

MICHIGAN TRADESMAN

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Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 16, 1917

Number 1756

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"Liberty Enlightening the World"

Thou warden of the Western gate, above Manhattan Bay,
The fogs of doubt that hid thy face are driven clean away;
Thine eyes at last look far and clear, thou liftest high thy hand
To spread the light of liberty worldwide for every land.

No more thou dreamest of a peace reserved alone for thee,
While friends are fighting for thy cause beyond the guardian sea;
The battle that they wage is thine; thou fallest if they fall;
The swollen flood of Prussian pride will sweep unchecked o'er all.

O cruel is the conquer-lust in Hohenzollern brains;
The paths they plot to gain their goal are dark with shameful stains;
No faith they keep, no law revere, no god but naked Might—
They are the foemen of mankind. Up, Liberty, and smite!

Britain, and France, and Italy, and Russia newly born,
Have waited for thee in the night. Oh, come as comes the morn,
Serene and strong and full of faith, America, arise,
With steady hope and mighty help to join thy brave Allies.

O dearest country of my heart, home of the high desire,
Make clean thy soul for sacrifice on Freedom's altar fire;
For thou must suffer, thou must fight, until the Germans cease,
And all the peoples lift their heads in liberty and peace.

HENRY VAN DYKE.

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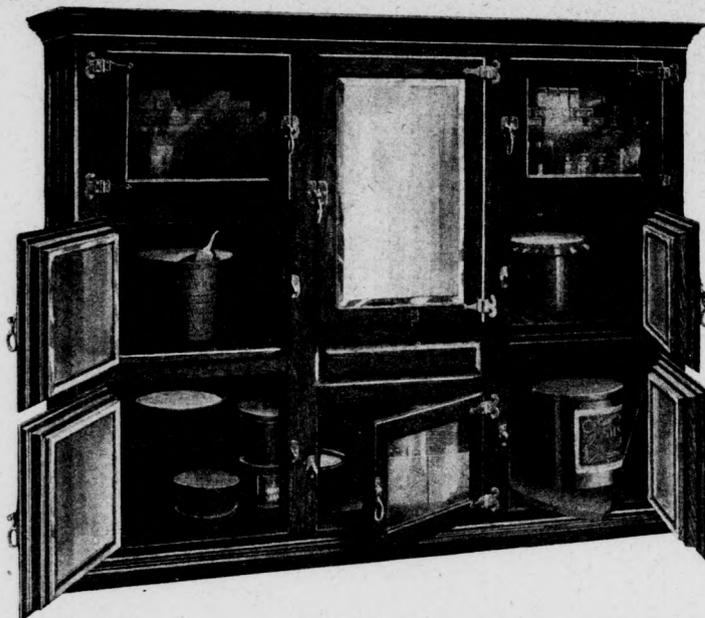
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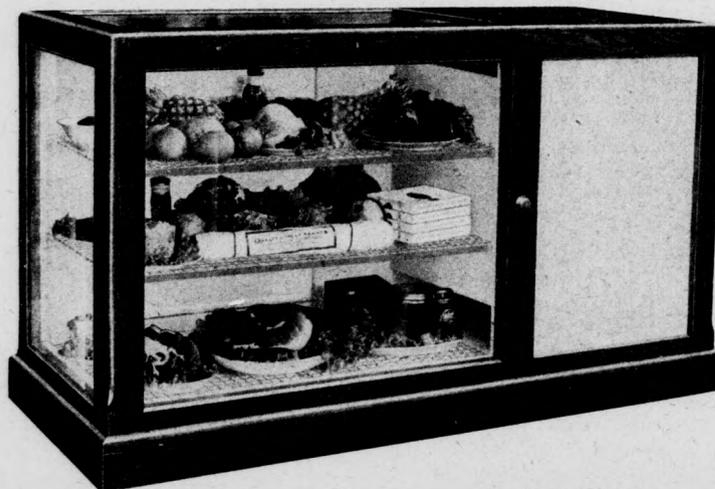
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SCHOOL BOYS AS FARMERS.

Call it preparedness, conservation, efficient co-operation and much more, the magnitude of the undertaking, the varied factors involved, the plans formulated and the activities initiated call for intense study on the part of every one who desires to help in the present crisis.

What shall we do? First, let us be as ready to accept suggestions as to offer them; let us carefully study propositions for advancement of the work before we condemn them; let us not oppose any plan offered by patriotic and enthusiastic persons until we can prove their impracticability. Let us co-operate in every possible way.

Let us not try to make over people to suit our ideas or methods, but employ them in accordance with their previous training, characteristics and present environments. For instance: Under efficient leadership a squad of school-boys can do good work planting potatoes, corn and beans and gardens, shocking wheat and other grains, cutting and husking corn, gathering fruit, getting enjoyment out of it, having a good time as well as earning money; whereas, if such boys were to hire out singly to farmers by the day, week or month, many would not find congenial employers, would have no companions at work or after working hours, would be lonesome, dissatisfied and not do their best.

And the same with some men. They can not work alone, even if experienced in the work. If four or five go out from town in the morning and return at night, they will accomplish more than if each were to work alone for different farmers. The one who could not take interest in his work or purposely lagged by himself will be compelled to do his share with the rest, or would be aroused to unwonted ambition by working in company with others.

It would seem advisable for men who can go to the country regularly or occasionally to help with farm work to organize into gangs for doing certain kinds of work and get into communication with farmers at a convenient distance from their homes. Let them work by the job when possible. Men owning teams could do likewise. Three or four could plow, fit ground and sow or plant between storms, whereas one alone

might get a field just ready for planting and then a storm delays it and perhaps necessitates harrowing and fitting again.

Very few of the boys from town accustomed to constant companionship can be expected to work alone for strangers. Some may be sufficiently interested in their work while at work, but the evenings without company of their own age and no effort put forth by employers to make them contented would be hard to endure.

Many farmers will not give city boys a chance to prove their worth. They have no confidence in them or they do not want to waste time to instruct the inexperienced, even if industrious and eager to learn. But wait—what are we working for? Dollars or future citizens; present profit or the future good of all? Here are opportunities to help boys become better men, physically, mentally, socially and, perhaps, morally. Here is the way to win permanent workers for the farm. Antagonism to city people on the part of farmers may, in part, be overcome. Respect for the "old farmer" in blouse and overalls may take the place of contempt, if he does his part. Both city residents and farmers need to see more than one side of the lives of the other. The farmer has said: "If village and city workers won't come and help raise and save our crops, let them pay the increased price for food or go without." Now that they are offering to come, how will they be received?

Give the boys and girls credit for the willing spirit they exhibit and do not condemn them for what they are in no wise responsible for. They have not been taught to work because school has overshadowed everything else. Teachers have forestalled the idea that parents have any claims upon the child to help in necessary work indoor or out.

Economy is a part of the preparedness campaign, as well as work and co-operation. Economy must be made popular to enlist a certain class of people. Pride is responsible for much waste of food. Saving habits must result from conscientiousness, patriotism or poverty. Shall we wait for the latter condition to compel us to economize?

The boy in camp will have to eat bread baked a month or more, and be thankful if he has a tin cup with coffee or clean water to soak it in.

Who will dare without apology to set day old baker's bread before guests? With bread at ten and fifteen cents a loaf how many are going to keep right on throwing away the end slices, the half loaves and the left over slices from the previous meal? It is bad enough to see grain wasted or crops ungarnered, but when there has been added all the work in the various processes from grain to bread it is a crime to waste such food. And all bread is more

healthful forty-eight hours after baking.

There are good reasons why every farmer can not work all his land this year; but such should show his colors by advertising fields to rent.

The prompt and enthusiastic response of the people, young and old, to the President's appeal to help increase the food supply is most gratifying. What crops will bring when marketed should be the least consideration. If we are true Americans, we shall all live or die together. May no willing worker suffer for lack of food! If worst comes to worst, let the worker be fed and let the idle go hungry.

The differing effect of high prices on different kinds of food must be borne in mind in price regulation by the Government. While they stimulate the production of the grains, they only increase the slaughter of animals, to such an extent as to endanger the future supply. Once below normal, it is very difficult to return, as Germany is reported to have found. What our present condition is in this respect we have no means of ascertaining, but we know that even during the decade before the war our sheep and swine actually decreased in quantity, and that our cattle increased in only a negligible degree, in comparison with the growth of our population. Furthermore, we know that our shipments of meat to Europe during the last two years have been enormous. In default of exact information, we may anticipate a serious situation, and recommend to those who are wearing flags in their buttonholes no better way of serving their country than to reduce their meat consumption to one meal per day.

The issue of a daily "newspaper" giving information from all Government Departments seems rather clumsy. Most persons will continue to look to their accustomed journals for such news, having neither time nor inclination to peruse a special sheet. More might be said for it as a kind of first aid to the Washington correspondents, but they are not likely to confine themselves to any Government publication. Such documents, with rare exceptions, are the raw material for news rather than news as newspapers know it. Even if the new publication aims at greater readability, it will be under the one great restriction from which every such sheet must suffer; no official and no government can report more than superficially upon his or its own activities. The weekly bulletin, going to newspapers with limited sources of information, should be more useful.

As a rule, a man seeks your friendship with a motive in view: the woman who does so usually has two or three of them.

MEXICO'S BETTER OUTLOOK.

While our foreign policy toward Mexico has been vacillating and without purpose, we have consistently refused to adopt extreme methods. Lesser transgressions on the part of other small nations against the sovereignty of greater ones have time and again been dealt with by stern measures, and with the approval of the greater powers.

Our magnanimity toward our young neighbor to the South has not been wasted upon the more intelligent element there, and unless all signs fail we are about to reap the benefit of our kindness and good-will. That every means within our power—and that power lies largely with the press—should be exerted to encourage this better feeling and friendliness is the wish of whoever is acquainted with the facts.

The peculiar international situation at the present time presents an opportunity that may never come again. We have much to gain through cultivating the friendship of Mexico. She has an abundance of raw materials—metals, oil, and produce—and is sadly in need of financial rehabilitation. The country is not now the seething mass of dissatisfaction that it has been during the past three or four years, and, once order is thoroughly established, we shall have before us an opportunity for establishing most cordial business and social relations that should be of tremendous value.

History has repeatedly shown that a people prefer the pursuits of industry far more than those of war and its miseries, and the Mexican people will prove to be no exception to the rule. We shall have made great progress if our bankers find the government there to be stable enough to warrant a loan from the United States. Once an economic system which commends itself to all is established in the republic, confidence among business interests will become manifest and the rulers of Mexico will have little to fear from sporadic outbursts of a small minority. The situation to the South is somewhat analogous to that of Haiti. Since we have overcome the prejudices of a small portion of the people of the latter country we found that many men who had thought any government impossible have become law-abiding and desirable citizens. Haitians have learned that government is something to be respected and devoutly wished for. They have come to recognize that stability is a better thing than something to-day and another thing to-morrow. Such will be the evolution in Mexico within a remarkably short time if sufficient tact is used by all concerned.

MODERN RATING AGENCY.**How Improved Methods Have Been Put in Practice.**

The early years of the twentieth century have been fruitful of vast improvement in the business and living conditions of the human race. Genius and intelligence have wrought wonders in almost every line of human endeavor and were it not for the frightful eruption of 1914, involving nearly all of the European nations, as well as the Japanese and Chinese in Asia, and which has finally drawn in almost the entire American continent, the millenium in business might have been believed close at hand.

In business immense strides had been taken in manufacturing, in producing and in selling methods. Effective modern machinery had been introduced which was of incalculable benefit, so far as these business factors were concerned; the telephone, the typewriter, the comptometer and many other mechanical aids became necessities; electrical science and engineering had blazed short roads to efficiency and production, and scientific salesmanship had wonderfully developed that factor in business.

Only in one important item of big business had there been sluggishness of action or lack of development, yet that was of so vital a character as to offset or largely to neutralize the advances made in other respects. The credit department had been stationary; the same methods or rather lack of method continuing, notwithstanding the tremendous losses, up to \$200,000,000 per annum, incurred through lack of scientific handling of accounts and insufficient or misleading information regarding applicants for credit.

Mercantile rating agencies have been in existence for many years, two of them of National scope for fully seventy years, but the class of information obtained through these sources were so insufficient and unsatisfactory that credit granters, who realized the general weakness, insistently demanded some system that would fit in with modern business conditions.

A group of merchants and bankers who had successfully managed large business enterprises and who were alarmed at the leakage by way of the credit departments finally decided that they themselves would, with the aid and co-operation of well-informed credit men, initiate an organization which would operate along modern lines founded upon principles of "service," as modern business is based upon satisfactory service and the square deal. To this end a key of ratings was devised which would of itself indicate the responsibilities of business men in a simple concise form

and upon this foundation was builded what is known as the United Agency.

In June, 1913, this organization was completed, officers and directors chosen, all of them experienced and capable business men of ample personal means and of known integrity. Its success was immediate and gratifying and its worth to the business world at once recognized.

On merit its influence is extending rapidly and surely. Its system of ratings is acknowledged as scientific and just, showing to the granter of credit the experience, past record, business and personal character, as well as habit of payment and working capital and often with the aid of a signed financial statement. These ratings are secured through the most reliable sources. The attorneys and bankers of home centers confirm or revise them disinterestedly. They are doing this work as a matter of business and for which they are remunerated. These ratings are further strengthened by trade information secured through the active co-operation of credit men who realize the necessity of accuracy and of fairness to all concerned.

The attorney and bank organization thoroughly organized and efficient is especially reliable because of the high class of men carefully selected to represent the United Agency and who are constantly in touch with its policies, through the organization itself and through the organization of efficiency men always intervening between the executives and these representatives.

There has never, in the history of mercantile agencies, been so effective and dependable a plan put in operation to ensure reliable ratings and to supply ratings on all concerns, individual or corporate, in business in any and all parts of this country, there being no just reason for failing to rate each one fully as to length of time in business and experience, ability and character, as well as to capital, hence the book of ratings of the United Agency carries no blank ratings and the moral as well as financial risk is clearly defined. This fact also leads to saving of expense in the matter of special reports, these ratings being practically a special report in each instance. There are now published in issues of the United Agency rating book complete eight point ratings on more than 1,750,000 names in business and giving more than 12,800,000 points of information against less than 2,800,000 given by the most complete ratings of any competing agency.

Constantly changing conditions require changed methods of meeting them and in the field of the mercantile credit rating agency the United Agency has not only fairly analyzed the reasons for credit losses but has

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provided an up-to-date system that will be effectual, with proper co-operation, not only in largely reducing losses but will prevent in a large measure, the causes which have heretofore demoralized credit granting.

Sidelights on Celery City and Environs.

Kalamazoo, May 15—Ross U. Adams, one of Kalamazoo's best known physicians has been commissioned a first lieutenant and assigned as a medical officer to base hospital unit No. 39, organized by the Detroit College of Medicine and Surgery. Dr. Adams has been ordered to hold himself in readiness to report immediately on call in order to go with the hospital unit to France. It is believed unit No. 39 will sail about June 1.

If negotiations now under way are carried through to completion, Kalamazoo made music will be heard throughout the world wherever Victor records are available. Plans are now on foot whereby Fischer's orchestra will make records for the Victor people.

At a meeting of the board of directors of the Edwards & Chamberlin Hardware Co., held Tuesday morning at the offices of the concern, J. Charles Ross was elected general manager, to succeed the late A. K. Edwards. Mr. Ross has for some time been assistant manager of the company and during this time has won the confidence and respect not only of the clientele of the institution, but of the employes as well. He came to Kalamazoo seven years ago from Wauseon, Ohio, where he was a member of the hardware firm of Ross & Hamlin. He disposed of his interests in that concern to become assistant to the late A. K. Edwards, President and general manager of the Edwards & Chamberlin Hardware Co. Since coming to Kalamazoo he has been closely allied with all the

business interests of the city and has been prominently associated in the work of the Chamber of Commerce.

Kalamazoo Council, No. 156, held the best meeting in the history of the Council Saturday, May 12. We had as visitors Walter D. Murphy, Supreme Secretary, M. Howarn, Deputy Grand Counselor, Frank W. Wilson, of the Grand Executive Committee, the Secretary of the Battle Creek Council and several from other councils. A banquet was held in the K. of P. auditorium at 6 p. m., after which several of the members gave some very interesting talks. Past Grand Counselor Eugene Welsh acted as toast master and, as usual, kept every one in good humor with his original stories. We often wonder where he gets them all. Joseph Clement, when called upon, gave a very fine talk, closing with a poem, which will be carefully preserved for all time to come in the Tradesman's temple of fame. There were eighty-eight members present and four new members were initiated into the mysteries of the order. Kalamazoo wants the Grand Council next year and our delegates will go instructed to get it. We have always been very active for the good of the order and we are entitled to the convention. Kalamazoo is an ideal convention city. We have hotels enough to accommodate all who will attend. The Chamber of Commerce has offered to help entertain the convention and the business men have also expressed a desire to help as they would enjoy having the travelers visit our city.

W. S. Cook.

Sparks From the Electric City.

Muskegon, May 14—Wenger & Clemens, Caledonia, are rebuilding their hardware store which was recently destroyed by fire.

According to Nick Lulofs, Jay Lyon and John Peters each have a new auto.

The change of time on the Saginaw branch of the P. M. is very bad for travelers living in Muskegon, Grand Haven or Coopersville, as the early morning interurban does not connect with it. The time was changed from 6:40 to 6:50 at the request of Grand Rapids and Muskegon travelers and now the change to 6:35 is seemingly done without regard for patrons of the road.

M. H. Steiner, who has been having serious trouble with an abscess in his eyes, is greatly improved.

We find, when soliciting new members for the U. C. T., that many of them feel that we are doing it for so much per member, the same as the other travelers insurance members do, when the facts are we are trying to help them without any compensation other than getting them into the best accident insurance organization on earth—the only one that goes after hotel and railroad regulation, which is a help to all who travel.

A Marshall doctor paid \$1.65 for a peck of Early Rose potatoes to plant in his garden. Who can beat it?

Albion garage was damaged by fire May 13 to the extent of \$3,000, but good work of the fire department saved the building and a large portion of the contents.

The Nashville Hotel is closed, but a good meal can be had at a boarding house near the depot.

Jay Lyon says he did not catch that trout, but he also said he was going to give us items for the Tradesman.

As the time for the Grand Council meeting in Bay City is near, we feel that we ought to again call attention to the candidacy of A. W. Stevenson for Grand Sentinel. Any traveler who knows him knows he is eminently qualified. A. W., while boosting his native city, is not given to knocking any other and it is a matter of record that he has secured many members for other councils besides 404. Mr.

Stevenson is a tireless worker, as his membership on the Railroad Committee and Chamber of Commerce shows. The connection at White Cloud, also a Detroit connection for Muskegon which the Grand Trunk officials are preparing for, are a few examples. Muskegon Council has never had an elective officer in the Grand Council; in fact, the only recognition was when M. S. Brown appointed Stevenson Grand Chaplin. Owing to the justice of our claims and the excellency of our candidate, Muskegon feels that she is justly entitled to his election. E. P. Monroe.

Leisure Hour Jottings From Jaunty Jackson.

Jackson, May 15—Geo. B. Dunlap, of Ypsilanti, has sold part of his real estate in Montana. The balance he still owns will probably be put into potatoes.

Bouldry & Tucker, of Concord, say that special sales pay even in the smaller towns. One week ago last Saturday, they sold fifty-two cases of canned goods, which a few years ago would represent a year's business for the same store.

E. A. Fischer, North Main street grocer, of Adrian, drove into Jackson Monday. Mr. Fischer is another case where a first-class merchant evolves from a first-class clerk.

The Milnes Supply Co., of Coldwater, expects to do a business of \$400,000, during the year 1917.

Jackson Council is going to Bay City to ask for the Grand Council meeting for 1918. They are good askers, too, and will probably bring home the bacon.

W. H. Kelly, who was appointed to fill the vacancy on the Grand Executive Board of the Grand Council, is, no doubt, the right man. Of course, he will be elected for another term at Bay City next month.

Spurgeon.

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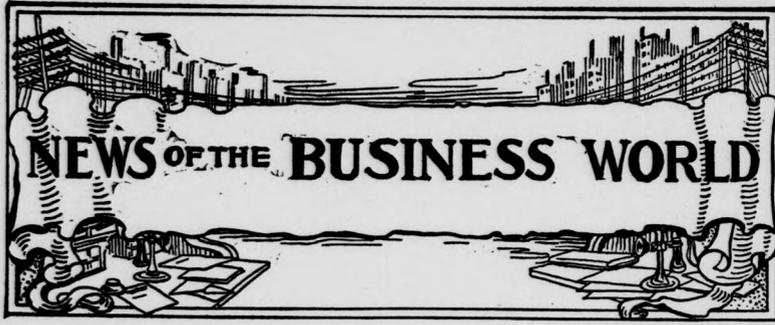
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Movements of Merchants.

Pewamo—Eric Gee succeeds Edward Thelen in the meat business.

Allegan—M. H. Mutchler succeeds E. D. Frost in the coal and wood business.

Baldwin—E. H. Thiemann will open a bakery in the postoffice building, May 19.

Bronson—L. Clifton has sold his stock of bazaar goods and millinery to D. Stagnier, who has taken possession.

Detroit—The Detroit United Fruit Auction Co. has increased its capital stock from \$50,000 to \$100,000.

Hopkins—Mr. Carpenter, of Leighton, has purchased the cheese factory of M. W. Hicks, taking immediate possession.

Hartford—The Reliance Picture Frame Co. will remove its plant from Chicago to this place about August 1.

Otsego—Mrs. George Doyle, recently of Richland, has purchased the hotel of Paul Murray and will take possession June 1.

North Branch—The North Branch Co-Operative Co. has been organized with an authorized capital stock of \$20,000.

Detroit—The A. J. Cloutier Co., engaged in the tailoring business, has changed its name to Cloutier-Hoffmeyer Co.

Morrice—E. M. Fineis has leased the store adjoining his own and will add a line of shoes to his drug and grocery stock.

Morrice—Earl B. Hepker, of Hemlock, has purchased the F. M. Towner Co. grain and produce elevator and will take possession June 1.

Holland—Jacob Oudermeulen, who has conducted a bakery for the past thirteen years, has closed out his stock and will retire from business.

Kalamazoo—J. Charles Ross has been elected general manager of the Edwards & Chamberlain Hardware Co., to succeed the late A. K. Edwards.

Eaton Rapids—J. T. and H. M. Hall, who recently purchased the John Paulson stock of implements, vehicles and harness, closed it out at auction.

Marlette—The Marlette Farmers Co-Operative Elevator Co. has been organized with an authorized capital stock of \$40,000, of which amount \$3,400 has been subscribed.

Casnovia—F. H. Bitely has sold his stock of general merchandise to the Kuyers Longwood Co., who will continue the business as a branch to its store at Grant.

Escanaba—Charles LeFebvre, grocer at 320 Stephenson avenue, has been forced into bankruptcy through too great leniency with his customers. The National Grocer Co., which holds a chattel mortgage on the stock, has taken possession.

Lansing—W. F. Porter, recently of Kalamazoo, has engaged in the heating and general plumbing business in the Christopher building on East Franklin avenue.

Cedar Springs—Fred Stalks, recently of Sand Lake, has purchased the Peter Keech meat stock and butcher's equipment and will continue the business at the same location.

St. Ignace—The Rankin harness shop, which has been closed for some time, has been purchased by Charles Simmons, who has added lines of harness and harness accessories.

Howell—William H. Porter has sold his store fixtures and stock of clothing to Clyde Pettibone and Charles P. Adams, who will continue the business under the style of Pettibone & Adams.

Adrian—Mr. Moshontz, of Cleveland, Ohio, has engaged in the women's and girls' ready-to-wear clothing business on West Maumee street. The store will be known as the Style Center.

Saginaw—Thomas Ryan, grocer at 130 North Jefferson avenue, has purchased the A. L. Kurtz grocery stock, at the corner of Genesee avenue and Gage street, and will continue it as a branch store.

Marquette—Charles Dorias, who closed his meat market and grocery store some weeks ago, owing to the condition of the markets, has re-opened his place of business at the same location, 416 South Third street.

Ypsilanti—C. M. Wardell has purchased the stock and fixtures of the Harvey-Schripper Electric Co. and will continue it as a branch to the Washtenaw Electric Shop, at Ann Arbor, of which he is proprietor.

Manistee—The Bailey Gift Shop has engaged in business to conduct a general mercantile business with an authorized capital stock of \$2,000 all of which has been subscribed and \$1,275 paid in in property.

Detroit—The General Auto Trimming Co. has engaged in business at 105 Lafayette boulevard with an authorized capital stock of \$1,000 of which amount \$600 has been subscribed and paid in in cash.

Brown City—Heather & Trumble, engaged in the garage business, have merged their business into a stock company with an authorized capital stock of \$6,000, all of which has been subscribed and paid in in cash.

Charlevoix—Mrs. John Baker, owner and manager of the Beach Hotel, will erect a reinforced concrete building, 150 x 160, four stories in height, which she will occupy as a hotel to be kept open the year around.

Howell—The Pettibone-Adams Co. has been incorporated to conduct a

general mercantile business with an authorized capital stock of \$15,000, of which amount \$10,000 has been subscribed and paid in in cash.

Lansing—William E. Seaman, Mrs. Jessie Seaman and Mrs. Maude E. Brown have organized and incorporated under the style of the Seaman Co. and will open a women's ready-to-wear clothing store about August 1.

Caro—W. A. Fairweather has sold his stock of women's ready-to-wear clothing, store building and store fixtures to John Eastman, who will continue the business in connection with her merchant tailor and dry cleaning business.

Detroit—Kearney & Brown, Inc., has been incorporated to handle paper products, twine and sanitary supplies with an authorized capital stock of \$5,000, of which amount \$2,510 has been subscribed and \$1,000 paid in in cash.

Hillsdale—Frankenstein Brothers, clothiers, have merged their business into a stock company under the same style, with an authorized capital stock of \$60,000, of which amount \$30,000 has been subscribed, \$700 paid in in cash and \$29,300 paid in in property.

Manufacturing Matters.

Kalamazoo—The Lo-Vis Co. has increased its capital stock from \$25,000 to \$50,000.

Detroit—The Chope-Stevens Paper Co. has increased its capital stock from \$100,000 to \$300,000.

Muskegon—The Amazon Knitting Co. has increased its capitalization from \$200,000 to \$400,000.

Holland—The Cappon & Bertch Leather Co. has increased its capitalization from \$800,000 to \$1,500,000.

Kalamazoo—The Kalamazoo Loose Leaf Binder Co. has increased its capitalization from \$100,000 to \$500,000.

Sturgis—The capitalization of the Grobhiser-Cabinetmakers Companies has been increased from \$150,000 to \$225,000.

Saranac—Lewis Kelley has purchased the Race feed mill, which has been closed since the death of Mr. Race, and will put it in operation at once.

Detroit—The Motor Fuel Co. has been organized with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Otsego—The Eady Shoe Co. has been re-organized with an authorized capital stock of \$80,000, of which \$41,000 has been paid in and the name changed to the Eady Shoe Manufacturing Co.

Detroit—The Super-Six Racing Co. has engaged in the manufacture of autos for contest purposes with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Marine City—The Independent Sugar Co. will engage in the manufacture of beet sugar with an authorized capitalization of \$500,000, of which amount \$250,000 has been subscribed and \$50,000 paid in in cash.

Plainwell—The Michigan Paper Co. stockholders voted to increase the capital stock from \$500,000 to \$1,000,000 May 14. The directors subsequently decided to distribute the new issue among the present stockholders in the shape of a 100 per cent. dividend.

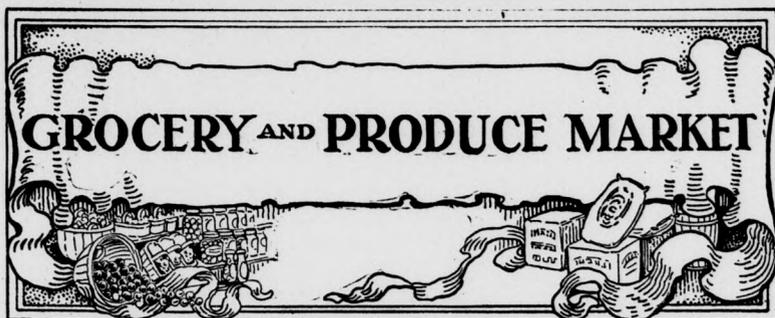
Ann Arbor—The American Plug Co. has been incorporated to manufacture all sorts of mechanical devices, tools and machinery, with an authorized capital stock of \$60,000, all of which has been subscribed and \$30,000 paid in in cash.

Detroit—The Noder Incinerator Co. has been incorporated to manufacture water heating garbage burners with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in cash.

The man who wins a medal as champion corn-raiser receives a double portion of acclaim in our new recognition of the value of making two blades of grass grow where one grew before. While waiting for the 1917 winner, Indiana is turning back to last year's gold medallist of the Indiana Hundred-Bushel Corn Club. The average crop in the State in 1916 was forty bushels an acre, this being an increase of almost ten bushels over the average fifteen years previously. But the 349 competitors for the medal raised an average of sixty-six bushels an acre on their five-acre plots, and the winner averaged 106 bushels. His crop cost him just \$14.79 an acre, and this included not only allowance of pay for himself and his team, seed, fertilizer and other items of the sort, but in addition six dollars an acre rent-charge, in accordance with the rules. He plowed the ground seven inches deep, harrowed it twice, and put 280 pounds of fertilizer upon every acre, 200 pounds broadcast, and the rest with the seed. The hills were planted three feet three inches one way and three feet four inches the other. The champion lays stress upon the quality of the seed. As he explains to the embattled Hoosiers, "It pays to be certain that you have got the seed that is going to come up." The farmer's munitions must not fail to explode.

This is an appropriate time to eliminate every word of German origin from our vocabulary, to change the name of every town and city which bears a Teutonic cognomen and to extinguish every family name which suggests any relation, direct or indirect, to the Fatherland. The Kaiser and his band of piratical murderers, rapists and tyrants have subjected everything Germanic to the contempt and execration of the civilized world for all time to come and the sooner men of German birth and German descent abandon the names their fathers gave them and substitute therefor names which are in keeping with the civilized era in which we live, the better it will be for them, their business and all concerned. This is an opportune time for men of German descent to show whether they stand for civilization or autocracy. Profuse displays of flags and large contributions to the Red Cross and other war funds are but a mockery when they emanate from men who still retain names which suggest the human butchers on the other side of the Atlantic.

Gilding refined gold is what people do when they try to polish up the truth with a little agreeable deceit.



The Grocery Market.

Sugar—The market is practically at a standstill, this applying to both raws and refined. Refiners were still indifferent to offerings of Cubas. As regards granulated, there is no change in the situation, the American taking a limited business at $7\frac{1}{2}c$ and Howells at $8c$. Buyers, it should be said, assume whatever duty is imposed by Congress or other tax, so there is no incentive to stock up in the tariff developments. Refiners have stocks sufficient to take care of their meltings for some weeks to come and therefore, temporarily, have the whip hand, explaining the greater tendency of shippers to accept concessions. However, some quarters figure out that the meltings to date this year have been 200,000 tons less than for the same period in 1916, whereas the falling off in exports is only 149,000 tons; in other words, the domestic trade requirements have been 51,000 tons smaller. Hence, it is suggested, despite the reported hoarding of sugar by the public, a good demand should be in evidence that, in turn, will force covering with purchases of raws. Moreover, there is the possibility of Europe taking more granulated provided the shipping can be secured. As against this argument for strength in raw sugar, the expectation that the Cuban crop will reach 3,000,000 tons is having its depressing effect. The grinding keeps up well and weather conditions are favorable for a large yield, provided the rainy season does not put in an untimely appearance, necessitating the abandonment of considerable cane. It is felt that there will be no scarcity of sugar, and with peace deferred the predicted urgent demand from countries in Europe now unable to get all the sugar they want will not materialize. In the final analysis, of course, consumption plays equally as important a part as production and the effect on high prices will be carefully watched.

Tea—The market is flat, nobody caring to take a position until the outcome of the duty and excise question can be more clearly seen. It is hoped by most circles that the inequalities will be ironed out by the House and Senate before the final passing of the measure, the inclusion of the retailer in the internal tax being suggested, although there is no certainty that in war times much attention will be paid to such matters, the Administration desiring early action. Some are afraid that the duty may be increased to $10c$ a pound, in which event, unless the new crop is delayed in arrival so that the old tea can be used up, the latter will have to absorb part of the duty in the price reduction necessary to compete owing to the deterioration.

This might mean, it is said, $5c$ a pound. Settlements in foreign markets will be retarded by the city proposition, as well as scarcity of shipping. The quality in Japan promises well, it is said.

Coffee—The market, which has been sluggish for two or three weeks, developed some activity after news had come from Washington that a 10 per cent. duty would be imposed. Probably the market was $\frac{1}{4}c$ higher on all grades of Rio and Santos before the report came that a flat consumption tax of $1c$ a pound would be imposed instead of the duty. This would apply to all coffee in the country, as well as coffee coming here. Mild coffees are a shade firmer. If the tax is imposed by way of a consumption tax, the market will probably lose all it gained.

Canned Fruit—There is a good demand for all the spot lots offering if prices are anywhere near reasonable. Cannerymen are not offering futures with any degree of freedom.

Canned Vegetables—Trading is light at the moment, with lower prices for tomatoes on the spot, and with no interest in futures. The acreage is expected to be very large all over the country. Peas on the spot are offered below quotations. Futures are in demand, with standard early June quoted at $\$1.30$, sifted at $\$1.40$, and extras at $\$1.60$. These prices represent an advance of $30@40c$ over those prevailing last January.

Canned Fish—Future pink salmon on the Coast is quoted at $\$1.60@1.65$, but the trade is more inclined to move cautiously until official opening prices have been named. Spot pinks are quoted at $\$1.75@1.90$, according to holder, but with very little offering at the inside price. Red is held at about $\$2.85$.

Canned Goods as a Whole—The past week has been a quiet one in canned goods, especially in comparison with the recent frenzied activity. In a measure, it is believed that the public has become somewhat satiated in its hoarding, and as the season of fresh vegetables from the South is at hand, there is likely to be a period of inactivity until the consumption overtakes the supply in the hands of consumers themselves. There has been a great deal of discussion as to the demands that will be made upon the canned goods supply in the event of the mobilization of the army, but there will be no way of estimating prices, as the purchasing will undoubtedly be done on a more scientific basis than the recent buying for the navy. Spot supplies can hardly be diminished any further, so that the great rush will come for the new pack, and the rate of absorption of the first offerings will determine whether the gap between spot

prices and futures will be bridged by the reduction of the spot price or the advance of the futures to the present spot levels. In the meantime, the lull has been felt in the price of spots, particularly in tomatoes, which have been sold during the week at less than $\$2$ for standard No. 3s, notwithstanding the fact that at the close of last week they touched $\$2.20$ f. o. b. factory. Pink salmon, which touched the $\$2$ mark for brief instant a while ago, has also weakened, and has been sold as low as $\$1.80$. Peas are offered at resale below current quotations, but futures are firm. There is a demand for fruit but with little offerings.

Dried Fruits—The trade is now awaiting developments. That there will be developments of one kind or another is certain, but just what they will be no one can foretell. There are any number of people who think they can give a fairly accurate estimate of what is likely to happen, but those who are in closest touch with affairs say they are at a loss as to what to predict. The next step, so far as prunes are concerned, is the naming of opening prices by the trust. In fact, until then there is very little chance of anything developing, as buyers are not favorably inclined to dicker with the outsiders until they see what the association will do. That organization claims now to have in hand all the orders it can handle, firm at the opening price. On what that opening price may be depends what the outsiders will do. If, for instance, it is high, or it applies only to orders already booked, it will give the outsiders their chance. On the other hand, if the association finds that it is then able to take more business the association will have to meet the competition. In the meantime there has been a good business in spot prunes, with a demand for export, and prices are firmly maintained. The Peach Growers, Inc., otherwise the peach trust, is looking forward to a big season. They had a successful year the past season and have succeeded in popularizing the peeled peaches, for which the demand has shown a substantial increase, and they hope to do even greater things for the coming season.

Rice—The market is quiet with prices firm, there being no change in the situation in this respect. Supplies are light, as the stocks in the South are being rapidly cleaned up by domestic and export absorption. Assortments are also poor, the arrivals being light.

Corn Syrup—The market is firm at the basis of quotations. The strength of cash corn, coupled with the railroad delay, keeps prices firm, despite the prevailing high range. The demand is good for consuming circles.

Tapioca—There is nothing new to report in this market. The demand keeps up well and distributors are replenishing supplies, spot and nearby. Prices are firm for all grades.

Cheese—The market is steady, with conditions about the same as last week. Prevailing prices in the country are about $1c$ lower than last week's quotations, which effect will be felt by the distributing markets in the near future. New-made cheese is in fair supply, with a light home consumptive demand and

good export trading. Heavier receipts of new-made cheese can be looked for in the immediate future. Old make cheese is very scarce and firm at previous quotations.

Provisions—The market on lard is about $\frac{1}{4}c@1/2c$ higher than last week's quotations, due to a very light supply and a good consumptive demand. The market at present is very firm and higher prices are looked for in the near future. Compound lard is very firm, following an advance of $\frac{1}{4}c$ per pound in tierces and $\frac{1}{2}c$ per pound in tubs. The manufacturers now make $\frac{1}{4}c$ differential in tubs over tierces. Higher prices in compound are looked for, due to further advances in the cottonseed oil market and a good consumptive demand. Smoked meats average about $1c$ a pound higher on the different cuts over last week's quotations, due to a light supply of hogs and a good home demand. The market on dried beef tenders is firm at unchanged quotations, with a light supply and a fair consumptive demand. The market on barreled pork is very firm and in very light supply. There is a fair consumptive demand and continued high prices are looked for in this line. The market on canned meats is very firm at previous quotations, with a light supply and a good consumptive demand.

Salt Fish—The situation shows no change for the week. Mackerel are scarce, quiet and fairly well maintained.

Bankruptcy Proceedings in Western District of Michigan.

Grand Rapids, May 15—The assets of C. A. Dahlquist, bankrupt, Muskegon, consisting of grocery stock and fixtures, were sold this day to Fred D. Vos for $\$1,815$. The sale will be immediately confirmed.

In the matter of George R. Pelton, bankrupt, Muskegon, the first meeting of creditors in this matter has been called for May 25, at which time creditors may appear, prove their claims, elect a trustee, examine the bankrupt and transact such other business as may properly come before the meeting.

In the matter of I. G. Swander, bankrupt, Dighton, a special meeting of creditors has been called for May 22, at which time the trustee's report, showing total receipts of $\$655$ and disbursements of $\$16.44$, leaving a balance on hand of $\$638.56$, will be passed upon; and a first dividend for general creditors will be declared and ordered paid.

In the matter of F. G. Heuman, bankrupt, Traverse City, a special meeting of creditors has been called for May 22, at which time the report of the trustee, showing total receipts of $\$1,393.42$ and disbursements of $\$35.43$ and a balance on hand of $\$1,357.99$ will be passed upon. A first dividend will also be declared and ordered paid.

In the matter of J. Emil Selbert, bankrupt, Sparta, the hearing on the sale of the assets of this estate will be held May 18. An offer for all of the assets free and clear of all liens in the sum of $\$650$ has been received, and an offer of $\$350$ for the assets, except the soda fountain, has also been received. Said assets were appraised at $\$1,463$, including the soda fountain, and the assets, less the soda fountain, were appraised at $\$963.32$. The soda fountain is subject to a title contract of the Hazeltine & Perkins Co. in the sum of $\$470$ and interest.

B. A. Hoxie & Sons, who are engaged in the retail drug trade, have merged their business into a stock company under the same style with an authorized capital stock of $\$8,000$, all of which has been subscribed and paid in in property.

The Dickerson Glue Jointer Co. has engaged in business at 634 Bridge street, with an authorized capital stock of $\$30,000$, of which amount $\$15,550$ has been subscribed and $\$13,750$ paid in in property.

Suggestion to Food and Farm Products Commission.

Petoskey, May 15—Permit me to offer your commission a suggestion which I believe would be of inestimable value of our State and Nation in the present food crisis. If followed out it would put many farmers in shape this year to help themselves another year, which they will not be in shape to do unless they are offered some relief.

As I understand it, your Commission offers aid to those who can get endorsement from a bank or other reliable business institution, but in my judgment such farmers are not the ones who really need the help at the present time. There are thousands of farmers in Northern Michigan who would gladly plant many acres of additional beans and potatoes if they were in shape to secure the seed. They have come recently upon farms and thereby have not been able to establish a credit. If some means could be adapted whereby these men could secure seed, giving, in turn, a contract or lien upon their growing crops, thus enabling them to help themselves and the State, it would do much towards aiding in the increased product of food which we so much desire and the returns for their crop would greatly aid the development and wealth of our State.

It is true that some of these farmers would not make good on such a contract, but it could certainly increase the products which are so badly needed at this time and the burden of those who fail would fall evenly upon our State, where it justly belongs, instead of upon the shoulders of our banks, business firms or other organizations. The large percentage of those who succeeded would far more than make up for the small loss which might be incurred by a few failures.

In making the above suggestion permit me to state that these conclusions were drawn from coming in personal contact with the farmers and merchants of Northern Michigan and in holding conversation with your Commissioner here, who is an excellent man for this position and who could do far more if his hands were not tied as they are in this matter.

I trust that some means may be worked out whereby the seed can be furnished to those who so badly need it, but who are unable to offer security.
John A. Lake.

Six Briefs Filed in the Trading Stamp Case.

Grand Rapids, May 15—We enclose herewith a copy of our final memorandum in the Sperry & Hutchinson case. This makes the fifth brief which it has been necessary for us to file to answer the six briefs filed by the Trading Stamp Company, the Wurzburg Dry Goods Company, etc. Altogether we have prepared and filed one hundred fifty seven pages of brief matter, all of which is now before the Supreme Court in this case. This is in addition to the record of sixty-two pages which we also had printed.

We call your attention especially to the last two paragraphs of the enclosed memorandum.

Wykes, Dilley & Averill.
The two paragraphs above referred to are as follows:

Our responsibility on account of this law is over. We have done our best to present the legal arguments which unqualifiedly sustain the validity of the legislation. It now rests with the court to say whether it will deny the Legislature the right to curtail and restrict the operations of such a parasite upon trade as the Sperry & Hutchinson Company, which has taken its millions from consumers and will continue to do so unless the usual and settled rules applying to the police power and classification thereunder, are applied to legislative enactments regarding it.

It rests with the court to say wheth-

er such an institution shall be permitted to continue in business in spite of legislative prohibition, in spite of the demand throughout the State for protection from the "scheme" which resulted in the legislation in question, and in spite of the emphatic branding of the parasitic "scheme" of respondent by the highest court of the land, as having "ulterior purpose," as "luring to improvidence," as "having deleterious consequences," as "masking something from the common eye," as having "insidious potentialities," as making a "plea to cupidity," as promoting "reckless buying," as "tempting by a promise of a value greater than the article and apparently not represented in its price," as "having the seduction and evil" of lotteries and gaming.

Violets.

Written for the Tradesman.

Where, pray, did you get your blue,
Hidden all the winter through
'Neath the forest's leafy mold
Where you slept when days were cold?

Did you by some mystery
Catch the blue from out the sky,
Wooping spring sun's genial ray
To bring it to you all the way?

Did thy modest flowerlets rare
Fairies fashion in the air,
Lest forgotten they might be
Gave their beauty all to thee?

Whence did come your perfume, too,
From afar, beyond the blue,
Where a very angel's smile
By its sweetness didst beguile?

And your leaf of richest green
By some painter all unseen
Rivaling the grass grown sod?
'Twas nature's artist and nature's God.
Charles A. Heath.

When Gen. Maude entered Bagdad in triumph, he distributed to the inhabitants of that city a wondrous proclamation, urging the people of Bagdad to understand that the British government does not wish to impose upon them alien institutions, that it is the hope of the British government that the aspirations of native philosophers and writers shall be realized, and that the people of Bagdad shall flourish under institutions which are in consonance with their sacred laws and their racial ideals. It even adds that there can be neither peace nor prosperity where there is enmity and misgovernment.

Before attributing failure to a poor location, be sure that the location is a poor one. And when you are sure of that make your plans to change.

Michigan Dealer Made Associate Editor.

Battle Creek, May 15—Charles A. Parker, the well-known wholesale oyster dealer, is the fifth dealer to become an associate editor of the Seafood Journal and a member of the Editorial Advisory Committee. Mr. Parker has had a varied experience in the seafood industry. For the past thirty-nine years he has been connected with it, off and on. He has lived at Sayville and Bayport, Long Island, has shipped from and visited nearly all the oyster beds from Virginia to Rhode Island, was some years ago a broker in sea, lake and shell fish in Rochester and later conducted a wholesale and retail shell oyster house in Syracuse.

As long as you refrain from saying anything you keep the other fellow guessing.

More Money for Grocers

More than 5,000 country weeklies, 350 daily newspapers and fifteen national women's publications carry regularly the following advertisement:

EAT SKINNER'S THE BEST MACARONI



MADE FROM THE HIGHEST GRADE DURUM WHEAT
COOKS IN 12 MINUTES. COOK BOOK FREE
SKINNER MFG. CO. OMAHA, U.S.A.
Largest Macaroni Factory in America

The Skinner Manufacturing Company believes in national advertising, not as a club to reduce the profits to the grocer, but as a means of aiding the grocer to make a better profit.

Genuine macaroni can be made only from Durum Wheat. Macaroni not made from Durum Wheat is a fake. SKINNER'S macaroni is guaranteed to be made from the highest possible quality of Durum Wheat and the Skinner Manufacturing Company will enter into any kind of written guarantee that this is a fact. We know of no macaroni company in the United States that will do this.

The SKINNER line is the only nationally advertised line of macaroni products and because of the fact that they are spending real money to add to the grocers' profit, SKINNER'S PRODUCTS DESERVE THE SPECIAL SUPPORT OF EVERY WHOLESALE AND RETAIL GROCER.

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Without
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Detroit Office:
524 Penobscot Building, Detroit, Mich.



Elevators

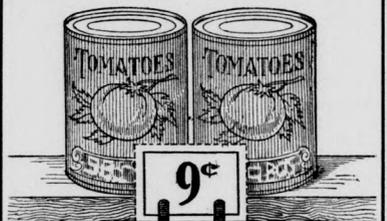
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Sidney Elevator Mfg. Company
Sidney, Ohio

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405-6-7 MURRAY BUILDING

Citz. 7645

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Bell M. 2849

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, May 14—The Erickson Grocery Co. has added a new delivery truck to its delivery system.

Bruce Walker, of the Gamble-Robinson Produce Co., was not the Bruce Walker who accepted a position with the A. H. Eddy food emporium a short time ago. The names being the same, the former has received many enquiries as to his change of vocation. He advised us that he was well advertised in the Tradesman. His many friends did not overlook the item, although the Tradesman was the only paper that mentioned it.

The steamer J. G. McCullough, bound down, attempted to escape the heavy ice by taking the course along the North shore of Lake Superior and in the heavy fog of Thursday went aground at Corbell Point, near Batchewana Bay. A wireless message stated that the steamer was leaking and in danger. The wrecking tug, Favorite, came up from St. Ignace to tow the lighter, Reliance, to the scene of the McCullough's accident. Two other tugs of the Great Lakes Towing and Wrecking Association left to find the steamer Vulcan, which broke her propeller in the ice and is drifting in Whitefish Bay. The LaSalle lost her wheel in the ice and was towed to the Soo. For the first time in the history of the Soo a freighter was unable to plow through the ice at the entrance of the locks.

Fred W. Meene, proprietor, of the Rhinelander Produce Co., of Rhinelander is so impressed with the Soo and its farming community that he has decided to build a creamery on South Ashmun street, near the Cornwell Company cold storage. The location selected is an ideal spot, convenient for the farmers for delivering cream, also near the belt line of the Northern

Michigan Power Co. and a short distance from the boat landings. Mr. Meene became interested in the locality through the Soo Civic and Commercial Association. After an inspection of the surrounding country, he expressed surprise at the possibilities of developing the dairy industry in Chippewa county. Mr. Meene expects to have the creamery in operation the coming fall and has every reason to believe he has made a wise selection.

A move is on foot here to get the Council and Board of Public Works to adopt the plan of oiling the paved streets of the city, instead of sprinkling them.

"Glad to meet you," is what one man usually says when introduced to another—but is he?

We are pleased to note that an improvement is under consideration in mail service between Detroit and the Soo. The Michigan Central officials expect to have a local leave Detroit at about 8 o'clock in the evening, which will take care of the mail and baggage and stop at all points. A faster train will follow the local, making three or four stops at the most important points, arriving at the Straits one half hour behind the local. The G. R. & I. has not matured its plans of the season yet, but it is reported that improvements in the train services are to be made.

"There is no good in arguing with the inevitable. The only argument available with the East wind is to put on your overcoat."

William Kirkbride, wholesale meat dealer of Pickford, has put on his auto truck through the country, picking up stock. It was the first auto to pass through McVillie this spring.

The hustling village of Detour is still on the map, after having passed through one of the most severe winters in many years. There was considerable lumbering and fishing carried on throughout the winter and plenty of work for the male popula-

tion. The merchants are starting with a clean slate this spring.

James McDonald, the popular postmaster and junior member of the mercantile firm of Gates & McDonald, says that he has worked so hard that he finds it necessary to pass up the dancing parties in order to get the much needed rest to put him in shape for the next day's activities. This is going some for Jim, who in previous years was always ready for a dance regardless of the next day's toils.

R. Munro, another of Detour's hustling grocers, has made several improvements in his store and expects a good summer's business.

Tom Watson has been busy this winter building docks and getting ready for the large coal summer business in connection with his grocery business.

Mrs. McGinley, proprietress of the Detour confectionery store, says she has had the best winter's trade in many years, having sold out her entire stock before the opening of navigation.

J. Schup, manager of the W. H. Lewis general store, has spent the winter behind the counter and from present indications he will not be able to get away until about circus time in the Soo, which is about the only entertainment that will get Jacque away from business.

Carl Homberg, who has a monopoly of meat business at Detour, is figuring on making many improvements this summer. He is either going to remodel his present market or build an up-to-date structure, keeping pace with the rapidly growing village. He is a member of the Detour band and a village official, which takes up all of Carl's time. His business career has been a success and bids fair for a promising future.

Charles Simons, of St. Ignace, has purchased the Rankin harness shop and is now ready for business.

William McFee opened an ice cream parlor at the Snows last week. He

will carry a full line of confectionery and soft drinks. Edward Lachance will have charge of the store during the summer.

Cedarville will have a new jeweler in the person of Henry E. Townsend. Mr. Townsend conducted the barber shop at Bon Air last season. He will keep the barber shop in connection with the jewelry and watch repairing business during the summer months.

The famous Arlington Hotel at the Snows is undergoing many improvements among which is an electrical light plant which will be combined with a new pumping water outfit.

William Schoals, well-known lumberman of Johnsonburg, heretofore residing at St. Ignace, expects to move his family to Brimley for the summer.

J. Ladow, representative of Libby McNeill & Libby, was a business visitor here last week.

"Only a fool will pay twice for the same experience."

William G. Tapert.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, May 16—Creamery butter, extras, 38@39c; first 37@37½c; common, 35@36c; dairy, common to choice, 30@37c; dairy common, all kinds, 28@30c.

Cheese—No. 1 new, 25@25½c; choice 24@24½c; old 25@27c.

Eggs—Choice, new laid 34@35c; fancy hennery, 36c; duck 36c.

Poultry (live)—Fowls, 24@27c; Broilers, 40@45c; old cox, 18@20c; ducks, 23@25c.

Beans—Medium, \$10.00; pea, \$10.25 @10.50; Red Kidney, \$8.00@8.50; White Kidney, \$10@11.00; Marrow, \$10.00@10.50.

Potatoes—\$3@3.25 per bu.; New, \$10@10.50 per bbl. Rea & Witzig.

Sprinkle a little salt of economy on the tail of riches and they will not fly away.



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

Barney says—

I was thinking last night of the old days when three of us used to ship all the goods. It's quite different from these days with the big force we have now.

And, By Golly, we ship every order the day it's received, too. That's service.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

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Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

May 16, 1917.

A LESSON IN WASTE.

A ride from Grand Rapids to Kalamazoo over either the G. R. & I. or the Michigan Railway Company lines affords the strongest possible illustration of waste through unnecessary duplication of roadbed and service. At no place on the route are the roads more than a mile apart. They both cater to the same towns and communities and compete for the same passenger and freight traffic. Of course, the bulk of the local patronage—both passenger and freight—goes to the interurban because of its better roadbed, superior cars, greater frequency and regularity of service and immunity from dust and cinders.

For years the Tradesman urged the management of the G. R. & I. to give the people between Grand Rapids and Kalamazoo hourly service by means of some kind of motor cars, either gasoline, kerosene, steam or electric, but the self-sufficient individuals who manage the G. R. & I.—or think they are managing it—turned a deaf ear to all entreaties and ignored the warning notes which found expression from time to time in the columns of this paper. With everything but motor cars already installed and in working order—track, depots, terminals, ticket and freight agents, etc.—the G. R. & I. literally invited competition by refusing to give the people the service to which they were justly entitled. As the natural result of such short sightedness, the value of the G. R. & I. line between two great cities has been greatly depreciated—in fact, practically destroyed—by more modern methods of transportation at the hands of a competing company which spared no expense to give the people the best of everything that could be obtained in transportation facilities and service.

From the standpoint of permanent good to Grand Rapids and the country tributary thereto, it would have been very much better if the new interurban had been constructed along the lines so persistently advocated by Col. William V. Jacobs, who proposed to accomplish the same result by building a line from Grand Rapids to Kalamazoo and Battle Creek about half way between the G. R. & I. and the M. C., thus opening up a country for close settlement not now served by any railway. Such a line would have

created a new era of usefulness and prosperity by stimulating production and travel along entirely new channels, thus creating a new belt of energy and activity in manufacturing, agricultural, mercantile and resort lines. The immediate results to the road would not have been so profitable, because new towns would have to be built up and old ones rejuvenated in order to create a profitable condition; but when this result was once accomplished, the area of activity thus created would be served solely by the interurban, which would thus reap the reward of its own farsightedness and enterprise, instead of dividing the business already built up and enjoyed by a pioneer transportation line in another field. Such a line, constructed in such a way as the Hodenpyl crowd does things, would mean ten times as much to Grand Rapids, Kalamazoo and Battle Creek as the present line of the Michigan Railway Company, created and maintained in a territory already served by a railroad which must some time rise above the poor management with which it has so long been cursed.

COME ONE, COME ALL!

The excitement incident to the war should not preclude a large attendance at the second annual Merchants Congress which will be held in this city June 5, 6 and 7 under the auspices of the Wholesale Dealers of the city. All of the six sessions will be open to any merchant or clerk who will take the trouble to attend. No collection will be taken and no one will be importuned to purchase any goods or commit himself to any policy. The aim will be to make the meeting as helpful as possible to everyone who attends and ample opportunity will be given for enquiry and discussion at the conclusion of each address. The dates selected are adapted to meet the requirements of most Michigan merchants and the Tradesman bespeaks for the Congress the cordial co-operation and liberal attendance of the retail trade.

The statement that the Pennsylvania Railroad is planning to employ women wherever it can, to replace men who are drafted for service, is among the first symptoms of the changed industrial conditions which we shall be forced to face. Even before the war, however, this movement had been under way to an extent which may not be wholly realized. According to our last census figures, one-fourth of all the women over sixteen years of age are now gainfully employed: this contrasts with one out of every five in 1890. The actual numbers have increased from three and a half million to seven and a half million. Even more striking than these totals is the increase in employment of married women. In 1890 there were half a million, or 4 per cent.; now there are nearly two millions, or 10 per cent. What these figures will be at the end of the war, it is impossible to foretell; but they will doubtless be very much larger. The modern conception of marriage as a partnership between equals will certainly receive an immense stimulus.

AMERICA'S FOOD DICTATOR.

America has gone abroad and delved into the unknown realm of British business to discover one of her own most resourceful citizens and beg him to dictate how America shall feed herself and the rest of the civilized world.

Unknown to his countrymen a few months ago, Herbert Clark Hoover—almost half of whose life and virtually all of whose business career has been spent in foreign lands—has suddenly emerged as "the Man of the Hour" and the key to winning the world's international struggle. Naturally people are asking: "Who is he?"

Mr. Hoover's record proclaims him a man of large capacity and since his return to his native land, his utterances have impressed business men with his breadth of appreciation. Out of confusion and vacillation his word seems to speak with reassurance, and if he assumes the immense imperialistic duties of American Food Dictator, the food trades, at least, will have a large measure of confidence that the task will be well directed.

Herbert Clark Hoover was born in Iowa 43 years ago, graduated from Leland Stanford University Mining School when just turned 21 years of age and found his first employment with the United States Geological Survey in the Sierra Nevada range. Later he was assistant manager of the Morning Star mines in California and the Carlisle mines in New Mexico. Three years later he became consulting engineer to certain large British mining interests and represented them in Australia as chief engineer. In 1899 he became chief engineer of the Chinese Imperial Bureau of Mines, personally assisted in the defense of Tientsin during the Boxer troubles and later supervised large mining and civil engineering operations in China.

For the past seventeen years, Mr. Hoover's life has been spent in London in connection with the management of mining and petroleum enterprises, generally as a director or supervising engineer and greatly esteemed as a financial adviser. It was he who took personal control of the Whittaker Wright mining wrecks and made them prosperous properties. It has been said that the outbreak of the war found him the head of enterprises which employed over 125,000 workers.

When the sudden opening of the war left thousands of Americans stranded in foreign lands, especially centering their hopes on England, it was Mr. Hoover who came to their relief, financing their needs from his private fortune with no stronger indorsement than proof of American citizenship. His generosity and service marked him as the one man to whom Ambassador Page should logically turn when Americans undertook to feed 7,000,000 starving Belgians, and how he did the task is world knowledge to-day.

Manifestly Mr. Hoover is an organizer, familiar with business fundamentals and economic processes. He may have had little experience with the management of the grocery busi-

ness, but he knows the broader principles of human economy and efficiency which are adaptable to any and all businesses. Leadership is born in men, knowledge may be acquired, but genius is the joint product of both. Mr. Hoover as an American asset is literally the proverbial bread cast upon the water, returned after many days—and welcomed by grateful countrymen, even though they have not known him before.

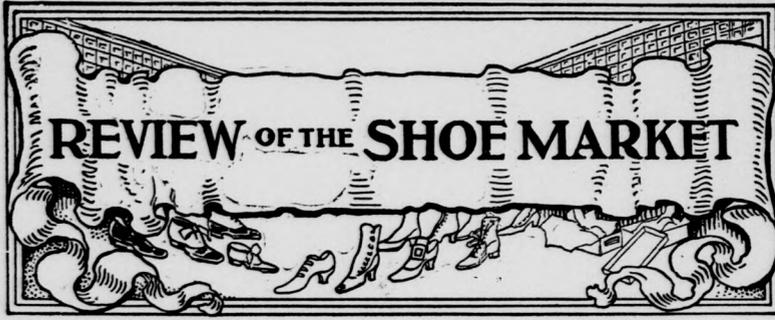
JUST PLAIN TREASON.

The cheap agitators who "farm the farmers"—men who masquerade as friends of the farmers under the cloak of grange officers, farm journal publishers and buying syndicate managers, continue to preach treason to the Republic by advising farmers not to increase their crop acreage unless the Government agrees to establish a minimum price for their products. They will not bind themselves to sell the output of their farms at the minimum price. They want the Government to agree to pay \$6 per bushel for beans, so if they cannot obtain \$8 or \$10 per bushel from private buyers they can dump their crops on the Government at the \$6 price. Plenty of buyers stand ready to contract for beans on the \$6 basis, but the crafty farmers who listen to the siren voices of their unpatriotic leaders are not satisfied to make a square deal and stand by it like business men do. They want the Government to hold the bag in a period of stress like the present, thus writing themselves down as traitors to the Republic because they refuse to do their part to win the life struggle of humanity and civilization against barbarism and autocracy.

Long prison sentences as punishment for the leaders in this nefarious movement would be a wholesome lesson for the farmers of this country.

Just now it is fashionable to criticize the wastefulness of our housekeepers. We exhort them to be more saving; we send them pamphlets, and shame them with cartoons. Assistant-Secretary Vrooman says that they waste \$700,000,000 annually. This enormous sum amounts to less than 2 cents per day per person— $\frac{2}{3}$ of a cent a meal. That's not so bad. We cannot but wonder how many of our efficiency experts could do as well. This assumed masculine superiority is receiving many jolts these days. The mere fact that most men can measure their value in terms of money makes them take on all kinds of airs. Now, as a matter of fact, this makes all their calculations simplicity itself compared with the housewife's. Does it pay? A little figuring will quickly answer many questions. But the housewife's only standard is the happiness and health of her family. How can such subtle values be reduced to money terms? is her problem. This requires real thinking and brains. We suspect that a truly impartial judge—if any could be found on such a matter—would award the palm to the housewives with but little hesitation.

Women have such a good time talking because they have so little to say that they do not care how they say it.



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

The Day of Better Merchandise and Service.

Written for the Tradesman.

We have heard much during the last few years—especially since the outbreak of the great war—concerning the increasing prices of pretty much everything under the sun that people must buy and use. People of a statistical bent have dug deep into the figures, showing precisely how much more we are paying now than formerly for this, that, or the other commodity. And in the greater part of what one hears and reads on this universally popular topic of the day, the inference is easily to be drawn—if, indeed, the charge is not flatly made—that such increase is uncalled for—i. e. unjustifiable—unreasonable, and little short of criminal. In discussing this subject ordinarily sober and level-headed people seem prone to lapse into jeremiads and give utterance to turbulent and ridiculous sentiments.

That there has been a striking advance in the cost of living; that the prices of merchandise of all kinds have greatly increased during the last few years—is a fact that no one denies; but it is equally true that people nowadays are getting better merchandise and enjoying better store service than they did in those low-priced days of treasured memories. Unfortunately, so many people seem not to realize this fact; and losing sight of it in their discussion of a present-day price situation, they miss a point essential alike to cogency and fairness.

Consumers to-day are getting more dependable merchandise, than formerly; also the poorest and humblest shoppers are enjoying better shopping facilities than formerly. The accommodations at the call of the smallest customer are beyond the calculations of only a few years ago. The advantages are both numerous and substantial, and the people take them as matters of course. Shoppers of to-day would not be satisfied with either the merchandise or the comparatively limited store service of other days. On every hand may be seen large improvements in the commercial world—improvements of a most substantial character, making for betterments that directly concern the masses of our people, in other words, consumers.

The use of better raw materials in manufacture, the development and improvement in processes of production, and the multiplication of shopping facilities—all this means a large

er service for the people; but let us not forget that every point and step of these improvements calls for an expenditure of money. And the consumer pays—yes, but isn't it right that the consumer pay inasmuch as the consumer also demands? Among the merchandisers of each line in every town and city, there are ambitious and resourceful leaders who set the pace, and teach the people of their communities to appreciate and require the better wares and the better service-features; and then, when the public's taste has been thus cultivated, other dealers must fall in line with the general improvement-tendency, or lose out completely. To probe into this situation with a view to fixing responsibility so-called, is a purely academic procedure. As a matter of fact we are brought face to face with the law of progress. The force back of it is bi-polar in nature. There is demand on the part of the people and there is response on the part of those who serve the people.

In some lines, it is true, the advance in price since the outbreak of the world-war has been phenomenal; i. e. out of all proportion to the natural increment under the law of progress. This is especially true of food products, shoes and leather goods, and articles made from so-called war metals. But let us not lose sight of the very significant fact that price-trend was upward for several years prior to the memorable date in August, 1914. Frank Fenwick.

Activities in Michigan Cities.

Written for the Tradesman.

Battle Creek has let the contract for its first public comfort station, to be located in McCamly park. It will cost \$3,800.

The Ishpeming Advancement Association bought 300 bushels of seed potatoes at \$3 a bushel, which are being distributed at cost to people of that city and vicinity.

Francis Moreau has been advanced to the position of Secretary and manager of the Manistique Chamber of Commerce.

J. W. Potter has donated twenty-seven additional acres to Potter park, at Lansing, which increases the acreage to eighty-four and makes it possible to open a drive through to Michigan avenue.

Lansing and a number of other



Here's Your Chance
 Under the market—two of them
 Real bargains that won't last long—surely



No. 6455—Woman's White KID Pump, Turn Sole, Louis Heel, worth on today's market \$4.50. Our price while they last is \$2.50
 A-B-C wide

No. 6951—Same. White KID Pump Flexible McKay, Louis Heel, worth on today's market \$3.50. Our price while they last is \$2.25
 B and C wide

Snappy, Clean

and just the thing now

Whites are IT

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

No Value Equal to

this line is offered you to-day
 at anywhere near the price



936—Men's Gun Metal Calf, G. W. NEOLIN Out Sole, Last 29, Tip Button \$3.00

935—Men's Blucher, same as 936, NEOLIN Out Sole 3.00

The same shoes except with leather out-sole are found in our numbers.

960—Leather Sole and Heel, Button \$3.25

979—Leather Sole and Heel, Blucher 3.25

If you are not handling these numbers you should stock them at once.

They give splendid service and will win instant favor in your community.

Herold-Bertsch Shoe Co.

Manufacturers of Serviceable Footwear

GRAND RAPIDS, MICH.

cities in Michigan have taken action prohibiting the use of fireworks until the war is over.

Pontias has 200 acres of vacant lots available for gardening purposes this season with indications that most of this land will be under cultivation.

Clocks at Negaunee and Ishpeming have been set ahead one hour, the change of time to extend from May 1 to Nov. 1, the purpose being to enable the people to plant gardens and raise a larger amount of food stuffs than ever before.

Menominee has raised the pay of its firemen \$5 a month and has dropped the present system of one head for the police and fire departments.

Saginaw is active in the food preparedness campaign and has ordered a second carload of seed potatoes. It has appropriated \$500 to buy garden seed at lowest wholesale prices, which will, in turn, be sold at actual cost.

Battle Creek has plans to open a city market this season on grounds at the corner of Jackson and McCamly streets.

Population at Jackson prison has passed the 1100 mark, which is a record-breaker at this State institution.

Otsego will install boulevard lights in the business section.

The Reliance Picture Frame Co., of Chicago, will locate a branch factory at Hartford, occupying the buildings of the Hartford Manufacturing Co.

The meeting of the Osceola County Board of Trade at Marion has been postponed to Tuesday, May 15, because of bad roads.

Business men and manufacturers of Muskegon Heights are asking the City Council for better fire protection.

Almond Griffen.

Canners to Confine Pack to Perishable Goods Only.

The disposition of canners and other food trade factors to co-operate with the Government in any and all measures to conserve the food supply was emphasized at a meeting in Chicago last Thursday. The meeting was called for the specific purpose of

considering the recent Government request that canners refrain from packing anything but the strict perishables this fall in order that the scanty stock of cans be used to pack the largest possible amount of food.

The formal letter sent by the Federal authorities to canners was read, as was that of the American Can Company regarding the same. The discussion that followed brought out clearly the feeling that compliance with the request is a patriotic duty; if it was not so regarded it would be in order to make the "request" an order as soon as the conscription act is passed.

The matter of contract obligations as an obstacle to compliance with the request was discussed, but the jobbers' representatives agreed to see to it that no canner be held to fulfillment of his contract so far as compliance with the Government request made it impossible. The representatives of the can companies assured the canners that, in their opinion, tin plate will be easier after June 1, owing to the operation of embargoes and the normal decrease in demand, so that they could then take care of all the needs of the packers of secondary products—as baked beans, soups, macaroni, sauerkraut, etc.—although they could not guarantee such representations.

No formal vote was taken binding upon packers present, but it was deemed sufficient to leave the matter to each canner to do as he chose, confident that the patriotic course would govern the trade generally without further binding action.

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

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

IT IS UP TO YOU

to move forward or slip back

Towns Do Not Stand Still

Towns organized

The WAGNER Way

grow steadily and substantially

Consult



455 Equity Bldg.
Detroit

Chamber of Commerce
Grand Haven, Mich.



An Ideal Farm Work Shoe

8329 Chocolate—8336 Black

Kangaroo Calf
Chocolate or Black—Blucher
with Bellows Tongue

This shoe spells
S E R V I C E

Price \$2.75



Rindge, Kalmbach, Logie Co.
Grand Rapids, Mich.



New Novelty Footwear



Now being shown
in high grade
shoe stores

In stock for
immediate
delivery

- No. 7589—Women's silver grey Blumenthal Kid Vamp and Fox, square throat, 9 inch plain cloth top, Polish, covered 2 1-16 inch heel, S. S. McKay, Imitation, turn, thin edge, 3 1/2-7 B, 3 1/2-7 C, 3-7 D. Cincinnati make \$6.00
- No. 7584—Same as above, Ivory colored 3 1/2-7 B, 3 1/2-7 C, 3-7 D. 6.00
- No. 7592—Style as above, but of all Blumenthal White Washable Kid, A 3 1/2-7, B 3 1/2-7, C 3 1/2-7..... 7.00

HIRTH-KRAUSE COMPANY

Shoe Manufacturers and
Jobbers

Grand Rapids, Michigan



All Should Be Prepared for the Liberty Loan.

It is encouraging to witness the real patriotism and fine loyalty of most of the people of the United States. Michigan is especially blessed in this respect. These qualities are displayed not only in the response to the call of arms. It is seen in the returns for the Red Cross work, the humane and merciful side of terrible war. Every true American desires to do his share. We cannot all participate in the military preparations and equipment, neither can all of us go to the front. Those who are compelled to remain at home can, however, render fully as patriotic service as those who go to the front to meet the enemy by making it possible for those who are placing their lives at the disposal of the country to receive the supplies and ammunition, food, clothing and a thousand other things necessary to successfully conduct the great war into which for the cause of humanity we have plunged. Large numbers of us can aid in the raising of food. All of us through the elimination of waste can join the service through its conservation. There is still another function as highly important, if not more important, than any yet mentioned—the raising of the sinews of war. The \$5,000,000,000 Liberty Loan of the United States Government affords a means by which all can "do their bit." Such a loan means something to every man, woman and child in the United States. No one need feel his means are too small. As a citizen and a wage earner he is an asset of great value and the raising of billions requires the capitalization of these assets. Frank A. Vanderlip clearly stated the case when he said: "If there is anyone thing this country needs next to patriotism at this moment, it is an understanding of the economic fact that funds to finance this war have got to come from current savings. Savings of the past have been invested. It is the savings of from to-day on which are going to supply the funds for the war and the lesson of thrift is the greatest lesson we have to learn."

The statement, wholly true, must not be misunderstood. It does not mean that the savings of the citizen and wage earner are to be confiscated or lost to the owner. It means that they are to be loaned to the Government on the safest security known to finance—United States bonds—the Government paying fair interest for the use of the money. Every dollar of savings thus invested means a personal contribution to the cause of universal liberty and, above all, to the preservation of the most glorious country which exists on God's

footstool. The small wage earner will be surprised at what capital he and others of similar resources represent upon consulting a bank. By mortgaging his savings now he will not only help to save the democracy of the world, but after a short time will have the satisfaction of being 'the possessor of one of the world's gilt edged securities. a United States Government bond.

The initial offering of the "Liberty Loan of 1917" will be \$2,000,000,000. The bonds will bear interest at the rate of 3½ per cent. and will be dated July 1, 1917, with interest payable semi-annually, January 1 and July 1.

Subscriptions can now be made and will be received, according to the Secretary of the Treasury up to June 15. It is probable the maturities will be 30, 40 and 50 years. According to the act authorizing this loan, these bonds will be convertible into bonds bearing a higher rate of interest than 3½ per cent. if any subsequent issue of bonds shall bear a higher rate of interest before the termination of the war between the United States and Germany. The denomination of the negotiable coupon Liberty Loan bonds will be \$50, \$100, \$500 and \$1,000. There should be huge subscriptions to this loan. Large institutions are, in many instances, arranging to provide funds to enable their employes to purchase these bonds, these funds to be paid back periodically. This is not only good patriotism, but is good business, because it will produce individual thrift and teach these employes the savings habit and inspire a feeling of individual responsibility which cannot fail to make men better citizens and steadier workmen. Every employer of labor should pursue the same course when possible and all should urge their employes to purchase these bonds, if they have the money, and if they have not, to economize and save until they have. It has been stated that to popu-

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**

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



CAMPAU SQUARE

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

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

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

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

The 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

larize the loan still further the denominations may include some as low as \$20. It may also be stated that these bonds will be exempt from all taxes except inheritance tax.

While every effort will be made by the Treasury officials to prevent these new demands for funds from exercising a distributing influence on the general money situation, it is unreasonable to expect they can be arranged without substantial strain. This has naturally caused a greater degree of caution upon the part of money lenders. One wholesome probable effect will be a shutting off of speculation, both in securities and grain, and no greater service could be rendered to the country at this time than to bring about that result. The low denomination of the bonds will pull money from savings banks.

While thrift in its broadest and widest sense must be the watchword of every American, let it be supported by courage and common sense and untainted by fear. There is no real reason why the great business of this country should not be carried on upon lines which nearly approach the normal. If every one will realize the extent of our resources and the value of our individual calmness and industry, there will be no hysteria and little or no suffering in our land. It has been necessary, in order to awaken the people, to place the facts before them in somewhat startling terms. While this has succeeded, it has also had the effect of creating a sort of panic among the timid and uninformed. There is no danger of over-production of anything and the manufacturing enterprises will be working to nearly full capacity. Common decency, common sense and patriotism is directing the purchases of war supplies and citizens of the country will be relieved of the burden of paying through taxation exorbitant profits. Men will not get rich quite so fast, but there will be much more honesty to the wealth that is acquired.

In the meantime general business, however, is marking time, awaiting the final decision of Congress on war taxation. When the army bill is disposed of it should become clear in a short time upon what and whom the heaviest taxation is to fall. Then adjustments can be made and business proceed with some degree of certainty as to the future. In the meantime, as was said before, let calmness rule and fear be eliminated. There is a God's plenty for us all if we will only go about getting it in the right way. There should also be taken into consideration the fact that there is really nothing tangible in sight to indicate an early termination of the war. Much as we desire it,

Germany is not whipped yet and is not likely to be until the submarine problem is solved. There are many ifs in the way before the war can be ended. The Russian situation is critical and a separate peace with Germany would throw open an avenue of food supply to Germany and release a million and a half of men to fight the Allies on the Western front. Therefore, as John Moody says, corporations, railroads or industrial, should lay in supplies and book orders on the theory that the end of the war is not in sight. This should also influence the course of banks and trust companies, as well as the investor. They should take a chance on the theory that the war will outlast the present year. In spite of the disappointment over the condition of winter wheat there is nothing in the present crop situation to cause great discouragement. It must be remembered that it is the total of our farm products that determines the crop production and not the amount of any one crop. The apparent wheat shortage is partly offset by the large indicated rye crop and by the excellent condition of hay, to say nothing of the large spring wheat plowing.

One banker suggested that the wealthy class would probably take advantage of the exempt features of the Liberty Loan and switch its investments from taxable securities. The fallacy of this argument is apparent from an analysis of the situation. Under the proposed income tax a man with an income of \$100,000 would be required to pay a tax of \$14,220. If his investment, say, of \$2,000,000 is now in a security yielding him 5 per cent, he would be in receipt of a net income, after deducting the \$14,220 tax, of \$85,780, whereas an investment of \$2,000,000 in bonds would only net him \$70,000, a net loss in income of \$15,780. Paul Leake.



THE BANK WHERE YOU FEEL AT HOME
GRAND RAPIDS SAVINGS BANK
 WE WILL APPRECIATE YOUR ACCOUNT
 TRY US!

LIVE WIRE COLLECTION SERVICE

No collection, no charge
 We begin where others leave off
 We work just as hard on claims of \$1.50 as we do on larger claims
 Prompt Reports and Remittances

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DETROIT

Fourth National Bank

United States Depository

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Per Cent Interest Paid on Savings Deposits
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WM. H. ANDERSON, President
 J. CLINTON BISHOP, Cashier

LAVANT Z. CAUKIN, Vice President
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 Of America offers
OLD LINE INSURANCE AT LOWEST NET COST
What are you worth to your family? Let us protect you for that sum.
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A "Trust Agreement" for the Living

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

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

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Saginaw Valley Trust Company

SAGINAW, MICHIGAN
 109 S. Jefferson Ave. Both Telephones No. 188

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OLD
 NATIONAL
 BANK

GRAND RAPIDS, MICH.
 177 MONROE AVE.

Complete Banking Service

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

Our 3½ Per Cent

SAVINGS CERTIFICATES ARE A DESIRABLE INVESTMENT

National Retail Grocers Convention at Toledo.

The official programme for the Twentieth Annual Convention of the National Association of Retail Grocers of the United States has just been issued by Secretary John J. Ryan. The convention will be held at Toledo, at the Terminal Auditorium, on May 21-24, and will be in accordance with the following programme:

- Monday Morning, May 21.
- 10—Convention called to order by J. A. Ulmer, chairman Convention Committee.
- 10:10—Invocation by Rev. Ernest Bourner Allen.
- 10:15—Address, "Welcome to Toledo," by Hon. Chas. Milroy, Mayor of Toledo.
- 10:30—Response to Mayor's welcome, by Sol. Westerfeld, Chicago, Vice-President National Association of Retail Grocers.
- 10:40—Address of Welcome, by Irving E. Macomber, President Chamber of Commerce.
- 10:55—Response to Chamber of Commerce welcome, by Walter Horn, Chicago.
- 11:05—Address, "Welcome on Behalf of Toledo Retail Grocers' Association," by Wm. Post, President.
- 11:20—Response to Toledo Retail Grocers' Association welcome, by H. A. Spinney, Boston, Mass.
- 11:30—Address, "Welcome to Ohio," John Devenne, President Ohio Retail Grocers and Meat Dealers' Association.
- 11:45—Response to Ohio's welcome, by F. B. Connolly, Past President, San Francisco, Cal.
- 11:55—Introduction of National President, J. H. Schaefer, Davenport, Iowa.
- 12:05—Introduction of National officers and past presidents.
- 12:10—Annual address, J. H. Schaefer, National President.
- Afternoon Session.
- 2—Appointment of committee. Rules and order of business. Committee on credentials. Auditing committee.
- 2:05—Annual report of the Secretary, John J. Ryan, St. Paul, Minn.
- 2:25—Annual report of the Treasurer, Wm. Jeffrey, Hornell, N. Y.
- 2:35—Annual report of the committee on trade relations, John A. Cunningham, Dubuque, Iowa.
- 3—Annual report of committee on ways and means, D. W. McGregor, chairman, Boston, Mass.
- 3:10—Annual report of committee on legislation, John Brayshaw, Jr., chairman, Washington, D. C.
- 3:25—State reports.
- Reading of written reports by State presidents of the progress made by the Association in their respective states during the past twelve months. Ten minutes only allowed each state report. Copy to be filed with the Secretary of the convention.
- Evening Doings.
- 6—Asparagus Club banquet.
- 9—Reception and ball tendered to the National officers, delegates and their ladies by the Retail Grocers and Butchers' Association of Toledo. Terminal Auditorium.
- Second Day—Tuesday Morning, May 22, 1917.
- 8—Breakfast for visiting secretaries.
- 10—Convention called to order. Continuation of State reports.
- 11—Appointment of committee on resolutions.
- 11:10—Address, "Relative to Hope, Happiness and Peace," by W. B. McIntyre, Davenport, Iowa.
- 11:40—Report of auditing committee.
- 11:50—Report of credentials committee (partial).
- 12—Recess for luncheon.
- Ladies' entertainment, 10:30. Automobile sight seeing trip for the ladies and luncheon at the women's building.
- Afternoon Session.
- 2—Continuation of State presidents' reports.

- 2:30—Address, W. F. Fiske, educational director, National Wholesale Grocers' Association, New York.
- 2:50—Address, "How to Obtain More Revenue for the National," by John A. Green, ex-Secretary, Cleveland, Ohio.
- 3:10—Address, "Economies of Business," C. F. Kurtz, Field Secretary, Extension Department, State University of Iowa.
- 3:30—Address, Leon H. Hattenbach, chairman, bulletin committee, Denver, Colorado.
- 3:50—Adjournment for the day.
- 8—Annual convention banquet, Terminal Auditorium.
- Third Day—Wednesday Morning, May 23.
- 10—Convention called to order.
- 10:05—Address, Frank R. Seelye, President National Coffee Roasters' Association, Chicago, Ill.
- 10:30—Address, Theo. F. Whitmarsh, President National Wholesale Grocers' Association, New York.
- 10:55—Address, Wm. L. Sweet, President American Specialty Manufacturers' Association, Providence, R. I.
- 11:20—Address, C. L. Russ, President National Secretaries Association, Hot Springs, Ark.
- 11:40—Address, John S. Taylor, Secretary National Secretaries' Association, Minneapolis, Minn.
- 12—Nomination for officers, signed by five accredited delegates, must be filed with and read by the Secretary at 12 o'clock noon. Withdrawals and additional nominations may then be made, after which the nominations shall be closed and the Secretary immediately prepare the ballot to be printed.
- 12:10—Report of Committee on Resolutions.
- 1—Adjournment for the day. Entertainment Features.
- 10:30—Automobile ride for the ladies and luncheon at the Toledo Scales Works.
- 1:30—Automobile ride, sight seeing for the officers, delegates and visitors. Will visit the Toledo Scales Co. and other points of interest, including a ride around the Maumee Belt and a visit to Fort Meigs.
- Wednesday Evening—A smoker, lunch and show at the Terminal Auditorium for the gentlemen. A theater party and luncheon for the ladies.
- Fourth Day, Thursday Morning, May 24, 1917.
- 10—Convention called to order.
- 10:05—Final report of Committee on Credentials.
- 10:15—Final report of Committee on Resolutions.
- 11—Unfinished business.
- 11:15—Annual election of officers for the ensuing year.
- 11:30—Selection of next convention city.
- 11:45—Good and welfare of the Association.
- 11:50—Introduction of new officers.
- 12:15—Adjournment sine die.

Every officeholder has his trials—and some have their convictions.

OFFICE OUTFITTERS LOOSE LEAF SPECIALISTS

The Tisch-Hine Co.

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

We Specialize In Automobile Industrial Public Utility SECURITIES

THURMAN-GEISTERT & CO.
formerly ALLEN G. THURMAN & CO.

Michigan Trust Bldg. & G. R. Savings Bank Bldg.
Grand Rapids, Michigan
Citz. 4480 Bell M. 4900-01

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.

Protecting Your Children

There is no finer example of the influence of civilization than the far-reaching laws enacted by our State and Nation for the protection of your family after you have left them. The State has done its best, through stringent laws and frequent examination, to make this institution your safest executor or trustee. And where law stops, honor begins.

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

THE MICHIGAN TRUST CO. OF GRAND RAPIDS

Audits made of books of municipalities, corporations, firms and individuals.

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.

Merchants Congress

Grand Rapids, Michigan

Tuesday, Wednesday and Thursday, June 5-6-7, 1917

Again the Wholesalers of Grand Rapids have planned a Merchants Congress.

The success of the Congress held in the month of June in 1916 was so pronounced that it had hardly more than finished when plans were commenced for 1917. From every part of the territory served by Grand Rapids have come letters of commendation from dealers who were in attendance last year.

In presenting the program for this year, the Grand Rapids Wholesalers are confident that they have been able to arrange for the presentation of topics of vital interest and importance to every merchant. These topics will be discussed by men secured from different parts of the country who are each of them experts in their own lines and who will be able to give splendid suggestions regarding improvements in merchandising conditions. Every phase of merchandising will be covered and every one of the meetings can not help but be interesting and instructive.

This is an Invitation to the Merchants of Michigan

to take advantage of this Congress. We hope you will report for the first meeting and stay through the entire program.

Three afternoon and three evening sessions are planned, leaving the mornings free.

Look for the detailed program which will be published in the Tradesman in early issues.

Come prepared to take part and in taking part secure for yourself the largest possible returns.

Remember the dates, June 5-6-7. All sessions held in Pantlind Hotel.

Wholesale Department
Grand Rapids Association of Commerce



Effect of the War on Linen Goods.

America's participation in the war will have, it is considered, little effect on the linen goods market. Our own aviators will use cotton, simply because they cannot get linen, and one may turn out as serviceable as the other in our field of operations. Government may come into the market for linen cloth, but stocks on hand are of small value. Special arrangements will have to be made with the British government before we can acquire large amounts of such goods, and in so far as the attitude of our Government in relation to that matter is concerned, why, the feeling in the trade is that it won't pay the linen cloth price, anyhow, and will confine the wing business to cotton goods of the proper weight and quality.

The British government has been placing orders at Belfast for linen mattress cloth, which will absorb a large amount of yardage, and our own country may find it necessary to make efforts in the same direction before the close of this year.

The scarcity of the finer grades in Irish flax supply is becoming more and more marked, and the time may not be far away when there will be no sheer linen cloth at all. Fine Belgian flax is no longer to be had, and the greater part of Irish fine stock is going into aeroplane cloth for the British government—so the fine grade linens may now be classed among life's luxuries, with medium and low qualities promising the means for general trade purposes.

Russian flax is unusually strong and Russian mills are buying eagerly. The flax is not of high grade and the color is poor, but it is sold as soon as offered, and the seller can get any reasonable price. The importations of flax into Belfast for the first ten weeks of 1917 compare favorably with the similar period of 1914, which was before the war, and are considerably larger than corresponding figures for 1915 and 1916. There is still talk, however, of the scarcity of Russian flax.

Although some importers are loth to acknowledge it, trade in the linen district would easily stand a stimulus of more active buying and also an enlargement of the size of day-to-day purchases from their stock. Apart from some filling-in business is mostly for late delivery. Table damasks are scarce, of the all-linen variety, and cottons are in good demand in their place. Concerning dress linens the plain colored handkerchief linens are largely in demand (and scarce). Sheer cambrics for waists, in white and colors. Reports from Belfast mention union (linen-and-cotton)

linens for costumes as the flaxen cloth becomes more and more a scarce commodity.—Dry Goods.

Cease Talking at the Right Time.

Manufacturers, jobbers and retailers spend most generously in advertising their wares, especially fabrics, and often their best efforts may be rendered null and void by some inexperienced or, unfortunately, well seasoned fashion writer on said publications. These people, being generally uninformed regarding fabrics, do not realize what harm may be done by talking too much of certain styles or goods, doing the wrong kind of talking or not talking at all.

The question naturally arises, Why accept a firm's advertising and then begin pounding it by directly or indirectly talking against the fabrics mentioned therein? This is done so often when people do not know when to cease talking or how to talk (or write) intelligently so as to aid the advertiser. Any firm spending their good money in a trades paper expects to have co-operation with the people running the paper. Usually the impression is given that aid will be extended and it is only fair to extend it cheerfully and freely.

Overtalking is responsible for a lot of the trouble in this world and most of it is done through ignorance or carelessness, not ill nature, but that is not a business proposition. If a man spends his money with you it is only just to avoid knocking him. If you take the advertisement and money the paper should not give with the space a series of knockings. When the talking machine gets to work it should be remembered that its words carry weight from the credit of the publication, thus backing the writing by inserting it. As a rule, it needs more cleverness to stop writing or talking on a subject just at the right point than to keep on indefinitely. Sometimes even a pause means much; more when written and subject means losing or making money for the advertiser.

If a paper allows knocking after accepting the money it will soon not have many advertisers to knock. The merchant of to-day can not afford to concentrate on one or a few fabrics; there are too many purses, tastes and occasions to gratify and variety gives the buyer or consumer a wide choice. The wholesaler and the retailer have found that variety in fabrics will keep their sales moving when otherwise they would be exceedingly dull.

The day has gone by when a limited stock attracts people; they need variety and change to produce any sales, and sales are what both retailer and

wholesaler are after. Both classes advertise in order to obtain business and they only go where they think they will be helped in obtaining it. Well placed advertising is the greatest help a business man can have, but it must be accomplished by active co-operation; advertisements, editorial matter, circulation, all must work together and one or a variety of fabrics may be pushed to success and continued big sales.

While the fancy for all novelties in fabrics is on it is the time to give the world varieties and novelties. They are smart, timely, very much wanted and form the "best sellers." In cotton novelties we have wonderfully improved in designs, textures and finish and the United States manufacturers deserve a big medal for all they have done during the past two years. The shoppers voice their appreciation in every store; they are clever enough to see the improvement and generous enough to say so.

Man's sojourn on earth is one continuous round of temptation.

Eagle Cordonnet



P. F. C.
Crochet
Cotton

The best made,
for all purposes

Ask Your Jobber

Guaranteed Prices on Good Goods

When you buy goods from "OUR DRUMMER" catalogue you don't have to wait until the bill comes in before you know what you have to pay. You know it when you place the order. This is because the prices you see in this catalogue are guaranteed for the time the catalogue is in force. This keeps them secure and stable and unaffected by market rises. If you are a merchant and want a copy of this catalogue you may have one upon application.

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago
St. Louis Minneapolis
Dallas

WILSNAP FASHION'S FASTENER



Nos. 000-00-0

Cut above shows actual sizes
of Fasteners

The Wilsnap finish and card spell "Quality." That's why women buy Wilsnaps, and actual use proves Wilsnaps to be every bit as good as they look. That's why women come back to the stores for more Wilsnaps.

We recommend Wilsnaps to our trade. All sizes in both colors always in stock.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

GRAND RAPIDS

:::

MICHIGAN

We guarantee sales to you--- satisfaction guaranteed your customers

There's a double money-back guarantee behind each pair of

President Suspenders for comfort

It will profit you—in dollars—to supply the demand created by President's nation-wide advertising. Every sale turned away is so much trade lost. There is no way you can lose by keeping a full line of Presidents. We guarantee satisfaction to your customers. We guarantee sales to you. It's more than a "fair play" proposition—it's an absolute money back guarantee in both cases.

We will continue to maintain President's supremacy as the best advertised suspender on the market

The single page President advertisement to appear in the Saturday Evening Post will be seen by 8,000,000 readers. This is only one of a series to run in the Post, and the other leading magazines all during the year.

Presidents—for comfort, and for great service—are the best advertised suspenders sold today—the only suspenders asked for by name.

If you are interested in profits and ready-made sales, concentrate your efforts on Presidents. You've got nothing to lose, but everything to win—satisfied customers, repeat sales and a constant, liberal profit.



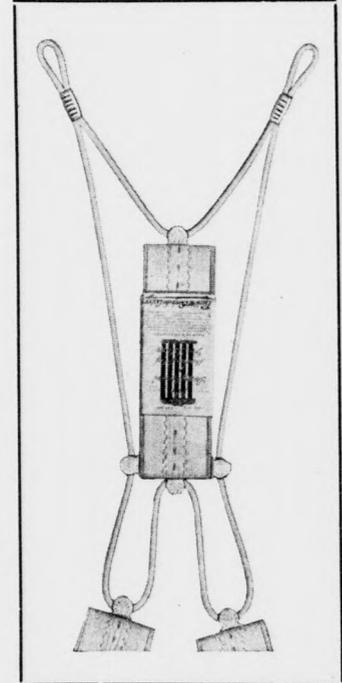
Ask Your Jobber

to show you not only Presidents but also our complete line of suspenders to satisfy every preference.

Give him an order for all weights, widths and lengths, and ask for the new President Counter Display Carton—a great help to more sales.

President Suspender Company

Shirley, Mass.



Make Your Customer a Customer for Life

When a man says to you, "I want a pair of suspenders," reach for a box of PRESIDENTS and proceed thus: "The reason why hundreds of thousands of PRESIDENT suspenders are worn, is because they are so comfortable, and serviceable—so kind to the shoulders, and the pocketbook. There's a guarantee tag—and point to the tag) on each pair. If these suspenders do not satisfy you—absolutely—in every respect—just mail them back to the President Suspender Company, Shirley, Mass., and they will repair, replace, or (if requested) refund your money. I know that Presidents will please you."



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

Pushing the Sale of Gas and Oil Stoves.

Written for the Tradesman.

The advent of spring necessitates the rearrangement of some sections of the stove department. Some of the lines which were featured prominently during the winter will now be pushed into the background; but their place can be taken by more seasonable lines. Warmer weather means, not an entire cessation of the stove trade, but a shifting of the demand to gas ranges, gas plates, oil and gas-line stoves, and allied lines.

There is also a growing demand for fireless cookers, and this line is being featured in many successful stove departments.

In most stores, much will have already been done to stimulate and encourage the spring trade in these lines. Indeed, each day the modern hardware dealer is looking forward to and planning for the morrow's business. In the fall and winter, when pushing the sale of the heavier stove lines, he is yet working toward spring business.

The most successful spring stove selling campaign is, therefore, that planned for and inaugurated as far back as February.

Nevertheless, it is always seasonable to push. And, if you have a prospect list compiled of likely customers for gas or oil stoves or allied lines, now is the time for energetic pushing.

The dealer who has a list compiled can carry on an effective and suggestive circularizing and follow-up campaign, which will fill in the gaps where he has no opportunity to meet the customer personally. In preparing circular letters, don't make them lengthy. It is better to emphasize a single point in each letter, and let it go at that. Enclose printed matter; in that event all the letter you need send is a specific, personal invitation to the customer to visit the store and look over your line. A letter of two paragraphs will do. In the first, give a striking reason for buying a gas range or oil cook stove to do the summer cooking. In the second paragraph, clinch the argument with a direct invitation to the prospect to drop in and look over your line.

One small town dealer carried on a systematic canvass last spring. He started in March with circular letters to a selected list. These were followed up systematically. If a customer dropped into the store, a sales-

man brought up the matter, referred to the last letter, and offered to show the ranges then and there. "Could you spare a few minutes to look over our line right now?" was a courteous, pleasant and deferential way to put the proposition.

Many prospects consented to "take a look." If, however, the prospect was too busy at the moment, the salesman almost invariably managed to fix a future date. Meanwhile, the salesmen had all been coached so that the goods could be shown and explained in a few minutes and in the most effective style.

This is a very important point in selling such goods; to be able to explain them without wearying the customer. Only by study of the selling points and the problem of presenting them effectively can the salesman get his talk boiled down to the point where it is specific, effective and at the same time brief. The result is, however, worth the trouble of preparation.

All told, this merchant's systematic follow up campaign throughout the selling season resulted in sales to over sixty people on the prospect list; a very good showing for a small community.

In May and even well on into June, the gas and oil stove campaign will still be timely. In towns or cities where natural or artificial gas is available, the dealer will necessarily feature gas ranges in his advertising. Gas offers an ideal fuel for summer cooking. It is clean, it is cool, it is cheap, and it is efficient. A multitude of strong arguments can be marshalled in its favor.

On the other hand, in communities where gas is unavailable, and in country districts, the oil cook stove is ideal for summer cooking. Such stoves have brought comfort to thousands of farm homes.

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.

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



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

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

Foster, Stevens & Co.

Wholesale Hardware



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

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.

AGRICULTURAL LIME
BUILDING LIME

Write for Prices
A. B. Knowlson Co.
 203-207 Powers' Theatre Bldg., Grand Rapids, Mich.

A great help in selling them is actual demonstration. Thus, one dealer in putting on his gas range window display, connected it up with the gas pipe and lit it. The boiling kettle attracted a great deal of attention. It was a small item, yet the range itself, not in action, would have drawn far less attention.

The average window is too small for a genuine demonstration of the gas range. This must be held inside the store, where, too, the salespeople will have an opportunity to meet customers and explain to them the selling points of the range.

One dealer in preparing for these demonstrations selects the range which he desires to feature. He sends out formal invitations, printed on good stationery, to a selected list of customers. The day before the demonstration is to begin he calls up as many of the ladies on this list as can be reached by telephone, and personally invites them to be present.

Demonstrations are continued for an entire week, cooking of all sorts being done by an expert demonstrator. Literature is distributed, prospects are canvassed, the range explained to all comers. Although in that community the gas range is no longer the novelty it once was, yet the demonstration is a never failing source of attraction.

In most places the oil stove is less known, and accordingly all the more susceptible to successful demonstration. In one town of 2,500 people, a hardware dealer recently pulled off a business-getting demonstration of oil cooking. The dealer's wife herself conducted the demonstration, with the assistance of a maid. Over 100 persons attended in an afternoon, and were served with biscuits, roast meats, tea and coffee prepared in the course of the demonstration.

"How do you do your summer cooking?" was the enquiry with which each lady who came in was greeted. Then the prospect was shown the "easier, cooler way." In the course of a short campaign, nearly four dozen oil cook stoves were sold by that one store.

The kettle idea was adopted by another firm in a place of 4,000 people. This firm goes in for the oil cookers very strongly, carrying samples of each kind on the floor of the stove department during the season and conducting an energetic canvass. On Saturday, or whenever the streets were crowded, one of the oil stoves was put out in front of the store, a kettle set on, and the wick lit. The steam from the kettle attracted more attention in that small town than a circus parade. A live salesman was handy to take advantage of every symptom of interest, to answer questions, and to direct interested folk to the stove department where other types of oil stoves were to be seen. This small town firm secured big sales as a result of this simple stunt, plus good salesmanship.

Another dealer adopted a novel idea in pushing this line. He had one of his salespeople take an oil range out on the delivery wagon, carry it into a customer's kitchen, and invite her to cook her dinner upon it. Very few prospects refused the opportunity of a free trial. That stunt sold a score of stoves the first season it was tried.

There is undoubtedly mail order competition to be met. It can be best met by sound argument, hard work and pushfulness. One dealer in a circular letter drove home the advantages of home town buying very neatly.

"You see yourself the oil stove you are buying, when you buy from us. You know just what you are getting. You get the stove you want the minute you want it. You can examine it before buying at our risk, instead of afterward at yours. There is no danger of receiving a stove with broken parts; no trouble with misfits. You don't come back and complain that it 'isn't a bit like the picture in the catalog;' you do come back and thank us for putting you next to the cool, easy way of summer cooking."

Victor Lauriston.

Even the philosophical owner of a fireproof building may insure it.

THE HIGH COST OF PROGRESS

EVER since the friction match came into existence, there have been imitators. Some of them were content, after having made a match that would light a fire, to "let well enough alone." No wonder they didn't progress beyond the "just as good" stage.

But this company has never been satisfied, even though its product was the "standard" by which imitations measured their shortcomings. Even though it has produced the only match ever awarded a gold medal for proved safety and efficiency, the

SAFE HOME MATCH

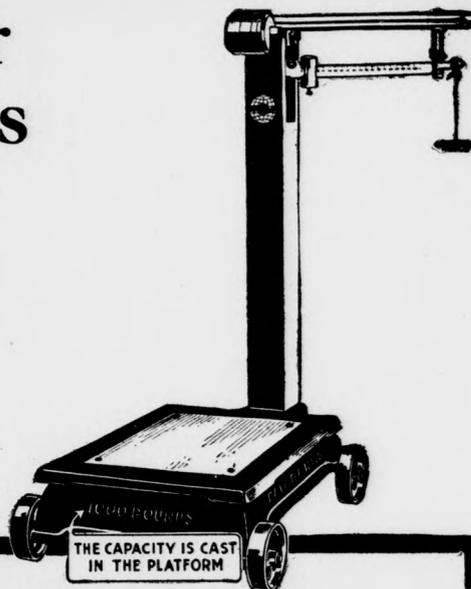
We are still spending more money than all other manufacturers of matches combined in an endeavor to improve our product, our methods and the condition of our workers—for the benefit of the world at large.

There's a "DIAMOND" match for every need, every trade, and every price, and every one of them represents in its class the same effort at perfection and leadership. The grocer who pins his faith to "DIAMONDS" can rest content that he is selling his customers the best match that money, care, science and 40 years of experience can produce

THE DIAMOND MATCH COMPANY

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

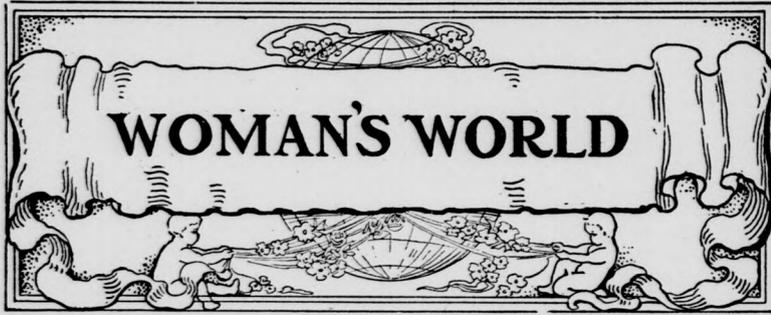
We Have a Special Plan to Make Your Bread Sales Grow

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.



WOMAN'S WORLD

The Home Woman's Opportunity for Patriotic Service.

Written for the Tradesman.

Be sure to grasp the full meaning of the responsibility that rests on the home women of the Nation. They must conserve the food supply. Frugality has taken on National and even international importance. During the past weeks, from the highest sources it has been made plain and emphatic that saving is just as essential as fighting. Here is the largest opportunity for directly patriotic service that ever has been open to the women of this country in this generation. With your heart you already have enlisted in the great army of food conservators. Now enlist with your brain also.

Get right down to your problem. Learn all you can about protein and carbohydrates, but don't stop with theoretical knowledge. Experiment. Test and try out all the different kinds of food available, with a view to shifting the consumption of your household as much as you safely can shift it, to such articles as are most plentiful and are not sorely needed for our Allies. As soon as the war gardens come to yield their products, make a far larger use of fresh vegetables than you ever have made before. The more we live on garden truck here, the larger will be the amounts of breadstuffs and other concentrated foods we can send abroad.

Don't ignore the fact that we Americans could, in the course of a year, save a stupendous amount of food, simply by eating no more than is good for us. Too drastic measures of reduction should not be attempted, but some such slogan as "Eat less for the soldiers" might bring an important secondary result in improved health. Don't be a slacker. Take hold of this food problem as a matter of patriotism, even if financially you are perfectly able to have an abundance of whatever your palate would choose. If you can save ten or fifteen or a still higher per cent. of the amount you hitherto have used, it will be a service to be proud of. So much for what you can do in your own home.

I have asked that you enlist with your brain as well as your heart, for I take it that you are a brainy woman, accustomed to using your mind in your daily work. It takes brains of a high order to direct economically and acceptably the food supply of even one family. And the work of your brain is needed for other households besides your own.

Of the twenty to twenty-five million kitchens in this country a vast number are managed—or mismanaged—

by women of no very high grade of intelligence. Most of these women mean all right and do as well as they know, but of themselves they are not equal to taking hold of the food problem effectively. Then there are other women, also in great numbers, who are bright enough, but who never have been accustomed to economizing in any way, and have only vague notions of food values. They and their families live on whatever they like best of such articles as can be easily and quickly prepared.

It is in the homes of these two classes of women that the appalling waste that it is now so imperatively necessary to check, is to be found. Perfectly good material is scorched or burned or otherwise ruined in the cooking. Left-overs are not utilized. Perishable food is allowed to spoil through sheer neglect. What may be needed to sustain life is still going into the garbage cans.

Do all in your power to check this entirely needless and now almost criminal waste. Make food economy and conservation a common topic of conversation in your club or lodge, in your ladies' aid society, and in your chats with your neighbors and friends. Help get it in the air that everyone must save—by not eating too much, by not throwing anything away, and by using as sparingly as possible of the products that are so precious for sending overseas.

Let others know the results of the experiments you make in your kitchen. If you have a little leisure time, a great field of patriotic usefulness is open to you in helping the wasteful women learn how to save. It lies with brainy, practical housewives like yourself to interpret to the ignorant and the unthinking the expert scientific advice that is being issued by the highest authorities. It requires judgment and discretion to

Mr. Flour Merchant:

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

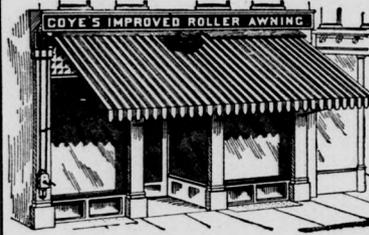
Write us to-day for exclusive sale proposition covering your market for

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

AWNINGS



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

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

Fiegler's

Chocolates

Package Goods of
Paramount Quality
and
Artistic Design

"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

WASH GOODS

The best selling season is now on. Satisfied customers and increased sales will result from showing a good assortment.

We have some special values to offer in lawns.

WRITE FOR SAMPLES AND PRICES

Paul Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Michigan

Double A Kind

THE CANDY FOR SPRING TRADE

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

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

Putnam Factory

Grand Rapids, Michigan

adapt this and get it into working form for the households that need it most. For instance, the substitution of corn bread for wheat bread is strongly recommended. In the present exigency this would be most desirable. But many women, if they attempted a larger use of corn meal, would know no other way to prepare it than in some form of hot bread. This would call for more fats and sweets to go with it. Might not indigestion result, fully as much as conservation? Just how to prepare and serve corn meal so as to bring out the wholesome and nutritious qualities which it undoubtedly possesses, is a matter which may well engage your attention.

A world of tact is needed for this work of teaching other women. Effort that is informal and a little indirect may be the most effective. It is a delicate and difficult matter to instruct people about their eating and their cooking. Only last week I tried to show how disagreeable the officiously capable woman sometimes makes herself. Be not like her. Tax your womanly wits to render your patriotic service acceptable to the women who need to learn.

Many of these who can not comprehend the National needs, are so up against the problem of high prices that they will be glad of advice in their difficulties, provided it is offered in a kind and friendly way. While the conservation of food is not identical with financial economy in every detail, the two are so nearly in accord that no fine distinction need be drawn. Teach these women to cut out waste and to make their money go as far as possible, and they will be conserving the food supply, even if they do not see the problem in all its larger aspects.

In every suggestion you make, use sympathetic insight. Take into consideration the circumstances and the degree of intelligence of those you may be trying to instruct. Methods of economy that are perfectly practical for a clever woman who has her time, may be out of the question for another who works eight or nine hours each day in a factory and has small skill as a housewife. But the latter may substitute a reasonable frugality for her past wastefulness, if she can be induced to try faithfully.

Having begun the good work, both in your individual saving and in helping others save, go on with steady, unyielding persistence. Don't let your efforts flat out in a few weeks. We have no way of knowing how long the war may last, but even should it end sooner than we dare hope, food saving must go on for many months.

Do your full duty and keep on doing it, and then don't worry. Don't talk all the time about the high cost of living. Don't think that you and your family are going to starve if you haven't a year's provisions in the house. Don't conjure up a mental picture of famine. Trust that the extraordinary efforts that are being put forth in producing and in saving will keep the wolf of hunger away from every door.

Don't let your mind dwell constantly on the terrible war and all its hor-

rors. Turn your thoughts to other subjects. Don't allow your usefulness to be paralyzed by the sickening dread of losing those you love, in the conflict. Keep a stout heart and a level head. Dispel the fears of your friends and associates. The conservation of hope and courage is now a most valuable patriotic service.

Quillo.

The Kid Has Gone to the Colors.

The Kid has gone to the Colors
And we don't know what to say;
The Kid we have loved and cuddled
Stepped out for the Flag today.
We thought him a child, a baby
With never a care at all,
But his country called him man-size
And the Kid has heard the call.

He paused to watch the recruiting,
Where, fired by the fife and drum,
He bowed his head to Old Glory
And thought it whispered: "Come!"
The Kid, not being a slacker,
Stood forth with patriot-joy
To add his name to the roster—
And God, we're proud of the boy!

The Kid has gone to the Colors;
It seems but a little while
Since he drilled a schoolboy army
In a truly martial style.
But now he's a man, a soldier,
And we lend him listening ear,
For his heart is a heart all loyal,
Unscourged by the curses of fear.

His dad, when he told him, shuddered,
His mother—God bless her!—cried;
Yet, blest with a mother-nature,
She wept with a mother-pride,
But he whose old shoulders straightened
Was Grandad—for memory ran
To years when he, too, a youngster,
Was changed by the Flag to a man!
W. M. Herschell.

Disconcerting.

"Do you dictate your speeches to a stenographer?"

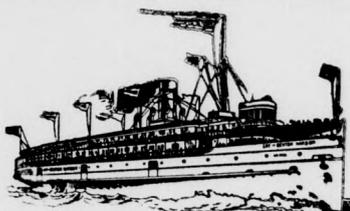
"No," replied Senator Sorghum.
"When I talk I am so accustomed to demonstrations of approval that the absence of applause disconcerts me."

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.

USED AUTOS

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



THE SHORT LINE BETWEEN
GRAND RAPIDS AND
CHICAGO

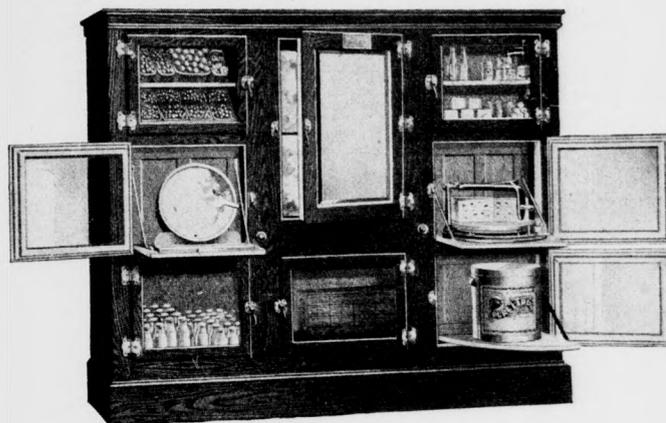
FARE \$2.75 VIA

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.



You Can Increase Your Business

Your sales of creamery products and other perishable foods, fruits, candies, delicatessen, etc., will show a large increase if you display them attractively in a McCRAY sanitary display refrigerator.

Keep your perishable foods clean, fresh and tempting to retain your old customers and win new ones. A clean sanitary store draws trade. Equip your store with

MCCRAY SANITARY REFRIGERATORS

and stop leakage and losses in your business, prevent the waste of perishable foods from tainting and spoiling, increase your sales and bank account. The McCRAY conforms to all legal requirements of national and state laws regarding the sanitary display of perishable food products. The McCRAY is fully guaranteed to give perfect satisfaction.

Write Now for Catalog and
"Easy Payment Plan"

We carry a large variety of stock sizes ready for immediate shipment and build special equipment to order to suit any space or store arrangement.

Ask for Catalog

- No. 71 for Grocers and Delicatessens.
- No. 62 for Meat Markets and General Storage.
- No. 93 for Residences.
- No. 51 for Hotels and Restaurants.

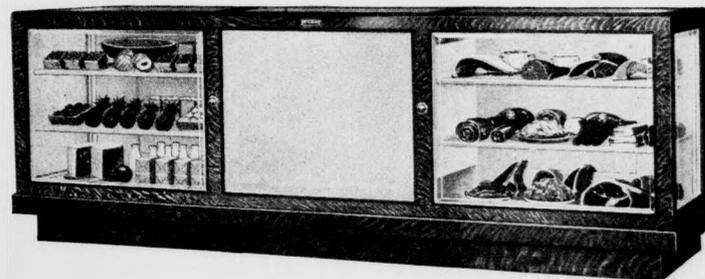
MCCRAY REFRIGERATOR CO.

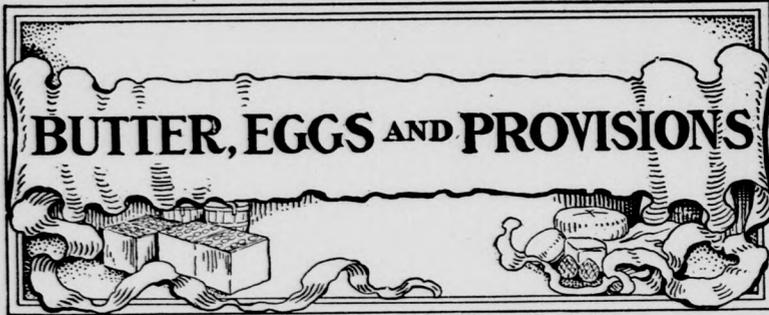
744 Lake Street

Kendallville, Indiana

Detroit Salesroom 239 Michigan Ave.

Agencies in All Principal Cities





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.

Ramifications of the Michigan Dairy-men's Association.

The incoming Board of Directors of the Michigan Dairymen's Association as composed under the new arrangement voted at the Association's Annual Convention held in Detroit early in March has effected a temporary organization, as follows:

President—N. P. Hull, Lansing.
 Vice-President—D. W. Shiel, Hillsdale.

Secretary—H. D. Wendt, Lansing.
 These officers are to be considered permanent after July 2, 1917:

The following affiliated organizations are represented:

The Ice Cream Makers' Association.
 The Mich. Milk Producers' Association.

The Market Milk Distributors' Association.

The Creamery Owners and Managers' Association.

The Holstein Breeders' Association.
 The Guernsey Breeders' Association.

The Jersey Breeders' Association.
 The Co-op. Association of Creameries.

The Milk and Dairy Inspectors' Association.

The Michigan Butter Makers' Association.

It is the object of the various organizations above referred to in federating under the name of the Michigan Dairymen's Association to bring into closer co-operation all of the allied dairy interests of the State embodying the production, manufacture and marketing of dairy products and in addition to holding an annual dairy show it is the purpose to have the association stand as a clearing house for general dairy information and service, for its members.

It is apparent, judging from the personnel of the officers chosen by the directors, that they gave this matter special consideration. Mr. Hull, former master of the State Grange, President of the National Dairy Union, and a member of the Farm and Food Preparedness Board appointed by the Governor, is an admirable selection that will receive the unanimous approval of the dairy interests of Michigan.

The selection of Mr. Shiel as the Association's choice for Vice-President will be most pleasing to the members of the Dairy Machinery and Supply-men's Association, as Mr. Shiel is considered as a peer among them. His

selection is also a worthy recognition in view of the fact that the dairy machinery and supply men have long stood as the foundation rock of the organization from a financial standpoint.

With Mr. Wendt, head of the Dairy Division of the Michigan Dairy and Food Department as Secretary, whose efficient and constructive work in dairy organization on matters in Michigan has attracted wide attention, the Michigan Dairymen's Association is given a set of officers that will command the confidence and respect of all who are in any way connected with the dairy industry of Michigan.

Machinery will soon be set in motion towards holding Michigan's next annual dairy show and convention, which will in all probability be held in Lansing about the middle of January, 1918, in co-operation with the Michigan Agricultural College and the State Dairy and Food Department. This is based on what appeared to be an almost unanimous expression of the various officers and directors at special meeting of the board.

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 Mfg. Co.

GRAND RAPIDS, MICH.

Merchant Millers

Owned by Merchants

Products sold by Merchants

Brand Recommended by Merchants



New Perfection Flour

Packed in SAXOLIN Paper-lined Cotton, Sanitary Sacks

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

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

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

Rea & Witzig

PRODUCE
 COMMISSION
 MERCHANTS

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

Established 1873

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

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

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

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

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.

In addition to the Association's annual dairy show, which it is proposed will be conducted along new and modern lines, the officers and directors wish it understood that it is the object of the Association to adopt a progressive policy and to be of service to the various affiliated organizations, to the greatest possible extent throughout the entire year, and to this end invite the fullest co-operation and support of all concerned so that the Association may be of the greatest possible service to the dairy industry of Michigan, which is fast developing into one of the foremost diversified dairy states of the Union.

Poultry Man Predicts Eight-Cent Eggs.

People who are worried about the egg prospect will find little consolation in the prediction of C. V. Hill, a poultry and egg producer at Trenton, N. J., that he will get 8 cents apiece for fresh eggs in November or December of this year. A couple of years ago chickens were cheap and eggs plentiful—then the price of feed began to go up and people with a few chickens decided it was cheaper to kill or sell their chickens than to feed them, with the result that the supply became less and prices advanced.

Last year the egg dealers were able to put eggs in cold storage at about 18 cents. This year it is costing them around 30 cents, and they are not getting nearly as many as last year. Mr. Hill does not think there will be much relief for several years, certainly not until the price of feed came down 25 per cent. When that occurs

a lot of amateurs will rush into the business, and because of lack of knowledge will cause a lot of waste by trying to hatch at the wrong time, which means not only the loss of the chicks, but also the eggs. It takes a couple of years before a beginner learns enough to make a good start.

As the price of feed is not likely to come down until Russia and the Argentine can send their supplies to Europe so that we can keep our supplies here, you can figure for yourself about how long a time is going to elapse. Another thing the poultryman must consider is the scarcity of farm help.

Mr. Hill's specialty is White Leghorns, producers of white eggs. At this time he is getting about 1,200 eggs a day and will average 1,000 a day for the next few months.

There's very little to be gained by being a knocker.

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



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



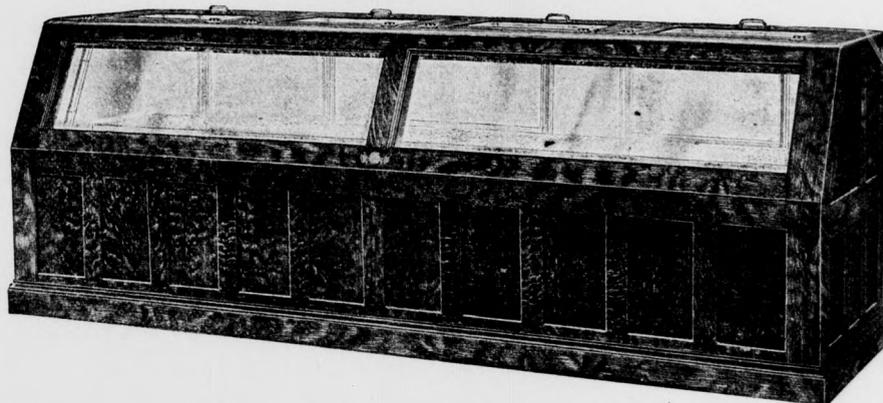
40° TEMPERATURE

40 degrees Temperature or Lower, as wanted.

Freeze if you choose.



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



Grand Council of Michigan U. C. T.
 Grand Counselor—Fred J. Moutler, 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 14—Chicago is still boosting the Red Cross and it is now predicted that instead of 250,000 members, it will run close to 500,000 members before the campaign is completed. People seem to be taking to this better than anything that has ever been put before the people in Chicago.

Real estate deals in Chicago the past week have been a little below the average.

Some of the Middle West young men of the best families are enlisting and arriving at the officers' training quarters at Fort Sheridan. One of the late arrivals is that of one of Detroit's prominent citizens, Russell A. Alger, Jr.

Wheat is still going up. Friday the market reached \$3.50 a bushel.

Some of Chicago's prominent young doctors have been called to service in France. Among them is one whose ability as a physician is known all over the city, Dr. O. E. Alyea. He will leave with twelve others for the front.

The Illinois Legislature, the writer thinks, struck the death blow to intoxicating liquors as a whole last week, when they defeated the Bruce bill. Without a doubt, the people wanted this to go through.

The women in Chicago are taking their place along with the men in preparing for the danger which confronts us. They are organizing for all classes of work and, no doubt, will show their ability if the occasion should warrant it.

It is now the intention of the city to turn over the new municipal pier as the quarters for the engineers who have been called by the Government to get ready to leave for France. This will take about two months and during that time the people will have to look for amusement at other places.

The district around Wilson avenue, Broadway, Winthrop, Kenmore and Sheridan Road is becoming quite a settlement and the residence district is gradually being done away with, business houses being built up in their place. This section lies about six miles north of the loop, and is the best trading spot in Chicago outside of the loop.

The new ordinance pertaining to automobiles went into effect May 1 and it will be well for the readers of the Tradesman who anticipate driving to Chicago to keep the following rules in mind: From 7 in the morning until 10 no vehicles of any description are allowed to stop longer than just time enough to load and unload their passengers, also from

the hours of 4 to 7 p. m. During the remainder of the day a half hour is allowed. Also all drivers of vehicles of any description must bring their car to a complete standstill before crossing or driving on to any of the boulevards. The judges are backing up the police department by imposing a fine for every offense; also imposing a heavy fine for passing a street car on the left side or refusing to obey the traffic regulations throughout the city.

The amusement-loving people of the city will have the pleasure this week of opening two prominent places—Chicago's White City and the new Terrace Gardens, running in conjunction with the New Morrison Hotel. This amusement place will open to the public on the night of May 15 and it is reported by the management that the 1,400 seats have been reserved.

The used car show held at the Coliseum the past two weeks has shown such wonderful success that it will become an annual affair. It is reported that every dealer sold from one to two cars off the floor.

William Hale Thompson, Mayor of Chicago, is still having his inning. From the report of the Sunday Chicago papers the Government's attention will be called to the write-ups in the Republican News, published under the Republican administration in Chicago. It is said some of these write-ups look very disloyal to the National administration.

One of the best acts brought to the attention of the people is that of Governor Lowden, of Illinois. He has appointed what is known as the Preparatory Commission, whose duty it will be to advise and protect the interests of the State of Illinois during the time of the coming trouble. This Commission will work in close harmony with the Government officials. It will see that the resources of the State are handled properly, so that every part of the State will not go through any unnecessary want pertaining to fuel, or shortage in food.

One of the latest saving campaigns started in Chicago is that of the Daily News. Any person living in the city limits who will save his old newspapers can call the News, which will send a wagon directly to the house and weigh and pay at the rate of 50 cents a hundred. This has interested thousands of Chicago families to save their newspapers. This is a good thing for the country at large.

Beginning Monday, May 14, all Chicago newspapers which heretofore have been selling in the city for one cent will be advanced two cents. They will cost the dealers and newsboys \$1.40 per hundred, instead of 60 cents, as before the raise.

The city has put men to work repairing and putting in shape all bathing beaches, figuring on a quick turn from cold to warm weather, so as to be prepared for business.

All the parks and boulevards are now taking on their summer finery. Charles W. Reattoir.

When a man looks upon the performance of a duty as a task the chances are it will be well done.

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

OCCIDENTAL HOTEL

FIRE PROOF
 CENTRALLY LOCATED
 Rates \$1.00 and up
 EDWARD R. SWETT, Mgr.
 Muskegon :: Michigan



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.



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



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.

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

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.

USE

Citizens Long Distance Service



To Detroit, Jackson, Holland, Muskegon, Grand Haven, Ludington, Traverse City, Petoskey, Saginaw, and all intermediate and connecting points.

Connection with 750,000 Telephones in Michigan, Indiana and Ohio.

Citizens Telephone Company

Paid the William Walker Claim in Full.

Chicago, May 15—Please accept thanks for your very nice letter of May 14, in regard to the fairness and promptness of our Association in paying the claim of the beneficiary of William Walker. I assure you that your letter is appreciated very much, also your kind offer to mention us in your editorial column, but would appreciate it very much more if you will kindly write the article in your own way. I think it would sound better than it would were I to dictate it.

Mr. Walker was found in a semi-conscious condition in his room at the Spencer Hotel in Cheboygan, last December. He stated that he had stumbled and struck his head. There was a slight mark on the side of his head of a very trivial nature. However, Mr. Walker died in about twenty days. The Association sent the widow a check for \$5,000 last week. A few words in regard to the Association might assist you in writing the article.

In 1892 about thirty commercial travelers, including myself, decided to start a mutual company and carry our own accident insurance. After a few years of hard work, we began to grow and our success has been phenomenal. We now have a membership of over 117,000 and our insurance has never cost us over \$9 per year. We have paid out to date over \$7,000,000 to members and their beneficiaries. We have no agents anywhere and depend entirely for new business on our members. We never have paid any commissions. We attribute our wonderful growth to the fairness and promptness of our directors in paying claims. We are the largest company of our kind in the world. I enclose a pamphlet that I got out a couple of years ago which will give you some idea of the Association. Kindly read the article on the second page headed, "Who we are, What we are and Why we are." It also shows our growth up to 1914. You see, we have added about 6,000 members since that date. You will also find a list of the benefits we pay on the back of the pamphlet.

I thank you for the interest you have taken.

R. A. Cavanaugh, Sec'y.

The above letter from the executive officer of the Illinois Commercial Men's Association is self explanatory. The claim referred to was a close question. The directors first rejected the claim, on the ground that death was not due to accident, but to natural causes. Friends of the deceased thereupon collected additional proof that death was caused by accident. On being confronted with this evidence, the directors very properly recinded their former action and paid the claim in full, for which the Tradesman thinks they are entitled to great credit and this voluntary commendation.

Deceased also had a \$5,000 accident policy in the Iowa State Traveling Men's Association, which is expected to take the same action as its Chicago competitor in the near future.

Some Facts About a Merchants Congress Speaker.

Lawrence, Kansas, May 14—Your letter of April 26 arrived during my absence from the office for a few days and during the rush of the past week has been overlooked. After reading your excellent write-up of G. Albert Garver, I fear that my work has little to offer.

During the past two years I have been in charge of the Correspondence Study Department of this University and have also been devoting a part of my time to instructing in vocational courses in accounting, lecturing on

retail accounting subjects and to store-service work along accounting lines. For two years preceding my work here, I was field organizer and instructor in Business Administration in the Extension Division of the University of Wisconsin. In this capacity I conducted classes in book-keeping and accounting among merchants and employes in retail stores in a number of Wisconsin towns. This work gave me an opportunity to make a study of book-keeping methods best suited for various groups of retail stores.

Within the past fifteen months, I have lectured at two sessions of the Merchants' Short Course held annually at Kansas University, at a similar Short Course conducted by the University of Colorado at Pueblo, and at a Merchants' Week conducted by the wholesalers and manufacturers of Sioux Falls, South Dakota. In addition, I have talked to the commercial clubs and merchants' associations of a number of Kansas communities. In every case those conducting the programmes and individuals attending have been very complimentary in their comments on the value of the lectures. I am planning to give to the merchants of Michigan as much information and assistance as is possible during the time allotted me on the programme of the Merchants Congress at Grand Rapids.

I am enjoying the copies of the Michigan Tradesman which have been coming regularly.

Harold G. Ingham.

Gabby Gleanings From Grand Rapids.

Grand Rapids, May 15—Many traveling men are finding their way to the Hotel Browning these days and are loud in praise of both the service and accommodations furnished by Grand Rapids' newest hotel.

Harold Sears, Manager of the Grand Rapids Dry Goods Co., who has been ill for some days at the home of his aunt on South Lafayette avenue, is able to be at his desk again. Mr. Sears is not living with his family now. The house is quarantined on account of his two children being ill with scarlet fever.

William J. Clarke, the Harbor Springs banker, called on many local friends during a two day visit to Grand Rapids last week. Mr. Clarke has recently purchased a Paige automobile.

Isn't it about time for Governor Sleeper to recognize the traveling fraternity by announcing the appointment of John Mangum as State Insurance Commissioner? He has found jobs for nearly every man, woman and child in the Thumb district, but has thus far ignored the claims of the traveling men for recognition.

Frank J. Neuman, who has been book-keeper for the Grand Rapids Brewing Co. for several years, has taken the position of book-keeper for the Grand Rapids Dry Goods Co.

Just as there are parasitic insects that avoid detection by taking on the color of the surface on which they live, so certain selfish interests in modern society cleverly disguise their ugly identity by conforming to the prevailing mood. By dint of a generation of hard fighting against greed, many states have enacted laws restricting the employment of children in industry, limiting their number of working hours, securing a weekly rest day, and equalizing the wages of men and women for equal work. But no sooner does war break out than Selfishness lifts itself from defeat, and asks that these laws be suspended for the public good. By putting on the uniform of Patriotism, Selfishness hope to win back all that it has lost at the hands of the social reformers.

There is no use in worrying, but what difference does that make?

Late Bank News.

Midland—The People's Saving Bank has purchased the site now occupied by G. W. Bull's hardware store. A new bank building will be erected.

Charlotte—Frank P. Tours is personally conducting the organization of a new bank to have a capital of \$25,000.

Detroit—The organization of the Bankers Trust Co. has been completed and the Commissioner of Banking issued the proper authority for the company to start business on Monday. The company purchased the business, good will and assets of the Urban Realty Mortgage Co. The Bankers' Trust Co. will confine its loans and investments to that of mortgage loans, mortgage bonds, United States Government, State, county and municipal bonds and will make a specialty of real estate mortgages on improved income property. Coming under the banking laws of Michigan, the Company and its clients receive the protection and benefit derived through such a company being under the supervision and examination of the State Banking Department. The Bankers Trust Co. starts its business with \$300,000 capital and with \$30,000 surplus and undivided profit account. Heading the Company as President is Arthur Webster, attorney of Chamberlain, Denby, Webster & Kennedy; Frank W. Hubbard is Vice-President; Edwin Denby is also a Vice-President; N. Bates Ackley, formerly auditor of disbursements and assistant auditor for the Michigan Central Railway, Secretary; Walter C. Brandon, who has been engaged in the mortgage business in Detroit for a number of years, is Treasurer and manager of the Company.

To the Druggists of Michigan.

Grand Rapids, May 15—The Michigan State Pharmaceutical Association meeting at Grand Rapids, as you are aware, is only about thirty days away. You are planning to come this year, are you not? If you remain away, you will miss something. The dates are June 19, 20 and 21, Tuesday, Wednesday and Thursday. The Travelers' Auxiliary, through the several committees, has arranged an elaborate entertainment and programme, to which it is earnestly hoped you will lend your presence and assistance in making this meeting the greatest in the history of the Association. Here is a sample of what will be doing in Grand Rapids, "who knows how?" Grand ball, theater parties, dutch lunch and smoker, special entertainment for the ladies while the smoker is in progress, grand ceremonial by the Hilarious Order of Hyenas, ball game and sports, concluding with a banquet for all on the closing night, Thursday, at the Hotel Pantlind. Please arrange your affairs so you can come and bring your ladies. That you will fully enjoy it there is no question. You will go home with pleasant recollections of the good it will be to you.

Walter S. Lawton, Sec'y-Treas.

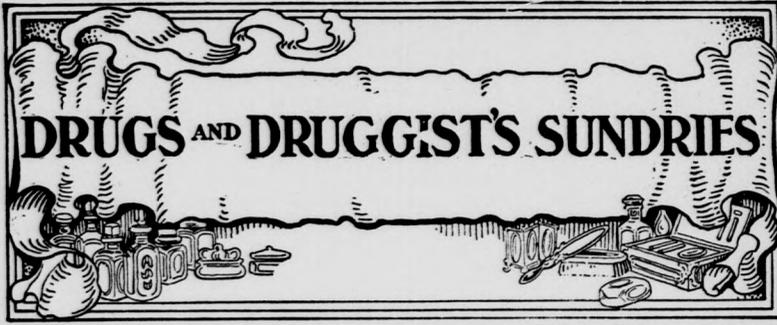
The food shortage, as a factor for speedy peace in Europe, has apparently been eliminated by official declarations from both sides. For the Central Powers, the food dictator, Batocki, states "it is absolutely certain that we shall manage until the next harvest." For England, during the present year, Lloyd George has

announced that with reasonable care there is no danger of starvation. When we come to the outlook for the year 1918 there is a striking difference of tone. Whereas Lloyd George declares that 1918 England will be independent of food imports, Batocki speaks of unsatisfactory conditions in Hungary, Turkey and Bulgaria. One rather unexpected admission by the German food dictator gives force to the agitation in this country for a restriction on food exports to neutrals. "Under the pressure of our enemies, there has been a decrease in imports from neutral countries. America intends to intensify this situation further, but we must put up with this." Thus it would appear that the entrance of this country into the war is, after all, something which Reventlow cannot dismiss with a snap of the fingers. But more than that, since Germany need not worry about her food until the next harvest, and yet has to take into consideration American pressure, this must have reference to a period several months hence; whence it would appear that Germany does not expect to win the war in the immediate future.

In the opinion of the Tradesman it was an unfortunate oversight on the part of President Wilson not to include George Kennan as one of the members of the American Commission to Petrograd. He combines fulness of knowledge of Russia with fulness of sympathy for the cause of Russian freedom. He is one of the very few Americans of prominence who speak, read and write the Russian language, an accomplishment by no means to be overlooked in studying the difficult psychology and the difficult problems of a foreign people in revolution. He is the one American, perhaps, whom every element in the present Russian regime would hail, not only with satisfaction, but with enthusiasm. If he had gone to Petrograd it might be given to him to meet some of the victims of the autocracy whose pitiful stories he has recorded in his epoch-making book on Siberia and the exile system. During the revolutionary movement of 1905 and the following years he was both active in this country in connection with the work of the Friends of Russian Freedom and a student of conditions on the spot. So ideal, in fact, would have been the appointment of Mr. Kennan that the Tradesman greatly deplores the fact that President Wilson, in the stress of public cares and responsibilities, failed to take cognizance of the strength Mr. Kennan would have added to the Commission.

J. S. Newell & Co., dealers in general merchandise at Coral, write as follows in renewing their subscription to the Michigan Tradesman: "We like it very much, especially your articles about the Kaiser and Germany, ever since the war started."

With the price of washing advanced 200 per cent, and whisky holding firm at 15 cents per drink, the chronic old booze buster with the industrious wife certainly has nothing to fear.



The Experience of a Drug Salesman.

It all came about in this way. I had finished a year of hard study at Harvard when my brother suggested it. He, my brother, was about to introduce his first specialty on the drug market, and well—he would introduce me to the first practical work I had ever done. I slipped out of the calm of Harvard.

I started out one hot June morning, my small salesman bag full of the article I was to sell, advertising matter that spoke true and straight at you, a head full of much knowledge which at that time I could not discover to have the slightest bearing on the drug trade, a few instructions from my brother as to the best way to approach the druggist, which I soon lost somewhere, and joy in my heart that at last I was going to do things practical—and trembling in my limbs. At first I tried my native city of Boston where the lubricating oil of acquaintanceship would make easier my first trials and tribulations.

My first man—who ever forgets his first man! Does the doctor forget his first patient? Does the druggist forget the fear and trembling of his first prescription? Does the lawyer fail to remember the vivid impressions of his first case? The first man that I bearded in his den of "bottles and bitters" is still sharp-edged in my brain. He is one of the best known druggists in Boston. Luckily, or unluckily, he was in when I boldly bustled into his store with all the cocksureness of the successful salesman who has several orders tucked away in his inside pocket. I threw my case nonchalantly on a nearby chair, but with a trembling voice I wished him a fervent good morning. He looked at me with a sharp twinkle just shooting out of the corners of his eyes. I began to rehearse the merits of my preparation, but words failed me. I who had faced large audiences without the slightest tremor in my voice, was now facing a lone solitary druggist with shivering speech. I did not get far. The druggist twinkled, and then he laughed, and then he spoke, and finally he exploded. I never knew that it was a crime to try to sell goods, especially when everything appeared straight and aboveboard. But that druggist nearly convinced me that next to homicide the worst crime was that of a salesman with an article which was a "Drug" on the druggist; a specialty with which the market was glutted and for which no one ever called, etc. I don't recall all that he did say. I only caught tail-ends of such expressions as "time is money," "salesmen are a nuisance," "couldn't sell a dozen in a thousand years," "rotting on my shelves," etc. When he stopped it took

me some time to recover from his verbal assault, but when I did it was with an intense desire to sell that man my goods. I rallied. I told him that there was a great deal of truth in what he said; that somehow I had never quite understood it all from the druggist's point of view, but that as I was a new salesman I had a great deal to learn and it was just from men of his stamp that my knowledge was to come. I opened my heart to him, and also my case of goods. He softened, and I saw that I had him warming up—the personal note in my talk was something quite new to him. A word he dropped showed me the road I was to travel in order to reach his good opinion. Something he said about "demand and supply" hinted to me that he was a student of the theory of economics. Without seeming to strain a point, I steered the conversation to Economics—John Stuart Mill, Ricardo, Hadley. I tried to look as if the most ordinary thing for a drug salesman to discuss was economics. Well here was a druggist who had no time to listen to a salesman, absorbing a talk on "demand and supply." The upshot of it all was—no, I did not sell him my goods. Truth must not appear stranger than fiction. One thing I had done, which was more important than selling my goods—I had turned an enemy into a friend. I afterward found out that he was one of the most disagreeable men to approach in all Boston. Now he is a regular buyers of our goods.

All that June day I tramped the streets of Boston until the light traveling case grew heavy in my hands. But my heart was light; for I had weathered the storm of indifference and open hostility which the druggist displays to the new salesman with a new commodity, and converted it into a calm and peaceful sea on which I felt my little bark could now sail untroubled. I did not get one order that day, nor the next day; for the overworked druggist was away on his vacation or thinking of the possibilities of such a vacation, and therefore in no mood to buy. But on the third day, lo and behold, it came—the "order"—a tiny call for one-sixth of a dozen, the actual monetary value not enough to pay for the cold drink, which I took in celebration, but of priceless value as a hope-inspirer.

My first order was soon followed by others and the joy that came when the druggist signed my order slip was akin to the tremor of joy which shoots through even the most hardened of hunters when he bags his game. Not that I wish to compare the druggist to game, to be imprisoned in my order-book, but I could not help the elation

that came to me when my brain and speech brought their hands in willingness down to my order-slip. I made many friends, friends for my goods, and friends for myself, among the druggists whom I met. And I got to like them all—those that bought and those that refused to swear allegiance to my goods; in truth, I believe that I got to hold a far greater interest in those that held out than those who capitulated after a few shots; for they were fortresses still to be captured. Some are still holding out, but when time still hangs heavy on my hands here at college, I run out to see and talk with them, from the mere enjoyment of the thing.

On the whole, I found the druggist easy to approach, willing to listen if there is reason in the talk, and easy to make friends with. I went back to college with many happy memories, which sweeten in the passing. I am thoroughly convinced that next to my chosen profession—the law—a traveling drug salesman would hold out to me the greatest chance for wealth and happiness.

Joseph Lawren.

There are a whole lot of ways to acquire a black eye. But you can't make a man believe that you didn't get yours the way he thinks you did.

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 And Potted Plants
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Increase Your Assets

Give Your Customers the Kind of SERVICE
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**OUR SERVICE TO YOU MAKES THIS
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**Wall Paper
 Paints**

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 Shades**

HEYTEK & CANFIELD CO.
 GRAND RAPIDS, MICH.

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

- Cream of Wheat
- Quaker Corn Flakes
- Minn. Wheat Meal
- Canned Corn
- Sardines
- Hominy
- Soaps
- Baskets

ADVANCED

- Molasses
- Rolled Oats
- Pollock
- Jelly
- Granger Twist
- Picnic Twist

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H	Hides and Pelts	6
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H	Honey	6
J	Jelly	6
J	Jelly Glasses	7
M	Mapleine	7
M	Meats, Canned	7
M	Mince Meat	7
M	Molasses	7
M	Mustard	7
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W	Wicking	12
W	Woodenware	12
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Y	Yeast Cake	13

1

ARCTIC AMMONIA	12 oz. ovals, 2 doz. box	2 00
AXLE GREASE	Frazer's	
	1lb. wood boxes, 4 doz.	3 00
	1lb. tin boxes, 3 doz.	2 35
	3 1/2 lb. tin boxes, 2 dz.	4 25
	10lb. pails, per doz.	6 00
	15lb. pails, per doz.	7 20
	25lb. pails, per doz.	12 00
BAKED BEANS		
	No. 1, per doz.	95
	No. 2, per doz.	1 45
	No. 3, per doz.	2 35
BATH BRICK	English	95
BLUING	Jennings'	
	Condensed Pearl Bluing	
	Small, 3 doz. box	1 95
	Large, 2 doz. box	2 40
	Folger's	
	Summer Sky, 6 oz.,	
	per doz.	45
	Summer Sky, 12 oz.,	
	per doz.	85
BREAKFAST FOODS		
	Bear Food, Pettijohns	2 75
	Cracked Wheat 24-2	2 90
	Cream of Wheat	7 50
	Cream of Rye, 24-2	
	Quaker Puffed Rice	4 30
	Quaker Puffed Wheat	4 30
	Quaker Brkfst Biscuit	1 90
	Quaker Corn Flakes	2 50
	Washington Crisps	2 30
	Wheatena	5 10
	Evaporated Sugar Corn	
	Grape Nuts	2 85
	Sugar Corn Flakes	2 50
	Holland Rusk	3 80
	Krinkle Corn Flakes	2 60
	Mapl-Flake, Whole	
	Wheat	4 05
	Minn. Wheat Food	6 50
	Ralston Wheat Food	
	Large 18s	2 90
	Ralston Wht Food 18s	1 95
	Ross's Whole Wheat	
	Biscuit	2 70
	Saxon Wheat Food	3 25
	Shred Wheat Biscuit	4 00
	Triscuit, 18	1 80
	Triscuit's Best Cer'l	1 85
	Post Toasties, T-2	2 80
	Post Toasties, T-3	2 85
	Post Tavern Porridge	2 80
BROOMS		
	Fancy Parlor, 25 lb.	7 25
	Parlor, 5 String, 25 lb.	7 00
	Standard Parlor, 23 lb.	6 75
	Common, 23 lb.	6 25
	Special, 23 lb.	6 00
	Warehouse, 23 lb.	7 50
	Common, Whisk	1 30
	Fancy, Whisk	1 75
BRUSHES		
	Scrub	
	Solid Back, 8 in.	75
	Solid Back, 11 in.	95
	Pointed Ends	85
	Stove	
	No. 3	90
	No. 2	1 25
	No. 1	1 75
	Shoe	
	No. 3	1 00
	No. 7	1 30
	No. 4	1 70
	No. 8	1 90
BUTTER COLOR		
	Dandellion, 25c size	2 00
CANDLES		
	Paraffine, 6s	7
	Paraffine, 12s	7 1/2
	Wicking	20
CANNED GOODS		
	Apples	
	3 lb. Standards	@ 1 00
	No. 10	@ 3 85
	Blackberries	
	2 lb.	1 75 @ 2 00
	Standard No. 10	@ 7 25
	Beans	
	Baked	1 25 @ 2 25
	Red Kidney	1 25 @ 1 35
	String	1 50 @ 2 00
	Wax	1 50 @ 2 00
	Blueberries	
	Standard	1 40
	No. 10	7 25

2

Clams		
	Little Neck, 1 lb.	1 35
	Clam Bouillon	
	Burnham's 1/2 pt.	2 25
	Burnham's pts.	3 75
	Burnham's qts.	7 50
Corn		
	Fair	
	Good	1 85
	Fancy	
French Peas		
	Monbadon (Natural)	
	per doz.	
Gooseberries		
	No. 2, Fair	
	No. 2, Fancy	
Hcmny		
	Standard	1 20
Lobster		
	1/4 lb.	1 90
	1/2 lb.	3 10
	Picnic Flat	3 75
Mackerel		
	Mustard, 1 lb.	1 80
	Mustard, 2 lb.	2 80
	Soused, 1 1/2 lb.	1 60
	Soused, 2 lb.	2 75
	Tomato, 1 lb.	1 50
	Tomato, 2 lb.	2 80
Mushrooms		
	Buttons, 1/2s	@ 30
	Buttons, 1s	@ 45
	Hotels, 1s	@ 39
Oysters		
	Cove, 1 lb.	@ 1 20
	Cove, 2 lb.	@ 1 80
Plums		
	Plums	1 50 @ 2 00
Pears in Syrup		
	No. 3 can, per dz.	2 50 @ 3 00
Peas		
	Marrowfat	1 25 @ 1 35
	Early June	1 50 @ 1 60
	Early June siftd	1 60 @ 1 75
Peaches		
	Pie	1 00 @ 1 25
	No. 10 size can pie	@ 3 25
Pineapple		
	Grated	1 75 @ 2 10
	Sliced	1 45 @ 2 60
Pumpkin		
	Fair	1 10
	Good	1 20
	Fancy	1 30
	No. 10	3 50
Raspberries		
	No. 2, Black Syrup	1 60
	No. 10, Black	7 00
	No. 2, Red Preserved	2 60
	No. 10, Red, Water	7 25
Salmon		
	Warrens, 1 lb. Tall	2 90
	Warrens, 1 lb. Flat	3 00
	Red Alaska	2 75
	Med. Red Alaska	1 90
	Pink Alaska	1 60
Sardines		
	Domestic, 1/4s	5 25
	Domestic, 1/2 Mustard	5 50
	Domestic, 3/4 Mustard	4 75
	Norwegian, 1/4s	11 @ 16
	Portuguese, 1/4s	22 @ 30
Sauer Kraut		
	No. 3, cans	2 00
	No. 10, cans	
Shrimps		
	Dunbar, 1s doz.	1 25
	Dunbar, 1 1/2s doz.	2 40
Succotash		
	Fair	
	Good	1 65
	Fancy	
Strawberries		
	Standard	2 00
	Fancy	2 75
Tomatoes		
	No. 2	1 75
	No. 3	2 20
	No. 10	6 75
Tuna		
	Case	
	1/4s, 4 doz. in case	4 50
	1/2s, 4 doz. in case	7 50
	1s, 4 doz. in case	10 00
CATSUP		
	Snider's 1/2 pints	1 50
	Snider's pints	2 50
CHEESE		
	Acme	@ 29
	Carson City	@ 29
	Brick	@ 28
	Leiden	@
	Limbarger	@ 29
	Pineapple	1 25 @ 1 35
	Edam	@ 1 80
	Sap Sago	@
	Swiss, Domestic	1/2

3

CHEWING GUM		
	Adams Black Jack	62
	Adams Sappota	70
	Beeman's Pepsin	62
	Bechnut	60
	Chiclets	1 33
	Colgan Violet Chips	65
	Colgan Mint Chips	65
	Dentyne	62
	Doublemint	62
	Flag Spruce	64
	Hershey Gum	62
	Juicy Fruit	64
	Sterling Gum Pep.	62
	Sterling 7-Point	62
	Spearmint, Wrigleys	64
	Spearmint, 5 box jars	3 20
	Spearmint, 6 box jars	3 85
	Trunk Spruce	62
	Yucatan	62
	Zeno	64
	Smith Bros. Gum	62
	Wrigleys 5 box lots	61
	O. K. Gum	75
CHOCOLATE		
	Walter Baker & Co.	
	German's Sweet	24
	Premium	35
	Caracas	28
	Walter M. Lowney Co.	
	Premium, 1/4s	35
	Premium, 1/2s	35
CLOTHES LINE		
	Per doz.	
	No. 40 Twisted Cotton	1 30
	No. 50 Twisted Cotton	1 70
	No. 60 Twisted Cotton	2 20
	No. 80 Twisted Cotton	2 40
	No. 50 Braided Cotton	1 75
	No. 60 Braided Cotton	2 00
	No. 80 Braided Cotton	2 50
	No. 50 Sash Cord	2 50
	No. 60 Sash Cord	3 00
	No. 60 Jute	1 25
	No. 72 Jute	1 40
	No. 60 Sisal	1 30
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, 1/4s	35
	Colonial, 1/2s	33
	Epps	42
	Hershey's, 1/4s	32
	Hershey's, 1/2s	30
	Huyler	36
	Lowney, 1/4s	38
	Lowney, 1/2s	37
	Lowney, 5 lb. cans	37
	Van Houten, 1/4s	12
	Van Houten, 1/2s	18
	Van Houten, 1/4s	36
	Van Houten, 1s	65
	Wan-Eta	36
	Webb	33
	Nut Butter Puffs	16
	Star Patties, Ass't.	17
COCOANUT		
	Dunham's per lb.	
	1/4s, 5 lb. case	30
	1/2s, 5 lb. case	29
	1/4s, 15 lb. case	29
	1/2s, 15 lb. case	28
	1s, 15 lb. case	27
	1/4s & 1/2s, 15 lb. case	28
	Scalloped Gems	10
	1/4s & 1/2s pails	16
	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 Rio	19
	Fair	19 1/2
	Choice	20
	Fancy	21
	Peaberry	23
	Common Santos	20
	Fair	20 1/2
	Choice	21
	Fancy	23
	Peaberry	23
	Fair Maracalbo	24
	Choice	25
	Choice Mexican	25
	Fancy	26
	Choice Guatemala	25
	Fancy	28
	Choice Java	
	Private Growth	26 @ 30
	Mandling	31 @ 35
	Aukola	30 @ 32
	Choice Mocha	
	Short Bean	25 @ 27
	Long Bean	24 @ 25
	H. L. O. G.	26 @ 28
	Choice Bogota	
	Fair	24
	Fancy	26
	Exchange Market, Steady	
	Spot Market, Strong	
	Package	
	New York Basis	
	Arbuckle	20 50

4

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, 1/2 gross	1 15
	Hummel's foll, 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
	Cases	
	Jumbo	15
	Jumbo, small	15 1/2
	Big Stick	15
	Boston Sugar Stick	17
Mixed Candy		
	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
Specialties		
	Pails	
	Auto Kisses (baskets)	16
	Bonnie Butter Bites	20
	Butter Cream Corn	17
	Caramel Bon Bons	16
	Caramel Croquettes	16
	Cocanut Waffles	16

6

7

8

9

10

11

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 50 Granena Health 6 60 Gren. Meal 4 10 Bolted Meal 4 00

Watson-Higgins Milling Co. New Perfection 15 90 Tip Top Flour 15 40 Golden Sneef Flour 15 00 Marshalls 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, 1/8s 16 75 American Eagle, 1/4s 16 65 American Eagle, 1/2s 16 75

Spring Wheat Judson Grocer Co. Ceresota, 1/8s 17 50 Ceresota, 1/4s 17 40 Ceresota, 1/2s 17 30

Worden Grocer Co. Wingold, 1/8s cloth 16 75 Wingold, 1/4s cloth 16 00 Wingold, 1/2s cloth 16 55

Meal Bolted 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, gro. 2 25

GELATINE Cox's, 1 doz. large 1 45 Cox's, 1 doz. small 90 Knox's Sparkling, doz. 1 75 Knox's Sparkling, gr. 20 50 Knox's 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. 25

HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25

HIDES AND PELTS Hides Green, No. 1 17 Green, No. 2 16 Cured, No. 1 20 Cured, No. 2 19

Calfskin, green, No. 1 28 Calfskin, green, No. 2 26 1/2 Calfskin, cured, No. 1 30 Calfskin, cured, No. 2 28 1/2

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

Tallow No. 1 6 No. 2 5 Wool Unwashed, med. 48 Unwashed, fine 43

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

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

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

MINCE MEAT Per case 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 90 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. 4 50 Queen, Mammoth, 28 oz. 5 75

Olive Chow, 2 doz. cs. per doz. 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 Cylinder 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 80 Cob 90

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

POTASH Babbitt's, 2 doz. 1 90 PROVISIONS Barreled Pork Clear Back 42 00@43 00 Short Cut Clr 41 00@42 00 Bean 40 00@41 00 Brisket, Clear 43 00

Pig Clear Family 29 00 Dry Salt Meats S P Bellies 19 @20 Lard Pure in tierces 24 1/2@25 Compound Lard 18 1/2@19

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 38 @39 Minced Hams @19 Bacon 34 @37

Sausages Bologna 15 Liver 17 Frankfort 12 Pork 14@15 Veal 11 Tongue 11 Headcheese 14

Beef Boneless 25 00@27 00 Rump, new 30 00@31 00 Pig's Feet 1/4 bbls. 40 lbs. 1 75 3/4 bbls. 40 lbs. 3 40 1/2 bbls. 80 lbs. 6 00 1 bbl. 12 00

Tripe Kits, 15 lbs. 90 1/4 bbls., 40 lbs. 1 60 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 35 Beef, rounds, set 19@20 Beef, middles, set 45@55 Sheep 1 15@1 35

Uncolored Butterine Solid Dairy 22 @25 Country Rolls 25 @27 Canned Meats Corned Beef, 2 lb. 6 00 Corned Beef, 1 lb. 3 40 Roast Beef, 2 lb. 3 40 Roast Beef, 1 lb. 3 40

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

Potted Tongue, 1/4s 55 Potted Tongue, 1/2s 95 RICE Fancy 8@8 1/2 Bule Rose @8 Broken

ROLLED OATS Rolled Avenna, bbls. 9 50 Steel Cut, 100 lb. sks. 5 00 Monarch, bbls. 9 25 Monarch, 90 lb. sks. 4 75 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 1/4s 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 @ 7 1/2

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

Herring Med. Fat Split, 200 lbs 8 00 Laborador Split 200 lb 10 00 Norway 4 K, 200 lbs 16 50 Special 8 lb. pails 70 Scaled, in boxes 16 Boned, 10 lb. boxes 15

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

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

SEEDS Anise 35 Canary, Smyrna 7 1/2 Caraway 70 Cardomon, Malabar 1 20 Celery 45 Hemp, Russian 7 1/2 Mixed Bird 9 Mustard, white 20 Poppy 70 Rape 12

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

SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars 33

SODA Boxes 5 1/2 Kegs, English 4 1/4 SPICES Whole Spices Allspice, Jamaica 9@10 Allspice, lg. Garden @11 Cloves, Zanzibar @27 Cassia, Canton 14@15 Cassia, 5c pkg. doz. @35 Ginger African @14 1/2 Ginger, Cochin @14 1/2 Mace, Penang @17 Mixed, No. 1 @16 Mixed, No. 2 @16 Mixed, 5c pkgs. dz. @45 Nutmegs, 70-80 @35 Nutmegs, 105-110 @30 Pepper, Black @28 Pepper, White @30 Paprika, Cayenne @22 Paprika, Hungarian @25 Pure Ground in Bulk Allspice, Jamaica @15 Cloves, Zanzibar @30 Cassia, Canton @28 Ginger, African @18 Mace, Penang @31 00 Nutmegs @30 Pepper, Black @30 Pepper, White @32 Pepper, Cayenne @25 Paprika, Hungarian @45

STARCH Corn Kingsford, 40 lbs. 7 1/4 Muzzy, 48 1lb. pkgs. 7 Kingsford Silver Gloss, 40 lb. 7 1/4 Argo, 24 5c pkgs. 95 Silver Gloss, 16 3lbs. 7 1/4 Silver Gloss, 12 6lbs. 8 1/4

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

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

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

TABLE SAUCES Halford, large 3 75 Halford, small 2 26

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

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

Young Hyson Choice 28@30 Fancy 45@56

Oolong Formosa, Medium 25@28 Formosa, Choice 32@35 Formosa, Fancy 50@60 English Breakfast Congou, Medium 25@30 Congou, Choice 30@35 Congou, Fancy 40@60 Congou, Ex. Fancy 60@80

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

TOBACCO Fine Cut Blot 1 45 Bugle, 16 oz. 3 84 Bugle, 10c 11 00 Dan Patch, 8 and 16 oz. 36 Dan Patch, 4 oz. 11 52 Dan Patch, 2 oz. 5 78 Fast Mail, 16 oz. 7 80 Hiawatha, 16 oz. 6 60 Hiawatha, 5c 5 76 May Flower, 16 oz. 9 36 No Limit, 8 oz. 1 86 No Limit, 16 oz. 8 72 Ojibwa, 8 and 16 oz. 40 Ojibwa, 10c 11 00 Ojibwa, 8 and 16 oz. 42 Petoskey Chief, 7 oz. 2 00 Petoskey Chief, 14 oz. 4 00 Peach and Honey, 5c 5 76 Red Bell, 16 oz. 3 96 Red Bell, 8 foll. 1 98 Sterling, L & D, 5c 5 76 Sweet Cuba, canister 9 16 Sweet Cuba, 5c 5 76 Sweet Cuba, 10c 95 Sweet Cuba, 1 lb. tin 4 50 Sweet Cuba, 1/2 lb. foll. 2 25 Sweet Burley, 5c L&D 5 76 Sweet Burley, 8 oz. 2 45 Sweet Burley, 16 oz. 4 90 Sweet Mist, 1/2 gro. 5 76 Sweet Mist, 8 oz. 11 10 Telegram, 5c 5 76 Tiger, 5c 6 00 Tiger, 25c cans 2 40 Uncle Daniel, 1 lb. 60 Uncle Daniel, 1 oz. 5 23

Plug Am. Navy, 16 oz. 32 Apple, 10 lb. butt. 41 Day's Work, 7 & 14 lb. 42 Drummond Nat. Leaf, 2 and 5 lb. 60 Drummond Nat. Leaf, per doz. 96 Battle Ax 32 Brazer, 6 and 12 lb. 30 Big Four, 6 and 16 lb. 32 Boot Jack, 2 lb. 30 Boot Jack, per doz. 96 Bullion, 16 oz. 46 Climax Golden Twins 49 Climax, 14 1/2 oz. 44 Climax, 7 oz. 47 Climax, 5c tins 6 00 Creme de Menthe, lb. 65 Derby, 5 lb. boxes 28 Five Bros., 4 lb. 66 Four Roses, 10c 90 Gilt Edges, 2 lb. 58 Gold Rope, 6 and 12 lb. 50 Gold Rope, 4 and 8 lb. 58 G. O. P., 12 and 24 lb. 40 Granger Twist, 6 lb. 50 G. T. W., 10 and 21 lb. 33 Horse Shoe, 6 and 12 lb. 44 Honey Dip Twist, 5 and 10 lb. 49 Jolly Tar, 5 and 8 lb. 40 J. T., 5 1/2 and 11 lb. 40 Kentucky Navy, 12 lb. 32 Keystone Twist, 6 lb. 48 Kismet, 6 lb. 32 Maple Dip, 16 oz. 32 Merry Widow, 12 lb. 38 Nobby Spun Roll 6 & 3 Parrot, 12 lb. 92 Patterson's Nat. Leaf 98 Peachey, 6, 12 & 24 lb. 47 Piepie Twist, 5 lb. 50 Piper Heidsieck, 4 & 7 lb. 60 Piper Heidsieck, per 60 Polo, 3 doz., per doz. 48 Red Cross 32 Scrapple, 2 and 4 doz. 48 Sherry Cobbler, 8 oz. 33 Spear Head, 12 oz. 44 Spear Head, 14 1/2 oz. 44 Spear Head, 7 oz. 47 Sq. Deal, 7, 14 & 28 lb. 30 Star, 6, 12 and 24 lb. 44 Standard Navy, 7 1/2, 15 and 30 lb. 34 Ten Penny, 6 and 12 lb. 35 Tanke Talk, 14 oz. 33 Yankee Girl, 12 & 24 lb. 33

Scrap All Red, 5c 5 76 Am. Union Scrap 5 40 Bag Pipe, 5c 5 88 Cutlas, 2 1/2 oz. 30 Globe Scrap, 2 oz. 30 Happy Thought, 2 oz. 30 Honey Comb Scrap, 5c 5 76 Honest Scrap, 5c 5 76 Mail Pouch, 4 doz. 5c 2 00 Old Songs, 5c 5 76 Old Times, 1/2 gro. 5 50 Polar Bear, 5c, 1/2 gro. 5 76 Red Band, 5c, 1/4 gro. 6 00 Red Man Scrap, 5c 1 42 Scrapple, 5c pkgs. 48 Sure Shot, 5c, 1/4 gro. 5 76 Yankee Girl Scrap 2oz. 6 00 Pan Handle Scrap 1/4 sr 6 00 Peachey Scrap, 5c 5 76

Smoking All Leaf, 2 1/4 & 7 oz. 30 BB, 3 1/2 oz. 6 00 BB, 7 oz. 12 00 BB, 14 oz. 24 00 Badger, 3 oz. 5 04 Badger, 7 oz. 11 52 Banner, 5c 5 76 Banner, 20c 1 20 Banner, 40c 3 60 Belwood, Mixture, 10c 94 Big Chief, 2 1/2 oz. 6 00 Big Chief, 16 oz. 30 Bull Durham, 5c 5 85 Bull Durham, 10c 10 80 Bull Durham, 15c 1 45 Bull Durham, 8 oz. 3 60 Bull Durham, 16 oz. 6 72 Buck Horn, 5c 5 76 Buck Horn, 10c 11 52 Briar Pipe, 5c 5 76 Briar Pipe, 10c 11 52 Black Swan, 5c 5 76 Black Swan, 14 oz. 3 50 Bob White, 5c 6 00 Carnival, 5c 5 70 Carnival, 1/2 oz. 39 Carnival, 16 oz. 40 Cigar Clip'g Johnson 30 Cigar Clip'g Seymour 30 Identity, 3 and 16 oz. 30 Darby Cigar Cuttings 4 50 Continental Cubes, 10c 90 Corn Cake, 14 oz. 2 55 Corn Cake, 7 oz. 1 45 Corn Cake, 5c 5 76 Cream, 50c pails 4 70 Cuban Star, 5c foil 5 70 Cuban Star, 16 oz. pls 5 72 Chips, 10c 10 30 Dills Best, 1 1/2 oz. 79 Dills Best, 3 1/2 oz. 77 Dills Best, 16 oz. 73 Dixie Kid, 5c 5 76 Duke's Mixture, 5c 5 76 Duke's Mixture, 10c 11 52 Duke's Cameo, 5c 5 76 Drum, 5c 5 76 F. F. A., 4 oz. 5 04 F. F. A., 7 oz. 11 52 Fashion, 5c 6 00 Fashion, 16 oz. 5 28 Five Bros., 5c 5 76 Five Bros., 10c 10 80 Five cent cut Plug 29 F O B 10c 11 52 Four Roses, 10c 96 Full Dress, 1 1/2 oz. 72 Glad Hand, 5c 48 Gold Block, 10c 12 00 Gold Star, 50c pail 4 60 Gail & Ax Navy, 5c 6 00 Growler, 5c 45 Growler, 10c 1 00 Growler, 20c 2 00 Giant, 6c 6 00 Giant, 40c 3 72 Hand Made, 2 1/2 oz. 50 Hazel Nut, 5c 6 00 Honey Dew, 10c 12 00 Hunting, 5c 38 I X L, 5c 3 10 I X L, in pails 3 90 Kiln Dried, 25c 2 50 King Bird, 7 oz. 2 16 King Bird, 10c 11 52 King Bird, 5c 5 76 La Turka, 5c 5 76 Little Giant, 1 lb. 23 Lucky Strike, 10c 96 Le Redo, 3 oz. 10 40 Le Redo, 8 & 16 oz. 40 Myrtle Navy, 10c 11 52 Myrtle Navy, 5c 5 76 Maryland Club, 5c 5 00 Mayflower, 5c 6 00 Mayflower, 10c 1 00 Mayflower, 20c 1 92 Nigger Hair, 5c 6 00 Nigger Hair, 10c 10 70 Nigger Head, 5c 5 40 Nigger Head, 10c 10 56 Noon Hour, 5c 48 Old Colony, 1-12 gro. 11 52 Old Mill, 5c 5 76 Old English Crve 1 1/2 oz. 96 Old Crop, 5c 6 00 Old Crop, 25c 2 64 P. S., 8 oz. 30 lb. case 19 P. S., 3 oz., per gro. 5 70 Pat Hand, 1 oz. 63 Patterson Seal, 1 1/2 oz. 48 Patterson Seal, 3 oz. 96 Patterson Seal, 16 oz. 5 00 Peerless, 5c 5 76 Peerless, 10c cloth 11 52 Peerless, 10c paper 10 80 Peerless, 20c 2 04 Peerless, 40c 4 08 Plaza, 2 gro. case 5 76 Plow Boy, 5c 5 76 Plow Boy, 10c 11 40 Plow Boy, 14 oz. 4 70 Pedro, 10c 11 93 Pride of Virginia, 1 1/2 77 Pilot, 7 oz. doz. 1 05 Queen Quality, 5c 5 48 Rob Roy, 10c gross 10 52 Rob Roy, 25c doz. 2 10 Rob Roy, 50c doz. 4 10 S. & M., 5c gross 5 76 Rob Roy, 5c foil 5 76 S. & M., 14 oz. doz. 3 20 Soldier Boy, 5c gross 5 76 Soldier Boy, 10c 10 50 Stag, 5c 5 76 Stag, 10c 11 52 Stag, 8 oz. glass 4 50 Stag, 90c glass 8 40 Soldier Boy, 1 lb. 4 75 Sweet Caporal, 1 oz. 60

SPECIAL PRICE CURRENT

12	13	14
Sweet Lotus, 5c 5 76	Wire End	BAKING POWDER
Sweet Lotus, 10c 11 52	1 lb., 250 in crate 35	K C
Sweet Lotus, per doz. 4 60	2 lb., 250 in crate 45	10c, 4 doz. in case 95
Sweet Rose, 2 1/4 oz. ... 30	3 lb., 250 in crate 55	15c, 4 doz. in case 1 40
Sweet Tip Top, 5c 5 00	5 lb., 20 in crate 65	25c, 4 doz. in case 2 35
Sweet Tip Top, 10c ... 1 00	Churns	50c, 2 doz. plain top 4 50
Sweet Tips, 1/2 gro. ... 11 52	Barrel, 5 gal., each .. 2 40	80c, 1 doz. plain top 7 00
Sun Cured, 10c 98	Barrel, 10 gal., each .. 2 55	10 lb. 1/4 dz., plain top 14 00
Summer Time, 5c 5 76	Clothes Pins	Special deals quoted up-
Summer Time, 7 oz. 1 65	Round Head	on request.
Summer Time, 14 oz. 3 50	4 1/2 inch, 5 gross 65	K C Baking Powder is
Standard, 5c foil 5 76	Cartons, No. 24, 24s, bxs. 70	guaranteed to comply with
Standard, 10c paper 8 64	Egg Crates and Filters	ALL Pure Food Laws, both
Seal N. C. 1 1/2 cut plug 7 00	Humpty Dumpty, 12 dz. 20	State and National.
Seal N. C. 1 3/4 Gran. ... 63	No. 1 complete 42	
Three Feathers, 1 oz. 48	No. 2 complete 35	Royal
Three Feathers, 10c 11 52	Case, medium, 12 sets 1 30	10c size ... 1 00
Three Feathers, and	Faucets	1/4 lb. cans 1 45
Pipe combination .. 2 25	Cork lined, 3 in. 70	6 oz. cans 2 00
Tom & Jerry, 14 oz. 3 60	Cork lined, 9 in. 80	1/2 lb. cans 2 55
Tom & Jerry, 7 oz. ... 1 80	Cork lined, 10 in. 90	3/4 lb. cans 3 35
Tom & Jerry, 3 oz. ... 76	Mop Sticks	1 lb. cans .. 4 95
Turkish, Patrol, 2-9 5 76	Trojan spring 1 25	5 lb. cans 23 70
Tuxedo, 1 oz. bags ... 48	Eclipse patent spring 1 25	
Tuxedo, 2 oz. tins ... 96	No. 1 common 1 25	
Tuxedo, 20c 1 90	No. 2, pat. brush hold 1 25	
Tuxedo, 80c tins 7 45	Ideal No. 7 1 25	
Union Leader, 5c coil 5 76	12 lb. cotton mop heads 1 75	
Union Leader, 10c	Pails	
pouch 11 52	10 qt. Galvanized 3 25	
Union Leader, ready	12 qt. Galvanized 3 50	
cut 11 52	14 qt. Galvanized 4 00	
Union Leader 50c box 5 10	Fibre 4 00	
War Path, 5c 6 00	Toothpicks	
War Path, 20c 1 60	Birch, 100 packages .. 2 00	
Wave Line, 3 oz. 40	Ideal 85	
Wave Line, 16 oz. 40	Traps	
Way Up, 2 1/4 oz. 5 75	Mouse, wood, 2 hoels .. 22	
Way Up, 16 oz. pails 36	Mouse, wood, 4 hoels .. 45	
Wild Fruit, 5c 6 00	10 qt. Galvanized 1 55	
Wild Fruit, 10c 12 00	12 qt. Galvanized 1 70	
Yum Yum, 5c 5 76	14 qt. Galvanized 1 90	
Yum Yum, 10c 11 52	Mouse, wood, 6 hoels .. 70	
Yum Yum, 1 lb. doz. 4 80	Mouse, tin, 5 hoels 65	
	Rat, wood 80	
	Rat, spring 75	
CIGARS	Tubs	
Peter Dornbos Brands	No. 1 Fibre 16 50	
Dornbos Single	No. 2 Fibre 15 00	
Binder 35 00	No. 3 Fibre 13 50	
Dornbos, Perfectos .. 35 00	Large Galvanized ... 11 75	
Dornbos, Bismarck 70 00	Medium Galvanized 10 00	
Allan D. Grant 65 00	Small, Galvanized 8 75	
Allan D. 35 00	Washboards	
Johnson Cigar Co.'s Brand	Banner, Globe 3 75	
Dutch Masters Club 70 00	Brass, Single 6 75	
Dutch Masters Inv. 70 00	Glass, Single 3 75	
Dutch Masters Pan. 70 00	Double Peerless 6 25	
Dutch Master Grande 65 00	Single Peerless 6 25	
El Portana	Northern Queen 4 60	
Dutch Masters, 5c	Good Enough 4 65	
S. C. W.	Universal 4 75	
Gee Jay	Wood Bowls	
Johnson's Straight	13 in. Butter 1 75	
Above five brands are	15 in. Butter 3 15	
sold on following basis:	17 in. Butter 6 75	
Less than 300 35 00	19 in. Butter 10 50	
300 assorted 35 00	WRAPPING PAPER	
2500 assorted 33 00	Fibre Manila, white .. 8 1/2	
3% trade discount on 300	Fibre, Manila, colored	
or more.	No. 1 Manila 8 1/2	
2% cash discount on all	Butchers' Manila 8	
purchases.	Kraft 10 1/2	
Worden Grocer Co. Brands	Wax Butter, short c't 16	
Worden's Hand Made	Wax Butter, full c't 20	
Londres, 50s Wood .. 33 00	Parchm't Butter, rolls 19	
TWINE	YEAST CAKE	
Cotton, 3 ply 37	Magic, 3 doz. 1 15	
Cotton, 4 ply 37	Sunlight, 3 doz. 1 00	
Jute, 2 ply 20	Sunlight, 1 1/2 doz. 50	
Hemp, 6 ply 22	Yeast Foam, 3 doz. ... 1 15	
Flax, medium 35	Yeast Foam, 1 1/2 doz. 35	
Wool, 1 lb. bales 17	Window Cleaners	
VINEGAR	12 in. 1 65	
White Wine, 40 grain 10	14 in. 1 85	
White Wine, 80 grain 13 1/2	16 in. 2 30	
White Wine, 100 grain 15 1/2	AXLE GREASE	
Oakland Vinegar & Pickle		
Co.'s Brands	1 lb. boxes, per gross 8 70	
Highland apple cider .. 22	3 lb. boxes, per gross 23 10	
Oakland apple cider .. 17	CHARCOAL	
State Seal sugar 14	Car lots or local shipments,	
Blue Ribbon, Corn ... 12 1/2	bulk or sacked in paper or	
Oakland white picklg 12	jute. Poultry and stock	
Packages free.	charcoal.	
WICKING	DEWEY - SMITH CO., Jackson, Mich.	
No. 0, per gross 35	Successor to M. O. DEWEY CO.	
No. 1, per gross 45		
No. 2, per gross 60		
No. 3, per gross 90		
WOODENWARE		
Baskets		
Bushels 1 10		
Bushels, wide band .. 1 25		
Market, drop handle .. 45		
Market, single handle 50		
Splint, large 4 00		
Splint, medium 3 50		
Splint, small 3 00		
Willow, Clothes, large		
Willow, Clothes, small		
Willow, Clothes, me'm		
Butter Plates		
Ovals		
1/4 lb., 250 in crate 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		

FITZPATRICK BROTHERS' SOAP CHIPS

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

SEND FOR SAMPLES

The Only Five Cent Cleanser



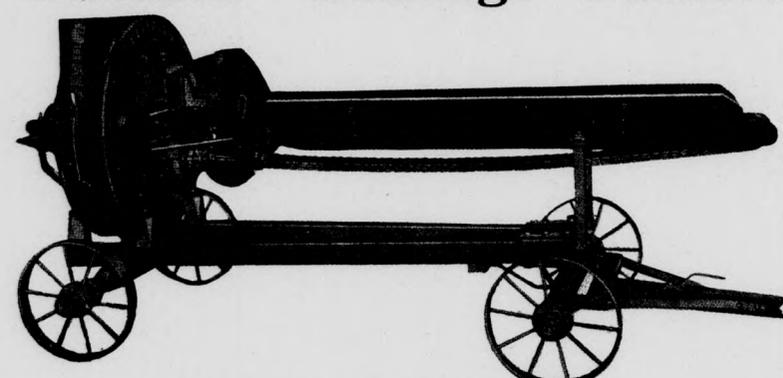
Guaranteed to Equal the Best 10c Kinds

80 Can Cases \$3.00 Per Case
40 Can Cases \$1.60 Per Case
SHOWS A PROFIT OF 40%

Handled by All Jobbers

Place an order with your jobber. If goods are not satisfactory return same at our expense.—FITZPATRICK BROS.

"Blizzard" Ensilage Cutters



CLEMENS & GINGRICH CO.
Distributors for Central Western States

1501 Wealthy St. Grand Rapids, Michigan

PINE TREE BRAND Timothy Seed



AN EXTRA RECLEANED AND PURE SEED AT MODERATE COST

DEALERS WRITE FOR SAMPLE, TEST AND PRICE

The Albert Dickinson Co. SEED MERCHANTS

Established 1854

CHICAGO

MINNEAPOLIS

BUSINESS-WANTS DEPARTMENT

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

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

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 Sterautomat Co., Beloit, Wisconsin. 73

For Rent—Or Sale (terms) splendidly equipped bakery and restaurant. Fine location in small city. Living rooms rent separate. Fay 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

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

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—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

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

Mr. Merchant:

Do you want to sell your stock?
Do you need money?
Do you want a partner?
Do you want to dissolve partnership?
Do you want to increase the volume of business?
Do you want to cut your overhead expense?
Do you want to collect your outstanding accounts?
If you are interested in any of the above questions, write, wire or phone me for free information at my expense without obligating yourself in any way.
JOHN L. LYNCH,
Business Doctor.

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

For Sale—General stock of merchandise in a No. 1 farming town. Cheap for cash. Invoice \$5,500 stock and fixtures. Reason for selling want to dissolve partnership. Address No. 92, care Tradesman. 92

For Sale For Cash—\$25,000 stock dry goods, ready-to-wear, men's furnishings, shoes and notions, in a city of 700 population, mostly country trade. No old goods in stock. Old goods have always been kept cleaned up. Will sell at inventory price which is about 25 per cent. less than goods cost to-day. Have done cash business for over four years. Reason for selling is that we have more business than we can take care of. Address No. 93, care Michigan Tradesman. 93

For Sale—Delicatessen store in Northern Michigan resort on G. R. & I. R. R. Open four months, May 20 to Sept. 20. Average sales \$10,000 to \$12,000. Average net profits \$1,500 to \$1,800. Soda fountain, confectionery, fancy groceries. High class trade. Cash business. If interested address A. Peterson, Petoskey, Michigan. 94

For Sale—Clean up-to-date dry goods stock, \$5,500. Good location. Established 18 years. County seat 1,500 population. Excellent farming country. Michigan Central Railway. Mrs. W. P. Hayes, West Branch, Michigan. 95

Rare Chance—400 acres, 100 improved, 300 wood and pasture. Orchard 1,600 trees; barn cost \$5,000. House 25 x 45, not finished. Water in both; everything the best. Five and two-thirds miles woven wire fence. Near school and market. Only \$30 per acre. Will exchange in part for town property. See, phone or write S. W. Hopkins, 630 Normal Ave., Mt. Pleasant, Michigan. Do it now. 96

Clean, up-to-date stock millinery; women's ready-to-wear. Art goods. In progressive town on St. Clair river. Box 177, Algonac, Michigan. 84

Exceptional opportunity to buy a stock of up-to-date merchandise, mostly shoes, in one of the best manufacturing towns in South Central Michigan. Best location in city and the best business. Will consider nothing but cash. Poor health is the only reason for selling. A. D. Hancock, Otsego, Michigan. 85

For Sale—Suburban drug store Grand Rapids. Located near large school. Established four years. Yearly sales \$9,000. Rent \$25 month. Address Suburban, care Tradesman. 87

For Sale—Retail lumber and coal yard in the best farming section of Northeast Kansas. Doing good business. For information address Box 6, Lancaster, Kansas. 88

Bakery Delicatessen For Sale—Business \$10,000 year. Box 308, Battle Creek, Michigan. 89

Income Property—Now rented at good cash monthly rent and clear of debt, to exchange for stock of merchandise. Price Realty Company, Glasgow, Missouri. 91

For Sale—U. S. Slicer; Toledo scale, McCray 14 foot case; quartered oak side wall case. Box 308, Battle Creek, Michigan. 90

For Sale—Good live drug and grocery stock located in the heart of Flint. Reason for selling, ill health. Must be sold at once. J. C. Hughes & Co. 98

Wanted—Good retail business for cash. Prefer variety store located in Southern Michigan. Address No. 99, care Tradesman. 99

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

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. Krusenga, 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 Liere, 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

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

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

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

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

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

HELP WANTED.

Wanted—Experienced saleslady able to assist in buying for dry goods store. Excellent opportunity for right person. Write for particulars. Box 196, Centerville, Michigan. 86

Wanted—A good trustworthy middle aged person, a man preferred, to keep books and work in a general store. Must come well recommended. None other need apply. Carp Lake Manufacturing Co., Carp Lake, Michigan. 97

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

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.

The Best Asset of a

Grocery Business is

Satisfied Customers

Baker's Cocoa and Chocolate



REG. U. S. PAT. OFF.

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

ALWAYS SATISFACTORY

Walter Baker & Co. Ltd.

Established 1780 Dorchester, Mass.

Cigar Cigar

DORNBOS Single Binder

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



Review of the Grand Rapids Produce Market.

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

Asparagus—Illinois, \$2 per box.

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

Beets—\$1 per doz. bunches for new.

Butter—The market is very firm at unchanged quotations over last week. Fresh creamery butter is in fair demand, with moderate receipts. The receipts are about normal for this time of the year, and from now on will show a slight increase weekly. No material change is looked for in the immediate future. Local dealers hold fancy creamery at 37½c in tubs and 38½c in prints. Local dealers pay 32c for No. 1 in rolls, 33c in jars and 26c for packing stock.

Cabbage—New commands \$6.50 per 80 lb. crate.

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@\$1 per bunch.

Cocoanuts—\$6 per sack containing 100

Eggs—The egg market is steady at unchanged quotations. Receipts are good, with a good consumptive demand. Warehouse holdings are slightly under last year. The deficiency will more than likely be made up the present month if weather conditions are normal. Local dealers now pay 33@33½c for fresh, including cases, holding case count at 34@34½c.

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—16c per lb. for hot house leaf; \$1.75 per hamper for Southern head; \$2.25 per crate for Iceberg from California.

Maple Sugar—30c per lb. for pure.

Maple Syrup—\$1.50 per gal. for pure.

Mushrooms—\$1 per lb.

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

Onions—Texas Bermudas command \$2.35 per 45 lb. crate for yellow and \$2.60 for white.

Oranges—California Navals, \$2.75@ \$3.50.

Peppers—Southern command 75c per basket.

Pineapples—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—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, or home grown, 5c per lb. or \$1.50 per 40 lb. box.

Squash—Button, 5c per lb.

Strawberries—Tennessee are now in the market, commanding \$3.50 for 24 qts.

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

Tomatoes—\$4 for 6 basket crate, Florida.

Turnips—\$1.25 per hamper for Florida.

Pushing Borax Sales.

So simple and so well known a household help may seem not to require any special emphasis, yet we find that every year some fail to think of it at house cleaning time unless the memory is jogged. A row of pound packages placed in the front window at an attractive price will cause more than one housewife to thank you, at least mentally. For at house cleaning time it is of special value, both as a cleaner and as a cleanser. Through it hard water is rendered soft and it removes grease quite as well as soap, besides doing less injury to the surface to which it is applied.

As a cleanser of cuts and wounds it is one of the very best of household remedies. When used sparingly and the clothes well rinsed, it is a help of value in the laundry. Most of all, it is especially of use at this season in suppressing the fly nuisance. Experts have found that this non-poisonous substance has the power to prevent the eggs of the common housefly from hatching. If a little is sprinkled in the garbage pail daily the greatest of summer nuisances will be abated. Borax water sprinkled daily about drains will serve to help keep them sweet, yet it will in no way endanger poultry through its use.

Your own bulletin board may with profit enumerate some of the leading uses of this product, emphasizing the report of Dr. L. O. Howard, Government expert, on its efficiency in fighting the housefly. A special price may be made during a certain day or week, just to jog the memory of the housewives as to its many uses at this season. Even the liveryman will prove himself popular among his neighbors by treating his stables with this product and thereby avoiding danger of being looked upon as a breeder of typhoid carriers.

A reduction in passenger schedules in order to economize track metal, rolling stock, and railroad labor for the use of the Allies abroad may have to come, but to speak of this at the present moment is very much in keeping with the general tendency to learn the "lessons" of the war by doing right off whatever the belligerent nations were compelled to do after two years of war, and in disregard of the difference in local conditions. We have to-day 265,000 miles of railway, as against 40,000 for Germany, 24,000 for Great Britain, and less than 20,000 for France outside the occupied territory. The strain on the railways in the belligerent countries has been incomparably greater than anything we can foresee in our own case. The French lines, for instance, have to bear the traffic of armies of perhaps five million men—French and British—

and the number of men and the amount of supplies they have had to carry since the beginning of the war are very great. The German railways have had to bear the additional strain of transport involved in the shifting back and forth of huge forces fighting on interior lines. Little wonder that civilian railway travel should be reduced to a minimum. With our own great mileage it ought to be possible to effect traffic economies without resorting to too radical cutting down of passenger accommodations.

One more summer, at least, Americans who would have gone to Europe in normal times will have to content themselves with seeing their own country. For those in quest of scenic delights this is no great misfortune, for we have in our Northwest snow peaks more imposing in their isolated grandeur than any of the Swiss mountains. There is Mt. Hood, for instance, which is to Oregon what Fuji is to Japan. Grandeur still is Mt. Tacoma, which is visible in all its majesty from sea-level to a height of nearly three miles. It has 32,500 acres of snow and ice; with its foothills it covers three thousands square miles. When Theodore Winthrop saw it in 1853 he used the melodious name of Tacoma, given to it by the Siwashes and other Indian tribes, and he sneered at the "stupid nomenclature perpetuating the name of somebody or nobody." This somebody or nobody was Rear-Admiral Rainier, in whose honor Capt. Vancouver named this massive peak, in 1792. In September, 1915, the Secretary

of the Interior, Franklin K. Lane, wrote: "The fact is, nobody likes the name Rainier." The Legislature of the State of Washington has now passed a memorial addressed to the National Geographic Board asking it to do away with that name, at its meeting on May 2. Letters to that Board by those who believe in restoring aboriginal names are solicited by the "Justice-to-the-Mountain Committee" of the State of Washington.

Detroit—The Oliver Auto Devices, Inc., has been organized to manufacture auto devices, parts, bodies and completed cars with an authorized capital stock of \$100,000, all of which has been subscribed, \$30 paid in in cash and \$99,970 paid in in property.

Detroit—The Madison T. B. Washington Cutlery Manufacturing Co. Inc., has engaged in business at 290 Beaubien street, with an authorized capital stock of \$25,000 common and \$25,000 preferred, all of which amounts have been subscribed and paid in in property.

A man is hopelessly ill when he fails to make a fuss about any new experiment that is tried on him.

Among the germs commonly found in the soul kiss are the alimony bacilli.

BUSINESS CHANCES.

For Sale—Stock of dry goods and notions, shoes and furnishings. Good staple merchandise bought before the advance. As we are going out of business we offer this at a bargain. Geo. M. Brooks, Manton, Michigan. 100

For Sale—Confectionery. Nice transfer corner. Fine location for drug store. Owner will sacrifice on account of ill health. 512 Central Ave., Kansas City, Kansas. 101



REMEMBER

THOSE GOOD SHOWS AT

RAMONA

LAST SEASON?

WELL, Starting with Matinee Next
Sunday, May 20

Another Season

OF HIGH GRADE, REFINED

Amusement

BEGINS AT THIS

Beautiful Theater

ALL BOOKINGS FROM THE BIG
UNITED BOOKING OFFICE AS BEFORE

**Reservations Thursday for
Entire Season**

Time and Prices
Matinees at 3 o'clock
10c, 25c; boxes, 35c
Evenings at 8:30
10c, 25c, 35c and 50c;
boxes 50c

Ramonograph featuring the O. Henry story, "The Third Ingredient."
TICKETS ON SALE DOWNTOWN AT PECK'S AND WURZBURG'S