

MICHIGAN TRADESMAN

PUBLISHED WEEKLY TRADESMAN COMPANY, PUBLISHERS. EST. 1883

Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 23,

7

Number 1757

If It Must Come

IF IT must come—
Lord, give us strength to bear
Its red, red wrath, its sacrifice and woe,
Its service and its loyalty and care,
Its bitter blight and blow.

If it must come—
Lord, let us waver not
Before the gun-fire or the giving up
Of little pleasures, that must be forgot
In this high moment when the bitter cup
Of life and struggle shall approach our lips,
When dreams must wait, and all our petty trials
Sink for the moment into dark eclipse,
While the brave spirit smiles.

If it must come—
Lord, let us meet its call
With stalwart manhood as our fathers did
Who heard the echoes of the bugles fall
Around the world, and took their places amid
The foremost carnage of the bitter years,
Glad in their service to be men who knew
That even in battle and the salt of tears
'Tis something to be true.

Folger McKinsey.

Pere Marquette Railroad Co.

DUDLEY E. WATERS, PAUL H. KING, Receivers

FACTORY SITES

AND

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It is the most nourishing and, with all its good qualities, it is the most economical food.

Increase your sales of bread.

Fleischmann's Yeast

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

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

Ask Your Miller in Your Town

— he can give you his flour in this sack

Our co-operative advertising plan
makes the flour you sell the best
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G. J. JOHNSON CIGAR CO.

Grand Rapids

MICHIGAN TRADESMAN

Thirty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 23, 1917

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SPECIAL FEATURES.

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WEEDING OUT SPECULATORS.

If the Federal Department of Justice undertakes to smoke out the manipulators and speculators in food products, it will find no antagonism nor opposition on the part of the organized grocery trade. On the contrary, every representative organization and probably 95 per cent. of the individuals of the grocery field will heartily join to rid the trade of the small minority of selfish operators whose questionable practices have so generally brought discredit on the whole.

Mr. Vrooman is reported to have said that he has undisputed evidence of hoarding and cornering in New York City. If the evidence is good, the offender should most assuredly be punished. But, in judging many of these cases, it is very easy to resent price advances and regard them as "corners" and extortionate price making, when the causes of price advance have not been voluntary at all but due to natural market influences which really defy control.

That there is speculation in food products cannot be denied, but that all of it is wicked is not true for a minute. If there is any such thing as a law of supply and demand, there must be recognition that it manifests itself in a sliding adjustment of prices. If, then, a merchant owns goods beyond the needs of the minute—and any prudent merchant must stock up somewhat in anticipation of his wants—the incidental increment forces speculative profits on him; or incidental losses if the slide is in the opposite direction.

Shall he refuse to realize his profits thus gained or continue, in the face of increased demand to sell at old levels? From time immemorial such profits have been recognized as legitimate, and yet over-much talk about "speculators" has caused an excited and half-informed public mind to curse the tradesman as a speculator, just as much as it does the sheer manipulator who forces wheat up far beyond the three-dollar mark by a process of progressive betting in an exchange.

In investigations of the past, especially some of the probes by energetic and ambitious public prosecutors, normal sentimental movements of price have been twisted as "manipulation," when they were nothing of the sort

Professional market reporters, whose reports are used by their readers as bases for formation of opinion as to values—and that is the legitimate purpose of a market report, to give its readers information—have been charged with conspiracy because what they wrote resulted in certain fluctuations or changes in market sentiment. Yet there was nothing whatever of the manipulative or conspiracy character in it and so far as appears no accusation based on such premises has yet succeeded in "pushing" anyone.

It is well known that some men are probably manipulating stocks of scarce goods to their own ends. In times of National stress like this such practices, even if legal, are not ethical nor in keeping with the spirit of the times. The great mass of the food traders are moved nowadays by patriotic motives, and anyone who sticks sharply by his "rights" or hair-splitting distinctions between what is legally and what is morally right is a black sheep in the fold. No one would like to see him punished more than the legitimate trade.

THE NEW WORLD MENACE.

Germany no longer expects to win the war the Kaiser started to create a world empire. Conceding defeat, she is now seeking the best terms she can to end the conflict. She is making common cause with the socialists on the "no annexation, no indemnity" plan. She has invoked the aid of socialists all over the world, including the members of the party in this country, to co-operate in this propaganda. If peace is concluded on this basis, Germany will immediately absorb Austria, Hungary, Bohemia, Serbia, Montenegro, Bulgaria, Roumania and Turkey, making them all a part of the German empire and ruling them with a rod of iron.

This plan must not be permitted to be put into execution, because such a combination would place Germany in a position to start another war as soon as she can recover from the present disastrous defeat for the purpose of annihilating Switzerland, Holland and Denmark and accomplishing the ambition of fifty years—to ruin France and destroy the democracy of Europe.

To combat this conspiracy against freedom and independence the United States must devote her best energies for the next three years, if necessary. No sacrifice of life and treasure is too great to defeat Germany's infamous aims. Unless we bury them in Europe, we will be compelled to settle the struggle of devilry vs. democracy on our own soil, which will involve the destruction of many of our own cities before the demon in the German heart can be conquered.

PLANTING POTATOES.

In Southern Michigan early potatoes should be planted from April 25 to May 10, but as the season has been so cold and late it is not too late now if one has seed. Early potatoes are usually a surer crop than late ones, although the yield is not so large. Some varieties are good for the table the year round, while others sprout and wither as soon as spring comes.

Now for late potatoes: Do not plant too early. Some farmers plant as soon as possible after corn is put in, whether May or June. The middle of June is better. In case of a dry season, early planted late potatoes reach the setting stage in the driest weather and give small potatoes and a small yield, whereas if planted June 15 to July 1 they will be ready to set just when the fall rains come and will produce large potatoes. These are not always fully ripened when frost comes and at first will not cook up flaky, but by midwinter no difference will be noticed. They may ripen fully if frosts hold off well. If seed is scarce small potatoes may be used. Best results are claimed from whole potatoes the size of a hen's egg. Then harrow well or thin to three or four strong plants. A medium course is to use medium to large potatoes and cut into three or four blocky pieces, two to four eyes to a piece and one piece to a hill. Do not cut long or thin pieces. Give the sprouts a body to nourish them while roots are forming. Plant as soon as possible after cutting. The largest yield may be had from rowing one way only, 36 to 40 inches and hills 15 inches apart. Soak seed potatoes one and one-half hours—not any longer or you kill the germ—in a formaldehyde solution to prevent disease. Use one ounce of formaldehyde to eight quarts of water and don't forget that potatoes so treated are poisonous and must not be fed to animals or cooked for family use. Plant any time, the same day or a week after treating. Solution will not hurt the hands, but fumes are injurious to some people. Don't breathe them any more than necessary.

Thanks to the big heartedness and broadmindedness of Melvin E. Trotter, Bob Jones left Grand Rapids Sunday night with nearly \$7,000 jingling in his pockets as the result of six weeks' work in conducting a revival here. The campaign is generally regarded as having been a success, about five thousand having gone forward during the meetings. On account of the savage manner in which Jones denounced certain classes of people in the churches, thus unnecessarily antagonizing a large portion of our citizens, the final contribution for

the evangelist would have been of very meager proportions if it had not been for the direct personal appeal Mr. Trotter made to his personal friends to come to the rescue. When it comes to raising money for a good cause, or making people sing their heads off for salvation or leading sinners to repentance and—what is better—keeping them straight after repentance and leading them to atone as well as repent—there is no one in this country who is equal to the unique and magnetic Mel. Trotter. He is in a class by himself and is as original in his way and as effective in his methods as John the Baptist, Savonarola or Billy Sunday. Fifty years from now the people of this country will class Mel. Trotter with Martin Luther, John Wesley and Dwight L. Moody. May his life be spared to devote many more years to the work which is so inspiring in conception and execution and so fruitful of results!

Authorities on the subject are stating with increasing assurance that this country is establishing a dyeing industry comparable with that of Germany, which has been standard these many years. They declare that the production of colors is already on a good basis and some say that "American colors are just as good as German colors." A careful study of the subject has been made by chemists and it is said to be only a question of enlisting capital on a liberal scale. Doubtless also some change in the tariff schedules will be needed after the war is over. Whether those changes can be obtained remains to be seen. New capital stock for dye and chemical concerns has been authorized to the amount of nearly \$190,000,000 since the beginning of the war but mere authorization of a capital issue is a long way from the manufacture of the product.

No merchant who can possibly spare the time from his business should miss attending the Merchants Congress which will be held in this city week after next. It will be an inspiring occasion for all who participate in the event. Men of wide experience in the theory and practice of merchandising will present the live topics assigned them in language which every one can understand, using thoughts which every one can comprehend and present ideas and suggestions which every one can utilize to some extent in his business. The merchant who does not avail himself of this privilege misses the opportunity of a lifetime.

Sympathize with the under dog in the fight, but bet your money on the top one.

Every cheerful thought points the way to another.

UPPER PENINSULA.

Recent News of the Cloverland of Michigan.

Sault Ste. Marie, May 22—When it comes to patriotism, take off your hat to Newberry. The first call brought twenty-six of the finest young men in Cloverland. They have left for Fort Wayne. There is not a cull in the bunch. They were all accepted. This is going some and setting a pace for Cloverland.

Carl Homberg, the Detour butcher, was a business visitor here last week en route for Chicago. He expects to be back on the job at Detour agam next week.

J. Huffman, the new representative for the Puritan Candy Co., Milwaukee, was doing the Soo last week, sweetening up the merchants for the summer. He is somewhat of a candy kid from all accounts.

One of the worst catastrophies in the history of the Soo happened last week, resulting in the loss of five lives, when some fireworks which were being buried, exploded on the fish hatchery wharf. The force of the explosion was so great that it caused considerable damage at the fish hatchery and many windows in various parts of the city were cracked. Many rumors were afloat in short order. Soldiers hurried to the scene, but after a thorough investigation it was found that it was purely accidental. The cause was the dropping of one box of torpedo caps which were used on 4th of July canes about fourteen years ago, but have since been condemned and were stored in the basement of the Haller book store ever since. The store suffered a fire last winter. Luckily, the fireworks were not exploded in the basement or the results would have been far more disastrous.

"Some of the congressmen know just what kind of language to use when referring to the food sharks."

Sam Elliott, the well-known grocer, has fallen in line on the safety first proposition. On and after June 1 he will exchange his groceries for cash only. Cash is king and Sam is in the business to stay and is making a move in the right direction.

A. H. Eddy has purchased the Star grocery, heretofore owned by Thomas Hough, on the South side of Ashmun street. Mr. Eddy is redecorating and rearranging the store and after being restocked will open a strictly cash grocery as a South side branch of the Eddy food emporium. Mr. Eddy also expects to open up his summer store at Sailor's Encampment in the near future. He is one of the successful grocers who is making a stride forward, regardless of conditions, and is considered one of the best business men in the city.

"Only busy men find time to do the necessary things."

James J. Larson has resigned his position with the Star grocery and has taken a position with the Central Grocery Co.

Joseph Maltas, one of our popular druggists, passed around the cigars last week on the arrival of a new son. Joe is feeling much better since making the correction in the daily paper which announced the arrival of a girl. This almost got Joe's goat.

Thompson & Washburn, the hustling grocers of Brimley, have started their creamery for the season. They have made some additions to the equipment and are now prepared to make cheese as well as butter. This little industry bids fair to become one of the larger plants in the near future, as they have all up-to-date equipment, such as electric power and pumping their own water from deep wells. The building is the last word from a sanitary standpoint.

Elmer Pierce has succeeded Mon McLaughlan as manager of the McLaughlan general store, at Dafer. Mon could not resist his country's call and has dropped everything else. Mr. Pierce has been assistant manager

of the store for the past year and is no amateur at the business. Although a young man, he has the making of a successful merchant and, undoubtedly, the business will continue prospering under the new manager.

Dan Hough, of Trout Lake, has purchased a lot opposite the opera house from O. W. Smith and is erecting a large building which will be stocked with farming implements and machinery. Trout Lake is getting to be a great farming community and the new venture will be good news to the farmers in that vicinity.

The steamer St. Ignace, of the D. & C., made its first trip from Detroit to St. Ignace last week. She was heavily loaded with freight, automobiles being the larger portion of her cargo. The steamer will make two trips each week during the remainder of the season.

Frank Posharnish, proprietor of the mill at Allenville, expects to start the lath mill in a few days. This will be welcome news to the local merchants.

Mr. Meminger is the new clerk at the Hotel Anguila, at Rexton. Mr. Meminger assures the traveling public that they are all sure of a hearty welcome as long as he is on the job.

Andrew Gill, for a number of years one of Uncle Sam's chiefs in the custom office here, has resigned his position to take up the priesthood of the Episcopal church. He was recently ordained by the Right Reverend McCormick, of the Diocese of Western Michigan, at Marquette. Mr. Gill has been assigned the parishes at Manistique and Gladstone. He will reside with his family at Manistique.

The Murray Hill Hotel has planted a vegetable garden near the hotel in order that it may supply the hotel guests with fresh vegetables fresh from the garden each day. A. W. McTavish, the old reliable, hotel man, says there is nothing too good for his guests and it is this slogan that has made the Murray Hill one of the best hotels in the city.

William G. Tapert.

Inconsistency of the Unpatriotic Farmer.

Jackson, May 21—The Farmers' clubs' most selfish demand that they be guaranteed a minimum price for their products this year makes me hot under the collar.

The farmer says the business side of the question must be considered.

Why must his business be considered and not mine?

The Government says to me come and I have to go. Will the Government guarantee to my wife my weekly salary while I fight in the trenches?

Not by a d—d sight!

The writer of that article says the farmer weighs war demands with war costs and fears to take the chance! Brave farmers!

Yet I have to offer my life while he fears for his dollars!

Do you think any red-blooded man will carry a gun and live in a trench cheerfully, knowing his wife is maybe in want, his home lost, his situation gone and that the chances are that he himself, if he returns (which is extremely doubtful) may come back only as a helpless cripple? Do you think any man ought to go to the front knowing that the farmer refuses to feed him while he fights the country's battles, unless the farmer is guaranteed a profit? Suppose the soldiers said "The Government must insure us against all financial loss or we will not go!"

Flatly there are millions of us that will not go willingly on such an unfair basis. We will demand equal rights as citizens before we will fight for equal rights for our Allies.

If the Government sets a minimum price it must also set a minimum allowance for our families as well, while we are gone to fight to save the country.

While we make of war a life and death struggle the farmer wants to make of it a profitable business!

What a glorious display of their boasted patriotism!

Patriotism at a price!

A guarantee of profit!

Mr. Editor, cover up the shame of it that we of this country may not go down on record as money hogs!

The printing of such selfish views will kill the kindling spark of patriotism in our young people forever.

Suppose the farmers do lose a little money? What is that alongside of the lives that will be lost? Many a man will have to lose a home that is over half paid for. We are called and we have to go no matter what we lose. We are guaranteed nothing. I want to tell you it makes a lot of us fellows mighty mad to hear the farmers want to know how much money they can make out of it.

Conscript To Be.

Exposure of Perry Barker as a Nimrod.

Mears, May 22—Perry Barker, born some 35 or 40 years ago, near same place and time as his twin brother, Terry, was handicapped in early life by starting to earn his own living from the age of 5 (supposed). I am inferring some of this, as Perry has posed as a trout fisherman and by his coarse work in that line yesterday. I am sure he never had time to go fishing in his youth. All he knows about fishing wouldn't fill a creel in a million years. 'Tis this way: Perry, accompanied by Fred Rauhut, both office boys in the National Grocer offices, paid me a long deferred visit to go fishing. I now understand why Fred always goes along with Barker on his fishing trips. It is to ensure getting a mess. Well, Perry fished the stream dry; that is, the stream was drier than Perry. I dare not tell the number Fred caught in the two days, as there is a limit, but he caught lots more than Perry—and then some.

I had unfortunately broken my new car the day before the boys arrived and used the old ice wagon in con-

veying them to different trout streams. Perry joshed me so much about the noise and absence of speed that I got sore and put up a job on him. In going up a long sandy hill, I slowed down the engine and told the boys to get out and push. As Fred was onto the game, he didn't shove an ounce. But, holy smoke, how Perry did push! Yes, the sun was hot. I think Perry showed eight horse power. He ought to pay State tax on at least that much. As I am not very well acquainted with Fred and don't know how well he will take a joke, I won't relate his mishap in slipping off a log in landing a "big" one. After untangling the fish it proved to be a perch almost two inches long. As for joshing Perry, I don't care whether he likes it or not.

I suppose if you ask Barker "What is trout fishing?" he would say: "It is the act of holding up an ice wagon with a pry while another guy puts on a tire." You see the speedometer on the old car has gone hence, so I tally mileage by having the front tire and rim drop off every three miles. That meant lots of lost time, especially as I had forgotten to put in a jack, but Perry is strong and willing.

They fished Monday until train time and then left, smiling though hungry, as Fred forgot to take the lunch out of the car and likely Joe Evan's chauffeur annexed it. The eight largest Perry got weighed over a pound (the eight did). Score: Barker 29; Rauhut 68.

This is a truthful report, as I have quit lying. Could not keep up with the company I travel with anyway, so for the novelty of it I now stick to facts. Take Perry's version of the above fishing trip with a grain of salt.

Chronic Kicker.

There are some people who never think of heaven except when they see a graveyard.

Investments

New West Michigan Industries Only

Write us for information regarding

Petoskey Portland Cement Company



Deuel & Sawall, Inc.

Murray Building

Grand Rapids

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Michigan

Conservative! Safe! Sound!

We Guarantee, Recommend and Pay 7%
Plus Ten Per Cent of Common Stock of

National Fender Company

The entire issue of \$50,000 of 7 per cent. preferred stock of the National Fender Company, sole manufacturers of the Napier fender, is now being offered to the public at par, plus 10 per cent. of the common stock (as offered on coupon below only).

This company was not created for selling stock, but was created for manufacturing the Napier fender. Chicago sales alone should net the company 200 per cent. profit in addition to retiring the preferred and pay 100 per cent. on the common stock.

The Napier fender stood every rigid test by the City of Chicago and the ONLY FENDER of the five that passed the City Ordinance requirements THAT FOLDS UP.

This Alone is a Great Advantage

1st: Because it takes no more room with fender attached.

2nd: In traveling bad roads, the fender can be folded and will clear everything in the road the axle will clear.

3rd: The fender is 30 per cent. lighter in weight, costs 30 per cent. less to manufacture and still the fender is stronger.

Many of the important cities have passed and others are passing laws requiring fenders. It will only be a short time until every truck will have a fender attached. We claim our fender is equal to any with many points of advantage.

Full information gladly furnished upon request. We are now offering for subscription the entire issue of 7 per cent. Preferred stock.

WISE MEN Act Quick, Hesitation Never Succeeds, Fortunes Are Made by Quick Action

.....1917

To the NATIONAL FENDER COMPANY,
20 East Jackson Blvd., Chicago, Ill.

Gentlemen: You may enter my subscription forshares, par value \$10 per share, of your 7 per cent Preferred Stock, plus 10 per cent Common Stock, as a bonus for this subscription, for which I enclose draft for \$.....payable to your order. You may attach a draft to stock for balance and send same to

.....Bank.

Issue stock to.....

City.....State.....

REFERENCE—Armitage Savings Bank, Chicago, Illinois



Movements of Merchants.

Lansing—J. L. Harris succeeds W. E. Stocker in the grocery business.

Brooklyn—Joseph Savelli has closed out his stock of fruit and nuts and removed to Flint.

Harbor Springs—J. Homer DePue, of Hastings, will open an Indian art craft store about June 15.

Greenville—Percy Nelson is closing out his stock of bazaar goods and will retire from business.

Iron River—Fire destroyed the store building and drug stock of Jay Cook May 16. Loss about \$8,000.

Marquette—The Washington meat market has re-opened under the management of S. Wilson & Co.

Three Rivers—Baird & Crandall succeed Schoonmaker & Worthington in the furniture and undertaking business.

Ludington—The Cartier Auto & Garage Co. has opened an automobile accessory store in connection with its garage.

Saginaw—Chester F. Gregory has returned from Chicago and assumed the managership of Gregory's Music House.

Hart—Andrew Anderson has sold his bakery, grocery and notion stock to Harry Whaley, who took immediate possession.

Eaton Rapids—Fred L. Henry has opened a cream station in the Blake building, on South Main street, which he recently purchased.

Onkama—Byron Burmeister is closing out his stock of general merchandise and will devote his entire attention to the produce business.

Luther—Thieves entered the meat market of George F. Smith May 16 and carried away considerable stock and the contents of the cash register.

Detroit—The Fire Creek Coal Co. has been organized with an authorized capital stock of \$10,000, all of which has been subscribed and paid in in cash.

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

Lansing—Harry P. Woodworth, shoe dealer at 115 North Washington avenue, has remodeled his store building and equipped it throughout with new show cases and fixtures.

Lansing—The South Side Jewelry Co. has been organized with an authorized capital stock of \$1,000, all of which has been subscribed and paid in in property.

Lachine—The Lachine Elevator Co. has been incorporated with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in cash.

Posen—The Posen Elevator Co. has been organized with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in cash.

Jackson—Thieves entered the implement store of H. S. Millard & Son, on West Pearl street, May 18 and carried away the contents of the cash register, about \$115.

Grandville—Nick Oosterink has purchased an interest in the hardware stock of John Hage. The business will be conducted hereafter under the style of the Grandville Hardware Co.

Portland—Bywater & Ryerson, druggists and stationers, have dissolved partnership. The business will be continued by Carl D. Bywater, who has taken over the interest of his partner.

East Jordan—James Malpass has sold his interest in the machine shop and foundry of Malpass Bros. to William E. Malpass and Frank Bretz, who will continue the business under the style of Malpass & Bretz.

Sault Ste. Marie—The Rhinelander Creamery & Produce Co., of Rhinelander, Wis., is erecting a \$10,000 plant on Ashum street, which it will open for business about July 1 under the management of Fred W. Meen.

New Lothrop—Walter C. Baird, furniture dealer and undertaker, was instantly killed May 20 at Flint, when the automobile he was driving was struck by a street car. His wife, who accompanied him, was also killed.

Goodrich—F. L. Kyser has sold the Goodrich Flouring Mills to Ashton Jerome, of Grand Blanc, and Seth Jerome, of Flint, who will remodel the mill and build a new concrete dam, also installing an electric lighting plant to supply electricity to the town.

Holland—The John J. Rutgers Co. has been incorporated with an authorized capital stock of \$30,000, to conduct a clothing and shoe store. The company has taken over the clothing stock of J. J. Rutgers and removed it to its store in the DeMerill building.

Sault Ste. Marie—A. H. Eddy has purchased the grocery stock formerly conducted by Thomas M. Haugh, on South Ashum street, and will re-open the store as a branch to his grocery store and meat market. The new store will be under the management of Norman Larsen.

Manufacturing Matters.

Detroit—The Shuter Shoe Co. has increased its capital stock from \$6,000 to \$50,000.

Flint—The Flint Auto Co. has been organized with an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed, \$6,700 paid in in cash and \$3,300 paid in in property.

Detroit—The Buhl Stamping Co. has increased its capital stock from \$200,000 to \$400,000.

Ypsilanti—The Michigan Ladder Co. has increased its capital stock from \$6,000 to \$100,000.

Detroit—The General Manufacturing Co. has increased its capital stock from \$30,000 to \$60,000.

Holland—The Cappon-Bertsch Leather Co. has increased its capital stock from \$800,000 to \$1,500,000.

Menominee—Spies-Thompson Lumber Co. has increased its capitalization from \$200,000 to \$400,000.

Detroit—The Trussed Concrete Steel Co. has increased its capital stock from \$3,000,000 to \$3,500,000.

Detroit—Isko, Incorporated, manufacturer of refrigerating units, has increased its capital stock from \$400,000 to \$600,000.

Evert—The Evert Creamery Co. has been organized with a capital stock of \$40,000, to condense and powder milk, make butter and other milk and cream products.

Halfway—The Stephens Lumber Co. has been incorporated with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Evert—The Evert Creamery Co. has engaged in business with an authorized capital stock of \$40,000, all of which has been subscribed and \$5,000 paid in in cash.

Charlotte—The Jordan & Steele Manufacturing Co. will remove its plant from Hastings to this place as soon as the factory building now being erected is completed.

Detroit—The Castor Oil Co. has been organized with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed, \$5,000 paid in in cash and \$40,000 paid in in property.

Port Huron—The International Lubricating Co. has been incorporated with an authorized capital stock of \$2,500, all of which has been subscribed, \$1,000 paid in in cash and \$1,500 paid in in property.

Detroit—The Bedell Company of Michigan has been organized to manufacture and sell merchandise with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,000 paid in in cash.

Detroit—The Progress Auto Equipment has been incorporated with an authorized capital stock of \$50,000, of which amount \$32,250 has been subscribed, \$5,225 paid in in cash and \$24,600 paid in in property.

Detroit—The Paragon Chemical Co. has engaged in the manufacture of drugs and chemicals with an authorized capital stock of \$100,000, of which amount \$50,000 has been subscribed and \$23,000 paid in in cash.

Detroit—The Murphy Engineering Co. has engaged in the manufacture of machinery and equipment with an authorized capital stock of \$20,000, of which amount \$15,000 has been subscribed and \$2,310 paid in in cash.

Jackson—The Day-Hamlin Manufacturing Co. has been incorporated to manufacture tractor autos and accessories with an authorized capital stock of \$5,000, of which amount \$2,520 has been subscribed and \$1,500 paid in in cash.

Never did a people make war on another people toward whom there was so much friendly feeling as exists on the part of Americans toward the Germans. Always there has been great admiration of Teutonic ability, and close relations have been established between Americans and Germans by the residence of our citizens in the Fatherland and the migration of Germans to this country. But the attitude and habit of thought with respect to governmental matters is radically different in the two cases, and, as Americans see it, the Germans have allowed themselves to become abject slaves of a dynasty having limitless ambition, unscrupulous as to its methods of satisfying that ambition, a menace to the liberties of peoples now free, a scourge to the world because their projects must be carried out by means of the sword if they are to succeed at all. That there is a wide difference between the interests of the autocracy and the interests of the German people is a clear conviction of thoughtful Americans. So long as the war shall last, whether we become deeply involved or not, the same feeling will exist in this country that the German people have been betrayed and outraged by a bad system and ambitious rulers, and that, if the Allies are successful, we shall be co-operating in the release of the German common man from an unfortunate position.

THREE OF A KIND.

The former Czar of Russia picks flowers in his garden with no one to console him over the loss of power as the second most autocratic monarch and tyrant of Europe.

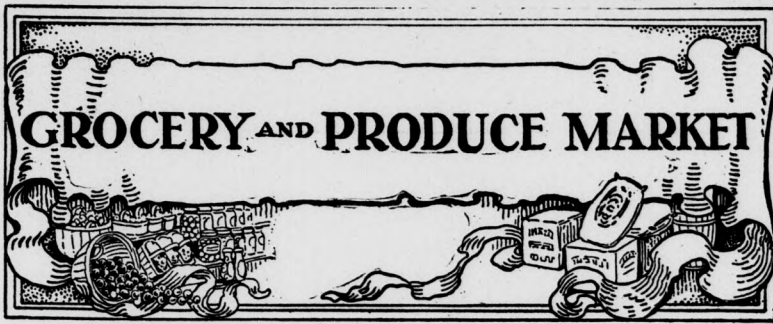
The Sultan of Turkey counts by days the time when he and his abominable gang of murders and ruffians—drilled, disciplined and commanded by German officers—will be forced out of Europe to find lodgment in the sands of Asia which he has rendered almost uninhabitable by the murder of millions of Christians.

The most contemptible creature of the three still awaits his fate in the marble palaces of Berlin. He not only planned and precipitated the greatest war of history, which has resulted in the deliberate slaughter of millions of men, but he did what was worse—deprived the German people of their good name by making the word German an object of contempt for all time to come, so that no decent man anywhere in the world, so long as time lasts, will trust a German who upholds the Kaiser and thereby writes himself down as a foe to freedom and democracy to the extent of a 5 cent piece. The assassination of millions of men is bad enough; the assassination of the character of a Nation is the worst crime in the calendar.

It is hard if people do not fully appreciate you, but it is worse if your undershirt sleeve keeps pulling up.

People get rid of their worst troubles by waking up. The method should be more generally applied.

An old bachelor says that a woman's tongue is an organ without stops.



The Grocery Market.

Sugar—Refined sugar is exactly where it was a week ago. Some refiners are still quoting 7½c for granulated, but that does not represent the market. Most sugar is now being sold on the basis of 8½c granulated. Many people believe there should be a decline in refined sugar, but the Tradesman inclines to the opinion that prices will go higher before they go lower. The refiners are bears in the market in order to secure still higher stocks of raws. They have much larger stocks than a year ago, and hence can be more independent, the total being estimated as 350,000 tons, an increase of some 190,000 over 1916. Based on present meltings, this means five weeks' supply. There is not the same desire to cover future operations with raws, moreover, because of the sharp curtailment in the exports to Europe. The British Commission, in contrast to its course last year, has turned its attention to raws in Cuba in preference to American granulated, this being cheaper. It is using its refining capacity to the full limit—70,000 tons a month—and eking out with raws for manufacturing and table use. The domestic demand, which a few weeks ago was so urgent, is now along more moderate lines, and buyers are not willing to pay the premiums to secure sugar, although at the lower figure quoted a good business could be done were restrictions not imposed. Sight should not be lost of the persistent talk of food control in the more subdued tone to the market, it being evident that Washington will be in favor of interference should commodities get unduly high.

Tea—The Washington uncertainty naturally operated against large sales, taken in conjunction with the moderate supplies. It is expected that the Government will put an import duty of 10 per cent. ad valorem on tea, and will also tax the tea already in the country 2c per pound, and that it will make the tax retroactive, by imposing it against the holder of tea on May 10. This has resulted in some peculiar selling. The jobbers are, in most cases, selling tea at the old price, but making an agreement with their buyers that, if the consumption tax actually goes on, the buyer will pay it. In other cases 2c per pound is being added to cover the tax. Outside of this, nothing has developed during the week, except the opening of the market for new Formosa. Japan reports the quality as very good and prices about the same as last year, plus the difference in freights, which are figured by some at 2½c a pound. Little business is reported, however, pending clearing up of the situation in Washington.

Coffee—Everybody is waiting for the developments in Washington and the Brazil situation also exerts a restraining influence. Prices under the circumstances rule merely steady, and in some cases might be shaded on actual business. Some sellers have added 1c per pound to cover the cost of the proposed consumption tax. It is also expected that the Government will put a 10 per cent. ad valorem duty on imports of coffee. Milds, of course, share in the general situation and so do Java and Mocha grades. The demand for coffee is poor.

Canned Fruit—There is no rush on the part of canners to name opening prices and the general tendency is to wait until the season is further along, while some of the canners declare they will not name prices until the goods are packed.

Canned Vegetables—Spot tomatoes are held at \$2.10 f. o. b. factory, but there is very little business being transacted. On the local market they are being offered at \$2, and during the week even this price has been shaded. There is a feeling of uncertainty in the trade as there is a growing belief that large Philadelphia operators have great quantities stored away which are likely to come into market if it turns out that the new pack is going to be large and the price low. For that reason there is also a feeling of hesitancy in regard to futures and the price having touched \$1.50 remains there. Small offerings of spot corn are taken readily enough as they appear. Early June peas are being offered a little more freely but the price is fairly steady.

Canned Fish—The feature of the week has been the naming of prices by some of the Columbia River canners, although the association has not as yet declared its position. There has been some billing at arbitrary prices subject to adjustment later, but the whole situation is unsettled as probably the result of the active bidding among the canners for the fish at higher than the prices named by the fishermen at the outset. This price was 10c but as high as 11¾c has been paid it is said. Pink salmon on the spot is again in demand, although the price remains about \$1.85, with chums at \$1.70@1.75, with some export enquiry. Sardines are in light supply and prices do not recede.

Dried Fruits—All sorts of forecasts are being made as to what the prune trust proposes to do in the matter of naming an opening price for 1917 pack. Outsiders at the present moment are quoting 7¼c base with premiums, but the expectation has been expressed in some quarters that the new price would be on a 6½c basis. Just what foundation there is for this estimate is not

known, as those who are most closely in touch with the new combination declare that they have no knowledge of the intentions of the association and, in fact, the managers themselves are still at sea. The only positive declaration that has been made thus far, is that the price will be based strictly on supply and demand conditions, and that every effort will be made to eliminate the speculators. It is because they have so many orders in hand that are open to the suspicion of being for account of speculators that there has been a complete withdrawal for the time being on the part of the association. If the matter of supply is to control there is some hope for a lower price than those now being quoted, as the latest advices as to the crop prospects are exceptionally favorable for a record crop, and all sorts of fanciful predictions are being made, some of which actually exceed 300,000,000 pounds. At any rate it would seem from the information now at hand that there was little justification for the 7¼c price, and that such a view prevails generally is evidenced by the fact that there is little or no buying of futures at the present time. This could hardly be otherwise in view of the plain intimations that the trust will name lower prices. In the meantime, there is talk of the spot offerings being concentrated in a few hands, but it appears to be possible to pick up some lots here and there as low as 12¾c. There is nothing being done in future peaches, yet, and there is not likely to be until the association names its opening prices.

Rice—The tone is naturally firm and extra fancy head is bringing record prices because of the small supplies. There is little rice forthcoming from the South, where the mills are rather well cleaned up of supplies. The new crop is making satisfactory progress and a larger acreage is awaited.

Molasses—There is no change in the market, a firm tone being reported for all grades, with supplies not pressed being very light. The arrivals of foreign molasses are moderate owing to the trouble in getting shipping accommodations.

Spices—The feature of the market continues to be the strength and activity of peppers and cloves, due to higher freights and scarcity of tonnage. The tariff uncertainty is a factor in the general list, it being hoped that the ad valorem duty will be replaced by a specific tax.

Cheese—The make is very light, owing to the backward season, but the market is ruling about 10c per pound over a year ago. The quality is only fair, as none of the arrivals have shown any grass. There will not be much increase in the receipts for three or four weeks, owing to the large demand for export. For this reason there will not be much decline, if any, in prices.

Salt Fish—There is almost nothing left in the mackerel market but large sizes and prices are fully maintained. There will be no new mackerel for some time.

Provisions—Everything in smoked meats is about ½c higher for the week. The consumptive demand is fair. Pure lard and compound lard

are about ½c higher. Canned meats are firm and unchanged. Dried beef is also firm and unchanged. Barreled pork is exceedingly scarce at unchanged prices.

Late Bank News.

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

Gladwin—The First State Bank has been organized with a capital stock of \$40,000.

Fenwick—W. C. Chopple and S. M. Dinsmore, of Coral, have formed a co-partnership to engage in the banking business at this place.

Farmington—More than forty residents of this town and vicinity have organized the Peoples State Bank of Farmington.

Detroit—The Wayne County & Home Savings Bank will open a new branch at West Grand boulevard and Woodward avenue, June 1. It is the first bank to have a safe deposit vault. It will have also a women's rest room. The interior will be in bronze and marble. The furniture will be steel. The building is 50 x 100 feet. It is of buff limestone. This will give the Wayne County & Home sixteen branches. Three others are in course of erection, and three more are contemplated.

Little Boy Blue Helps the Allies.

The last day of the Allied Bazaar at Chicago, John McCormack, the singer, paid \$2,400 for the original manuscript of Eugene Field's poem, "Little Boy Blue." It had been contributed to the bazaar by Slason Thompson, to whom Gene gave it shortly after the poem was published. The sale was by auction. Thus Gene's generous hand reached forth from the grave to give help where his heart would have been had he lived until now.

Ten More Correspondents Wanted.

The Tradesman would like to arrange for weekly letters from the following cities:

Adrian, Hillsdale, St. Joseph, Battle Creek, Flint, Grand Haven, Alpena, Traverse City, Marquette, Menominee.

Any assistance subscribers to the Tradesman can render in securing desirable connection at any of the above named cities will be appreciated.

Port Huron on the Map Again.

It is with much pleasure that the Tradesman announces that William J. Devereaux, of Port Huron, has arranged with the Secretary of the Chamber of Commerce of that city to send a regular weekly letter to this publication.

Women may appropriately experience an occasional spasm of satisfaction in the knowledge that most great and commendable things that men do and suffer are done and suffered because of their love for and willing obligation to women.

John W. Heinzman, who conducts a bazaar store at 611-613 West Bridge street, will open a similar store on West Leonard street next week.

Coldwater Has Reasons for Being Proud.

Coldwater, May 21—There were five candidates given the U. C. T. initiatory work last Saturday afternoon at the Rally Day meeting which was held here. At this meeting there were 108 visiting members. Regarding this work it is but necessary to state that it was put on by the Jackson Council and that guarantees it in efficiency and completeness.

The meeting in Coldwater was a great success and the members of Coldwater's Council received many compliments and expressions of praise. The lodge room of the Temple was made most attractive with special decorations consisting of streamers of red, white and blue and flags of the United States were also used in a profusion.

The crowning event of the Rally Day was the banquet which was served at the Temple. This was prepared and served by Mrs. Hickey. It was a model of completeness and reflected great credit upon her ability in this respect.

The banquet tables were beautiful. A profusion of potted flowers were used and here and there were large bouquets of American Beauty roses.

The guests of honor at this feast were Past Supreme Counselor Frank S. Ganiard, of Jackson, the only member from the Michigan Grand Jurisdiction ever holding office in the Supreme Body; R. F. Somerville, of Toledo, Grand Secretary of Ohio; E. A. Welch, of Kalamazoo, Past Grand Counselor; and present Grand Deputy, John Quincy Adams, of Battle Creek; Past Grand Counselor Ellis, of Hillsdale; A. T. Lincoln, of Hillsdale, Past Grand Counselor; Chas. R. Dye, of Battle Creek, Past Grand Chaplain; William Kelly, of Jackson, Member of Grand Executive Committee; Maurice Heuman, of Jackson, Grand Secretary of Michigan, and Mrs. E. G. Tompkins, of Jackson.

The toastmaster for the evening was G. E. Kleindinst. Mr. Kleindinst was in a particularly happy mood and filled his exacting office with great ability. The first to be called upon was Mayor Friedrich, who gave an address of welcome to the visitors. Mr. Kleindinst responded in a clever manner. Rev. Lamont, of the Baptist church, then pronounced the invocation.

Following this came a programme of addresses by the above named distinguished visitors. Of particular interest was a toast entitled "If I Were a U. C. T." given by Mrs. E. G. Tompkins. The lady's effort was a decided hit and most enjoyable.

In connection with this article some statistics regarding the local Council will doubtless prove of interest. From statistics compiled by the Grand Secretary it is shown that an average of one from every 144 male citizens between the ages of 21 years to 60 are eligible to membership in the U. C. T. This average places Coldwater in a class of cities having a population of 25,000. Coldwater, with a membership of fifty-eight and a population of 6,000 was the last to have a Council organized in the State. It is the smallest city so represented in the Supreme Jurisdiction of the United States and Canada. It also has the further honor of having the next Grand Counselor of this State. For this showing the local lodge, has every reason to be proud.

Gabby Gleanings From Grand Rapids.

Grand Rapids, May 22—Absal Guild, Ancient Mystic Order Bagmen of Bagdad, at its regular May meeting, Saturday evening, May 19, at the U. C. T. Council rooms, expressed themselves in hearty sympathy with President Wilson's policy. The meeting was full of enthusiasm and the new officers all showed themselves well up in their work and ready for the big meeting which will be held at Bay City, Friday evening, June 1.

All of the paraphernalia of the Bag-

men will be taken to Bay City for use at this special Grand Council session and a large class from the different U. C. T. councils of Michigan, as well as some of Indiana, will be shown the way to the Palace of the King in the ancient city of Bagdad. It is the intention of Absal Guild to make a pilgrimage in July to Jackson to institute a guild in that city. Other pilgrimages will be made later in the season.

Charles Davis, of Battle Creek, who has been traveling salesman a number of years for the Tower Manufacturing Co., of New York City, has been called there to take the position of general manager of that concern. The company manufactures a popular type of pencil sharpener. Mr. Davis is well known in Michigan and leaves a large number of friends to regret his departure. The man who has been manager of the concern has been called to the colors.

E. R. Carpenter (Dwight Bros. Paper Co.) is creating something of a reputation as a prescriber for the ailments of his friends. Unlike the regular practitioner, he accomplishes his diagnosis and prescription with the remedy he recommends.

John L. Lynch, the well-known mercantile sales conductor, has purchased the beautiful residence property at 1338 Franklin street and will take possession June 1. The house is new and modern in every respect.

Claude R. Lawton has been compelled to resign his position as traveling representative for the Voigt Milling Co., on account of weakness resulting from his long illness by scarlet fever.

As predicted by the Tradesman last week, the Iowa State Traveling Men's Association has also approved the claim of the late William Walker and mailed a check for \$5,000 to the widow in this city. The action of the Association is to be recommended and the writer takes pleasure in behalf of the traveling men in general and the family in particular in expressing gratitude over the outcome.

Suggestions About the Liberty Loan.

Detroit, May 22—Is there not some flaw in our method of marketing the bonds of the "Liberty Loan?"

The bonds at 3½ per cent. are a profitable investment for the multi-millionaire who must pay a surtax of 46 per cent. on a portion of his income. This has been explained in the papers and need not be explained here.

But right here is a point which has not yet been mentioned, so far as I know. The bonds are to be widely

distributed among people of small means as well as among the well-to-do. Hence the issue of \$50, \$100 bonds. But suppose a workman buys a \$100 bond.

Where will he keep his bond? He cannot safely keep it in his house or tenement, especially not if he wears a patriotic bond button to advertise the fact. If he hires a safe deposit box in a bank, he pays \$5 a year rental, while he receives \$3.50 interest on his bond. His patriotism costs him \$1.50 a year. The tax-exemption feature of the bond does him no good, because his poverty makes him tax-exempt.

Would it not be more practical for working people to put their money in savings banks and let the savings banks buy the bonds? The savings banks have bought many securities at a higher interest rate in recent years, so they can afford to pay at least 3½ per cent. on deposits, even if they load up heavily with these bonds.

As a final suggestion, would it not be better to make succeeding similar loans at, say, 4½ per cent., and not make the bonds tax-exempt? This would make them attractive to people of moderate means, and they could not be made the means of escaping the surtax. Thomas M. Balliet.

The Service Auto Wheel Co. has been incorporated with an authorized capital stock of \$10,000, of which amount \$7,800 has been subscribed, \$1,600 paid in in cash and \$6,200 paid in in property.

Butter, Eggs, Poultry, Beans and Potatoes.

Buffalo, May 23—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 35@36c; fancy henery, 36c; duck 36c.

Poultry (live)—Fowls, 24@27c; Broilers, 43@47c; old cox, 18@20c; ducks, 23@25c.

Beans—Medium, \$10.50@10.75; pea, \$10.50@10.75; Red Kidney, \$8.00@8.50; White Kidney, \$10@11.00; Marrow, \$10.50@11.00.

Potatoes—\$3.25@3.50 per bu.; New, \$10 per bbl. Rea & Witzig.

Living.**Written for the Tradesman.**

In this world I'd do my part
If I would speak but from the heart,
A single word and my brother feel
'Twas a word of love and not of steel.

In this world I could wish no more
If standing at the closed door
Of some saddened, sorrowed heart
At my knock it op'd and I shared its part.

In this world I'd be worth while
If where were tears I could bring a smile
When days were dark—unseen the way—
But a candle give with guiding ray.

In this world I could ask no more
If each day there lay before
My brother's need that I could fill
And bring to pass my Master's will.

This busy world has much for me
Apart from thrift and industry.
It is to love, to share, to feel
To have a heart that's not of steel.
Charles A. Heath.

LAWN MOWERS

The wet weather will ensure a heavy growth of grass. Be prepared to meet the demand which is sure to be large. We carry a full line and complete assortment of mowers manufactured by the

F. & N. Lawn Mower Co.

which we consider the best lawn goods made. Quality and Value are the distinguishing characteristics of this line.

Michigan Hardware Company

Exclusively Wholesale

Grand Rapids, Michigan

GEM PROGRESS

Two more carloads of material for Gem chassis arrived at the company's plant this week.

Production manager will arrive Monday to arrange for beginning operations June 1st.

State agency contract closed, and location for sales and show-rooms secured.

The greatest progress ever made by any automobile concern in the same length of time.

DEUEL & SAWALL, INC.

Financial Agents, Murray Bldg.

Grand Rapids, Mich.

Citz. 7645

Bell M. 2849

Sagacious Salutations From Saline Saginaw.

Saginaw, May 22—W. H. Meader, who has been in the grocery business for the past ten years, has moved into his new store at 615 East Genesee avenue. His old store was at 623 Genesee. Mr. Meader now has one of the best equipped stores in the city, and his many friends wish him success in his new undertaking.

Ora Prine, of this city, and a member of Saginaw Council, is at Fort Sheridan, preparing to do his bit for Old Glory. Boys, drop him a line. I know he will greatly appreciate it. He leaves a family behind, to serve his country.

Leonard Frank and D. A. Coleman returned Saturday from Hartford, Wisconsin, the home of the Kissel car. The Coleman-Frank Co. is now State agent for the above car and will soon open up offices and salesrooms in Detroit, which city will be the headquarters. Saginaw will be the Northern Michigan distributing point. The two gentlemen with their families will move to Detroit soon.

The Gillman & Moor Co. has moved from Lapeer street to its new sales rooms, corner James and Genesee streets. It is agent for the Gates half-sole tires.

As a food preparedness act the city council has authorized the citizens to move their time pieces one hour ahead on May 27 (Eastern time) to give the factory forces more daylight for working gardens. A good thing; but, oh, my, the confusion! However, we will go back to central standard again September 30.

The Saginaw Valley Farmers Cooperative Association has been organized to manufacture butter, cheese and ice cream. It expects to wholesale and retail its products. It is capitalized at \$50,000. The following are the stockholders: George J. Hicks, Fred Rohloff, William Ulrich,

Ralph F. Paine, Fred Squire and Geo. L. Burrows, Jr.

Frank A. Silverman, Jr., for the past four years manager of the Union store, this city, is moving to New York City, to take a position as district manager of the Adelberg & Berman stores. M. C. Meyer is the new manager of the Union store.

Chester F. Gregory, who has been in Chicago for some time, has returned to take charge of the Gregory music house. While in Chicago he was with the W. W. Kimball Co.

The Michigan State Good Roads Association opens its convention here at the Auditorium Wednesday forenoon. It is expected there will be 1,000 delegates for a three day session. P. T. Colgrove is President. Governor A. E. Sleeper will be one of the speakers.

Julius B. Kirby, by the unanimous vote of the Saginaw Board of Trade, was elected Secretary of the Board and rightly, too. It should have been unanimous after the great work he has done the past two weeks, during which time he was head of the membership campaign which closed last Saturday with over 1,200 members. L. S. Foote, former Secretary of the West Side Business Association, was elected Assistant Secretary. This was done to enable Mr. Kirby to devote his entire time to industrial affairs. Saginaw is to be congratulated in securing the services of Mr. Kirby. Watch Saginaw boom during the next year!

A new music hall is to be erected on the old Academy of Music site, where the latter burned about a month ago. However, the musical strains will not sound as sweet as those heard during the reign of the old music hall, as the new house is to be built by the Hubbell Auto Sales Co., local agent for the Ford. The building will be 80 x 140 and four

stories high. This flourishing company should meet with instant success in its new location. When completed it will be one of the finest and best located salesrooms in the city.

Saginaw Council held its regular meeting last Saturday with initiation in the afternoon, at which time three new members were taken in. In the evening, before the regular business session started, we were given a real treat by listening to talks given by Julius B. Kirby, Secretary Board of Trade, and President Geo. H. Hanum, the newly elected President of the Board of Trade. An interesting talk was also given by Edward Schust, Secretary of the Schust Baking Co., of this city, one of Saginaw's oldest and most prosperous manufacturing companies. A large number was on hand and all enjoyed the talkfest. After which the council was called to order by Senior Counselor Putnam and one of the most interesting business sessions ever held by the local Council followed. Every one was on his tiptoes and much advice and helpful hints were exchanged by the many counselors present. Great things were promised for the coming year by the entertainment committee. They start off on June 30, at which time a picnic will be held at Hoyt Park, starting at 10 a. m. Invitations have been sent to Flint, Bay City, Port Huron, Owosso and Lansing councils to be with us. The local U. C. T. base ball team challenge any U. C. T. team in the State for a game on the above date. Let us hear from some one. Good prizes will be hung up for all events. Bring the children. Great preparations are being made for their entertainment. Take a peek at the committee in charge and then judge for yourself whether it will be a big day or not. Fred R. Strutz, chairman, Leo Gemmill, Al. Baum and Waldo McIntyre. Remember the date and be sure to

come. Sickness or death are the only excuses accepted for your absence.

Master James Grant, son of Gordon Grant, who has been seriously ill with typhoid pneumonia, is getting along fine and will be out soon. This will be pleasant news to the many friends of Mr. and Mrs. Grant.

Senior Counselor E. C. Putnam was in Chicago on business last week. Reports are that Dick Benway, who has been suffering from blood poisoning, is out again.

Jim Hill, of salt fame, is nursing a badly sprained wrist. However, the most painful thing to Jim is he can't hold a fish pole. Leave it to him, though. He will invent some means so he can fish.

Thomas C. Ryan, probably one of the best known and most respected grocers in Northern Michigan, has purchased the A. L. Kurtz grocery, at 1531 East Genesee street. He has opened it as a cash—no delivery store. Mr. Ryan reports his new method a success from the very start and contemplates opening other stores on the same plan in the near future. The new store is under the able management of one of Mr. Ryan's oldest clerks, T. A. Jewell, assisted by Raymond Ball, formerly with the C. T. Smith stores, of Detroit. Mr. Ryan has a host of friends among the traveling men who wish him continued success. He has always been ready to exchange courtesies with the man carrying the sample case. He conducts a wholesale and retail grocery at 130 North Jefferson avenue. The business policies he has followed there the past ten years will remain the same.

L. M. Steward.

If your business is not built on an honesty foundation it has no foundation, and some day it is going to tumble down around your head.



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

Barney says—

It appears to me that business conditions are different to-day from any time during the forty-eight years I have been connected with the Company.

By Golly, If I was in the retail grocery business now, I'd carry a small stock and make my customers pay, and then be ready for whatever comes.

WORDEN GROCER COMPANY

GRAND RAPIDS—KALAMAZOO

THE PROMPT SHIPPERS

MICHIGAN TRADESMAN

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

DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

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Grand Rapids, Mich.

Subscription Price.

Two dollars per year, if paid strictly in advance.

Three dollars per year, if not paid in advance.

Canadian subscriptions, \$3.04 per year, payable invariably in advance.

Sample copies 5 cents each.

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

Entered at the Grand Rapids Postoffice as Second Class Matter.

E. A. STOWE, Editor.

May 23, 1917.

MAKE EVERY MINUTE COUNT.

With the possibility of a three year war staring us in the face, we must not only send to the front every man who can possibly be spared, utilize every available acre of land so that our food production may be increased to the greatest possible extent, introduce every economy possible without impairing the machinery of business but—what is of equal importance—increase the efficiency of every individual by making every moment count. Idlers should be shamed into activity. Slovens should be starved to death. All unnecessary conversation should be eliminated. Those who are under pay for their time should devote every moment during the hours of business to their employer. Not a word should be spoken which does not pertain to the business. No telephone calls should be answered during business hours which do not have reference to the business at hand. It is the duty of every worker in this emergency to uphold the hands of his employer in every possible way, so that the latter may be prepared for the heavy burden of war taxes which will be levied on his energy and earnings during the great world struggle to maintain the freedom of the individual and the independence of nations. To ignore any responsibility; to shirk any duty which should be done cheerfully and without complaint; to devote to personal matters a minute's time which belongs to the employer and the Nation in this emergency is not only to be untrue to one's self, unfaithful to one's employer, but disloyal to the flag which stands as the symbol of a free people.

ANOTHER MEMORIAL DAY.

Another Memorial Day draws near and we as a Nation are called upon to strew flowers over the graves of our soldier dead. In some respects this will be perhaps the most memorable occasion since the custom of garlanding graves of the soldier dead of the Civil War came into being.

The Nation stands again in the arena of war. Again the drums are beating, the bugles sounding the call to arms to battle a foreign foe. Better this by far than an internecine strife such as reddened our land in the sixties, when brother was arrayed against brother and the whole land

was riven with political as well as battle strife.

We are united now, from the lakes to the gulf, one flag, old glory, floating over a united Nation. We were twenty millions then, we are one hundred millions now. Something over two million citizens thronged to arms in defense of the Union. At the same ratio we should now call together ten million citizen soldiers.

In that time, when one-eighth of the inhabitants were bearing arms, the farms were cultivated, the factories and mills manned with full crews and the business of the Nation went on with unabated prosperity. Why then do so many look with fear and trembling upon the future when it is not likely that one in twenty of our population will quit the hives of industry for the armies of the Nation?

The hysteria of the present hour is wholly uncalled for. We are a mighty people, capable of joining with the Allies to bring the brutal Hun to his knees in subjection to the enlightened sentiment of the civilized world. Since the day of the sinking of the Lusitania, two years ago, the German nation threw aside all human feeling and went in to slay, regardless of friend or foe, sex or age.

From that fateful hour, the German nation has waged relentless, inhuman war under a flag that indicated as merciless a heart as that in the bosom of Alexander Tardy, the pirate of the early days on the Atlantic. The brutal murder of those helpless women and babes marked the beginning of the end. Christian people all over the world shuddered at the news. Nothing more malignant and inhuman ever darkened the pages of the world's history, and the Tradesman then predicted that God would damn Germany for that act.

The year 1917 marks the prophesy on the verge of fulfilment. Riots and unrest mark the last few weeks of German national life. Germany which rejoiced when helpless little ones sank to watery graves made by their infernal under sea submarines, now totters to its fall. With the world in arms against the pitiless Huns there can be but one outcome—final crushing of the hideous war monster of the new century. His fangs will not only be pulled, but the peace that is to come over the corpse of Prussian militarism must be so made as to forbid for all time the enacting of another such menace to the very life of all the honest citizenry of the world.

There will be less of merriment and sporting events celebrating Memorial Day this year than ever before. The final dealings with the slayer of Belgium, the assassin of American wives mothers and babes, is of too serious a nature to be trifled with. America to-day is looked upon as the one great world power able to cast the die in favor of the freedom of the people, the blasting of Kaiserism and all that it represents forever.

The march of human events has placed America in the limelight as never before. From the tomb of Washington two of our Allies have taken renewed devotion to the cause of democracy. Remarkable scene in-

deed that which the light of an April sun revealed to us, as with bared head and solemn mien, a representative of Great Britain, whose soldiers a century and more ago battled us to the death, placed a wreath on the tomb of Washington.

And that noble Frenchman, General Joffre, side by side with the ancient enemy of France, placing his hand of fate beside that of his country's ancestral enemy above the ashes of the same American!

It was a harbinger of the peace on earth and good will to man that is coming to light all the future with a new and wonderful freedom that ten years ago was unthought of. It tells the meaning of this awful war that has desolated the fairest lands of old Europe. At its inception there seemed no possible excuse for the outbreak. Mortal eye could not discern in the declaration of the German war office anything religious, moral or uplifting to be gained by such seemingly inexcusable strife.

The unholy ambition of a Kaiser seems to have worked out the salvation of the common people all over the world, even though it required rivers of blood and billions of treasure to work up to the climax where all the world is to become one free democratic people, self governed, unhindered and unaltered by the miserable autocracy that has been the bane of Europe for centuries.

"The blood of the martyrs is the seed of the church."

The blood of the nations seems to have been necessary to win for us all that greatest blessing, liberty for all the people. That blood has not been shed in vain unless we fail to profit by tribulation forced upon us by the mailed hand of military Germany.

As we decorate the graves of our soldier dead this May day let us remember to rededicate our lives, our fortunes and our sacred honor to the doing of that which will secure for the peoples of all lands that measure of liberty secured so long ago to our own beloved country by Washington and his compatriots.

This is a time for serious thought. One cannot help but wonder at the splendid valor of those Frenchmen who faced the most gigantic military power on earth along the Marne—faced them, fought them, held them stolidly back from that goal which Kaiser William thought to make his prize within a month from the time the war began. The glorious story of French heroism, of generalistic genius, soldierly stubbornness of rank and file of the peasantry of France, reads like an Eastern romance, yet is all true and blazes the modern history of the French republic with undying glory.

Poor Belgium! Heroic Belgium! Unfortunate Belgium! Every American heart goes out to that heroic people as we contemplate the fate meted to them by the mailed despot of Berlin! Let us not forget her sacrifices which, although unseen at the time, saved to the world the Republic of France, and indirectly, as the light given us now reveals, the liberties of all mankind.

LINE MUST BE MOVED DOWN.

Now that we are being exhorted to give up extravagance, and to save everything possible for investment in the war loans, we shall begin to hear much of foregoing "luxuries" and buying only "necessaries." The difference between a luxury and a necessity is merely a difference of degree. This is so obvious that it will be overlooked. It is not a difference of kind. Luxuries and necessities gradually blend into each other: they are mere names indicating the two ends of the scale. There are endless variations between. The automobile is a luxury; but it is not altogether a luxury, a motor truck may be a necessity, and certain uses of pleasure cars, such as those of physicians and farmers, may be necessitous. The telephone is a necessity; but it is not entirely a necessity; part of its uses must be set down as luxuries. The telephone and the automobile are two commodities of the class that in the progress of civilization are constantly on their way from luxuries to necessities. There is no distinct line of cleavage between the telephone and the automobile, but one may say that the telephone contains a larger percentage of necessity value and a smaller percentage of purely luxury value.

Even foodstuffs are not all necessity. Beans probably are; but grapefruit may be classed as mainly luxury. Pork and beef may be mainly necessity; but roast duck and lobster a la Newburg are as much luxuries as necessities. The lobster and the duck may have quite as much food value as the beef and the pork, but the difference in the price gives a fair measurement of what proportion of the former is luxury value. We cannot divide all commodities into two classes, and say for all time and all conditions, "here are necessities," and "there are luxuries." A necessity to the rich may be a luxury to the poor. A necessity in peace becomes a luxury in war. The line of demarcation is an imaginary line. With the progress of civilization it moves up; more and more commodities and one-time luxuries become "necessities." The line must now be moved down.

PENALTY OF DISLOYALTY.

A local German sympathizer who sees his mercantile business dwindling to small proportions because of his disloyal utterances and the insult he recently heaped on the American flag, recently appealed to a friend to advise him what he could do to stem the tide which is settling against him and destroying his business. The reply was characteristic of the man appealed to: "Contribute \$500 to the Red Cross, subscribe for a \$1,000 Liberty Bond and have your son enlist in the service as a private." The advice fell on barren ground and the man who has made a fortune under the American flag is still spending his time whining about the "injustice of the American people in discriminating against foreigners." The only proper course for such a man to do is to dispose of his business, work his way into Germany and take up arms against the American flag, which he so utterly despises.

Are You Planning to Attend The Merchants Congress

Grand Rapids, Michigan

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

From all over the territory served by Grand Rapids have come inquiries regarding the Merchants Congress.

Evidently the attendance of last year is to be greatly exceeded this first week in June. If you have not already made your plans to come—make them now. Come prepared to hear at first hand the methods in use by Merchants who are renowned throughout the country for their success.

Hear how Mr. G. A. Garver, General Manager, The Garver Bros. Co., Strasburg, Ohio, builded up a \$500,000 Business in a town of 1,015 people.

Hear H. Leslie Wildey of Graettinger, Iowa, tell about "Meeting Mail Order House Competition."

Hear L. H. Stubbs, Manager, Fidelity and Deposit Co., of Maryland, Cedar Rapids, Iowa, talk on "Fire Insurance."

Hear what Frederick C. Kuhn, Manager, Retailers Service Department, The Sherwin-Williams Co., Cleveland, Ohio, has to say about the "Human Side of Retailing."

Hear Harold G. Ingham of the University of Kansas, Lawrence, Kansas, tell about "Merchandise Records, Mark Ups and Turn Overs."

Hear Guy W. Rouse, President, Worden Grocer Company, Grand Rapids, Michigan, talk on "Ethics in Business."

Hear John A. Lake, President Retail Grocers and General Merchants Association, Petoskey, Michigan, talk on "Co-Operation and Success."

Hear C. B. Hamilton, President Brearley-Hamilton Co., Advertising Agents, tell "Where Do Profits Go To?"

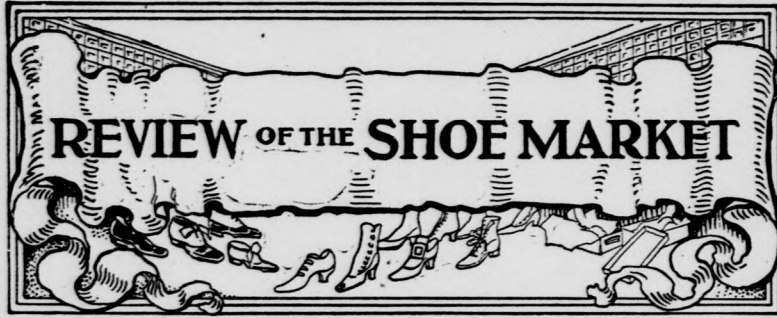
Hear Stephen W. Gilman, Business Administration Department, University of Wisconsin, Madison, Wisconsin, talk on "Personality in Business."

Hear Lee M. Hutchins, Manager Hazeltine & Perkins Drug Co., Grand Rapids, Michigan, tell about "Personal Efficiency."

Every man on this program is prepared to present the subject assigned him in a way that will hold your interest and to supply you with facts that can be immediately turned into profits for yourself.

This meeting will be the one big meeting for 1917 of the Merchants of Michigan. You are cordially invited to attend.

Grand Rapids Wholesalers Association



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

Some New Departures in Shoe Retailing.

Written for the Tradesman.
 The shoe retailing game is subject to the law of change and progress. New experiments are being made all the while, and occasionally one of them proves so profitable that it leads to what may be termed a new departure.

In launching experiments, inaugurating departures, and breaking away from traditional methods of selling footwear, a dealer must have in mind some definite aim to reach, or goal to attain. It may, for instance, be better service, or the reduction of overhead, or something else. It is the objective he has in mind that will, of course, determine the nature of the departure.

The popular price basement, for example, is a comparatively recent departure; or the up-stairs bargain emporium. Up a flight or down a flight as the case may be, and save the difference—this is the slogan that it used in such departures. The aim is to provide economizing opportunities. Obviously floor space on the ground level of a retail shoe store is worth more than floor space in the basement or on the second or third floor, so the claim for a lower asking price, due to a reduced overhead, not only sounds convincing, but really does have validity.

In general it may be said that most (if not all) departures from the ordinary shoe store methods are determined by these two fundamental requirements: better service and more economical merchandising. The novel fit-yourself store, of which there are already several in successful operation, is a striking illustration of departure in the interest of economy in merchandising. The development of the self-service idea in restaurants has doubtless helped to prepare the public mind for its adaptation to other lines.

The plan is quite simple. The stock is arranged so the customer can readily see it. On tables or in open bins the shoes are displayed. The shoes are securely tied in pairs, and the size and selling price indicated in plain figures; and there are plenty of chairs convenient. At or near the entrance of the store generally (but not necessarily) is the cashier's desk. Patrons walk in and look around at pleasure. They are not "annoyed" by intensive methods of salesmanship. When they find what seems to please them, they sit down and try

on one or both shoes. If they are pleased with the fit, style, material, price, and general appearance of the shoes, all that remains to be done is to walk down to the cashier's desk, have them wrapped up and turn over the indicated price, and the transaction is closed. Each man is his own salesman.

And the plan has many attractive features—many really strong points. It will surely appeal to certain temperaments. Some people positively shrink from entering a shoe store—and procrastinate doing so as long as possible—simply because they do not relish intensive salesmanship, such as one frequently encounters in the shoe store. If they could only look around without seeming to incur obligations to buy; if they could only take the time to look until they find precisely what they think they want, and at a price that coincides with their purse,—footwear shopping would be ever so much more pleasant than some of them occasionally find it. The serve-yourself plan will appeal to people of a somewhat timid or shrinking disposition.

And then from the side of economy and expedition, something—indeed much—may rightly be claimed for the self-service plan of shoe retailing. When patrons wait on themselves, clerk hire is eliminated, and clerk hire is one of the big items that go to make up overhead expenses. It stands to reason, therefore, that this is a much more economical method of distributing shoes. Moreover one doesn't have to wait, as often happens when the store is crowded and all the clerks are busy. One can walk around, look over the stock, examine the styles, materials, prices, etc., put in his time fitting himself, and make up his mind according to his own ideas. He certainly doesn't incur the danger of over-persuasion, seeing that he is his own salesman. Moreover the gun of his criticism are securely spiked, for he sold himself.

The plan will appeal to those who relish the idea of thinking and acting entirely on their own initiative—to people who think they know what they ought to have in the way of footwear. In certain lines of popular priced shoes, where price is more of a desideratum than appearances and neat fitting qualities, the plan has evident



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.

Here She Comes!
 That Tennis Weather and—
Hood Tennis with Pressure Cured Soles
How They Do Wear

The "Lenox" is a Leader The "Manhattan" is a Cinch



Men's Oxford only \$1.10
 Boys Oxford only 1.00

Loose lining and leather insoles



Men's Oxford only \$0.76
 Boys' Oxford only71
 Youths' Oxford only65

Leather insoles too

Get in Touch with the Great Hood Canvas Line

Grand Rapids Shoe & Rubber Co.

The Michigan People

Grand Rapids

possibilities; and it may be extended even to medium priced lines. It has been tried out in several cities and found to work.

The exact antithesis of this self-service departure, is the effort for a more highly specialized shoe store service—the store that seeks to employ the most capable salesmen to be had; that trains these salesmen to the highest point of efficiency in their lines; that causes them to know shoes, shoemaking, and footwear requirements, and how to fit customers with the kind of shoes they really ought to wear. Where this is the objective, an entirely different class of patrons will be had—people who appreciate and learn to require, service.

I apprehend that departures will be made along both of these clearly defined and radically different lines. It is up to each retail shoe dealer to consider the limits and possibilities of his own community, to see and determine for himself which course he should pursue in the development of his own departures. In order to get out of the rut and get into the game, he will have to inaugurate departures in one direction or the other—which shall it be? Cid McKay.

Activities in Michigan Cities.

Written for the Tradesman.

The St. Louis Board of Trade has elected the following officers: President, W. E. Barstow; Secretary, Romaine Clark; Treasurer, J. B. MacDonald. More houses are needed for employes of the Republic Motor Co. and it has been voted to form a land improvement association, with \$25,000 capital.

The Michigan State Telephone Co. will expend over \$50,000 in extensions in the Upper Peninsula district surrounding Iron Mountain this summer. The work will include four new lines from Iron Mountain to Norway, four to Crystal Falls and two to Marquette.

The West Side Business Men's Association of Saginaw has voted to dissolve as a step toward a united city and a vigorous Board of Trade.

The South Side Business Association will take similar action.

After threshing the question of an eight-hour day for city employes, Battle Creek has voted to make it optional with the men, the pay being \$2.50 a day for eight-hour men and \$2.75 for nine hours. Men with teams will receive \$5 and \$5.50.

Saginaw has set apart \$18,000 of its budget money for the purchase of an asphalt plant, so that the city may do all its asphalt paving work in the future.

Houghton reports that the Copper Range Railway has advanced salaries of all its employes 10 per cent. This is the third yearly increase granted by the company.

Lansing has accepted J. W. Potter's gift of 27 acres adjacent to Potter park and will make the improvements stipulated.

Merchants of Manistique, beginning May 21, will close their stores at 6 o'clock every night except Saturday until Oct. 1.

James Heddon's Sons have completed a big reel factory at Dowagiac, which will prove a valuable adjunct to the bait factory there.

The Richardson Silk Co. is building a substantial addition to its plant at Belding.

Port Huron city officials are being nudged by the fire underwriters with reference to better fire protection and an advance to the three and a half class rating is promised unless improvements are made.

Almond Griffen.

Want to Obliterate German Name.

Property owners on Berlin avenue, St. Louis, Mo., have signed a petition asking that the name of the thoroughfare be changed to Woodrow avenue in honor of President Wilson.

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

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.

Men's Dress Shoes

With the Popular Fibre Soles



- Stock No. 557—Gun Metal Blucher, Matt Top, Fibre Sole \$2 85
- Stock No. 563—Gun Metal Button, Matt Top, Fibre Sole 2.85
- Stock No. 561—Gun Metal English Bal, Matt Top, Fibre Sole 2.85

In stock today for immediate shipment

HIRTH-KRAUSE COMPANY

Shoe Manufacturers and Jobbers

Grand Rapids, Michigan

Good News, Lots of It

Ready to Ship To-day

White Yachting Bals and Oxfords

1st Grade, Leather Insoles

Men's White Yachting Bals	\$1.15	Oxfords	\$1.00
Boys' White Yachting Bals	1.10	Oxfords95
Youths' White Yachting Bals	1.00	Oxfords85
Women's White Yachting Bals	1.10	Oxfords95
Misses' White Yachting	—	Oxfords85
Child's White Yachting	—	Oxfords80

**Don't Hesitate
ORDER NOW**



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





Making the Liberty Loan a Complete Success.

Written for the Tradesman.

Timber bonds amply secured are likely to return to popular favor, due to the ruling rate of 6 per cent. interest and better prospects for the lumber industry. There is a great and growing war demand for forest products. Ship-building, stimulated by the determination of the Government to have constructed a thousand wooden ships, materials needed for the building of barracks, barns and for other war uses are creating a market for lumber which will revive profitable timber operations in all parts of the country. In addition to this local demand, an increased supply of American lumber will be needed in Europe. A commission of five members has been appointed by the Bureau of Foreign and Domestic Commerce to go to Europe and study at first hand the districts which will be in need of lumber at the close of the war, to ascertain the kind of lumber that will be in demand and to estimate the nature of the competition that will be encountered. The Allies have already intimated there will be a heavy demand for our forest products. Another element entering into the returning popularity of timber bonds is the conservative valuation placed upon the properties mortgaged to secure the bonds. Former mistakes are not repeated and where timber bonds are placed upon the market by reliable bond houses and trust companies, they may be looked upon as desirable investments.

While in the first flush of patriotic enthusiasm large subscriptions for the Liberty Loan of the United States Government poured in so rapidly as to lead the Treasury officials to believe it would be readily taken, later developments show the response from the general public, outside of financial institutions, has not been as liberal as was expected. Where possible to spare the means, individual subscription for these bonds is as much a patriotic duty as it is to aid in the conservation and production of food or to shoulder a rifle and go to the front; as much of a patriotic duty as was the generous subscriptions to the Red Cross fund. Banks, trust companies and bond houses, besides having largely subscribed, have announced in advertisements and through circulars they will receive subscriptions and attend to the delivery of the Liberty Loan bonds with no charge for this service. The handling of this loan by these institutions is purely patriotic, as not one cent of remuneration will be accepted from either the Government or the pur-

chaser. In addition to this service, hundreds of thousands of dollars have been spent by financial institutions in placing the facts before the people for which the banks, trust companies and bond houses receive no returns whatever except the satisfaction of knowing they performed a valuable service to the country. This being the case, it is the privilege as well as duty of the general public to liberally subscribe for these bonds, getting 3½ per cent. interest for their patriotic efforts and the possession of the best gilt edged securities ever issued. The subscribers do not have to put up the face value of the bonds at once. Payments have been arranged by the Treasury Department as follows: 2 per cent. with the application; 18 per cent. on June 28, 1917; 20 per cent. on July 30, 1917; 30 per cent. on Aug. 15, 1917; and 30 per cent. on Aug. 30, 1917. In other words, if a man subscribes for a \$50 bond he pays \$1 down; \$9 on June 28; \$10 on July 30; \$15 on Aug. 15 and \$15 on Aug. 30. These payments can be made through the banks and trust companies of any state. As, however, full six months interest at 3½ per cent. will be allowed on the bonds from June 15 to December 15, the last payment by the applicant must be accompanied by accrued interest from June 15 to the date of the last payment by the applicant. For instance, a subscriber for a \$50 bond in his last payment, Aug. 30, must include approximately two months and fifteen days interest at 3½ per cent., amounting to 74 cents.

In popular loans and in dealing with purchasers of small bonds, where the buyers have not had experience in buying securities, the question of "accrued interest" is not generally understood. Bonds have coupons attached which, upon the date due, can be presented and cashed for six

It does not mean lack of confidence in your wife to name this Trust Company executor of your estate.

It does mean that you have taken every possible precaution to safeguard her interests and relieve her of a care the burdens of which she is ill equipped to bear. You thus bear testimony of your appreciation of her when you make this company your executor.

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

THE MICHIGAN TRUST CO.
OF GRAND RAPIDS

Safe Deposit Boxes to rent at low cost.

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

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

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

months' interest. In selling a bond between interest dates, the seller computes the interest from the date of the last interest payment to the date of sale, adding this to the price of the bond. When the purchaser, at the interest period mentioned on the coupon cashes in he, of course, receives the full six months' interest and therefore gets back the accrued interest he advanced when he bought the bond.

While the transaction is really a simple one to those dealing in securities, it is not to those unaccustomed to buying bonds. This explanation is given with the hope that many readers of the Tradesman who have had no bond buying experience may be included in the subscribers to the Liberty Loan.

While the stock market is in a hesitating and weaker condition, pending Congressional final decision on war revenue and accompanying taxation, general business continues to be in good condition, indicating a gradual return to normal of the business nervous system—most hopeful sign. It is expected that the symptoms will be made a permanent condition. It is, of course, recognized that during the struggle upon which we are entering we must, individually and collectively, make sacrifices. In doing so we can well follow the example of the devoted people of France. George P. Sweet of Grand Rapids who recently returned from France, says one of the things which impressed him most was the splendid spirit of loyalty, patience and cheerfulness of the French people. He says they accept all inconvenience and privations cheerfully, "because it is for France." When the last French popular liberty loan opened for subscription in Paris, Mr. Sweet says the sidewalks for nearly three squares were blocked by a line of people four deep waiting an opportunity to contribute to their country's cause. A large proportion of the crowd was composed of women.

Should not that spirit prevail in the United States? It exists. All it needs is to be awakened. Too many fail to realize the true situation and still look upon the war as a conflict remote and indistinct. The best way to make it so is to rally to the financial assistance of the country by making the Liberty Loan a complete success.

Paul Leake.

Good for the Nerves.

To obviate the noise of pneumatic riveting machines, one has been invented that squeezes rivets into place with a pressure of a ton.

Never Knocks But Once.

Opportunity knocks at a man's door but once in a lifetime. If you seize the opportunity and avail yourself of the privilege thus presented to you, well and good. If, on the other hand, you permit a golden opportunity to slip by unheeded, it will never come your way again.

A man is frequently promoted to a position he is incapable of filling at the beginning, because of lack of experience. He can overcome this handicap by studying the job and mastering every detail. He can buy books and subscribe for papers which have a bearing on the duties which confront him in his new position. He can create an atmosphere of respect for himself and his position by not being so friendly with his former associates as to destroy the dignity and discipline which must accompany him in his position if he is to be a real manager and not a weakling and a joke. He must know his stock or his tools or his machine, so that he does not have to rely on any other employe for information which he, of all men, should possess and have at his fingers' end. Unless he does these things—and does them well—he soon writes himself down as a failure and on the first convenient occasion is dropped out of the position he is incapable of filling in an acceptable manner. He never gets another chance because—

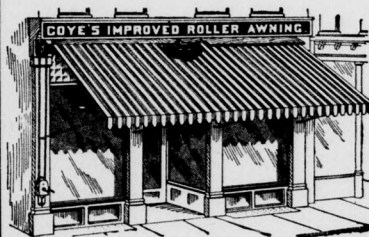
Opportunity never knocks twice at the same door.

Closing Up the Business.

"I take these means of thanking my friends and neighbors who done so much toward making the death and funeral of my husband a success. Also one sow and litter of pigs for sale cheap.

Yours very truly,
"Mrs. Lizzie Black."

AWNINGS



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

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

LIVE WIRE COLLECTION SERVICE

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

PURVIS MERCANTILE AGENCY

99 Fort Street, W.

DETROIT



THE BANK WHERE YOU FEEL AT HOME

GRAND RAPIDS SAVINGS BANK

WE WILL APPRECIATE YOUR ACCOUNT
TRY US!

United Agency

Reliable Credit Information
General Rating Books
Superior Special Reporting Service

**Current Edition Rating Book
now ready**

Comprising 1,750,000 names—
eight points of vital credit
information on each name—
no blanks.

THE UP-TO-DATE SERVICE

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THE PREFERRED LIFE INSURANCE CO.

Of America offers
OLD LINE INSURANCE AT LOWEST NET COST
What are you worth to your family? Let us protect you for that sum.
THE PREFERRED LIFE INSURANCE CO. of America, Grand Rapids, Mich.

THE



GRAND RAPIDS, MICH.

177 MONROE AVE.

Complete Banking Service

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

Our 3½ Per Cent SAVINGS CERTIFICATES ARE
A DESIRABLE INVESTMENT

Fourth National Bank

United States Depository



Savings Deposits

Commercial Deposits

3

Per Cent Interest Paid on
Savings Deposits
Compounded Semi-Annually

3½

Per Cent Interest Paid on
Certificates of Deposit
Left One Year

Capital Stock and Surplus
\$580,000

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

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

Merchants Should Start Fly-Killing Campaign.

Kill at once every fly you can find and burn his body.

Observers say that there are many reasons to believe there will be more flies this season than for a number of years.

The killing of just one fly now means there will be billions and trillions less next summer.

Clean up your own premises; see and insist that your neighbors do likewise.

Especially clean "out-of-the-way-places," and every nook and cranny.

Flies will not go where there is nothing to eat, and their principal diet is too filthy to mention.

The fly has no equal as a germ "carrier;" as many as five hundred million germs have been found in and on the body of a single fly.

It is definitely known that the fly is the "carrier" of the germs of typhoid fever; it is widely believed that it is also the "carrier" of other diseases, including possibly infantile paralysis.

The very presence of a fly is a signal and notification that a housekeeper is uncleanly and inefficient.

Do not wait until the insects begin to pester; anticipate the annoyance.

April, May and June are the best months to conduct an anti-fly campaign.

The farming and suburban districts provide ideal breeding places, and the new born flies do not remain at their birth place but migrate, using railroads and other means of transportation, to towns and cities.

Kill flies and save lives.

The United States Government makes the following suggestion for the destruction of house flies: Formaldehyde and sodium salicylate are the two best fly poisons. Both are superior to arsenic. They have their advantages for household use. They are not a poison to children; they are convenient to handle, their dilutions are simple and they attract the flies.

A formaldehyde solution of approximately the correct strength may be made by adding three teaspoonsful of the concentrated formaldehyde solution, commercially known as formalin, to a pint of water. Similarly, the proper concentration of sodium salicylate may be obtained by dissolving three teaspoonsful of the pure chemical (a powder) to a pint of water.

A container has been found convenient for automatically keeping the solution always available for flies to drink. An ordinary, thin-walled drinking glass is filled or partially filled with the solution. A saucer, or small plate, in which is placed a piece of white blotting paper cut the size of the dish, is put bottom up over the glass. The whole is then quickly inverted, a match placed under the edge of the glass, and the container is ready for use. As the solution dries out of the saucer the liquid seal at the edge of the glass is broken and more liquid flows into the lower receptacle. Thus the paper is always kept moist.

Any odor pleasing to man is offensive to the fly and vice versa, and will drive them away.

Take 5 cents' worth of oil of lavender, mix it with the same quantity of water, put it in a common glass atomizer and spray it around the rooms where flies are. In the dining room spray it lavishly, even on the table linen. The odor is very disagreeable to flies but refreshing to most people.

Geranium, mignonette, heliotrope and white clover are offensive to flies. They especially dislike the odor of honeysuckle and hop blossoms.

According to a French scientist flies have intense hatred for color blue. Rooms decorated in blue will help to keep out the flies.

Mix together one tablespoonful of cream, one of ground black pepper and one of brown sugar. This mixture is poisonous to flies. Put in a saucer, darken the room except one window and in that set the saucer.

To clear the house of flies, burn pyrethrum powder. This stupefies the flies, but they must be swept up and burned.

Borax is especially valuable around farms and out of doors. One pound of borax to twelve bushels of manure will be found desirable as a poison without injuring its manurial qualities or farm stock. Scatter the borax over the manure and sprinkle with water.

Lye, chloride of lime, or copperas (sulphate of iron) dissolved in water, crude carbolic acid, or any kind of disinfectant may be used in vaults.

A Wish.

Written for the Tradesman.
I wish that June was here again
I'd love to go to Michigan
And there by Little Traverse Bay
Content I'd be if I could stay
In Michigan.

I'd love to walk along the shore
To hear again the billows roar
And watch their ceaseless ebb and flow
When white-capped waves the winds do
blow
In Michigan.

I wish that I was on the bluff
At Seven Mile Point—'twould be enough
If only for a single day
Could sunset see across that Bay
In Michigan.

I'd like to stroll through meadows fair
And smell the clovers blooming there,
Or listen to glad nature's tune
For birds sing best when it is June.
In Michigan.

Would I could go with rod and line
To that trout brook which I call mine;
In waters swift—unseen to eye—
The fish are waiting for my fly
In Michigan.

I'd love to pick in the pasture lot
Strawberries, though the sun was hot.
For mother—she with cream would make
A shortcake—best was ever baked
In Michigan.

When'er my day of pleasure is done
And o'er my Bay a setting sun
Has lured the stars to vigil keep
I'd lay me down to sweetest sleep
In Michigan.

Chas. A. Heath.

When a wise man bets on anything he lets his wife hold the stakes.

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

A Loan For Liberty

It is the duty of every employer to see to it that his employees have an opportunity to subscribe to the "Liberty Loan of 1917" on the most advantageous terms possible.

Many institutions are reserving a block for subscription by their employees. We are prepared to confer with those desiring to support the Liberty Loan and will gladly assist them in helping America win through the quick distribution of the loan.

BOND DEPARTMENT

GRAND RAPIDS TRUST COMPANY

MANAGED BY MEN YOU KNOW

OTTAWA AT FOUNTAIN.

BOTH PHONES 4391

BUY SAFE BONDS

6%

Tax Exempt in Michigan

Write for our offerings

HOWE SNOW CORRIGAN & BERTLES

INVESTMENT BANKERS

GRAND RAPIDS SAVINGS BANK BLDG. GRAND RAPIDS, MICHIGAN.

Michigan Bankers & Merchants' Mutual Fire Insurance Co.

Fremont, Michigan

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

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

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

Wm. N. Senf, Secretary.

Big Plans Ahead For Absal Guild.

Grand Rapids, May 21—Will you please take a minute off and read this? Some of you were not at the last annual meeting and do not know what has happened—the election of a complete new board of officers, green and happy, but all filled with the idea of making this a successful year for Absal Guild, and all that goes to the up-building of our own beloved U. C. T.

It is proposed to have three big gatherings this year—the harvest ceremonial session in November; the mid-winter ceremonial in January and the annual round-up, ceremonial session and election of officers in April.

In addition to these, there will be the get-together ceremonial session at the Grand Council convention of the U. C. T. at Bay City, June 1; a pilgrimage to Elkhart, Ind., in July to initiate a class of about twenty anxious Hoosiers who want to form a Guild in that town later; a pilgrimage to Jackson in August or September to form a Guild there with approximately seventy-five members to start with. Our degree team stands ready to journey anywhere to initiate a class large enough to pay our expenses.

Now as to Bay City: Our ceremonial will occur Friday evening, June 1, at 8:30 in the Elks Temple. We expect a class of not less than twenty, but need your assistance to secure this number. Please get the check in the hands of our Keeper of Records and Revenues before that hour and be there yourself with your candidates and help make this one grand session.

W. E. Mellinger, Great Ruler.

Live Notes From a Live Town.

Owosso, May 21—Owosso Council held its regular meeting Saturday evening with a good sized attendance. Under the head of good of the order, a committee of nine were appointed to make arrangements and also see to it that everybody and his wife attends the annual convention at Bay City.

W. S. Lamb has closed his meat market in Vernon and is again on the road selling a line of specialties.

Henry Johnson, an old-time shoe salesman, who lived in Owosso twenty years ago, and was one of the live wires of the old bunch, and also one of God's noblemen, made Owosso a visit this week attending the Odd Fellow blow out. Mr. Johnson is in the retail shoe game in Caro.

We read last week where a man in Howell was kicked by a horse and landed twelve feet away and was picked up uninjured. He hasn't anything on Columbus, who was kicked by pretty nearly everybody and landed in America and it didn't hurt him at all.

The home of C. V. Page was considerably damaged by fire last Sunday morning.

Rol. P. Bigelow, who has been under the weather, is looking better. That's right, Mr. Bigelow, come out of it. We can't do a thing in Bay City without your assistance.

James D. Locke, of Vernon, is closing out his general stock. Going to farming. Any one wanting to rent a good brick store in a good town should see Jim.

Honest Groceryman.

**OFFICE OUTFITTERS
LOOSE LEAF SPECIALISTS**

The Tisch-Hine Co.

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

Henry Smith
FLORIST
139-141 Monroe St.
Both Phones
GRAND RAPIDS, MICH.

Ramona Park

OPEN FOR 1917

Ramona Theater

SUMMER SEASON

Ramona is ready, after weeks of preparation, to welcome recreation and pleasure seekers. Dancing, Thrillers, Refreshment Booths, Rowboats and Canoe docks freshened, brightened and made more fascinating than ever, opened their gates on Saturday

Dancing

THE DANCING CASINO

Again under the management of Mr. and Mrs. Frank Harris Peak of Chicago, assisted by Chandler Peak, the Dancing Casino will entertain lovers of the dance.

A season of innovations and special entertainment is in prospect for patrons of Michigan's finest ball-room.

Miller's Orchestra has been engaged and will play the newest dance numbers throughout the season.

Vaudeville

THE CIRCLE WAY

The "Jack Rabbit," (new thrills), Shooting Galleries, Bowling Games, Paddle Wheel, "Mable the Mysterious Girl," the Fat Lady, Carrousel, are ready and will be in full operation Saturday. New and more entertainment and thrillers. The best of the old and some new to delight, and fascinate the pleasure seeker.

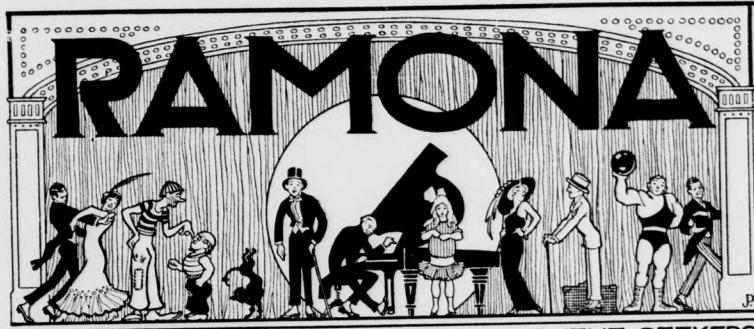
Something to Do and Something Doing All the Time

8 Days

BEGINNING

Matinee

May 20



THE RENDESVOUS OF REFINED AMUSEMENT SEEKERS

8 Days

BEGINNING

Matinee

May 20

Joseph E. Bernard

and

Hazel Harrington

Presents

"WHO IS SHE?"

HAROLD DU KANE

with

JUNE EDWARDS and

GLADYS TAYLOR

In Their Own New Futuristic
Dancing Spectacle

"OKLAHOMA"

BOB ALBRIGHT

In a Characteristic Song Cycle

FOSTER BALL

Assisted by Kernan Cripps

In a Character Study

"SINCE THE DAYS OF '61"

Marie Fitzgibbons

The Great Big Story Teller

Peggy

Frank

PEGGY BREMAN

and **BRO.**

"THE IMPS PLAYGROUND"

A Spectacle on Unsupported Ladders

RAMONAGRAPH

Latest News of the World

Extra Each Week.

O. Henry Film Story

"The Third Ingredient"

THIS WEEK

MAKE YOUR RESERVATIONS AT ONCE
RAMONA IS OPEN



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

Kitchen Showers Large Factor in June Trade.

Written for the Tradesman.

The wedding present trade is becoming more and more a factor of importance in the hardware business. There was a time when the hardware store was almost entirely a man's store. That time is past. The hardware store of to-day is making an increasingly effective appeal to women. With June, the month of weddings, just ahead, it will pay the hardware dealer to sit down and take thought of the thirty morrows that comprise that month.

If you are already doing a good trade in these lines, you don't need to be told that they are worth pushing. If you are not doing a good trade in gift lines, you are overlooking an opportunity. In either case, it is well worth while to buckle down to business and see that the coming month brings you every possible cent of profit.

Of course, people marry right along; but June is pre-eminently the month of weddings. Hence, it is the month to play heavy on your gift lines.

The gift business can be developed along two lines. There are the more expensive gifts which you sell to relatives and wedding guests; and there are the "shower lines"—small, useful articles. The "shower" seems to have been devised to give the more distant friends of a bride an opportunity to tangibly express their good will. Some maid or matron invites a circle of friends to a party in honor of the prospective bride. Each participant is expected to bring a gift of some specified sort. There are linen showers, where all the gifts are linen goods; handkerchief showers; china showers; and—which interests the hardwareman particularly—kitchen showers. Here, the gifts are kitchen utensils. The participants in these little affairs are usually more distant friends who will not receive wedding invitations and hence will not have the opportunity to express their good will in a larger way.

The "shower" is essentially devoted to practical gifts; although there have been cut glass showers, silverware showers, and the like, in most instances small, simple articles constitute the gifts. These events usually string along for weeks before the wedding itself. Hence, the hardware dealer is well advised to cater

first to the "shower" demand before opening up, late in May or early in June, his more important gift campaign.

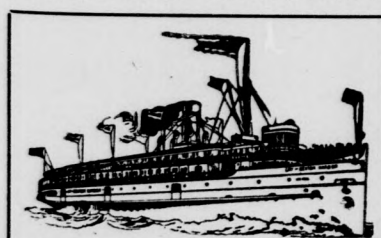
The hardware dealer can reach his customers through four main avenues of appeal: the window, the newspaper, circular letter, personally. Right now a good window display will be timely.

First, though, is there any reason why you should cater to only one shower, when you might cater to two or three? One hardware dealer last year saw no reason to limit his activities. In the center of his big window he posed a miniature bridal couple inside a big "wedding ring" contrived, I think, with an iron hoop for framework—and with this as a main attraction, he divided his window into three sections. The middle section was devoted to the commoner kitchen utensils, in tin and granite ware, together with frying pans, paring knives, and similar small articles. To one side was a display of electrical devices—toasters, percolators, irons, etc. To the other a fine showing of aluminum ware.

Accompanying signs were "Showers for the June Bride." "Of Course There'll Be a Kitchen Shower." "Why Not an Electric Shower?" "Something New—An Aluminum Shower."

Instead of selling merely one line of goods, this merchant in many instances repeated with all three lines.

Another dealer believes that he can most effectively reach the customer's heart by being helpful. So he advertises his services. He has a stock of



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.

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

Johnson Paint Company

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

BIG RAPIDS, MICHIGAN

AGRICULTURAL LIME BUILDING LIME

Write for Prices

A. B. Knowlson Co.

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

TAKING INVENTORY

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

Use Half as Much

Champion Motor Oil

as of other Oil

GRAND RAPIDS OIL CO.

ELI CROSS

Grower of Flowers

And Potted Plants

WHOLESALE AND RETAIL

150 Monroe Ave. Grand Rapids

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

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

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

Foster, Stevens & Co.

Wholesale Hardware

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

Grand Rapids, Mich.

Manufacturers & Jobbers

Sheaves and Pulleys

ROEBLING'S WIRE ROPE

For All Purposes

Belting—Shafting—Hangers

Adolph Leitelt Iron Works

213 Erie Street

Grand Rapids, Michigan



A SIMPLE, COMPLETE SYSTEM FOR RETAIL STORES

**The Electrically
Operated
Cash Register**

**The New National
Cash Register
Credit File**

*Does fifteen necessary things in
three seconds.*

*Cuts out all bookkeeping of cus-
tomers' accounts.*

*Simple to operate — saves
time.*

*No blotter — no daybook — no
customers' ledger.*

*Forces accuracy — gives quick
service.*

*Every customer's account balanced
to the minute.*

Stops leaks — satisfies customers — increases profits in stores.

Old cash registers taken in part payment.

Every retail merchant should write us for particulars.

The National Cash Register Company, Dayton, Ohio

Cut out the coupon below and mail it to us today

Dept. 107. National Cash Register Co., Dayton, Ohio

Please send me full particulars on

- latest model cash register.
- new N. C. R. Credit File.

Name _____

Address _____

ideas for showers—menus, games, decorations, gift suggestions—clipped from women's magazines and Sunday supplements. One salesman is especially detailed to master these subjects. Whoever wants information is referred to this salesman and his comprehensive scrap-book. "You don't have to buy," the merchant advertises. "Our advice and assistance are free." At the same time, the big percentage of people who secure help do devote their showers to hardware and kitchen lines. The young woman who wants to get up a shower for a prospective bride can go to that particular store and from the information conveniently available there can in a few minutes work out her entire programme. It is only natural to reciprocate by making the shower a kitchen shower, in preference to a linen shower or a china shower.

The same idea of providing expert assistance can, be it remembered, be utilized six months hence in catering to Christmas trade; or at any time in connection with wedding anniversaries, parties or the like.

An effective window display stunt was put on last year by a hardware dealer who showed in his window a dummy bride holding up a parasol, opened, over which were dangling threateningly all manner of small kitchen utensils. Real flowers and a sprinkling of rice provided appropriate accessories. The accompanying show card pointedly asked: "Why Not a Kitchen Shower?"

To cater most effectively to this line of trade, the merchant must possess facilities for getting into touch with those young ladies who are likely to be hostesses at these events.

Here's where the young people of the hardware staff can render effective help. Said a hardware dealer of one of his office staff: "She's only ordinary as a book-keeper, but when it comes to gadding, she's a star. She's always fussing over parties. Most men would fire her. I've made her one of the biggest assets of the store. I get advance information of every shower, every wedding, every party in town—and I just shape my circularizing campaign accordingly."

Here is the information he gets from his gadding, ordinary book-keeper: "Who are the prospective brides? Who are their most intimate girl friends? Who of these are likely to give them showers? Who will be invited to the wedding? When is it?" To one set of girl friends he mails a list of "Shower Suggestions," with hints as to putting on these little events. To the other set, he mails a list of gift suggestions.

It's all done through the simple expedient of turning a book-keeper's handicap into an asset. The young people on your staff can help a lot in securing advance information of the sort indicated. Get them interested in this phase of business building. William Edward Park.

Combining the Work of Merchant and Farmer.

One of the most valued friends and contributors of the Tradesman is E. E. Whitney, who conducts a general store and farm a few miles from

Ann Arbor. Mr. Whitney is living a busy life these days, judging by the following graphic description of every day activities:

Ann Arbor, May 17—I am still underneath a burden of work. The-boys can undertake more than I can keep up with. They have hired sixteen acres, money rent, to put into oats and corn and my forty and their twenty-two acres will be fully utilized. Our grass seeding (part of it) last year was a failure and had to be plowed. Our corn crop was about one-quarter only. Our potatoes yielded about one-third as much as in 1915, but we have all we want to eat. We planted eleven bushels of early potatoes and have four late to plant and sold four bushels at \$4 per bushel; also some \$20 worth previous to planting time. Had a big crop of hay. Put up thirty-two acres. Horace was at Agricultural College at Lansing seventeen weeks—October to March—and some work is left undone—wood pile and fallen trees, repairing fences and buildings. Horace is putting in about 500 feet of tile to improve two or three acres, some of which has never given us a good crop except clover hay and pasture. My grandfather was a surveyor in New York and Massachusetts, but Horace constructed an instrument out of a carpenter's level, a wringer frame, a crow bar, a bicycle clamp, put on sights, etc., and we established a grade yesterday afternoon— $\frac{3}{4}$ inch fall to the rod. He had one-half or more of the digging done and water is flowing continuously. Bought load of tile to-day and hope to get the land into corn this month.

We have seven milch cows, nine heifers and two others. I have about eighty-five hens and 140 chickens and still more to hatch. Mrs. Whitney is trying to fill orders for 310 from incubators. Sold about 1,000 setting eggs at \$4 per hundred.

Our store is only a side show, and does not require constant attendance, although I sold 1,400 gallons of gasoline and 700 of kerosene last year. I bought about six months' supply of flour at \$6.25@6.50 and sugar at around \$7. For the farm we bought shelled corn at \$1@1.05 and oats at 55@60 cents per bushel; barley at \$1.65 per cwt; chicken wheat at 90c@ \$1; bran at \$21 per ton. Everything we knew we should need we bought in the fall and along in the winter as fast as we could get time to haul it. I aim to buy all feed as soon after harvest as possible.

Trying to think out "Lessons of the War" while I shell seed corn. E. E. Whitney.



Farm Machinery and Garden Tools

Plows, Harrows, Seeders,
Corn Planters, Potato Planters,
Weeders, Cultivators, Sprayers,
Cutaway (Clark) Disk Harrows,
Money-Maker Hay Presses and
Silage Cutters.

Wholesale Distributors:
Brown & Sehler Co.
Grand Rapids Michigan
Complete catalog mailed on request

American Sugar Refining Company

Get Your Share of this Big Sugar Business

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

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

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

American Sugar Refining Company

The Most Complete Line of Sugar in the World

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

YES, SIR:

WHITE HOUSE

COFFEE AND TEA

Are on the Highest Wave of Public
Popularity—a Pleasure to Handle
—to Drink, a Delight



"NONE BETTER AT ANY PRICE"

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



Happenings of the Week in Women's Wear Lines.

Still a little better business has resulted from the more favorable weather in the women's apparel departments of large local stores and specialty shops during the past week. This is also true of establishments out of town, but retail trade in this city is still said to be more backward than is the case in the West.

This somewhat more active business has been reflected in the manufacturing trade catering to the ready-to-wear needs of the American woman, and instances are reported of filling-in by the local stores, as well as a call for seasonable dresses—and also some strictly summer varieties—from retailers in localities nearby. There has been some demand for coats as well. Buyers are not numerous in the market, however.

Within the last week or two some of the Middle Western trade has been looking for job lots, to be priced advantageously in their May and June sales—and numerous attractively-priced lots of merchandise have been procured by these people. Enquiry is also noted for wash suits.

Dress manufacturers anticipate a large summer business on such of their merchandise as is suitable strictly for hot weather wear, for instance cotton materials, for which the season at retail really has hardly begun as yet due to the backward weather.

Manufacturers assert that if there is one thing in the market on which prices have not been cut it is these lightweight dresses and also wash skirts. Fairly large orders on the latter have been received and a fairly extensive summer season is expected in this quarter of the women's wear market as well.

In this city shoppers lately have been more numerous in the ready-to-wear departments than at any time since the declaration of war was made. The finer weather recently has shown their need of replenishing wardrobes, and there seems to have been a real desire to buy. While on this subject, it might not be amiss to say that most of the stores have advertised merchandise at prices that could not very well help drawing some of this business. Real values have been in evidence at remarkably reasonable figures, considering the high-price tendency of about everything under the sun. Outer garments suitable for wear now were sought, as well as some for hot-weather wear, later on in the spring and for summer.

The consumer has not bought for spring to a large extent. She has had

her ordinary purchases held up by fear caused by the war, the advice circulated all through the country to economize—and in addition the weather has not been sufficiently seasonable to make her want to, or need to, prepare extensively for her summer wardrobe.

Skirts are now being turned out, and those in preparation to be shown among the fall sample lines follow more or less the straight line. Whether they will be longer remains to be seen, but there is a report that in the dim distance narrower models are seen coming. Economy in dress goods might be ascribed as a logical reason bearing on this possible trend, but it does not follow necessarily that the manufacturers will give such matters as much consideration as might be when determining their styles.

Take the shoes women wear. As leather became scarcer and scarcer, the shoes for the past winter season got higher, using more leather—and the footwear one meets with on the streets to-day does not exactly savor of any desire on the part of designers or manufacturers to economize in leather—nor is this economical trend apparent in the shoe lines that are being made up for fall wear.

Supposing skirts are narrower, utilizing a smaller yardage of goods per skirt. In that event, is it unreasonable, considering fashion's foibles, to anticipate the material that otherwise might be used being made up in the form of more drapery, pleats, trimmings, etc.?—N. Y. Journal of Commerce.

The Light That Failed.

"I can't understand why Jenkins and his wife fell out. She used to call him the light of her life."

"Yes, so she did, but he went out too often."

President Suspenders
for comfort

Of All Jobbers
PRESIDENT SUSPENDER CO.
SHIRLEY, MASSACHUSETTS

United Automobile Insurance Exchange

Carries

Auto Insurance at Cost

Without

Mutual Liability

For Particulars Address

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

AUCTION! AUCTION!

We will sell at Public Auction on Tuesday, May 29th, at 10:30 A. M., at 1789 Michigan Avenue, Detroit, Michigan, the stock formerly belonging to A. Black & Company, inventory over \$30,000, and consisting of a full line of Dry Goods, Hosiery, Underwear, Muslin Wear, Threads, Yarns, Silk and Leather Gloves, Men's Shirts, Overalls and Jumpers, Curtains, Ribbons, Handkerchiefs, Laces and Embroideries, Aprons, Children's Wear, Fancy Goods, and other items too numerous to mention.

This is positively the finest stock of Staple Dry Goods ever offered at Public Auction. Most all goods are in original packages and large quantities.

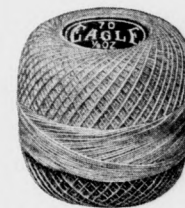
Samuel Levy & Company, Auctioneers
415 Ford Building Detroit, Michigan

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

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

Elevators
Electric and Hand Power
Also Dumbwaiters
Sidney Elevator Mfg. Company
Sidney, Ohio
Mention this paper.

Eagle Cordomet



P. F. C. Crochet Cotton

The best made, for all purposes

Ask Your Jobber

Mr Merchant,
Are you prepared to meet the Memorial Day demand for

FLAGS



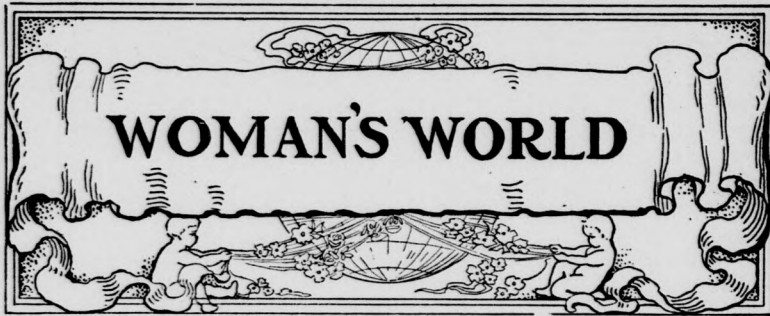
We have the following assortment in stock for immediate shipment:

2½x4 feet printed.....	\$10.50 dozen
3x5 feet sewed.....	13.50 dozen
4x6 feet sewed.....	18.00 dozen
5x8 feet sewed.....	27.00 dozen
6x12 feet sewed.....	48.00 dozen
8x12 feet sewed.....	60.00 dozen

Spearhead Flags

8x12 inches mounted on sticks.....	\$0.90 dozen
12x18 inches mounted on sticks.....	1.35 dozen
15x24 inches mounted on sticks.....	2.75 dozen

Grand Rapids Dry Goods Co.
Exclusively Wholesale
GRAND RAPIDS :: MICHIGAN



WOMAN'S WORLD

People Next Door—What It May Mean.

Written for the Tradesman.

Out in the West End where the Cady's live, it is quite new and the houses are somewhat scattering—in fact their home has stood alone in the block. But two or three weeks ago the lot adjoining theirs on the west was sold. Already the dimensions of the house that is to go up have been staked out, and workmen to-day began excavating.

The Cady's, who are popular and always have many callers and visitors, have been hearing all the pros and cons of having near neighbors. The first of their friends to note the indications of a new house was Uncle Thompson, a successful real estate man and a thorough optimist.

"Well, you're in luck at last. Once it gets started, this section out here is bound to build up, and it's the making of a swell residence district. No better location in the city. You're near the car line, and now that almost everyone keeps a machine, being a little out is no disadvantage at all—instead it's a point in favor. Very likely these people will persuade some of their friends to buy and build on this street. They'll all plant trees and put in lawns and raise flowers and fix up the parking. If just a few enterprising families come in, you soon can have pavement. Why, your property has gone up in value eight hundred or a thousand dollars—a thousand is a very conservative estimate—without your lifting your hands! Don't let anyone buy your place now without paying you a good round figure for it." Uncle Thompson is very convincing, and let Ned and Jennie feeling quite elated at the prospect.

Most of their acquaintances look at the matter just as does Uncle Thompson—that the new dwelling will be a great "improvement" and enhance values in that vicinity. Two or three who are of a social temperament anticipate that it will be far pleasanter for Jennie and the children when Ned is away, to have "a nice family so close by."

But others of their friends take a different view and dilate on the annoyances that are likely to be occasioned by people next door.

"The chances are that this house they are to put up will be an architectural horror, absolutely wrong in every line and proportion. And they'll paint it some glaring color, entirely out of harmony with your house and with every tone in the landscape and with every other building within a mile. And what can you do to help yourselves?" This is the

gloomy prediction of an old chum of Ned's, a man of artistic tendencies, who had much to do with designing the really beautiful home of the Cadys.

"It will increase your insurance rate. That east wing can't be more than eighteen feet from your west porch. And you'll be lucky if they don't burn you out. Some people are so utterly reckless about fire!" This was the comment of a friend who has had two experiences of her home taking fire from a burning house adjacent.

"You'll be at their mercy in the way of kitchen odors," remarked a cousin with a keenly sensitive nose. "I only hope they won't cook as much hamburger and fry as many fish and stew as many onions as my next door neighbors do."

"The smells aren't so bad as the noises," argued the cousin's sister-in-law, who was with her. "The man who lives next to us insists on running his lawn mower early in the morning, long before I am up. He says the grass cuts so much more easily when the dew is on. And he and his wife talk so loud in what you may call just their ordinary tones of voice, that when the windows are open we can't help but hear every word they say. Of course they 'scrap' a good deal—loud-voiced people generally do. And they have a dog that sometimes barks an hour at a stretch. But really they don't disturb me so much as did the family that lived before—they had a baby that cried nights. And the woman who lived there before the family with the baby—she had two big cats that she claimed to think the world of. Do you know, in warm weather she actually kept those poor creatures tied in the back yard? They howled continually.

"A very musical family lived for five years on the other side of us.

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Every one of the young people practiced on something—piano, violin, ukulele, cornet—my ears used fairly to ache! However, the instrumental efforts weren't so tiresome as the vocal—one daughter took vocal lessons. That family moved away, and the people who live there now have a phonograph." The cousin's sister-in-law smiled wearily. "A vacant lot may be grown up to weeds, and it sure doesn't give the impression that the town is booming, but it doesn't drive you to desperation keeping up some kind of a racket."

"Whatever you do, Jennie, be very careful not to neighbor with the new folks until you know just what they are like," cautioned an old friend of her mother's. "If you give some people an inch they'll take a mile. It's an awful nuisance to have a neighbor woman—perhaps someone you really don't care a straw about—running in a dozen times a day to visit with her friends over your telephone, or wanting to borrow sugar and tea, or perhaps asking you to look after her baby while she goes down town.

The Cadys have been told what they may expect if the newcomers should decide to raise poultry. "No, no one ever keeps chickens shut up!" declares one man who is locally famous as a gardener. "If they try to keep them in, the fowls either find holes in the fence or else fly over. And many don't try—they turn the birds loose on every little pretext." He gave sad experiences of young vegetables being scratched up and rare flowering plants ruined.

"It may increase the value of your property," replied one woman to whom Jennie had been citing Uncle Thompson's rosy predictions, "but that won't help much if you want to stay here. Possibly your assessment will be raised and that will make your taxes higher?"—this last with a shrewd little twinkle in her eye. This woman has seen many ups and downs. "Of course these new sections have to build up. It's better that they should. You couldn't have come out here and had water and sidewalks and gas and electricity, if the owners hadn't felt sure that they would sell more than one lot in a block. And nice homes will look better than all this vacant. But I do hope that this family that is coming in next to you will be the right kind. I don't mean that disreputable people are likely to locate out here—they are not. But there are perfectly respectable folks who can distress you in many ways when they live so near. Some are careless about their garbage, and they won't swat the flies, so you have more to swat. And some keep their front walk littered up, and the lawn and parking are not cared for. Some allow their youngsters to be impudent and quarrelsome, so you don't like your children to associate with theirs. Undesirable people really depress values amazingly. They make you want to sell, and make it almost impossible for you to dispose of your property. I surely hope the new folks will be of the right kind."

Only a little while after this conversation, another caller dropped in.

"Of course, Mrs. Cady, you don't want the new people to be careless and dirty, but the most trying neighbor I ever had was a woman of the extremely finicky kind. She lived all alone and had nothing to do but see that everything was kept just so. Her place was spick and span, inside and out. Woe be to any child that strayed on to her perfect lawn, or picked a single posy from her flower beds! If we took a rug out to beat, she would rush and close her windows. If we played croquet, it was plain that the clicking of the balls annoyed her. If ever so carefully we burned a little trash in our back yard of a summer morning, she would complain of the smoke. You remember that picture in the dictionary of a prisoner with his feet confined in stocks, as used to be done in old torture days. Living next to Mrs. Vertin always seemed to me like being in stocks—I was very glad when we moved away. One wants a little liberty in one's own dooryard—otherwise one might just as well live in an apartment house or a hotel or go to jail.

These frank expressions of opinion, showing different points of view and widely varying experiences, point one moral: The cats and dogs, the poultry, the phonograph, the tempers, the tones of voice, the musical inclinations, the good taste, the neatness and enterprise, or the disorder and slovenliness—perhaps even the absurd finicalness—of the people that live next door, vitally affect our comfort and happiness and may tell on our financial circumstances. The converse of the proposition also is true—our cats, dogs, poultry, phonograph and all the rest just as vitally affect the comfort and happiness of our neighbors.

Many and complex are the problems of right and wrong—problems as yet unsolved and indeed hardly recognized as problems—that may be summed up under the broad head, How are neighboring families to live with the greatest mutual benefit and the least mutual discomfort and friction, when each occupies only a little strip of ground that is fifty feet or less front and runs say one hundred thirty feet back to the alley?

Quillo.

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Granulated, Dainty Lumps, Powdered,
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Tell them that every member of the family can eat it for any meal in any season.

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



The Shredded Wheat Company

Niagara Falls, N. Y.





Michigan Poultry, Butter and Egg Association.
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 Executive Committee—F. A. Johnson, Detroit; H. L. Williams, Howell; C. J. Chandler, Detroit.

Can We Raise Enough Meat?

In its programme of feeding the Allies as far as possible, and putting an enormous army in the field, the United States will need to produce the greatest possible amount of meat. This is a task that will call for a high degree of effort and efficiency, because the meat situation in this country has long been a serious one—even for ten years before the war.

The Department of Agriculture has been spending millions in money and the time and labor of its experts with a free hand grappling with the problem.

To-day there are about 10,000,000 fewer beef animals in the country than there were in 1900, according to the best available estimates. That alone would be a serious situation, for with the decrease in beef cattle there has been a big increase in population. There are 26,000,000 more persons in the United States to-day than there were in 1900. We have added a population equal to about two-thirds of the total population of France. Even the domestic problem is a difficult one. It is easy to see why meat has gone up. When the demand from European Allies is added the size of the problem is clear.

The most encouraging feature of the situation is that there has been an increase in the number of beef animals in the last three or four years. The lowest point was touched in 1913, and since then the tide has turned. Nevertheless, it is necessary to take every possible means to increase meat production.

The Department of Agriculture is working on the matter from several angles. The main lines are to raise more cattle and hogs and sheep on the one hand, and to protect the herds from the ravages of disease on the other. Very encouraging progress is being made in the fight against disease, and this line is a very vital one. The annual stock losses from disease and wild animals in the United States amount to about \$225,000,000 a year. It is impossible to measure the indirect loss in meat—the lean cattle that might have been fat were it not for the cattle ticks and the Texas fever; the hogs that might have been raised had not farmers feared to risk their time and money with the menace of hog cholera hanging over them. Much ground

has been gained in the fight, and it is now for the country at large to make use of every inch of it.

The chief of the Bureau of Biological Survey points out that one of the cheapest meats that can be raised is that of Belgian hares. It is actually possible to produce this meat at a cost of 5 cents a pound. Very little space is required, and the hares can be fed on cheap foods and table scraps, and increase very rapidly. If the meat situation becomes acute a Nation-wide campaign for Belgian hare raising might help mightily.

The Department has increased our meat production by regulating the grazing on National forests until these support several times as many animals as ten years ago. Another promising avenue is the raising of sheep for meat instead of for wool. To make wool growing profitable large ranges are usually needed, but mutton can be grown profitably on land where there is now no meat production. The Department hopes for much from New England in this line.
 Frederic J. Haskin.

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New Perfection Flour

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Dandelion Vegetable Butter Color

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Early Seed Potatoes Seed Corn
 Write for Prices and Booklet
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If not receiving our quotations write us.
 Get in touch with us before selling.

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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 selling well.

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.

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

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

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Send us your orders **FIELD SEEDS**

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

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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.

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GRAND RAPIDS, MICHIGAN

Encourage Better Buying Habits by the Housewife.

Indianapolis, May 22—The splendid response to the call for unusual efforts by farmers in the planting of larger acreages and the cultivation of home gardens, will, if the growing season is favorable, give us good crops of some staples. But the surplus is so low and demand so great that even an increased crop will not prevent scarce and high-priced food another year unless we conserve our present supply and prevent wastage of the coming crop.

The grocer who distributes most of the food supply can help greatly in warding off a food crisis. To this end I make him these suggestions:

1. Encourage the use of staple groceries, especially the cereals, such as rolled oats, rice, cornmeal, hominy grits, macaroni, the legumes, such as dried peas and beans; dried fruits, such as prunes and raisins; the sugars, including molasses and glucose. These foods are both cheap and nutritious. They must be used in large quantities and instead of more costly but less nutritious foods.

2. Stock and urge the sale of cooking oils and fats, instead of high-priced butter. Corn oil, cotton-seed oil, lard compounds, uncolored oleomargarine and beef suet are all very high in food value, wholesome and good.

3. Stock lightly with fancy groceries, such as condiments, preserves, dessert preparations, tinned biscuits, olive oils and prepared foods which can be bought in bulk and cooked at home. These foods furnish the least nourishment for their cost; their use should be discouraged until the present crisis in the food supply is past.

4. Stock lightly with imported products. Do not buy or sell sardines from Norway when domestic sardines are available at much lower price; cease selling expensive imported cheese, olive oil and fancy fruits.

5. Stop pushing the sale of high

priced candies. There is more food in a pound of sugar than in a dollar box of candy. Confectionery is a luxury that both thrift and patriotism will deny us.

6. During the present food shortage discourage over buying of staples that will keep in the grocery as well as in the home. This is no time to speculate in food stuffs.

The grocer may easily change the buying habits of his customers and help them to choose wisely that they may feed their families better and more cheaply.

Such a service will be most valuable for it will give us increased efficiency and our Allies a larger share of our food supply.

I urge your patriotic co-operation in this crisis in the food situation.

H. E. Barnard,
State Food and Drug Commissioner.

Indiscrinate Tight-Fistedness Worse Than Waste.

"One of the greatest dangers that confront us at this moment is misguided thrift," declares a statement issued to-day by S. W. Straus, President of the American Society for Thrift.

The statement is in part as follows: "In our efforts to be patriotically economical, we find ourselves going to extremes in the opposite direction, which is just as great a menace as wastefulness and extravagance," said he. "One of the worst calamities that could befall our Nation at any time would be to stop the wheels of industry, but more especially now.

"The point is to differentiate between destructive and constructive thrift. In times of peace or war, waste is reprehensible, but indiscriminate tight-fistedness is worse, be-

cause in such conditions the provident are made to suffer with the improvident.

"Because the whole Nation suddenly has become conscious of the necessity of thrift, we as individuals should take care not to deflect from their normal courses the tides of the Nation's money that turn the wheels of industry. America as a Nation is not in any danger of running short of money, but we are threatened with a food shortage because on us rests the duty and responsibility of feeding our Allies.

"Everyone can distinguish the difference between prudent living and wastefulness. If a man buys a suit of clothes, a pair of shoes or a hat, his money goes into legitimate circulation and furnishes uses for capital and employment for labor.

"The American people have responded in a grand way to the needs of the hour. We are going to conserve our resources and increase our food supply in a way that will astonish the world, but in doing this we stand face to face with economic hardships unless each individual is governed by common sense, prudence and foresight."

Bottled Tears.

In Persia tears are thought to be a remedy for certain chronic diseases. They are collected in sponges at times of sorrow and kept in bottles by the priests. The antiquity of the superstition is attested by the mention of the custom in the Old Testament, Psalms 56:8.

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Joseph P. Lynch Sales Co.
Special Sale Experts
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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

MY SIGNATURE
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SKINNER'S 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.

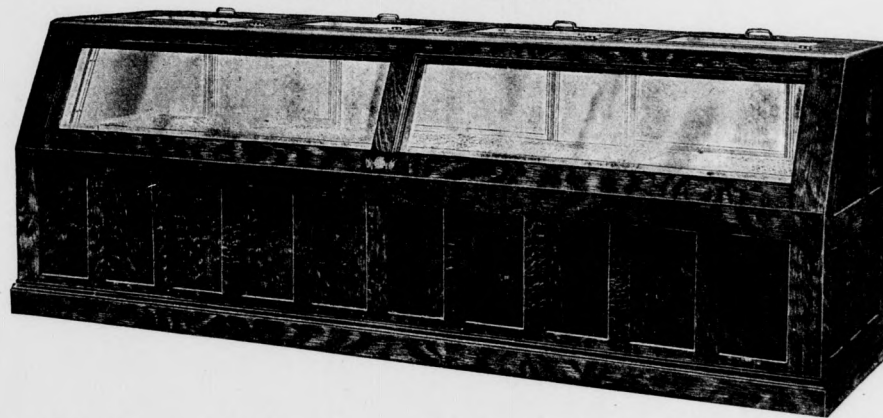
The SKINNER line is the only nationally advertised line of macaroni products and because of the fact that they are spending real money to add to the grocers' profit, SKINNER'S PRODUCTS DESERVE THE SPECIAL SUPPORT OF EVERY WHOLESALE AND RETAIL GROCER.

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Stock sizes 8-10-12
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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

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 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.

Picking Picked Up in the Windy City.

Chicago, May 21—Dr. Dill Robertson, the Chicago Board of Health Commissioner, has posted the following notice throughout the city: "Swat the fly and kill the cat." He claims a cat is more of a germ carrier than the house fly.

Everybody seems to be preparing to feed the people the coming year. The steward of the Hotel La Salle is saving potato eyes at the rate of six bushels per day and shipping them throughout the State to farmers. This is doing his bit toward feeding the world.

One of the greatest industries today from the restaurant standpoint is that of the John R. Thompson Restaurant Co. Mr. Thompson now has thirty-eight restaurants in the city of Chicago and has signed leases on three additional locations. This will give him forty-one restaurants in Chicago and 101 throughout the country. The food served in these places is considered the best and the buyers of the Thompson Co. are experts in their line. Quantities purchased by the company give them the benefit of the lowest possible price and every buyer handles his or her part with the greatest of care. One of the departments that comes directly under the notice of the writer is the cigar department. The buyer of this department is Miss Smythe. She handles this department better than the average man could do it, never overloading, very seldom short. When one considers that she has to take care of 101 restaurants throughout the country, she has got to be an expert in her line.

It is now the intention of the city to open up a public market in South Chicago. This market will take care of the wants of about 65,000 people.

John B. Newman, the new State Food and Dairy Commissioner, gives the people a hint to watch the labels of all canned goods they happen to buy. The reason of this is in these times of high prices the manufacturers are sometimes tempted.

It is the intention of the city officials to appoint a Commissioner to look into the prices of food articles and publish every morning and every evening in the papers the prices the public should pay and, if charged over this price, report to this Commissioner. No doubt, this will be the means of putting the damper on some of the outside storekeepers who are inclined to add to the price.

The saloon keepers throughout the city are still doing their level best to have an ordinance passed by the City Council prohibiting the serving

of free lunches. They are having their troubles, for the reason that but a short time back, when this ordinance was before the Council, the saloon keepers as a body objected to its passage.

One of Chicago's very popular druggists is Lou Hyman who is the owner of the Hyman Bros. Pharmacy at 259 East 35th street. Mr. Hyman is a Michigan product, originating from Kalamazoo, where he has at the present time two brothers in business. Mr. Hyman has one of the best corners in the city, enjoying a very healthy business. He has been in business in Chicago for the past fifteen years, never forgetting in that time to make annual trips to his home town.

The real estate business in Chicago the last week has been a little improvement over the previous week. One of the latest deals made is that of Dr. M. L. Blatt. It is his intention to erect on Pine Grove avenue a high grade apartment building costing in the neighborhood of \$1,200,000, ten stories high, with a roof garden overlooking the lake. It will contain 171 apartments, two rooms each.

Charles W. Reattoir.

The Stimulus of Success.

Many of us are more or less in doubt as to the amount and quality of our ability until we have actually made good, until we have demonstrated our power through achievement. The first success feeds, arouses and unlocks latent energies, calls out more resources; and the second success calls out still more. Each achievement increases confidence and self-faith until one begins to see that there is almost no limit to one's possible achievement. With each new victory his courage rises, his ambition grows, his self-faith increases, his latent potencies develop and he constantly increases his power to do greater and better things.

Orison Sweet Marden.

A New Idea in Canoe Making.

A new idea in making of canoes has been evolved by H. Haskell, of Ludington, who is about to begin the manufacture of canoes made from three-ply veneer and pressed into shape in metal moulds under hydraulic pressure. The veneer is made with a waterproof glue which is a discovery of Mr. Haskell's. The canoe is perfectly smooth on the inside and is made from one piece of veneer. It has no ribs and gets its strength wholly from the truss principle of the model. Its advantages are its lightness, strength, resistance of the veneer to penetration and the fact that the canoe can be safely laid away during the winter without fear of its weather checking.

Your friend's sympathy is like your own bank account. It is best not to draw too heavily upon it.



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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.
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OCCIDENTAL HOTEL

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

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



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.

LIVINGSTON HOTEL AND CAFE

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

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

Hotel Charlevoix

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Absolutely Fire Proof

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

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Satisfactory Service

Reasonable Rates

Use Our Long Distance Service

Citizens Telephone Company

Killed the Goose Which Laid the Golden Egg.

A leading citizen of Grand Rapids writes the Tradesman as follows regarding the editorial published last week entitled A Lesson in Waste:

I have your note of May 17 enclosing a clipping from the Tradesman of the preceding day. I have read with interest what you print and you were right in assuming that I could not, with the facts before me, agree with your attitude.

You assume that if the G. R. & I. had provided a greater amount of service between here and Kalamazoo the Michigan Railway Company line from Grand Rapids to Kalamazoo would not have been built.

I doubt this very much, because that company had already bought the line from Grass Lake to Kalamazoo and was planning further construction to Lansing and Northeast to connect with its line in and about Saginaw.

Mr. Hodenpyl and others who formerly lived here were anxious not merely to enlarge their whole property, but to be generous in helping this city.

I do not now recall the number of trains between here and Kalamazoo prior to the construction of this road, but it will be assumed that you had the information, not only as respects the G. R. & I., but the Lake Shore as well, showing to what extent the public were already accommodated. If you did not know you would find it interesting to ascertain the facts even at this late date. My own observation was that the public was more than accommodated—that the trains running back and forth were never crowded or even half full.

You could not expect a railway company to add service which would prove a loss. The G. R. & I. especially was not able to equip its line as you suggest, but such a plan was often considered and might in the end have been adopted.

By the way, Mr. Hodenpyl and his associates were greatly interested in Grand Rapids and were disposed to expend large sums of money obtained elsewhere to make a really first-class line and to supplement the road by convenient and expensive terminals.

With this end in view, as you know, the Nelson-Matter plant was bought and much other real estate leading to it and to be wholly independent, a very expensive bridge was built across the Grand River. The plan was to put up a creditable building by way of permanent improvement, and if I am not mistaken some \$400,000 was paid for property on the East bank of the river.

After the road was finished, application was made to the Common Council to transfer the franchise of the Consumers Power Company to the Commonwealth Company—the real owner. This request was wholly reasonable and should have been granted without a moment's hesitation. Do you chance to recall what followed?

First, the company's agent was met with a pusillanimous request as a condition that the company pay \$1,000 a year for the remainder of the franchise period. The agent, anxious to have action taken, yielded to the unreasonable demand and promised to pay.

The matter then came up in the Council and all manner of discussion, obstruction, delay and criticism resulted, until, if my memory serves me, the company in sheer disgust and disappointment withdrew its application. I am not sure but that some proceeding was taken, or seriously threatened, to oust the company from carrying on its enterprise in this city.

Can you wonder if the owners of the property lost interest and hesitated to expend additional large sums of money in a community so lacking in fair dealing and appreciation?

I am not in the secrets of the company and do not know what further step will be taken. I am only an on looker, having an interest in our prosperity and growth, as well as a lover of fair play and decent treatment.

What seems to be true, however, is that no step is being taken to construct the terminal station. Whether this postponement is due to the facts I have given you, I do not know, but I leave you to speculate at your leisure.

I am not inspired to tell this story for the sake of giving the matter publicity, but it is brought to my mind by the editorial which you were good enough to send me.

Leisure Hour Jottings From Jaunty Jackson.

Jackson, May 22—One hundred and seventy-eight will be the number of men taken from Jackson on the first draft.

Ann Arbor grocers say that the consumers have already commenced to buy fruit jars for use next fall.

The meeting that Coldwater Council pulled off last Saturday afternoon and evening was successful in every way. The degree team of Jackson Council did the work in a most impressive manner and the meeting was one of the largest held in Southern Michigan this year. The banquet was held at 6:30 in Elk temple and was served by Glenn Fillmore, of Quincy. One item of the menu was strawberry shortcake and cream. Many were present from Jackson, Battle Creek Kalamazoo and Hillsdale and all voted that Coldwater knew how to entertain.

Donald F. Ganiard has located in Jackson. He has connected himself with the Hayes Wheel Co. and started in last Monday morning.

The Watts-Morehouse Co. has put a five ton truck in service to take care of its heavy work and increased business.

W. G. Pickell, local distributor for the milling firm F. W. Stock & Sons, of Hillsdale, is moving his stock and office into a warehouse by himself. He says he will put on a new truck and go after the business in an up-to-date manner. Spurgeon.

Treated Shabbily By the G. R. & I.

Boyne City, May 22—The writer was amused and somewhat peeved upon reading the spring brochure of the G. R. & I. Railroad. Boyne City gives this road more business than any other town north of Grand Rapids. It has big interests, three of which are especially devoted to this new preparedness thing. It has as well appointed a hotel as any in this territory. It has twenty-five miles of attractive lake resort territory immediately contiguous. It is the hub of the resort territory of Charlevoix and Emmet counties. Notwithstanding these facts, the G. R. & I. gives the city about twenty-five lines of space in the back of its book, with no special cuts or mention of any kind. One would naturally suppose that a town located so close to all the popular resorts would receive more extended notice.

The Boyne City Lumber Co. is filling an order for the Ellis Lumber Co., of Milwaukee, for beech timber to go into camp equipment for the U. S. Government.

Our young people are all torn up over the new conscription law. The uncertainty as to the future, what they can and cannot plan on and the most important plans—to them—of a life time. Maxy.

It is according to the eternal fitness of things that the flutings of amateur musicians are apt to ruffle a neighbor's temper.

It's a pity we can't reverse things and start at the top. It would be so easy to reach the bottom.

A railway time table—twenty minutes for dinner.

Review of the Grand Rapids Produce Market.

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

Asparagus—Illinois, \$1.50 per box.; home grown, 75c per doz.

Bananas—Medium, \$1.50; Jumbo, \$1.75; Extra Jumbo, \$2; Extreme Extra Jumbo, \$2.50 up.

Beets—\$1 per doz. bunches for new.

Butter—The market is firm and the week closes on the same basis as last week. The make of butter is about two weeks late, owing to the cold weather in the producing sections. The quality arriving is about as good as usual at this season. An increase in the make is reasonably certain soon, and if there is any change there will probably be a slight decline. Local dealers hold fancy creamery at 38c in tubs and 39c in prints. Local dealers pay 32c for No. 1 in rolls, 33c in jars and 26c for packing stock.

Cabbage—New California commands \$5 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.

Cucumbers—\$1@1.25 per doz.

Eggs—The market is firm at an advance of about 1/2c. Receipts are about normal, with a large demand for storage and a fair demand for consumption. The future egg market depends upon the demand for storage. The present quality is very good, owing to favorable weather. Local dealers now pay 34c for fresh, including cases, holding case count at 35c.

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—15c per lb. for hot house leaf; \$2.25 per hamper for Southern head; \$4.50 per crate for Iceberg from California.

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, 15 1/2c for Naples.

Onions—Texas Bermudas command \$2.75 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 are held at \$2.75 for all sizes.

Plants per box crated—Tomatoes, 85c; Cabbage, 85c; Pepper, \$1; Astors, \$1; Salvia, \$1; Geraniums, \$1.40.

Pop Corn—\$2 per bu. for ear, 5 1/2 6 1/2c per lb. for shelled.

Potatoes—Old command \$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, 15@16c; ducks, 22@23c. Dressed fowls average 3c above quotations.

Radishes—25c 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 \$3.25 for 24 qts.; Missouri Aromas, \$3.50.

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

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

Turnips—\$1.25 per hamper for Florida.

The proposition coming from the Food Research Laboratory that certain kinds of green vegetables can be successfully preserved by freezing is of interest at this time. Some of Dr. Pennington's friends and acquaintances have known that she has personally conducted experiments in this line with satisfaction, and that she is willing to take part in recommending the process as of practical commercial utility speaks well for its value. In the season of flush production of most green vegetables there are often periods of oversupply which would be relieved to the public advantage by a method of preservation so easy and so immediate as the placing of surplus in cold storage. This may be especially true this summer as a result of the widespread effort to increase the production of garden vegetables. The proposition is worthy of the serious attention of the food trade.

SEED POTATOES

For late planting we have

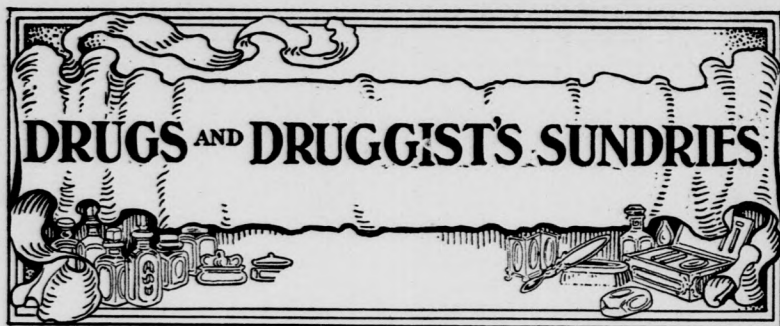
Choice Michigan Rural New Yorkers and Colorado Pearls

\$3.25 Per Bushel f. o. b. Grand Rapids

Also limited supply of Early Michigan and Colorado Early Rose at same price.

Write us today if want pure late seed.

Kent Storage Co. Grand Rapids, Michigan



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

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

Michigan Pharmaceutical Travelers' Association.
 Acting President—Butler Treat, Detroit.
 Secretary and Treasurer—Walter S. Lawton, Grand Rapids.

Programme For the Pharmaceutical Convention.

A meeting of the Executive Committee of the Michigan State Pharmaceutical Association was held at the Hotel Mertens, Grand Rapids, May 18, with the following members present:

J. H. Webster, chairman, Detroit; E. W. Austin, Midland; Grant Stevens, Detroit; M. H. Goodale, Battle Creek; Peter Vellema, Grand Rapids; Henry Riechel, Grand Rapids.

C. H. Jongejan, President, Grand Rapids; F. J. Wheaton, Secretary, Jackson, and John G. Steketee, Treasurer, Grand Rapids, were present as officers of the Association.

D. M. Russell and Walter S. Lawton, both of Grand Rapids, were also present by invitation. As Secretary and Treasurer of the Michigan Pharmaceutical Travelers Association, the latter presented in retail the plans he and his associates have made for the entertainment of the annual convention of the Michigan State Pharmaceutical Association, which will be held here next month. The plans were duly endorsed by the Committee. The following programme for the convention was presented and adopted:

Headquarters—Pantlind Hotel.

Tuesday Morning June 19.

10 a. m. Opening of registration headquarters.

Reception of officers and delegates.

Tuesday Afternoon.

1:30 p. m. Opening of convention.

Invocation, Rev. H. McConnell.

1:40 p. m. Address of welcome by Mayor P. C. Fuller.

Response by Chas. S. Koon.

President's address.

Appointment of committees.

Announcements.

Reading of communications.

Report of Secretary, F. J. Wheaton.

Report of Treasurer, J. G. Steketee.

Report of Secretary State Board of Pharmacy, Chas. S. Koon.

Report of committees—

Executive—J. H. Webster, Chairman.

Legislative—D. D. Alton, Chairman.

Membership—J. H. Robinson, Chairman.

Address by Otto E. Brudder, Ph. Chicago, Ill.

8 p. m. Grand Ball (strictly informal). Reception 8 to 9.

Dancing 9 to 12.

Wednesday Morning, June 20.

9:30 a. m. Second business session.

Report of delegates to N. A. R. D. by C. H. Jongejan.

Report of Trades Interest Committee by J. A. Skinner, Chairman. Discussion.

Address by Wilhelm Bodeman, Chicago.

Report of Publicity Committee by G. H. Grommet, Chairman.

Report of delegates to A. P. A., by L. A. Seltzer.

Wednesday Afternoon.

1:30 p. m. Third business session.

Report of Prescott Memorial fund, by C. F. Mann, chairman.

Address by Hon. L. M. Lewis, of Bangor.

Address by C. F. Holland, Secretary Chamber of Commerce, Jackson, Mich.

Report of Committee on Hyenas, E. D. Delamater, chairman.

Automobile ride for the ladies. Automobiles will leave the Pantlind Hotel at 2 p. m.

Wednesday Evening.

6:30 p. m. Dutch lunch and smoker for the gentlemen at Pantlind Hotel. Leo. A. Caro, Master of Ceremonies. Hazeltine & Perkins Drug Co. will give a dinner party for the ladies at the Owastonong club at Reeds Lake. Cars will leave Pantlind Hotel at 5 p. m.

Thursday Morning, June 21.

9:30 a. m. Closing business session.

Report of Committee on Resolutions.

Report of Committee on Nominations, D. E. Perrin, chairman.

Election of officers.

Unfinished business.

Final adjournment.

Thursday Afternoon.

2 p. m. Sports at Reeds Lake. Cars leave Pantlind Hotel at 1:30 p. m.

Thursday Evening.

7 p. m. Banquet at Hotel Pantlind. Toastmaster, Lee M. Hutchins; speakers, Woodbridge N. Ferris and A. P. Johnson.

The man whose happiness is compounded of such accessible simples as duty, sympathy and sincerity, is not in a very pitiable state, although unacquainted with written philosophy of any kind.

Come as the Waves Come.

Detroit, May 22—The big State drug meeting, as you are aware, will be held in Grand Rapids June 19, 20 and 21 and we feel you will try to be present at this important meeting. Many things of the utmost importance to the drug trade will come up for discussion and action. Not in your business career as a pharmacist will such changes be made as will be accomplished in the coming year and, in fact, for some years to come. These matters will all be ably handled and your voice and counsel will be solicited. Brother druggist, you will find it a good business proposition to attend your State Association meeting this year. You will go home more able to handle the things you will be up against in the future. Just hand the clerk the keys and say, "Me for Grand Rapids to attend the State drug meeting June 19, 20 and 21." The Travelers Auxiliary Association has planned liberally for your entertainment during these three days and we know that you are going home fully repaid by the benefit you will receive, and the entertainment which will be sandwiched in with the big meeting. Fix the calendar on the wall. Blue pencil the dates June 19, 20 and 21.

Butler Treat,
 Acting President, M. P. T. A.

Not a Bad Idea.

A young man went to a dentist the other day to have several teeth extracted. "I suppose I ought to take something to deaden the pain, but I'm afraid of this gas you use," said the prospective patient.

The dentist reassured him and wound up with: "You'll only be un-

conscious two or three minutes at the most." The patient took out his pocketbook.

"Never mind that now," said the dentist "you can pay me when I've finished."

"I wasn't going to pay you," exclaimed the patient. "I was going to count my money."

Neal 3 DAY WAY

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

DRINK HABIT

A harmless, vegetable remedy given with no bad after effects. No hypodermics used. It positively removes the craving desire for liquor and DRUGS at the end of treatment, or money back.

Neal Institute

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



It's Pure, That's Sure

Piper Ice Cream Co.
 Kalamazoo, Mich.



PETER DORNBOS CIGAR MANUFACTURER

Cigar
Cigar

DORNBOS Single Binder

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

TANGLEFOOT

THE SANITARY FLY DESTROYER
NON-POISONOUS

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



Increase Your Assets

Give Your Customers the Kind of SERVICE
 That Holds Their Patronage

**OUR SERVICE TO YOU MAKES THIS
 POSSIBLE**

**Wall Paper
 Paints**

**Window
 Shades**

HEYSTEK & CANFIELD CO.
 GRAND RAPIDS, MICH.

GROCERY PRICE CURRENT

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

ADVANCED		ADVANCED	
Bear Food		Tapioca	Lemon Peel
Cracked Wheat		Codfish	Farina
Ralston Food		Herring	Hominy
Saxon Wheat Food		Canned Meats	Barley
Pillsbury Best Cereal		Seeds	
Evap. Apples		Spices	
Citron		Spear Head	
Orange Peel		Standard Navy	

Index to Markets By Columns

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Candles	Candles
D	Dried Fruits	Dried Fruits
F	Farinaceous Goods	Farinaceous Goods
G	Gelatine	Gelatine
H	Herbs	Herbs
J	Jelly	Jelly
M	Maple	Maple
N	Nuts	Nuts
O	Olives	Olives
P	Petroleum Products	Petroleum Products
R	Rice	Rice
S	Salad Dressing	Salad Dressing
T	Table Sauces	Table Sauces
V	Vinegar	Vinegar
W	Washing Powders	Washing Powders
Y	Yeast Cake	Yeast Cake

1	2
ARCTIC AMMONIA	Clams
AXLE GREASE	Clam Bouillon
BAKED BEANS	Corn
BATH BRICK	French Peas
BLUING	Gooseberries
CONDENSED PEARL BLUING	Hominy
FOLGER'S	Lobster
BREAKFAST FOODS	Mackerel
BROOMS	Mushrooms
BRUSHES	Oysters
BUTTER COLOR	Plums
CANDLES	Pears in Syrup
CANNED GOODS	Peas
APPLES	Pineapple
BLACKBERRIES	Pumpkin
BEANS	Raspberries
BLUEBERRIES	Salmon
STANDARD	Sardines
	Sauerkraut
	Shrimps
	Succotash
	Strawberries
	Tomatoes
	Tuna
	CATSUP
	CHEESE

3	4	5
CHEWING GUM	McLaughlin's XXXX	Peanuts
CHOCOLATE	McLaughlin's XXXX	CREAM TARTAR
CLOTHES LINE	Extracts	DRIED FRUITS
COCOANUT	CONFECTIONERY	APRICOTS
COFFEES ROASTED	Stick Candy	CITRUS
COGNAC	Mixed Candy	CURRENTS
COGNAC	Specialties	CALIFORNIA PRUNES
COGNAC	Assorted Choc.	FARINACEOUS GOODS
COGNAC	Amazon Caramels	BEANS
COGNAC	Champion	FARINA
COGNAC	Choc. Chips, Eureka	ORIGINAL HOLLAND RUSK
COGNAC	Climax	HOMINY
COGNAC	Eclipse, Assorted	MACCARRONI AND VERMICELLI
COGNAC	Ideal Chocolates	PEARL BARLEY
COGNAC	Klondike Chocolates	PEAS
COGNAC	Nabobs	SAGO
COGNAC	Nibble Sticks	TAPIOCA
COGNAC	Nut Wafers	FISHING TACKLE
COGNAC	Ococo Choc Caramels	COTTON LINES
COGNAC	Peanut Clusters	FLAVORING EXTRACTS
COGNAC	Quintette	JENNINGS D C BRAND
COGNAC	Regina	PURE VANILLA
COGNAC	Star Chocolates	TERPENELESS
COGNAC	Superior Choc. (light)	PURE LEMON
COGNAC	Cracker Jack with coupon	TERPENELESS
COGNAC	Cracker-Jack Prize	PURE LEMON
COGNAC	Hurrah, 100s	TERPENELESS
COGNAC	Hurrah, 50s	PURE LEMON
COGNAC	Hurrah, 24s	TERPENELESS
COGNAC	Cough Drops	PURE LEMON
COGNAC	Putnam Menthol	TERPENELESS
COGNAC	Smith Bros.	PURE LEMON
COGNAC	NUTS—Whole	TERPENELESS
COGNAC	Almonds, Tarragona	PURE LEMON
COGNAC	Almonds, California	TERPENELESS
COGNAC	soft shell Drake	PURE LEMON
COGNAC	Brazils	TERPENELESS
COGNAC	Filberts	PURE LEMON
COGNAC	Cal. No. 1 S. S.	TERPENELESS
COGNAC	Walnuts, Naples	PURE LEMON
COGNAC	Walnuts, Grenoble	TERPENELESS
COGNAC	Table nuts, fancy	PURE LEMON
COGNAC	Pecans, Large	TERPENELESS
COGNAC	Pecans, Ex. Large	PURE LEMON
COGNAC	Shelled	TERPENELESS
COGNAC	No. 1 Spanish Shelled	PURE LEMON
COGNAC	Peanuts	TERPENELESS
COGNAC	Ex. 1 Lg. Va. Shelled	PURE LEMON
COGNAC	Peanut Halves	TERPENELESS
COGNAC	Walnut Halves	PURE LEMON
COGNAC	Filbert Meats	TERPENELESS
COGNAC	Almonds	PURE LEMON
COGNAC	Jordan Almonds	TERPENELESS

6

Table with 2 columns: Item Name and Price. Includes sections for Flour and Feed, Winter Wheat, Valley City Milling Co., Watson-Higgins Milling Co., Worden Grocer Co., Kansas Hard Wheat, Spring Wheat, Meal, Wheat, Oats, Corn, Hay, Feed, Fruit Jars, Gelatine, Petroleum Products, Pickles, Grain Bags, Herbs, Hides and Pelts, Playing Cards, HONEY, and HORSE RADISH.

7

Table with 2 columns: Item Name and Price. Includes sections for Jell-O, Jell-O Ice Cream Powder, Mapleine, Mince Meat, Molasses, Mustard, Olives, Pickles, PIPES, Playing Cards, and PROVISIONS.

8

Table with 2 columns: Item Name and Price. Includes sections for Mackerel, Mackerel, SEEDS, SHOIE BLACKING, SNUFF, SODA, SPICES, Whole Spices, RICE, ROLLED OATS, STARCH, Kingsford, Muzzy, SYRUPS, CORN, Pure Cane, TABLE SAUCES, TEA, Uncolored Japan, Moyune, and Young Hyson.

9

Table with 2 columns: Item Name and Price. Includes sections for Oolong, English Breakfast, Pekoe, TOBACCO, Fine Cut, Blot, Bugle, Dan Patch, Fast Mail, Hiawatha, May Flower, No Limit, Ojibwa, Petoskey Chief, French Rapple, SODA, SPICES, Pure Ground in Bulk, STARCH, Kingsford, Muzzy, SYRUPS, CORN, Pure Cane, TABLE SAUCES, TEA, Uncolored Japan, Moyune, and Young Hyson.

10

Table with 2 columns: Item Name and Price. Includes sections for Smoking, All Leaf, BB, English Breakfast, Congou, Pekoe, TOBACCO, Fine Cut, Blot, Bugle, Dan Patch, Fast Mail, Hiawatha, May Flower, No Limit, Ojibwa, Petoskey Chief, French Rapple, SODA, SPICES, Pure Ground in Bulk, STARCH, Kingsford, Muzzy, SYRUPS, CORN, Pure Cane, TABLE SAUCES, TEA, Uncolored Japan, Moyune, and Young Hyson.

11

Table with 2 columns: Item Name and Price. Includes sections for Smoking, All Leaf, BB, English Breakfast, Congou, Pekoe, TOBACCO, Fine Cut, Blot, Bugle, Dan Patch, Fast Mail, Hiawatha, May Flower, No Limit, Ojibwa, Petoskey Chief, French Rapple, SODA, SPICES, Pure Ground in Bulk, STARCH, Kingsford, Muzzy, SYRUPS, CORN, Pure Cane, TABLE SAUCES, TEA, Uncolored Japan, Moyune, and Young Hyson.

SPECIAL PRICE CURRENT

12

Sweet Lotus, 5c 5 76
 Sweet Lotus, 10c 11 52
 Sweet Lotus, per doz. 4 60
 Sweet Rose, 2 1/4 oz. .. 30
 Sweet Tip Top, 5c 50
 Sweet Tip Top, 10c .. 1 00
 Sweet Tips, 1/2 gro. 11 52
 Sun Cured, 10c 98
 Summer Time, 5c 5 76
 Summer Time, 7 oz. 1 65
 Summer Time, 14 oz. 3 50
 Standard, 5c foil 5 76
 Standard, 10c paper 8 64
 Seal N. C. 1 1/2 cut plug 70
 Seal N. C. 1 1/2 Gran. .. 63
 Three Feathers, 1 oz. 48
 Three Feathers, 10c 11 52
 Three Feathers, and
 Pipe combination .. 2 25
 Tom & Jerry, 14 oz. 3 60
 Tom & Jerry, 7 oz. .. 1 80
 Tom & Jerry, 3 oz. .. 76
 Turkish, Patrol, 2-9 5 76
 Tuxedo, 1 oz. bags .. 48
 Tuxedo, 2 oz. tins 96
 Tuxedo, 20c 1 90
 Tuxedo, 80c tins 7 45
 Union Leader, 5c coil 5 76
 Union Leader, 10c
 pouch 11 52
 Union Leader, ready
 cut 11 52
 Union Leader 50c box 5 10
 War Path, 5c 6 00
 War Path, 20c 1 60
 Wave Line, 3 oz. 40
 Wave Line, 16 oz. 40
 Way Up, 2 1/4 oz. 5 75
 Way Up, 16 oz. pails 28
 Wild Fruit, 5c 6 00
 Wild Fruit, 10c 12 00
 Yum Yum, 5c 5 76
 Yum Yum, 10c 11 52
 Yum Yum, 1 lb. doz. 4 80

CIGARS

Peter Dornbos Brands
 Dornbos Single
 Binder 35 00
 Dornbos, Perfectos .. 35 00
 Dornbos, Bismarck 70 00
 Allan D. Grant 65 00
 Allan D. 35 00

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

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

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

TWINE

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

VINEGAR

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

Oakland Vinegar & Pickle Co.'s Brands
 Highland apple cider .. 22
 Oakland apple cider .. 17
 State Seal sugar 14
 Blue Ribbon, Corn ... 12 1/2
 Oakland white picklg 12
 Packages free.

WICKING

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

WOODENWARE

Baskets

Bushels 1 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

13

Wire End

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

Churns

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

Clothes Pins

Round Head

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

Egg Crates and Fillers

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

Faucets

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

Mop Sticks

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

Pails

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

Toothpicks

Birch, 100 packages .. 2 00
 Ideal 85

Traps

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

Tubs

No. 1 Fibre 16 50
 No. 2 Fibre 15 00
 No. 3 Fibre 13 50

Large Galvanized ... 11 75
 Medium Galvanized 10 00
 Small, Galvanized 8 75

Washboards

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

Wood Bowls

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

WRAPPING PAPER

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

YEAST CAKE

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

Window Cleaners

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

AXLE GREASE

MICA AXLE GREASE

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

CHARCOAL

Car lots or local shipments, bulk or sacked in paper or jute. Poultry and stock charcoal.

DEWEY - SMITH CO., Jackson, Mich.
 Successor to M. O. DEWEY CO.

14

BAKING POWDER

K C

10c, 4 doz. in case 95
 15c, 4 doz. in case 1 40
 25c, 4 doz. in case 2 35
 50c, 2 doz. plain top 4 50
 80c, 1 doz. plain top 7 00
 10 lb. 1/2 dz., plain top 14 00

Special deals quoted upon request.

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

Royal

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

SALT

MORTON'S

NEVER CAKES OR HARDENS

FREE RUNNING

SALT

IT POURS

MORTON SALT COMPANY

Morton's Salt
 Per case, 24 2 lbs. 1 80
 Five case lots 1 70

SOAP

Lautz Bros. & Co.
 [Apply to Michigan, Wisconsin and Duluth, only.]
 Acme, 100 cakes, 5c sz 4 75
 Acorn, 120 cakes ... 3 00
 Climax, 100 oval cakes 3 50
 Gloss, 100 cakes, 5c sz 3 75
 Big Master, 100 blocks 5 00
 Lautz Master Soap .. 3 75
 Naphtha, 100 cakes .. 4 85
 Oak Leaf, 100 cakes .. 4 75
 Queen Anne, 100 cakes 4 75
 Queen White, 100 cks. 4 00
 Railroad, 120 cakes .. 3 00
 Saratoga, 120 cakes .. 3 00
 White Fleece, 50 cks. 2 50
 White Fleece, 100 cks. 3 25
 White Fleece, 200 cks. 2 50

Proctor & Gamble Co.
 Lenox 4 00
 Ivory, 6 oz. 4 85
 Ivory, 10 oz. 8 00
 Star 3 90

Swift & Company

Swift's Pride 4 15
 White Laundry 4 25
 Wool, 6 oz. bars ... 4 65
 Wool, 10 oz. bars ... 6 50

Tradesman Company

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

Scouring

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

Soap Compounds

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

WASHING POWDERS.

Gold Dust

24 large packages ... 5 00
 100 small packages .. 4 85

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

Snow Boy

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

Naphtha

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

Queen Anne

60 5c packages 2 55
 24 packages 4 00

Oak Leaf

24 packages 3 75
 100 5c packages 4 00

FITZPATRICK BROTHERS' SOAP CHIPS

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

WRITE FOR PRICES

SEND FOR SAMPLES

The Only Five Cent Cleanser



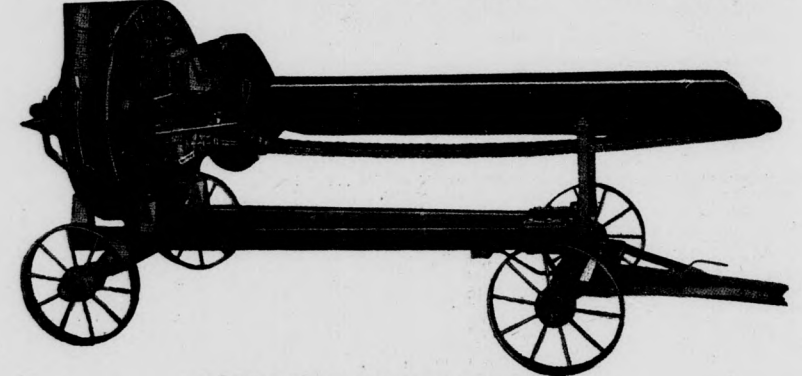
Guaranteed to Equal the Best 10c Kinds

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

Handled by All Jobbers

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

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

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

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.

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

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 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

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

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—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

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

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

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

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 Rent—Only first-class market in town of 1,800, new building, white enamel interior, two coolers, modern equipment, water and sewerage, finest opportunity for business of this kind in Western Michigan. Large resort trade. Box 418, Whitehall, Michigan. 103

Eighty-two years old. Bound to sell stock, drugs, books, wall paper, paints and glass. Address Box 75, Ypsilanti, Michigan. 105

For Sale—Clean general stock in growing city of Fremont. Stock will inventory about \$12,000. Will rent or sell store building. Address No. 102, care Michigan Tradesman. 102

Act Quick—Have \$40,000 stock shoes, clothing, dry-goods, carpets. Sell at sacrifice. A. F. Schott, 67 Lathrop Ave., Battle Creek, Michigan. 108

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

Stocks Wanted—Write me if you want to sell or buy grocery or general stock. R. 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

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, 433-23 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

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

Rock Bottom Quick Sale—New stock of men's furnishings with new modern fixtures, located in town of 6,000, surrounded by rich farming country, everything purchased on last October's prices. All goods fresh and staple. No dead stock. Owner retiring and sells at great sacrifice on cost prices. Absolutely the greatest bargain in the country and will not stay long. Greenfield R. E. Co., Marshall, Michigan. 107

For Sale—Brick building, shoe repair shop, all up-to-date machinery. Only shop in town of 2,000. Shoe stock will be sold or not, as buyer wishes. Bargain to right party. Address No. 109, care Tradesman. 109

High grade, almost new, stock of dry-goods and men's furnishings in splendid location in Detroit. Nearly entire stock purchased at 20 to 25 per cent. under to-day's prices. Good business established. Great opportunity for someone wishing a good paying business proposition. No. 110, care Tradesman. 110

Confectionery, sodas, cigars and general line, located in live town of about 2,000 population. Was taken in on big deal so will sell at bargain. Deal with owner. Box 146, Plymouth, Indiana. 111

Grocery For Trade—\$750 equity in \$1,000 grocery stock in storage. What have you to offer? Address Postoffice Box 1304, Detroit. 112

HELP WANTED.

Wanted—A first-class shoe man with plenty of experience, capable of taking charge of a shoe department. In answering application send recommendations and state experience had and salary wanted. S. Rosenthal & Sons, Petoskey, Michigan. 106

Wanted—Registered pharmacist. Give age, experience and references. Schrouders, Grand Rapids, Michigan. 113

Wanted—Window trimmer and store decorator, floor man and advertising man. Address No. 114, care Tradesman. 114

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

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

The Friendship of a Child

is a valuable business asset. Make the children of your neighborhood your friends by giving them FREE a



TOY BALLOON

—or—
with every purchase of 50 cents or more.

Children go wild over them.

Sample free to requests on business stationery.

Dept. K, CARNELL MFG. CO.
338 Broadway, New York

The Book of Plain Prices

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

Butler Brothers

Exclusive Wholesalers of
General Merchandise

New York Chicago

St. Louis Minneapolis

Dallas

THE SOUL OF GERMANY.

With Professor Smith, familiarity has most effectively bred contempt. Twelve years' residence in Germany, intimate association with its people and official connection with a Bavarian university have left him with a dislike and disapproval of the German nation second only to those of his quondam associates for his native England. We have seen no more bitter arraignment of the German nature and character than that contained in "The Soul of Germany," recently issued from the press.

Mr. Smith is loath to allow the German people any virtues other than obedience and thrift, and even the former, he holds, exists largely because it must. In their relations with one another, as well as with outsiders, he considers them lacking in feeling, consideration and sincerity. Docile to the point of servility where their state is concerned, they are, he maintains, essentially brutal, aggressive and quarrelsome, worshippers of outward appearances, but disregarding of underlying humanities; in a word, materialists and egoists. Their present warped point of view and blind fury have been nurtured, not created, he holds, by those disciplined forces which as arms of the state have exploited a soil receptive to the seeds of mischief. The German empire of to-day, Mr. Smith asserts with many another of its critics, is but the logical product of its inherent proclivities and its machinery of government. But whereas those others admit the original good in those proclivities, he sees only the ill.

With what Mr. Smith says, there is not so much quarrel as with what he leaves unsaid. His analysis, indeed, did it show more than one side of the shield, would be trenchant and in large part valid, instead of so obviously incomplete as to lose by its own exaggeration. He writes with the information and understanding that come from personal knowledge, of the conditions of German family and social life, of the position of women, the national ideals and customs, the methods and characteristics of the school and university, the army, the church, and the press and the general forces that are shaping the German nation. To militarism and Social Democracy he ascribes in equal measure the blame for the immorality, the quarrelsomeness, and the crime which he says prevail so widely in the empire, and on Social Democracy in particular he empties the vials of his wrath.

PAUSE IN THE DEMAND.

The canned goods situation has apparently entered another phase of its development. The frenzied buying that followed immediately after the declaration of war has toned down somewhat, but if it has it is merely to allow for a breathing spell and an opportunity to get the situation lined up a little more clearly. Jobbers seem able to sell anything they have to offer in the way of spot goods except tomatoes, and these are now inclined to drag. Jobbers themselves are buying cautiously of everything and are not inclined to plunge. Old crop canned goods are running to

the end of the offerings and in many lines there will be a decided gap between old and new pack. The demand for salmon is active, and as the consuming season has hardly started as yet there is some doubt as to whether there will be enough to go around except for what the retailers have on hand, although most of them say they are well supplied.

It will also be interesting to note how well consumers themselves are supplied and whether they will begin eating up their hoards of canned goods right away or will fall back on fresh vegetables, fruit and fish. In other words, are these hoards to be regarded as present supplies or as only a reserve in case of emergency? If the latter, most of the hoarders are likely to find they have made a poor bargain, as they are likely to be able to buy cheaper in the fall. There is no doubt in the minds of the trade that the present inflated prices are due to the hysteria and frenzied buying of the past few weeks, the general public not being able to realize that they were buying on the tail end of an old crop when supplies are always at their minimum. In most lines the advent of the fresh supplies and the consumption of the hoarded supplies is likely to bring about a period of inactivity in the general trade, and it is just possible there may be some surprises in the way of price revisions.

OPPOSE RETROACTIVE TAX.

The National Wholesale Grocers' Association is on record as emphatically opposed to the Government's idea of taxing business and making the tax retroactive beyond the current year. In the last issue of the Association's Bulletin the subject is discussed in the following manner:

"Among the many propositions considered is the proposal to make the new tax law, imposing taxes on incomes and excess profits, retroactive by levying a new tax on income for 1916 in addition to the tax collected for the year 1917. The excess profits tax would likewise be based on the income of 1916 as well as 1917.

"There is no good reason why the new law should be made retroactive. If it is determined to raise a certain amount of funds by means of a tax on income and excess profits, the tax should be confined to the income and profits of 1917 and the rate fixed to correspond to the amount sought to be raised.

"A retroactive tax would greatly disturb the business records of most partnerships and corporations, and in fact in many cases might result in great injustice to partners and stockholders where changes occurred in the partnership or in stockholders since January 1, 1917."

There is something very beautiful in the softening influence of years on human character. While it is true that age is sometimes peevish, it is oftener true that men who have started on the down-hill stretch of life present their golden-ripe side to view, like a rich apple that has mellowed on the tree and taken its complexion from the sunshine that matures and beautifies everything in this lovely world.

How the Grocer Can Serve the Nation.

Supplementing the appeal of President Wilson for the co-operation of business men in aiding National preparedness and efficiency, President Theodore F. Whitmarsh, of the National Wholesale Grocers' Association, has issued a letter to the members, not only including President Wilson's appeal, but adding a strong one on his own account. In part he says:

"Before my recent visit to Washington I do not believe that I had anything like a true realization of the serious aspect of the war upon which this Nation has entered; but my talks with some of the heads of various departments of the Government have given me a broader idea of what we have engaged to do, and I must say I was greatly impressed by the earnestness and sincerity of those officials it was my privilege to meet.

"The President, in his appeal, refers to the vital problem to produce and conserve food supplies for the naval and militia forces of the country and for our civilian population as well as the armed forces and civilian populations of our Allies to a great extent. And in the food problem we wholesale grocers are very essential factors. Realizing this, we, as an organization, have tendered assurances of our loyal support and willingness to co-operate in all ways that we can serve our country. Behind that offer of support I know you stand as individuals. How can we best serve?"

"We can help allay the hysteria of the great body of consumers, who in their unfounded belief that there is going to be an extraordinary shortage of foods are sending all prices up by buying in great and unusual quantities and storing such goods in their homes; then there are undoubtedly retailers who, obsessed with the same erroneous notion that food supplies will soon be unavailable, are likewise indulging in reckless buying, all of which can have no other effect than to raise prices. If they will all keep their heads and conduct themselves normally, ordering in ordinary quantities as required for their current use, they will be performing a patriotic duty. Insofar as we can help in instilling this idea firmly in the public mind we shall be serving.

"I believe it is, therefore, the duty of every local association of wholesale and retail grocers to get the information to the consuming public that there will be no trouble in obtaining foods, and to allay their fears as to a possible food shortage. I would not be understood to mean that we have supplies in such abundance that they should not be economically used, or that we should not cultivate all available ground well and intelligently, but I do mean that, by keeping our heads and conserving our foods with ordinary intelligence, we will be able to avoid that extreme shortage that so many fear.

"It may be that advancing prices will prevent the rush to buy and hoard foods, and some economists hold that this is the practical way to curtail purchases and reduce waste to a minimum; that the consumer will buy less and save more at high prices than he will if low

prices prevail, but the feeling that there will be an absolute shortage of foods has become so general that I do not believe prices will be the controlling factor, and I believe it is our duty to hold prices for foods at levels as low as we possibly can consistent with the proper conduct of our business.

"I believe that it is quite as important that we handle this food question promptly and properly at the beginning as it is that the Government put our army and navy on the proper basis. I have therefore concluded, after reading this appeal of the President, that among the ways in which we can be of direct and immediate service are the following:

"1. That we help educate the consumer, the retail grocer and our fellow wholesale grocer that they may not become hysterical and scramble for food at any price, but rather that they all buy carefully, that they economize, and use as little food as they can, eliminating all waste. That we encourage local organizations to further this work.

"2. That we help in the work of inducing the farmers of the country to raise well balanced crops of foods, refraining from the very natural inclination to confine themselves to those staples which are likely to show them the largest return; that we spread the truth that the fate of ourselves and our Allies depends in equal measure upon the farmers and the fighters of the country.

"3. That we, as wholesale grocers, or middlemen, as the President classifies us with others, 'remember that the eyes of the country are upon us, and it expects us to forego unusual profits and to expedite shipments of food of every kind.' The wholesale grocer should not speculate in future or spot foods, but should turn his stock over as required by the demands of his trade. 'Small profits and quick service' is a good slogan.

"4. That we help in the propaganda to show how gardens can be cultivated and their products used to support the people during the summer months, thereby conserving for use during the winter and spring perishable foods, foods that have been preserved by canning or drying for use when garden truck and fresh fruits are not to be had.

"The purpose of this letter is to urge everyone to a sense of personal responsibility in the crisis that has come upon us. The time is here when we cannot look to some one else to do our share; there is work for us all and each one must do his personal share to the full. I am sure the wholesale grocers will not stop at doing barely what is expected of them; they should, and I am confident will, do even more."

BUSINESS CHANCES.

For Sale—Groceries, shoes and dry goods in A No. 1 town with practically all cash trade. Stock about \$3,500. No trades. \$3,000 down and terms on balance. Address No. 115, care Tradesman. 115

For Sale Very Cheap—Fine restaurant in resort city of 13,000. Best location in town. Reasonable rent. Price \$1,500. One half cash. John Weersing, Holland, Michigan. 116

For Sale—Stock ladies' and men's clothing and furnishings. Located in small town Eastern Michigan. No competition. Stock clean and up-to-date. Good lease, cheap rent, money maker. Might consider exchange for city property. Address W 121 Michigan Ave., Ypsilanti, Michigan. 117