanum, com'l	@75	Lead, red dry	11 1/2@12 1/2
Elm (powd. 35c)	30@ 35	Pennyroyal	2 25@2 50	Lead, white dry	11 1/2@12
Sassafras (pow. 35c)	@ 30	Peppermint	3 25@3 50	Lead, white oil	11 1/2@12
Soap Cut (powd.)		Rose, pure	24 00@25 00	Ochre, yellow bbl.	1 @ 1 1/4
35c	23@ 25	Rosemary Flows	1 50@1 75	Ochre, yellow less	2 @ 5
Berries		Sandalwood, E.		Putty	2 1/2@ 5
Cubeb	1 00@1 10	I.	16 50@16 75	Red Venet'n bbl.	1 1/4@ 4
Fish	15 @ 20	Sassafras, true	1 50@1 75	Red Venet'n less	1 1/2@ 5
Juniper	8 1/2@ 15	Sassafras, artif'l	50@ 60	Vermillion, Amer.	25@ 30
Prickley Ash	@ 30	Spearment	2 75@3 00	Whiting, bbl.	@ 2 1/2
Extracts		Sperm	1 15@1 25	Whiting	3 1/4@ 6
Licorice	49@ 52	Tansy	3 50@3 75	L. H. P. Prepd.	2 00@2 10
Licorice powdered	80@ 85	Tar, USP	30@ 40	Miscellaneous	
Flowers		Turpentine, bbls.	@ 55	Acetanalid	68@ 75
Arnica	@3 75	Turpentine, less	60@ 65	Alum	9@ 12
Chamomile (Ger.)	75@1 00	Wintergreen, tr.	5 50@5 75	Alum, powdered and	
Chamomile Rom.	2 00@2 20	Wintergreen, sweet		ground	11@ 15
Gums		birch	4 00@4 25	Bismuth, Subni-	
Acacia, 2nd	45@ 50	Wintergreen art.	1 25@1 50	trate	3 60@3 70
Acacia, 3rd	45@ 50	Wormseed	5 50@5 75	Borax xtal or	
Acacia, Sorts	25@ 30	Wormwood	4 00@4 25	powdered	10@ 15
Acacia, powdered	40@ 50	Potassium		Cantharades po	2 00@2 60
Aloes (Barb. Pow)	30@ 40	Bicarbonate	1 90@2 00	Calomel	2 56@2 60
Aloes (Cape Pow)	20@ 25	Bichromate	55@ 60	Capsicum	30@ 35
Aloes (Soc. Pow.)	@ 50	Bromide	1 40@1 50	Carmine	6 50@7 00
Asafoetida	@1 75	Carbonate	1 60@1 75	Cassia Buds	@40
Asafoetida, Powd.		powdered	60@ 65	Cloves	32@ 40
Pure	@2 00	Chlorate, gran't	90@ 95	Chalk Prepared	6 @ 8 1/2
Camphor	1 04@1 07	Chlorate, xtal or		Chalk Precipitated	7@ 14
Guaiac	45@ 50	powd.	75@ 80	Chloroform	75@ 83
Guaiac, powdered	@ 60	Cyanide	@1 50	Chloral Hydrate	1 92@2 12
Kino	70@ 75	Iodide	3 50@3 60	Cocaine	9 15@9 35
Kino, powdered	75@ 80	Permanaganate	@4 50	Cocoa Butter	60@ 70
Myrrh	@40	Prussiate, yellow	@1 50	Corks, list, less 60%	
Myrrh, powdered	@ 50	Prussiate, red	@3 50	Copperas, bbls.	@ 2
Opium	35 00@35 20	Sulphate	@ 90	Copperas, less	2 1/2@ 7
Opium, powd.	35 00@35 20	Roots		Copperas, powd.	4@ 10
Opium, gran.	35 00@35 20	Alkanet	2 00@2 10	Corrosive Sublim.	2 30@2 40
Shellac	75@ 80	Blood, powdered	20@ 25	Cream Tartar	58@ 65
Shellac, Bleached	80 85	Calamus	50@3 50	Cuttlebone	50@ 60
Tragacanth	2 50@3 00	Elecampane, pwd.	15@ 20	Dextrine	8 1/2@ 12
Tragacanth powder	2 25	Gentian, pwd.	30@ 35	Doyer's Powder	3 75@4 00
Turpentine	10@ 15	Ginger, African,		Emery, all Nos.	6@ 10
Insecticides		powdered	20@ 25	Emery, powdered	5@ 8
Arsenic	23@ 30	Ginger, Jamaica,	30@ 35	Epsom Salts, bbls.	@ 4 1/2
Blue Vitriol, bbl.	@ 12	Ginger, Jamaica,		Epsom Salts, less	5@ 8
Blue Vitriol, less	13@ 20	powdered	30@ 35	Ergot	1 25@1 50
Bordeaux Mix Dry	14@ 20	Rhubarb	75@1 00	Ergot, powdered	2 75@3 00
Heilebore, White		Rhubarb, powd.	75@1 25	Flake White	15@ 30
powdered	38@ 45	Rosinweed, powd.	25@ 30	Formaldehyde lb.	17@ 25
Insect Powder	32@ 52	Sarsaparilla, Hond.		Gelatin	1 10@1 15
Lead, Arsenate	12@ 30	ground	75@ 80	Glassware, full cs.	66%
Lime and Sulphur		Sarsaparilla, Mexican,		Glassware, less 60%	
Solution, gal.	15@ 25	ground	30@ 35	Glauber Salts, bbl.	@ 1 1/2
Paris Green	42 1/2@47 1/2	Squills	35@ 40	Glauber Salts less	2@ 5
Ice Cream		Squills, powdered	45@ 65	Glue, Brown	25@ 35
Piper Ice Cream Co.,		Tumeric, powd.	13@ 20	Glue, Brown Grd.	25@ 35
Kalamazoo		Valerian, powd.	@1 00	Glue, White	30@ 35
Bulk Vanilla	@ 75	Seeds		Glue, White Grd.	30@ 35
Bulk Fancy	@ 85	Anise	35@ 40	Glycerine	64@ 78
Brick Vanilla	@ 25	Anise, powdered	40@ 45	Hops	45@ 60
Brick Fancy	@ 30	Bird, ls	@ 15	Indigo	@ 50
Leaves		Canary	10@ 15	Iodine	4 50@4 60
Buchu	1 75@1 85	Caraway	85@ 90	Iodoform	5 68@5 70
Buchu, powdered	1 85@2 00	Cardamon	1 80@2 00	Lead Acetate	20@ 25
Sage, bulk	67@ 70	Celery (Powd. 45)	35@ 40	Lycopodium	1 75@2 00
Sage, 1/2 loose	72@ 78	Coriander	25@ 35	Mace	85@ 90
Sage, powdered	55@ 60	Dill	25@ 30	Mace, powdered	95@1 00
Senna, Alex	70@ 75	Fennel	@ 85	Menthol	4 50@4 75
Senna, Tinn.	40@ 45	Flax	8@ 13	Morphine	13 00@13 65
Senna, Tinn. pow.	50@ 55	Flax, ground	8@ 13	Nux Vomica	20@ 25
Uva Ursi	18@ 20	Foenugreek pow.	18@ 25	Nux Vomica, pow.	@ 20
Oils		Hemp	8@ 12	Pepper, black pow.	35@ 40
Almonds, Bitter,		Lobelia	40@ 50	Pepper, white	@ 45
true	15 00@16 00	Mustard, yellow	19@ 25	Pitch, Burgundy	@ 15
Almonds, Bitter,		Mustard, black	19@ 25	Quassia	12@ 15
artificial	7 00@7 20	Mustard, powd.	22@ 30	Quinine	90@1 00
Almonds, Sweet,		Poppy	@1 00	Rochelle Salts	46@ 50
true	1 25@1 50	Quince	@1 25	Saccharine, oz.	@1 80
Almonds, Sweet,		Rape	10@ 15	Salt Peter	38@ 50
imitation	65@ 75	Sabadilla	@ 35	Seidlitz Mixture	40@ 45
Amber, crude	1 75@2 00	Sabadilla, powd.	35@ 45	Soap, green	20@ 25
Amber, rectified	2 50@2 75	Sunflower	7@ 10	Soap mott castle	22 1/2@ 25
Anise	2 00@2 25	Worm American	@ 25	Soap, white castle	
Bergamont	7 00@7 20	Worm Levant	1 00@1 10	case	@11 50
Cajeput	1 35@1 60	Tinctures		Soap, white castle	
Cassia	2 75@3 00	Aconite	@ 95	less, per bar	@1 20
Castor	2 55@2 65	Aloes	@ 75	Soda Ash	4 1/2@ 10
Cedar Leaf	1 25@1 40	Arnica	@1 65	Soda Bicarbonate	2 1/2@ 6
Citronella	90@1 20	Asafoetida	@1 35	Soda, Sal	2@ 5
Cloves	2 50@2 75	Belladonna	@1 65	Spirits Camphor	@ 75
Cocunut	35@ 40	Benzoin	@1 10	Sulphur, roll	3 1/2@ 8
Cod Liver	4 75@5 00	Benzoin Compo'd	@1 60	Sulphur Subl.	3 1/2@ 8
Cotton Seed	1 50@1 75	Buchu	@1 50	Tamarinds	15@ 20
Croton	1 50@1 80	Cantharides	@8 00	Tartar Emetic	@ 85
				Turpentine Ven.	50@4 50
				Vanilla Ex. pure	1 00@1 50
				Witch Hazel	70@1 05
				Zinc Sulphate	10@ 15

GROCERY PRICE CURRENT

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

ADVANCED		ADVANCED	
Jell-O	Cheese	Snow Boy Washing Powder	
Mince Meat	Evap. Apples	Krinkle Corn Flakes	
Rice	Calif. Lima Beans	Canned Hominy	
Rolled Oats	Brown Beans	Canned Salmon	
Baskets	Farina		
Acme Soap	Barley		
Oak Leaf Soap	Pickles		
Queen Anne Soap	Canned Tomatoes		

DECLINED

Fruit Jar Covers

Index to Markets

By Columns

1		2	
ARCTIC AMMONIA		Clams	
12 oz. ovals, 2 doz. box 2 00		Little Neck, 1 lb. 1 35	
AXLE GREASE		Corn	
Frazer's		Burnham's 1/2 pt. 2 25	
11 lb. wood boxes, 4 doz. 3 00		Burnham's pts. 3 75	
11 lb. tin boxes, 3 doz. 2 35		Burnham's qts. 7 50	
3 1/2 lb. tin boxes, 2 doz. 4 25		French Peas	
10 lb. pails, per doz. .60 00		Good 1 60@1 80	
15 lb. pails, per doz. .72 00		Fancy 1 60@1 80	
25 lb. pails, per doz. .12 00		Gooseberries	
BAKED BEANS		No. 2, Fair 1 60@1 80	
No. 1, per doz. 95		No. 2, Fancy 1 60@1 80	
No. 2, per doz. 1 45		Hcmny	
No. 3, per doz. 2 35		Standard 1 20	
BATH BRICK		Lobster	
English 95		1/4 lb. 1 90	
BLUING		1/2 lb. 3 10	
Jennings'		Picnic Flat 3 75	
Condensed Pearl Bluing		Mackerel	
Small, 3 doz. box 1 95		Mustard, 1 lb. 1 80	
Large, 2 doz. box 2 40		Mustard, 2 lb. 2 80	
Folger's		Soused, 1 1/2 lb. 1 60	
Summer Sky, 6 oz.,		Soused, 2 lb. 2 75	
per doz. 45		Tomato, 1 lb. 1 50	
Summer Sky, 12 oz.,		Tomato, 2 lb. 2 80	
per doz. 85		Mushrooms	
BREAKFAST FOODS		Buttons, 1/2 s @30	
Bear Food, Pettijohns 2 75		Buttons, 1 s @45	
Cracked Wheat 24-2 2 90		Hotels, 1 s @39	
Cream of Wheat 5 75		Oysters	
Cream of Rye, 24-2 ..		Cove, 1 lb. @1 20	
Quaker Puffed Rice 4 30		Cove, 2 lb. @1 80	
Quaker Puffed Wheat 4 30		Plums	
Quaker Brkfst Biscuit 1 90		Plums 1 50@2 00	
Quaker Corn Flakes .. 2 15		Pears in Syrup	
Washington Crisps .. 2 30		No. 3 can, per dz. 2 50@3 00	
Wheatena 5 10		Peas	
Evaporated Sugar Corn		Marrowfat 1 25@1 35	
Grape Nuts 2 85		Early June 1 50@1 60	
Sugar Corn Flakes .. 2 50		Early June siftd 1 60@1 75	
Holland Rusk 3 80		Peaches	
Krinkle Corn Flakes .. 2 60		Pie 1 00@1 25	
Maple-Flake, Whole		No. 10 size can pie @3 25	
Wheat 4 05		Pineapple	
Minn. Wheat Meal .. 5 00		Grated 1 75@2 10	
Ralston Wheat Food		Sliced 1 45@2 60	
Large 18s 2 90		Pumpkin	
Ralston Wht Food 18s 1 95		Fair 1 10	
Ross's Whole Wheat		Good 1 20	
Biscuit 2 70		Fancy 1 30	
Saxon Wheat Food .. 3 25		No. 10 3 50	
Shred Wheat Biscuit 4 00		Raspberries	
Triscuit, 18 1 80		No. 2, Black Syrup .. 1 60	
Pillsbury's Best Cerl 1 85		No. 10, Black 7 00	
Post Toasties, T-2 .. 2 80		No. 2, Red Preserved 2 50	
Post Toasties, T-3 .. 2 85		No. 10, Red, Water .. 7 25	
Post Tavern Porridge 2 80		Salmon	
BROOMS		Warrens, 1 lb. Tall .. 2 90	
Fancy Parlor, 25 lb. .. 7 25		Warrens, 1 lb. Flat .. 3 00	
Parlor, 5 String, 25 lb. 7 00		Red Alaska 2 75	
Standard Parlor, 23 lb. 6 75		Med. Red Alaska 1 90	
Common, 23 lb. 6 25		Pink Alaska 1 60	
Special, 23 lb. 6 00		Sardines	
Warehouse, 23 lb. 7 50		Domestic, 1/4 s 5 00	
Common, Whisk 1 30		Domestic, 1/4 Mustard 5 00	
Fancy, Whisk 1 75		Domestic, 1/4 Mustard 4 75	
BRUSHES		Norwegian, 1/4 s 11@16	
Scrub		Portuguese, 1/4 s 22@30	
Solid Back, 8 in. 75		Sauer Kraut	
Solid Back, 11 in. 95		No. 3, cans 2 00	
Pointed Ends 85		No. 10, cans 2 00	
Stove		Shrimps	
No. 2 90		Dunbar, 1 s doz. 1 25	
No. 3 1 25		Dunbar, 1 1/2 s doz. 2 40	
No. 1 1 75		Succotash	
Shoe		Fair 1 65	
No. 2 1 00		Good 1 65	
No. 7 1 30		Strawberries	
No. 4 1 70		Standard 2 00	
No. 3 1 90		Fancy 2 75	
BUTTER COLOR		Tomatoes	
Dandelion, 25c size .. 2 00		No. 2 1 75	
CANDLES		No. 3 2 20	
Paraffine, 6s 7		No. 10 6 75	
Paraffine, 12s 7 1/2		Tuna	
Wicking 20		1/4 s, 4 doz. in case .. 4 50	
CANNED GOODS		1/4 s, 4 doz. in case .. 7 50	
Apples		1 s, 4 doz. in case .. 10 00	
3 lb. Standards .. @1 00		CATSUP	
No. 10 @3 85		Snider's 1/2 pints 1 50	
Blackberries		Snider's pints 2 50	
2 lb. 1 75@2 00		CHEESE	
Standard No. 10 .. @7 25		Acme @29	
Beans		Carson City @29	
Baked 1 25@2 25		Brick @28	
Red Kidney 1 25@1 35		Leiden @29	
String 1 50@2 00		Limburger @29	
Wax 1 50@2 00		Pineapple 1 25@1 35	
Blueberries		Edam @1 80	
Standard 1 40		Sap Sago @	
No. 10 7 25		Swiss, Domestic .. 1/2	

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CHEWING GUM

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

CHOCOLATE

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

CLOTHES LINE

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

COCOA

Baker's	39
Cleveland	41
Colonial, 1/4 s	35
Colonial, 1/2 s	33
Epps	42
Hershey's, 1/4 s	32
Hershey's, 1/2 s	30
Huyler	36
Lowney, 1/4 s	38
Lowney, 1/2 s	37
Lowney, 1/4 s	37
Lowney, 5 lb. cans	37
Van Houten, 1/4 s	12
Van Houten, 1/2 s	18
Van Houten, 1/4 s	36
Van Houten, 1 s	65
Wan-Eta	35
Webb	33
Wilber, 1/4 s	33
Wilber, 1/2 s	32

COCOANUT

Dunham's	per lb.
1/4 s, 5 lb. case	30
1/4 s, 5 lb. case	29
1/4 s, 15 lb. case	29
1/4 s, 15 lb. case	28
1/4 s, 15 lb. case	27
1/4 s & 1/2 s, 15 lb. case	28
Scalloped Gems	16
1/4 s & 1/2 s pails	17
Bulk, pails	17
Bulk, barrels	16
Baker's Brazil Shredded	
70 5c pkgs., per case	2 80
36 10c pkgs., per case	2 80
16 10c and 33 5c pkgs.,	
per case	2 80
Bakers Canned, doz.	95

COFFEES ROASTED

Common	19
Fair	19 1/2
Choice	20
Fancy	21
Peaberry	23
Santos	20
Fair	20 1/2
Choice	21
Fancy	23
Peaberry	23
Maracaibo	24
Choice	25
Mexican	25
Fancy	26
Guatemala	25
Fair	25
Fancy	28
Java	26@30
Private Growth	31@35
Mandling	31@35
Aukola	30@32
Mocha	25@27
Short Bean	25@27
Long Bean	24@25
H. L. O. G.	26@28
Bogota	24
Fair	24
Fancy	26
Exchange Market, Steady	
Spot Market, Strong	
Package	
New York Basis	
Arbuckle	20 50

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McLaughlin's XXXX

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, 1/4 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	1 43

CONFECTIONERY

Stick Candy	Pails
Horehound	14
Standard	14
Standard, small	15
Twist, small	15
Jumbo	15
Jumbo, small	15 1/2
Big Stick	15
Boston Sugar Stick	17

Mixed Candy

Mixed Candy	Pails
Broken	14
Cut Loaf	15
French Cream	15
Grocers	10
Kindergarten	15
Leader	14
Monarch	13
Novelty	15
Paris Creams	16
Premio Creams	18
Royal	12
Special	12
Valley Creams	16
X L O	11

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FLOUR AND FEED

Grand Rapids Grain & Milling Co.	
Winter Wheat	
Purity Patent	15 75
Fancy Spring	16 00
Wizard Graham	15 00
Wizard, Gran. Meal	8 75
Wizard Buckw't cwt.	6 00
Rye	13 00

Valley City Milling Co.	
Lily White	16 00
Light Loaf	15 60
Graham	6 60
Granena Health	6 70
Gran. Meal	4 00
Bolton Meal	3 90

Watson-Higgins Milling Co.	
New Perfection	15 90
Tip Top Flour	15 40
Golden Seal Flour	15 00
Marshall's Best Flour	16 00
Watertown Wisconsin	
Rye	12 00

Worden Grocer Co.	
Quaker, paper	16 00
Quaker, cloth	16 00

Kansas Hard Wheat	
Worden Grocer Co.	
American Eagle, 1/4s	16 75
American Eagle, 1/2s	16 65
American Eagle, 3/4s	16 75

Spring Wheat	
Judson Grocer Co.	
Ceresota, 1/4s	16 80
Ceresota, 1/2s	16 70
Ceresota, 3/4s	16 60

Worden Grocer Co.	
Wingold, 1/4s cloth	16 75
Wingold, 1/2s cloth	16 00
Wingold, 3/4s cloth	16 55

Meal	
Bolton	8 65
Golden Granulated	8 75

Wheat	
Red	2 97
White	2 92

Oats	
Michigan carlots	84
Less than carlots	87

Corn	
Carlots	1 68
Less than carlots	1 75

Hay	
Carlots	1 72
Less than carlots	1 67

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, per doz.	2 25

GELATINE	
Cox's, 1 doz. large	1 45
Cox's, 1 doz. small	90
Knox's Sparkling, doz.	1 75
Knox's Sparkling, gr.	20 50
Knox's Acidu'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.	

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.	@ 48
Unwashed, fine	@ 43

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 doz.	85
30lb. pails, per doz.	1 60

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Jell-O

Assorted Case	3 doz.	2 85
Lemon (Straight)	2 85	
Orange (Straight)	2 85	
Raspberry (Straight)	2 85	
Strawberry (Straight)	2 85	
Chocolate (Straight)	2 85	
Chocolate (Straight)	2 85	
Peach (Straight)	2 85	

Jell-O Ice Cream Powder.	3 doz.	2 85
Assorted Case	2 85	
Chocolate (Straight)	2 85	
Vanilla (Straight)	2 85	
Strawberry (Straight)	2 85	
Lemon (Straight)	2 85	
Unflavored (Straight)	2 85	

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

JELLY GLASSES	
1/2 pt. in bbls., per doz.	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 doz.	18 00
32 oz. bottles, per doz.	30 00

MINCE MEAT	
Per case	3 45

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

Half barrels 2c extra	
Red Hen, No. 2 1/2	2 80
Red Hen, No. 5	2 90
Red Hen, No. 10	2 80

MUSTARD	
1/2 lb. 6 lb. box	16

OLIVES	
Bulk, 1 gal. kegs 1 10@1 20	
Bulk, 2 gal. kegs 1 05@1 15	
Bulk, 5 gal. kegs 1 00@1 10	
Stuffed, 5 oz.	95
Stuffed, 8 oz.	1 40
Stuffed, 14 oz.	2 35
Pitted (not stuffed)	

14 oz.	2 25
Manzanilla, 8 oz.	95
Lunch, 10 oz.	1 40
Lunch, 16 oz.	2 40
Queen. Mammoth, 19 oz.	

Queen. Mammoth, 28 oz.	4 50
Oz.	5 75..
Olive Chow, 2 doz. cs.	2 25

PETROLEUM PRODUCTS	
Iron Barrels	
Perfection	9.
Red Crown Gasoline	20.5
Gas Machine Gasoline	32.9
V. M. & P. Naphtha	19.5
Capitol Cylinders	33.9
Atlantic Red Engine	19.9
Winter Black	9.7
Polarine	35.9

PICKLES	
Medium	
Barrels, 1,200 count	9 50
Half bbls., 600 count	5 25
5 gallon kegs	2 20

Small	
Barrels	11 00
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	24 00
Half barrels	11 50
5 gallon kegs	4 20

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

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

POTASH	
Babbitt's 2 doz.	1 90

PROVISIONS	
Barreled Pork	
Clear Back	41 00@42 00
Short Cut Clr	39 00@40 00
Bean	38 00@39 00
Brisket, Clear	@ 43 00
Pig	
Clear Family	29 00

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

Lard	
Pure in tierces	24 @25
Compound Lard 18 1/2@19	
80 lb. tubs	advance 1/2
50 lb. tubs	advance 1/4
60 lb. tubs	advance 1/4

8

20 lb. pails

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	37 @38
Minced Hams	@17 1/2
Bacon	33 @36

Sausages	
Bologna	15
Liver	12
Frankfort	17
Pork	11 @12
Tongue	11
Headcheese	10

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

Pig's Feet	
1/2 bbls.	1 75
3/4 bbls., 40 lbs.	2 80
1/2 bbls.	4 25
1 bbl.	10 00

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

Casings	
Hogs, per lb.	35
Beef, rounds, set	19 @20
Beef, middles, set	45 @55
Sheep	1 16@1 35

Uncolored Butterine	
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, 1/4s	95
Deviled Meat, Ham	
Flavor, 1/4s	55
Deviled Meat, Ham	
Flavor, 1/4s	95
Potted Tongue, 1/4s	55
Potted Tongue, 1/2s	95

RICE	
Fancy	8 @8 1/2
Bule Rose	@ 8
Broken	

ROLLED OATS	
Roled Avenna, bbls.	9 25
Steel Cut, 100 lb. sks.	4 75
Monarch, bbls.	9 00
Monarch, 90 lb. sks.	4 50
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 lbs.	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	11 1/2@15
Pollock	@ 6

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

Herring	
Med. Fat Split, 200 lbs	8 00
Laboratory 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.	16 50
No. 1, 40 lbs.	6 70
No. 1, 10 lbs.	1 75

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

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

Miner's Crown Polish	85
SNUFF	
Scotch, in bladders ...	37
Maccaboy, in jars	35
French Rapple in jars ..	43
SODA	

SPECIAL PRICE CURRENT

12

Sweet Lotus, 5c	5 76
Sweet Lotus, 10c	11 52
Sweet Lotus, per doz.	4 60
Sweet Rose, 2 1/4 oz.	30
Sweet Tip Top, 5c	50
Sweet Tip Top, 10c	1 00
Sweet Tips, 1/2 gro.	11 52
Sun Cured, 10c	98
Summer Time, 5c	5 76
Summer Time, 7 oz.	1 65
Summer Time, 14 oz.	3 50
Standard, 5c foil	5 76
Standard, 10c paper	8 64
Seal N. C. 1 1/2 cut plug	70
Seal N. C. 1 1/2 Gran.	63
Three Feathers, 1 oz.	48
Three Feathers, 10c	11 52
Three Feathers, and	
Pipe combination	2 25
Tom & Jerry, 14 oz.	3 60
Tom & Jerry, 7 oz.	1 80
Tom & Jerry, 3 oz.	76
Turkish, Patrol, 2-9	5 76
Tuxedo, 1 oz. bags	48
Tuxedo, 2 oz. tins	96
Tuxedo, 20c	1 90
Tuxedo, 80c tins	7 45
Union Leader, 5c coil	5 76
Union Leader, 10c	
pouch	11 52
Union Leader, ready	
cut	11 52
Union Leader 50c box	5 10
War Path, 5c	6 00
War Path, 20c	1 60
Wave Line, 3 oz.	40
Wave Line, 16 oz.	40
Way Up, 2 1/4 oz.	5 75
Way Up, 16 oz. pails	36
Wild Fruit, 5c	6 00
Wild Fruit, 10c	12 00
Yum Yum, 5c	5 76
Yum Yum, 10c	11 52
Yum Yum, 1 lb. doz.	4 80

CIGARS

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

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

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

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

TWINE

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

VINEGAR

White Wine, 40 grain	10
White Wine, 80 grain	13 1/2
White Wine, 100 grain	15 1/2

Oakland Vinegar & Pickle Co.'s Brands

Highland apple cider	22
Oakland apple cider	17
State Seal sugar	14
Blue Ribbon, Corn	12 1/2
Oakland white picklg	12
Packages free.	

WICKING

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

WOODENWARE

Baskets

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

13

Butter Plates

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

Wire End

1 lb., 250 in crate	35
2 lb., 250 in crate	45
3 lb., 250 in crate	55
5 lb., 20 in crate	65

Churns

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

Clothes Pins

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

Egg Crates and Fillers

Humpty Dumpty, 12 dz.	20
No. 1 complete	42
No. 2 complete	35
Case, medium, 12 sets	1 30

Faucets

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

Mop Sticks

Trojan spring	1 25
Eclipse patent spring	1 25
No. 1 common	1 25
No. 2, pat. brush hold	1 25
Ideal No. 7	1 25
12lb. cotton mop heads	1 75

Pails

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

Toothpicks

Birch, 100 packages	2 00
Ideal	85

Traps

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

Tubs

No. 1 Fibre	16 50
No. 2 Fibre	15 00
No. 3 Fibre	13 50
Large Galvanized	11 75
Medium Galvanized	10 00
Small, Galvanized	8 75

Washboards

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

Wood Bowls

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

WRAPPING PAPER

Fibre Manila, white	8 1/4
Fibre, Manila, colored	
No. 1, Manila	8 1/4
Butchers' Manila	8
Kraft	10 1/2
Wax Butter, short c't	16
Wax Butter, full c't	20
Parchm't Butter, rolls	19

YEAST CAKE

Magic, 3 doz.	1 15
Sunlight, 3 doz.	1 00
Sunlight, 1 1/2 doz.	50
Yeast Foam, 3 doz.	1 15
Yeast Foam, 1 1/2 doz.	85

Window Cleaners

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

AXLE GREASE



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

14

BAKING POWDER K C

10c, 4 doz. in case	95
15c, 4 doz. in case	1 40
25c, 4 doz. in case	2 35
50c, 2 doz. plain top	4 50
80c, 1 doz. plain top	7 00
10 lb. 1/2 dz., plain top	14 00
Special deals quoted up-on request.	

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

Royal

10c size	1 00
1/4 lb. cans	1 45
6 oz. cans	2 00
1/2 lb. cans	2 55
3/4 lb. cans	3 95
1 lb. cans	4 95
5 lb. cans	23 70

SALT



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

SOAP

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

Proctor & Gamble Co	
Lenox	3 85
Ivory, 6 oz.	4 15
Ivory, 10 oz.	7 00
Star	3 40

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

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

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

Soap Compounds	
Johnson's Fine, 48 2	3 25
Johnson's XXX 100 5c	4 00
Rub-No-More	3 85
Nine O'Clock	3 50

WASHING POWDERS.	
Gold Dust	
24 large packages	5 00
100 small packages	4 15

Lautz Bros. & Co	
[Apply to Michigan, Wisconsin and Duluth, only.]	

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

Naphtha	
60 pkgs., 5c size	2 55
100 pkgs., 5c size	4 00

Queen Anne	
60 5c packages	2 55
24 packages	4 00

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

FITZPATRICK BROTHERS' SOAP CHIPS

White City	(Dish Washing)	210 lbs.
Tip Top	(Caustic)	250 lbs.
No. 1 Laundry	88% Dry	225 lbs.
Palm Soap	88% Dry	300 lbs.

SEND FOR SAMPLES

WRITE FOR PRICES

The Only Five Cent Cleanser

Guaranteed to Equal the Best 10c Kinds

80 Can Cases \$3.00 Per Case

40 Can Cases \$1.60 Per Case

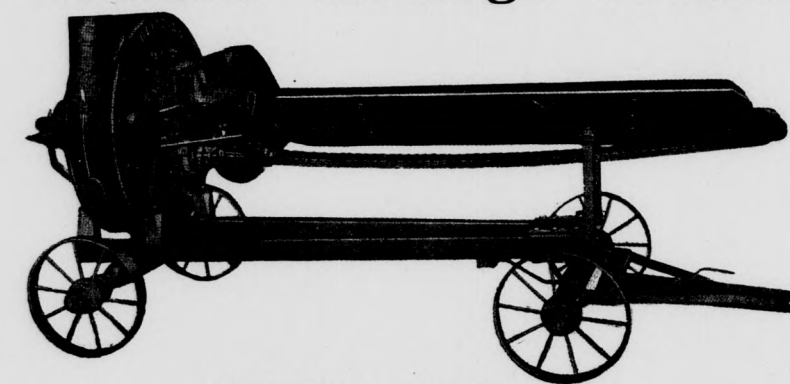
SHOWS A PROFIT OF 40%

Handled by All Jobbers

Place an order with your jobber. If goods are not 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 COSTDEALERS
WRITE FOR
SAMPLE, TEST
AND PRICEThe 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.

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

Real Estate Exchange. Stock Buyers of all kinds of merchandise. We exchange real estate for your stock of merchandise or will buy for cash and pay the highest dollar. Have you Detroit property for sale let us know at once. Perry Mercantile Co., 191 Hendrie Ave., Detroit, Michigan. 6

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

For Rent—Corner store on Main street. Suitable and is a good location for drug store. Rent reasonable. Address Park-American Hotel, Kalamazoo, Mich. 69

Hardware, furniture and grocery with moving picture plant; a first-class paying business at a bargain. Circumstances force owner to quit business; a rare opportunity. Act quick. Address Box 159, Marlette. 70

For Sale—\$1,200 worth of dry goods, \$700 groceries. All fresh and clean. Show cases, gas and oil tanks, scales, shoe ladder, McCaskey system, etc. Going into other business soon. H. L. Reynolds, Fennville, Michigan. 71

For Sale—Old established hardware and house furnishing business with fixtures; would rent store; centrally located. Owner retiring on account of age. Address J. M. Nolting, 735 E. Main St., Richmond, Virginia. 72

Manufacturing Business—For Sale. Auto accessory, including patent, stock, patterns, tools, etc., article of exceptional merit. Money maker for right party. Special cash price. The Stereomat Co., Beloit, Wisconsin. 73

For Rent—Or Sale (terms) splendidly equipped bakery and restaurant. Fine location in small city. Living rooms rent separate. Pay Cusick, Chrisman, Illinois. 74

For Sale—Stock of drugs; inventory price \$700. Will sell for \$300 if taken at once. Enquire Exchange Bank, Port Sanilac, Michigan. 76

For Sale—Finest 5 and 10 cent store in West. January invoice \$4,800. Mahogany fixtures, up-to-date. Good reason for selling. 100 per cent. on dollar. Address No. 77, care Tradesman. 77

Collections made everywhere. Satisfaction guaranteed. No collection, no charge. Southwestern Mercantile Agency, Woodward, Oklahoma. 78

For Rent—One store room 20 x 130 feet with room on second floor 30 or 40 feet long, same width as room below, with good basement under entire room. Situated in the heart of the business district, west side of Public Square, Lima, Ohio. Address J. C. Thompson, Lima, Ohio. 79

Wanted—Second-hand office safe or safe cabinet. Roy Andrus, Hastings, Michigan. 80

For Sale—Only harness shop, all tools, including new No. 3 Landis machine; good location for quick shoe repair outfit. \$500 cash takes it. Rent in new brick store \$12.50 month. Box 77, Fowlerville, Michigan. 81

\$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. 82

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

For Sale—General store with stock including 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—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

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. \$1,650 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—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

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—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.

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

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

Mr. Merchant

If you want to retire from business, if you want to sell your stock for 100 cents on the dollar, write me at once.

JOSEPH P. LYNCH,
44 So. Ionia Ave.
Grand Rapids, Mich.

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

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

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

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

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

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 Lier, Holland, Michigan. 799

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

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

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

HELP WANTED.

Second Hand—On bread and cakes wanted. Fourth Ward Bakery, La Porte, Indiana. 75

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

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

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.

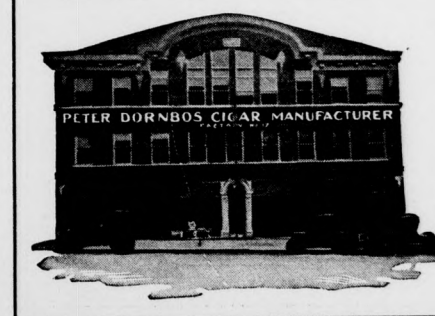
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534 Wealthy, S. E. GRAND RAPIDS
Both Phones PERRY MILLER, Manager

Conservative Investors

Patronize

Tradesman Advertisers



Cigar Cigar

DORNBOS Single Binder

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

Sidelights on Celery City and Environs.

Kalamazoo, May 8—Arthur Foley, the Grace street grocer, sustained a dislocated shoulder Thursday morning when he was thrown from a wagon. He was driving on East Lovell street. Mrs. Foley, who was with him, also sustained minor bruises.

Alpha D. Pettit, the Portage street grocer, is confined at Bronson hospital as the result of a serious operation performed there last Friday.

Twelve hundred employees of the Bryant Paper Company are the gainers through an increased wage scale, which went into effect May 1. The aggregate pay envelopes will be fattened to the extent of about \$100,000 during the ensuing year.

The Michigan Silo Company has increased its capital stock from \$25,000 to \$60,000. All the stock is taken by the present parties interested and will provide for a new factory and the money needed in the growth of the business. Work is being rushed on the new plant on Alcott street, but it will take practically the entire summer before it is fully completed. In the meantime manufacture of the famous Michigan silos will begin in two weeks to fill the large number of orders on hand. The business promises to be one of the most flourishing concerns in the city, as the full capacity of the institution is sold in advance.

Prompted by American's need for increased production, 150 of Kalamazoo's representative business executives have organized a class to study and apply the principle of efficiency at their work and the efforts of those who work under their direction. The first meeting will take place in the Y. M. C. A. building, May 9. Gatherings similar to this one will be held at the same place each week. The course of study will run over a period of three months. The class will study under the direction of P. H. Can-

robert, of the Emerson School of Efficiency. The topic for discussion at this meeting will be "Standard Essential for Success." In all probability George H. Barber, who spoke here more than a week ago, will be in the city for the opening of the course. It is the intention of those behind the movement to extend work into the factories. Each executive who attends these classes, it is planned, will conduct similar courses for his assistants. W. S. Cook.

Leisure Hour Jottings From Jaunty Jackson.

Jackson, May 8—The M. C. R. R. has again placed an embargo on receiving freight. This is on account of labor conditions and it would be a good thing to have laws that would compel every man to work at least a few hours each day.

Jackson Council is planning to visit Coldwater Council on the afternoon and evening of May 19. A. H. Brower says he has already secured about twenty automobiles for the trip.

It is being intimated by some that the Jackson cannery (which is the State prison) is contemplating going direct to the consumer with its line of canned goods.

In the retirement of A. R. Gfell from the grocery business, Ann Arbor is losing one of its most progressive merchants. Mr. Gfell started as a retail grocer eight years ago without any experience. He studied his line and the wants of his customers and devoted himself to the work. The result was a business that increased in volume each year and such as few merchants acquire in the same length of time. Mr. Gfell has a substantial competence to show for his eight years of work and it is hoped that he will fully regain his health after a short period of rest.

W. M. Kelly has been confined to his home with a severe cold.

E. G. Tompkins, with the Schmid

Chemical Co., is driving a beautiful Marion Handley six.

Some of our business men are talking that the present conditions are going to put the grocery business (both wholesale and retail) on a cash basis or nearly so at least. It would seem that it is a dangerous time to extend credit and the question is, Would not every one be better off to pay cash?

Two circuses are billed for Jackson for this month and the writer hopes that we will have at least two each month during the entire summer. Spurgeon.

Copper Country Travelers to Grow Food.

Hancock, May 7—Great public spirit is being shown by the travelingmen of the copper country in the "arm and farm" movement. At an informal gathering of salesmen, held last Saturday evening, it was agreed that a supply of cards, tobacco and books

would be secured and forwarded to copper country men in the service, while Saturday afternoons during the next few months will be given over to assisting in the cultivation of vacant lots appropriated for gardening. As the salesmen as a rule have a half holiday on Saturday they are convinced the off time could not be devoted to better purposes.

A thrifty housewife says there isn't much venison in market, but there is plenty of dear meat.

BUSINESS CHANCES.

For Sale—Drug stock and fixtures in one of Michigan's best cities. Suburban store. Located near school and factory district. Present owner has to get out on account of health. Last invoice \$5,700. Will invoice or lump off. \$1,500 cash required, balance terms to suit buyer. Address all communications to F. C. C., care Michigan Tradesman. 82

Good Opening for young dentist in good Minnesota town. Address F. J. Breening, Balaton, Minnesota. 83

GARDEN TOOLS

The demand will be greater than ever before.

Are you prepared to meet it?

If not, better get in touch with us without delay.

We can help you

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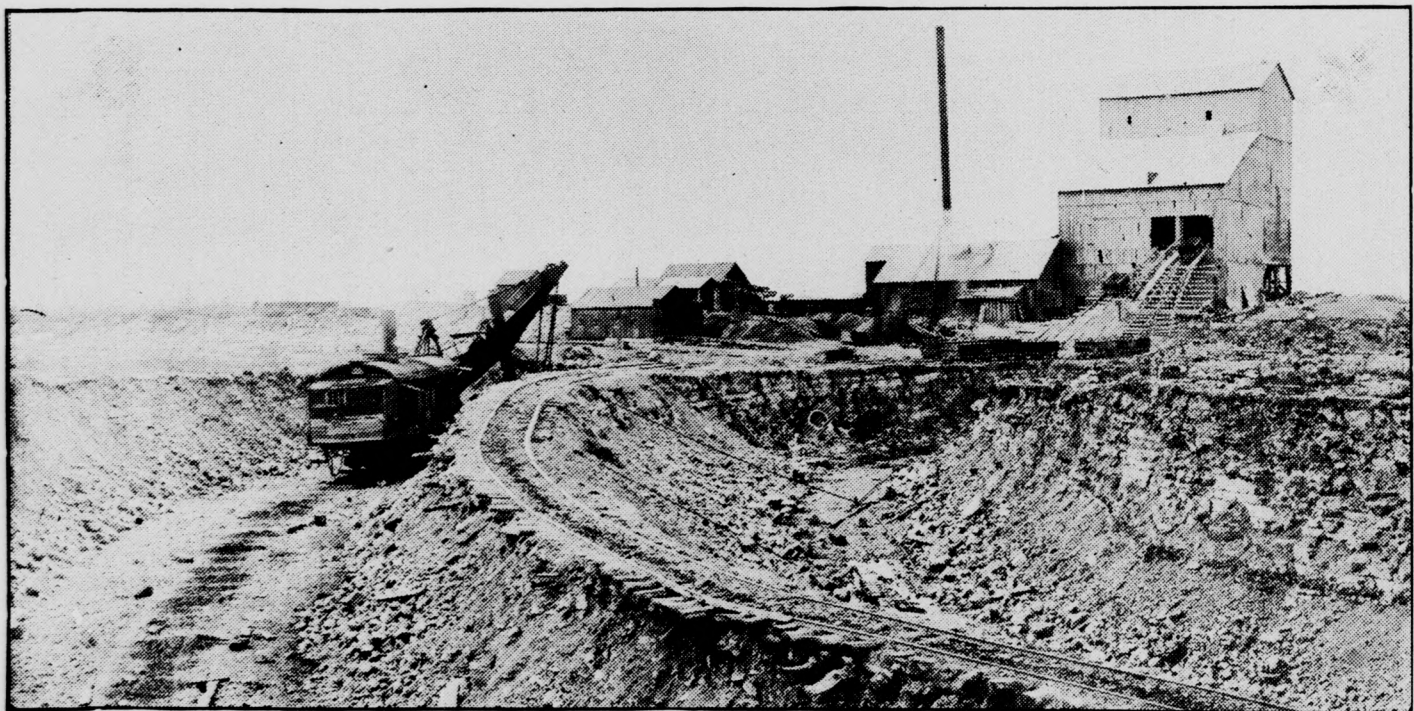
Grand Rapids, Michigan

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